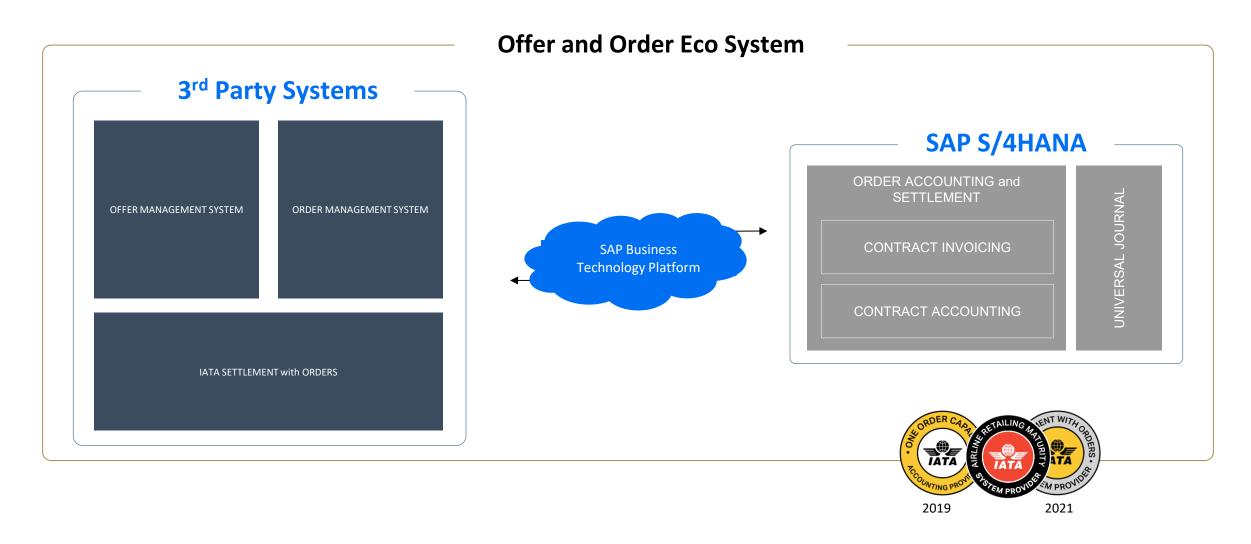
IATA Offer To Cash Unlocking the Value of SAP ERP



IATA Order Accounting and Settlement Implementation

Streamline Sales Front-End and Finance Back Office







IATA Order Accounting and Settlement Scope

Delivered by BRIM Standard Module on SAP Standard ERP S/4HANA

NOTE: Actual product modules will vary based on customer-specific requirements and use cases..



| Model + Price | Quote + Sell | Order+ | Provision | Rate + | Invoice | Collect | t + Settle | Recognize + Report | Learn + Grow |
|---|------------------|------------------|----------------------------|---|---|------------------------|--|-------------------------------------|--------------|
| ! | ···· | \$: | | | | | | <u>~~</u> | |
| Offer Modeling | Quote Management | Order Management | Contract Management | Usage Collection, Pricing + Charging | Converged Billing + Settlement | Rev-Share + Payment | Customer Care, Credit + Collections | Controlling + Revenue Accounting | Analytics |
| | SAP CPQ | | SAP Entitle- ment Mgmt. | Ext. Billing Stream | | | | | |
| SAP Billing and Revenue Innovation Management | | | | SAP CM | SAP Billing and Revenue Innovation Management (CI & FI-CA on S/4HANA) | | GL, CO, Revenue Recognition | Analytics | |
| | | | | SAP CC | (2.3 | | ., | | |
| | | | | SAP S/4HANA | Cloud / BTP | | | | |

- · Master data definition
- Product and bundle definition
- SKU management
- Monetization modeling
- · Entitlement modeling
- Configure, price, and quote complex quotes*
- Guided selling
- Subscription, product, service, project, and bundle order management
- Process orchestration (distribution, fulfillment, order tracking, etc.)
- Rights and entitlement management
- Subscription lifecycle (renewals, add-ons, removals, and changes)

- One-time, recurring, and usage, and event charging
- Billing data collection, enrichment, and validation
- Allowance, balance, and entitlement management
- Unified customer bill and billing stream
- Partner rev-share tracking

- Accounts receivables mgmt. with subledger accounting
- Payment clearing automation
- Payment deferrals and installment plans
- Credit, collections, and dispute management
- Partner rev-share settlement
- Identify revenue-loss situations using AI

- Revenue recognition (IFRS 15 and local standards)
- Management accounting
- Tax compliance

- Customer and revenue insights
- Personalized offers and promotions
- · Revenue planning

Solution Architecture

SAP order accounting system for Airlines



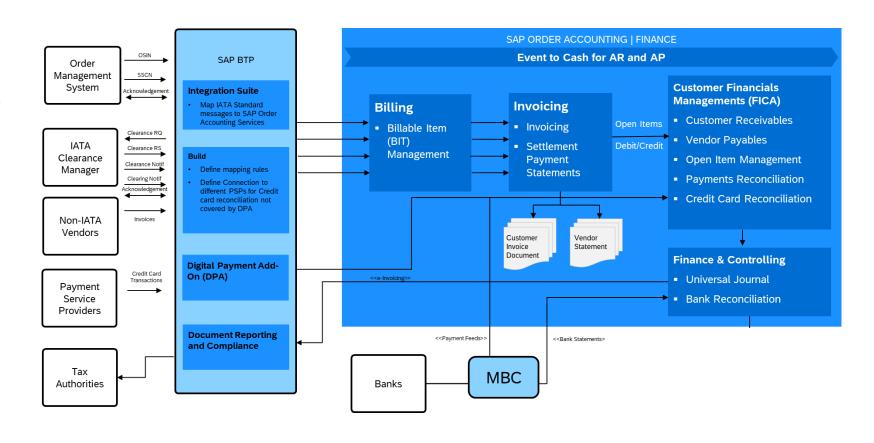
Integration

SAP Business Technology Platform (BTP) provides the integration capabilities to external 3rd party systems, they key ones are illustrated in the diagram. It provides all the necessary mapping and transaction management between SAP and external systems.

Order Accounting and Settlement

SAP Billing and Revenue Innovation Management (BRIM) provides the core capabilities for order accounting and settlement, having been IATA certified in 2019.
BRIM receives the order and delivery data from the Order Management System and processes it with following capabilities;

- Billing and invoicing
- Revenue recognition
- Credit card reconciliation
- Vendor contract/commission management
- Posting to general ledger







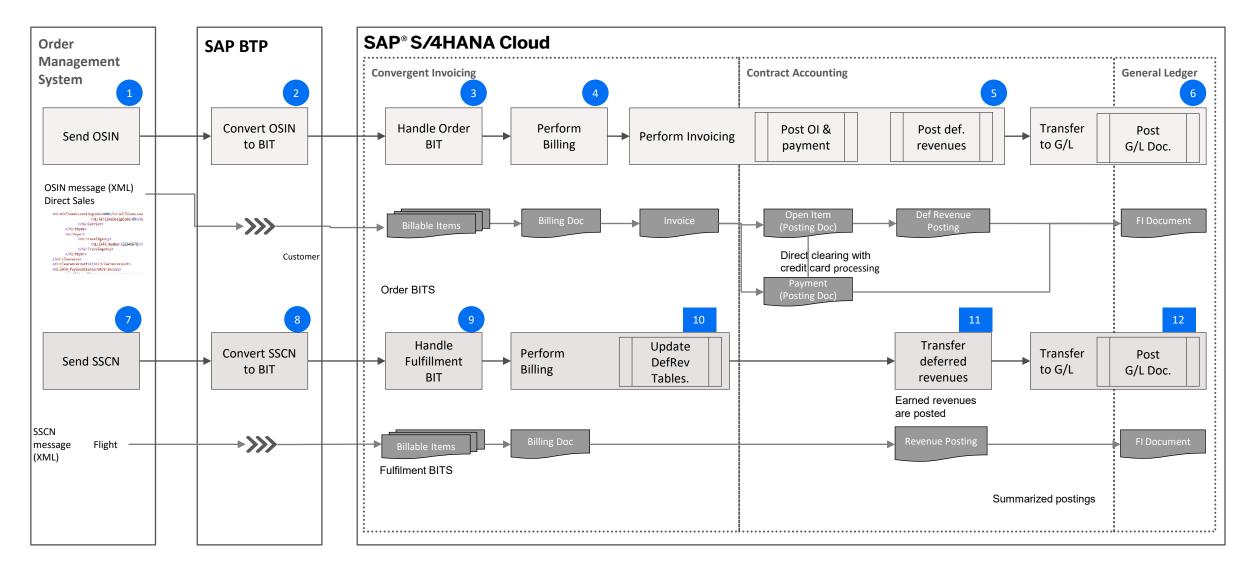
IT; BITCLASS; SRCTATYPE; SRCTAID; SRCTASUBID; VKONT; GPART; BITREF32; SUBPROCESS; BI PY; BITCLASS; SRCTATYPE; SRCTAID; PY GROUP; VKONT; MERCH; BITREF32; CCINS; PYMET; PY TX; BITCLASS; SRCTATYPE; SRCTAID; TAX GROUP; VKONT; TAX PERC; BITREF32; KTOSL; KSCHL *OSIN - Use Case 1 FRA SIN SYD with Surcharge Tax and direct payment via cr *Customer FRA-SIN IT; OSIN; 01; XB952A1B2C3D4; SVC-01C; 120000000700; 1000060; ORDITM-01; 10RD; Z010; 1 IT; OSIN; 01; XB952A1B2C3D4; SVC-01C; 120000000700; 1000060; ORDITM-01; 10RD; Z110; 0 IT; OSIN; 01; XB952A1B2C3D4; SVC-01C; 120000000700; 1000060; ORDITM-01; 1ORD; Z220; 0 IT; OSIN; 01; XB952A1B2C3D4; SVC-04C; 120000000700; 1000060; ORDITM-01; 1ORD; Z011; 0 IT; OSIN; 01; XB952A1B2C3D4; SVC-05C; 120000000700; 1000060; ORDITM-01; 10RD; Z111; 0 IT; OSIN; 01; XB952A1B2C3D4; SVC-04D; 220000000100; 0000217; ORDITM-01; 10RP; Z011; -IT; OSIN; 01; XB952A1B2C3D4; SVC-05D; 220000000100; 0000217; ORDITM-01; 10RP; Z111; -*Partner Commission IT; OSIN; 01; XB952A1B2C3D4; COMM001; 220000000100; 0000217; ORDITM-01; 10RP; Z910; 0 *Payment via Credit Card PY; OSIN; 01; XB952A1B2C3D4; PAYGROUP; 120000000700; MERCH; ORDITM-01; 000 *Tax line (Surcharge & Luftabgabe) TX; OSIN; 01; XB952A1B2C3D4; TAXGRP01; 120000000700; 0,000; ORDITM-01; ; TX;OSIN;01;XB952A1B2C3D4;TAXGRP02;120000000700; 0,000;ORDITM-01;;

Within SAP BTP, the incoming XML messages sent by the Order Management System are converted into so-called Billable Items (BIT). Every service item in the OSIN / SSCN represents one BIT, additional BIT like commission for other parties like carriers are optional.

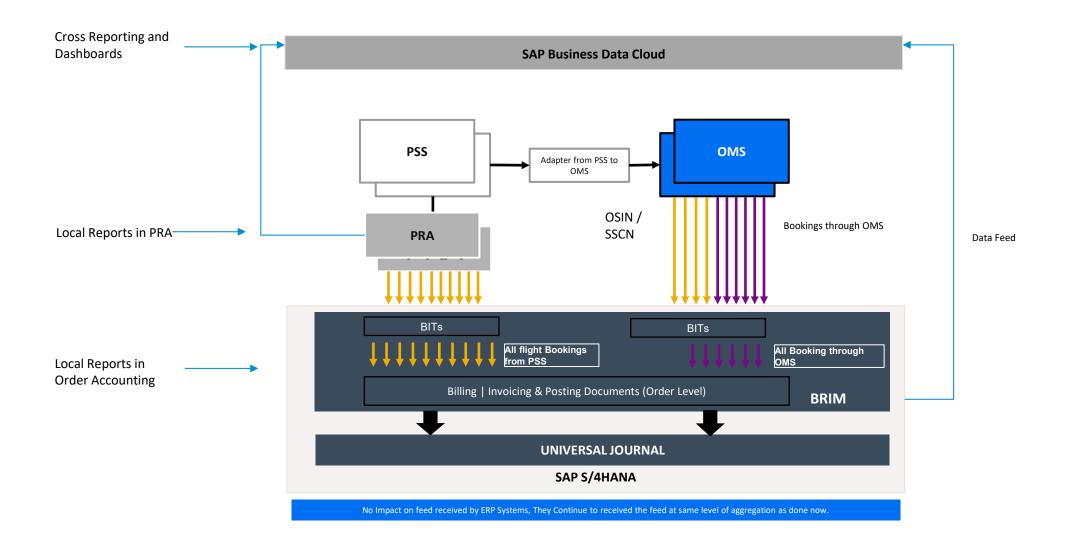
Payment information can be provided as payment line, externally calculated taxes like the aviation tax (and others) are provided as tax line.

Process & Document Flow: Recording Forward Sales and Actual Revenue

Direct Sales –Airlines Retailer and Supplier



Reporting while Transitioning to Retail



Thank you.

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