

COMPANY PORTRAIT

Nitrobox Agile Monetization Platform

The **Nitrobox Agile Monetization Platform** is an enterprise-ready cloud software that enables corporates to rapidly monetize sophisticated digital business models - from transactional, pay-as-you-go, to subscription or hybrid models - and automate complex order-to-cash processes.

Nitrobox technology provides all the order-to-cash capabilities in one central platform and enables companies to map their digital financial and accounting processes in real time anywhere in the world. As a smart SaaS solution, it can be quickly and easily connected to existing financial systems and providers via the latest API.

ABOUT NITROBOX

Customers from more than 70 countries

Companies using **Nitrobox software** achieve growth through recurring revenue and benefit from a shorter time-to-market. The flexibility of processes enables worldwide rollouts within a few weeks.

Due to the high scalability of the platform, the number of microtransactions can grow rapidly and creates a lot of room for business development. With teams in Hamburg, Stuttgart, Berlin and Munich, Nitrobox serves customers from more than 70 countries worldwide.

Vision

The **Nitrobox vision** is a world where you can build a global business without worrying about how to solve the complex monetization behind it.

Nitrobox customers do not think about whether and how their business model can be monetized. They simply implement it in the shortest possible time using the Nitrobox Agile Monetization Platform.

Team

The **Nitrobox team** brings together more than 500 years of experience. The corporate culture is characterized by commitment, mutual trust, a positive attitude and smart decisions.

Based on these team values, the innovative and intelligent Nitrobox technology has been developed. It inspires customers worldwide and enables companies to master the challenges of a digitalized world.



Market entry

2016



Offices

Hamburg, Stuttgart, Berlin, Munich



Employees

> 60



THE NITROBOX FOUNDERS

Henner Heistermann and Sven Grimminger jointly founded Nitrobox GmbH and have been running it as co-managing directors since 2015.

Henner Heistermann

CEO & Co-Founder Henner Heistermann is responsible for sales, marketing and finance at Nitrobox. In addition to building a strong partner ecosystem, he is primarily responsible for the company's strategic direction.

After several positions in medium-sized companies and at the web analysis specialist etracker, he founded ShopStrategen, a consulting company for e-commerce, together with Sven Grimminger in 2009. As an expert for digital business models, he supported companies such as Bechtle, Continental and DPD in developing innovative digital strategies.

Sven Grimminger

CTO & Co-Founder Sven Grimminger leads product development and operations of the Nitrobox Order-to-Cash Cloud Platform. A graduate in business informatics, Grimminger is a proven expert in intelligent software development and complex business processes.

As CTO, he is a sought-after contact person when it comes to integrating the Nitrobox solution into customer IT architectures. Before founding Nitrobox, he supported companies such as Bayer, Messe Frankfurt and GANT in setting up efficient e-commerce systems and processes.

Corporate challenges of monetization

New business models such as complex subscriptions, usage-based billing models and digital microtransactions require completely new financial processes.

Those who also want to operate globally are faced with further highly complex billing requirements.

Various business models, contracts, tariffs, currencies, tax laws, payment channels and real-time billing are just a few of the many challenges that need to be managed.

Corporates find it difficult or impossible to integrate these diverse requirements into their existing IT system infrastructure and traditional ERP and financial systems without large-scale IT-projects.

Digital transformation of companies

The **Nitrobox Agile Monetization platform** is aimed at corporates in the automotive, energy, insurance, manufacturing and other leading industries that are monetizing new digital business models worldwide using Nitrobox technology.



DAIMLER



Developing intelligent solutions together

Nitrobox customers are supported by a strong partner network. These include leading IT and consulting companies such as MHP- A Porsche Company, Capgemini, PwC and PPI.



The advantages of the Nitrobox Platform at a glance

FAST TIME-TO-REVENUE

Reduce the time to first revenue by 10x

MAXIMUM FLEXIBILITY

Designed for complex digital business models

HIGH SCALABILITY

Grow to millions of microtransactions

AUTOMATION & EFFICIENCY

Low transaction costs for maximum success

EASY INTEGRATION

Latest APIs and a strong partner network

FUTURE PROOF

Always one step ahead of customer expectations and regulations

Nitrobox Cloud Platform for agile finance operations All the capabilities in one scalable and productized platform



CAPABILITIES



MONETIZATION STRATEGY

- Model any monetization strategy with unlimited options: subscriptions, usage based, transactional or hybrid
- Execute changes in real-time and roll-out new offers within minutes



REVENUE RECOGNITION

- Fully automatic revenue recognition including deductions, tax or refunds
- Manage subledgers, debtors, accounts and financial reporting



CONTRACT LIFECYCLE MANAGEMENT

- Manage contracts from creation to fulfillment
- Respond to changes in real-time and manage the whole process in one single platform



API FIRST AND USER INTERFACE

- High performance REST-API provides an easy integration into current systems
- Modern browser and API based frontend using latest web technology



CONVERGENT BILLING

- Convergent billing in any language, currency and layout
- Connect any type of data for usage rating and dynamic pricing



PERFORMANCE AND RELIABILITY

- 99.9% availability and high performance
- Cloud native platform built on best in class infrastructure and auto-scaling architecture



PAYMENT AUTOMATION

- Integrate any payment provider or bank account
- Automated processing of charging, refunds and settlements



DEPLOYMENT AND OPERATION

- Deploy and operate on any public or private cloud infrastructure
- Fully managed via Kubernetes and Docker