

# Revenue Management Suite

Axelaris convergent billing

## Introduction

Axelaris convergent billing and revenue management solution meets the business challenge of building strong brands and lowering operational costs. From a single modular platform, Axelaris billing system supports rating and charging for any service or any payment method while respecting agility and customer-centric business needs.

## Solution Packages

Axelaris revenue management suite can be used to monetize a subscription commerce model to collect revenues, compute taxation and provide financial reporting. It offers a wide range of functionality starting from a basic subscription fee model to a more complex usage based mode.

Axelaris Revenue Management Suite is available in two editions:

**Standard** Get started with standard billing functionality. Enable billing and invoicing, marketing strategies and the management of a product catalog.

**Enterprise** Build a complete and mature billing solution delivering a subscription-based model, supported by a feature capability for pricing, account management, billing and invoicing, posting to General Ledger and Accounts Receivable, taxation and payment gateway for credit card payments.

## Solution DATASHEET

	Standard Edition	Enterprise Edition
Marketing & Promotion	Basic	Enterprise
Contract Management	Basic	Enterprise
Billing & Invoicing	Basic	Enterprise
Product Catalogue management	Basic	Enterprise
Mediation & Rating	No	Enterprise
Payment Processing	No	Enterprise

## Component Overview

Axelaris Revenue Management system gives access to a complete cloud billing system based on multiple components.

Each of the above components provides significant value to the overall solution. The following sections provide additional details

## Component Overview

Marketing & Promotion  
Contract Management  
Prod Catalog Management  
Billing & Invoicing  
Payment Processing  
Mediation & Rating  
Order Management

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Solution DATASHEET

## Marketing & Promotion

Axelar's tools for marketing and promotion strategy solution is perfect for growing any business.

With a billing system, it is easy to define and manage numerous promotional offers in a simple console interface so that the customer doesn't spend time customizing his billing to sync with his marketing needs.

### Key Features

- **Clearance Price Management:** Clearance pricing is managed on an individual product basis and can be activated at any time. Clearance pricing is a great way to manage excess inventory and drive revenue.
- **Customer/ Reseller Level categories:** The ability to offer alternative pricing for particular customers/resellers.
- **Product discounts:** the ability to define the type of discount according to several separate indicators such as items, category, particular vendor, manufacturer or customer.
- **Sales Messages:** The ability to display marketing messages to advertise for related products when the customer selects an item to purchase.
- **Flexible Pricing:** the ability to indicate customers within a price group should receive items at cost or at a discount from the default price.



### Benefits

- Cross-sell or up-sell products
- Customer's update about upcoming activities:
- Customer stickiness enhancement

### Professional Services

#### Training

With AXELARIS Trainings, acquire in-depth expertise in administering, customizing, maintaining, and supporting AXELARIS orchestration and virtualization software products.

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## Contract Management

Marketing energy and related services to the consumer requires the ability to efficiently and accurately create and process contract requirements and documents.

Axelaris contract management system allows for the construction, maintenance, and enforcement of business policies in the organization's service delivery process.

It integrates and automates the process from the proposal or sold deal through billing set-up, enrollment, and renewals.

## Key Features

- **Repository Store:** A repository for governing and managing artifacts, such as rule and process definitions, service descriptions, and databases schemas.
- **A centralized repository for business rules management:** The repository component is where a customer has access to versions of rules, models, functions, and business related processes.
- **Controlled access to rules and other artifacts:** Controlled access via user defined categories.
- **Process automation:** Enrollments and renewal process are automated and tracked
- **Contracts Maintenance process:** Contract maintenance, from triggers to account status driven amendments are reconciled, tracked and reported



## Benefits

- Reduce Costs
- Reduce Risk
- Realize Revenue Faster
- Maintain Compliance
- Experience Business Intelligence

## Professional Services

### Accelerate Diagnostic Services

Successful virtualization and ITaaS initiatives require a thorough understanding of the changes needed to sustain and maintain your new environment.

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## Prod Catalog Management

Product catalogue management refers to the support of product management and the management of product information in a structured and consistent way.

Axelaris Catalog Management is a product lifecycle manager that provides the capabilities to develop, manage and deliver dynamic product catalogs across all channels.

### Key Features

- **Issues management:** Manage issues such as stalled revenue, loss of market share, and declining customer satisfaction levels.
- **Simple Administration:** Centrally defined relationships between products, features, availability, and pricing rules,
- **Simple catalogs display:** Integration of catalogs for a single view of all products and services
- **Catalog Flexibility:** The creation of innovative, personalized consumer product bundles.
- **Innovation:** The possibility of bringing new, differentiated, products to market faster, with fewer errors.
- **Unlimited Categories & Sub-Categories:** unlimited levels of categories and subcategories so that merchants can easily manage products and support drill down product searches.



### Benefits

- Improved efficiency and money saving
- More responsiveness
- Increased revenue and ROI
- Maximized profitability

### Professional Services

#### Implementation services

Axelaris Implementation Services is your trusted partner for planning, deploying, integrating and optimizing your Axelaris Cloud solution.

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## Billing & Invoicing

Invoicing is the process of gathering (aggregating) and adding up all of the billing records associated with a specific account during a billing cycle in a bill pool, applying recurring charges (e.g. monthly charges) and totaling all the charges. The process of grouping service or product usage information for specific accounts or customers, producing and sending invoices, and recording (posting) payments made to customer accounts.

## Key Features

- **Automated Invoicing:** Automated complex recurring, time and project-based billing
- **Increased billing accuracy:** integration of all processes, from quote to order to bill.
- **Accelerated Invoicing Process and Time to Cash:** Payment acceptance programs with convenience fee options for both credit /debit card and electronic check payments.
- **Self-service Billing:** customers can manage their own billing plans and payment options online
- **Efficient billing:** Errors risk eliminated with centralized customer records that are shared across the business.



## Benefits

- Access to a built in customer invoicing and payment repository
- Enhanced cash
- Reduction in costs associated with the production
- Dramatically improved customer service

## Professional Services

### Support

Axelar's solution guarantees a superior service delivery to the customer and a fundamental solution for IT service management organizations.

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## Payment Processing

Axelaris payment processor system automatically but securely processes payments made by customers to virtually any payment gateway in the world.

It accepts a variety of payment options in order to simplify customer's payment operations by handling all the payment requests.

### Key Features

- **Automated Payment Processing:** accepting a variety of payment options
- **Revenue enhancing:** Unlock productivity by streamlining order-to-cash and cash-to-reconciliation processes
- **Credit and Debit Support:** Improve cash flow and shorten time to payment with cost-effective credit card, business card and purchasing card acceptance.
- **Flexible Payment:** a single system and single set of records for all payment processing, whether web order, phone order, cash sale or invoice payment
- **SSL (secure socket layer):** A system for encrypting data sent over the Internet, including e-commerce transactions and passwords.
- **Diverse payment gateways support:** payments can be submitted to any payment gateway.



### Benefits

- Automatic, real-time payment processing
- Automatically process different kinds of payments
- A highly secure payment process.
- Customers' preferences can be accommodated

### Professional Services

#### Accelerate Evaluation Services

Knowing what to measure during your transformation is crucial to reducing costs, improving productivity and becoming more agile than your competitors.

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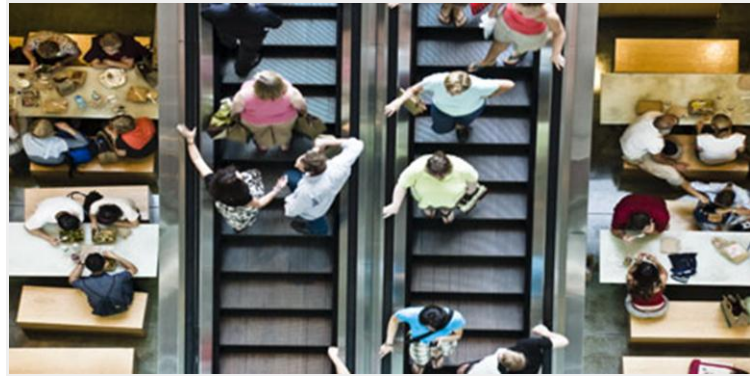
Solution DATASHEET

## Mediation & Rating

Axelaris mediation device is a network component that receives processes, reformats and sends information to other formats between network elements. Axelaris mediation system is used for billing and customer care systems as these devices can take non-standard proprietary information (such as proprietary digital call detail records) from switches and other network equipment and reformat them into messages billing systems can understand.

### Key Features

- **External data processed into a billing system in an extensible way:** External events—such as call detail records (CDRs) and others—can be periodically entered into the system, and will update customer accounts based on what the information represents.
- **Configurable CDR Format Reading:** Process events in any format, just by configuring jBilling.
- **File and Database Readers:** jBilling allows to determine how mediation data is read, and whether CDRs are processed in database or file formats
- **Error Detection and Management:** When a CDR contains errors or bad data, it is crucial to maintain this information to ensure accurate invoices. jBilling has the ability to detect these errors and enter them into a recycling bin. From there, the data can be examined, fixed, and reprocessed
- **High-Speed Caching:** The jBilling mediation module has undergone strenuous testing with high-volume traffic and large numbers of daily events. With throughput that equals hundreds of events per second and a scalable architecture, you can feel secure knowing that your mediation data will be processed at a high speed.



### Benefits

- Accelerated deployment of new services
- Enhanced marketing decisions
- Supports both offline and online charging functions
- Increased Average Revenue
- Reduced revenue loss
- Greater billing accuracy

### Professional Services

#### Certification

Provide tangible evidence of your in-depth knowledge by becoming certified as a Cloud services expert. By validating your expertise, certification helps advance your career.

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## Order Management

Order management is a centralized system with on-line updates that allows access of different users such as customers, sales representative, and delivery agents to up-to-date information.

Axelar's Order Management facilitates entering of an order, whether via a web-site shopping cart or a data entry system (for orders received via phone and mail) by capturing Customer Proprietary Information and Account Level information. Once entered, valid orders are processed for warehouse fulfillment, such as picking / packing / shipping.

## Key Features

- **Flexible Order Management:** Aggregation, management, and monitoring of orders from all channels
- **Customizable System:** Enables customized, line-level order fulfillment
- **Global Inventory Visibility :** inventory information are consolidated from multiple systems, generating a single view of all supply and demand
- **Advanced search option:** Offers advanced inventory search capabilities.



## Benefits

- Accurate service
- Reduced Costs
- Enhanced Revenue

## Professional Services

### Accelerate Strategy Services

Let our experts work with your stakeholders, IT teams and lines of business to develop a comprehensive strategy, roadmap and pragmatic action plan for your enterprise IT.



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## Conclusion

Axelaris offers a range of software that specializes in the way information; process rules and logic are collected, framed within an organized taxonomy, and accessed through a central self-service based platform.



## Contact AXELARIS today

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