

# Nitrobox for multi-sided platforms (MSP)

## How to manage billing and payment as a platform operator

It is no secret, platform businesses have revolutionized the economy. They have proven to be highly valuable to consumers and investors alike by bringing together buyers and suppliers in one central place. Learn how Nitrobox enables you to monetize your platform business and increase finance operations efficiency.

### Monetize your platform business model with Nitrobox

For enabling complex business models such as multi-sided platforms, you need to get numerous processes in line first, especially in the field of finance.

Managing the buy side as well as the sell side – and countless billing processes and transactions in between. And this is exactly, where Nitrobox meets your needs, automating order-to-cash and partner-to-pay for:

- **Platform fees**, e.g. membership or account sign up
- **Feature add-ons**, e.g. premium account
- **Transaction fees**, e.g. sales commission
- **Value added services**, e.g. insurances or payments



### Under one digital roof: Order-to-cash and partner-to-pay processes

Nitrobox provides all order-to-cash and partner-to-pay capabilities in one central platform.

The smart Nitrobox SaaS solution enables you to manage your individual platform business model:

- Pay-per-use
- Subscription
- Transactional
- or any complex hybrid model

### Orchestrate your platform business - and let Nitrobox do all the work:



- Contract management and billing towards buyers
- Calculating sell-side commissions and fees



- Create invoices and credit notes in various languages and currencies
- Apply international taxes and business logic



- Manage payments, e.g. triggering payment collection and payouts
- Retrieve settlement data from PSPs and automated payment bookings



- Post according to modelled business rules
- Create a financial reporting and transfer to the main ledger

"Working with Nitrobox, we are developing the necessary financial framework in order to offer various billing models for Porsche Connect and Smart Mobility services: ranging from time- or volume-based approaches to subscriptions. Besides the flexible adaptation and integration options of this platform, we are particularly impressed by the Nitrobox team and their visionary outlook."

*Stefan Zerweck, COO Porsche Digital*



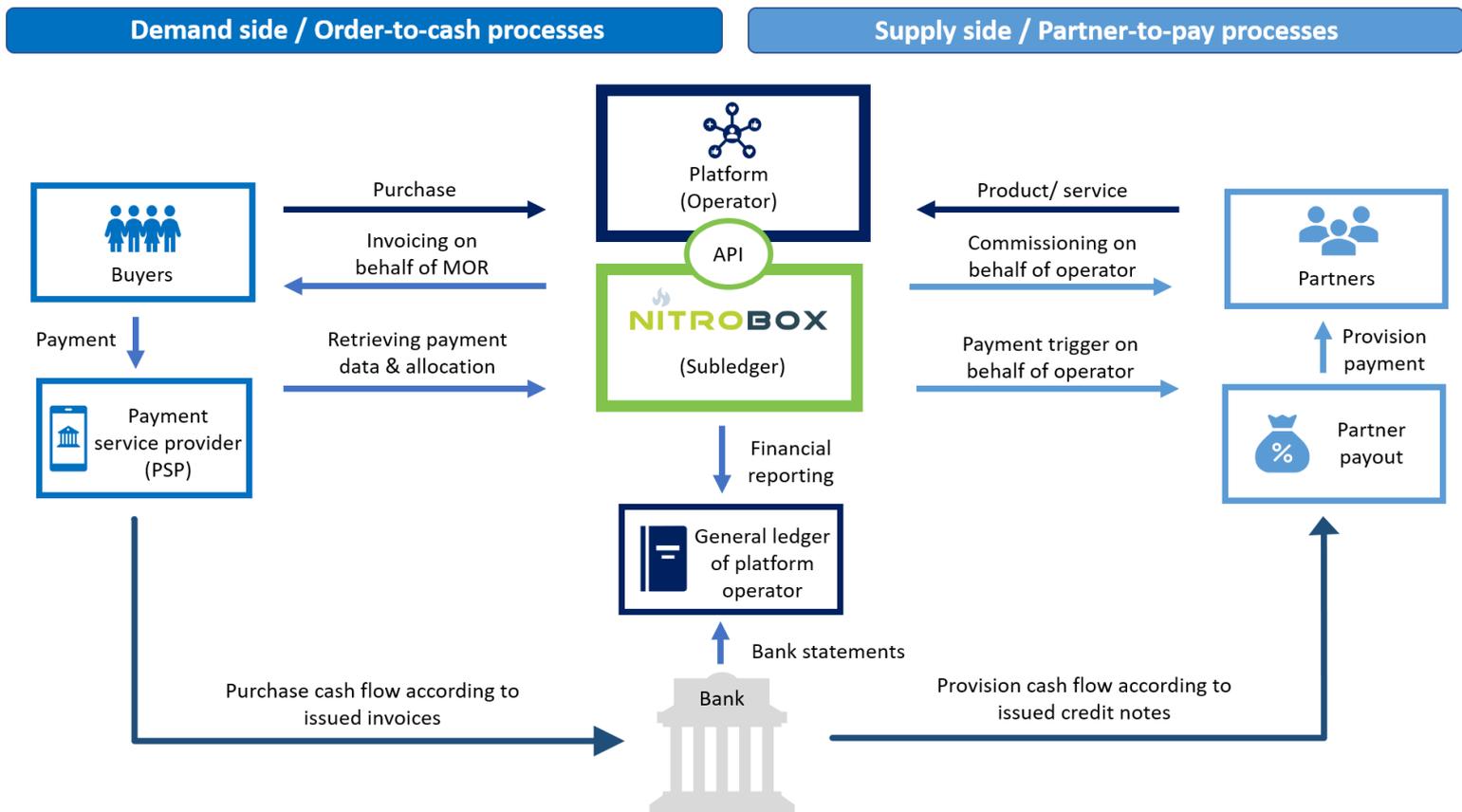
# Monetizing a platform business is this easy with Nitrobox

## One central platform for agile and automated billing processes

When designing new digital business models such as multi-sided platforms, legacy ERP systems very often prove to be a show stopper. Companies face large-scale IT projects, when instead agility, flexibility and scalability are needed. This is where Nitrobox comes into play. The Nitrobox solution is an enterprise-grade cloud software (SaaS) for managing sophisticated monetization models such as multi-sides platforms - in real time and adaptable to any market.

### Enhance your legacy IT with Nitrobox and implement unlimited platform models

The Nitrobox Agile Monetization Platform can easily be integrated into existing backend systems such as SAP - enabling companies to roll-out their new monetization strategies within weeks. Adapting unlimited monetization strategies, convergent billing and payment automation are only a few of many capabilities, that are combined in this smart platform. It is fast, reliable, secure – and helps you overcome the inflexibility of legacy backend systems.



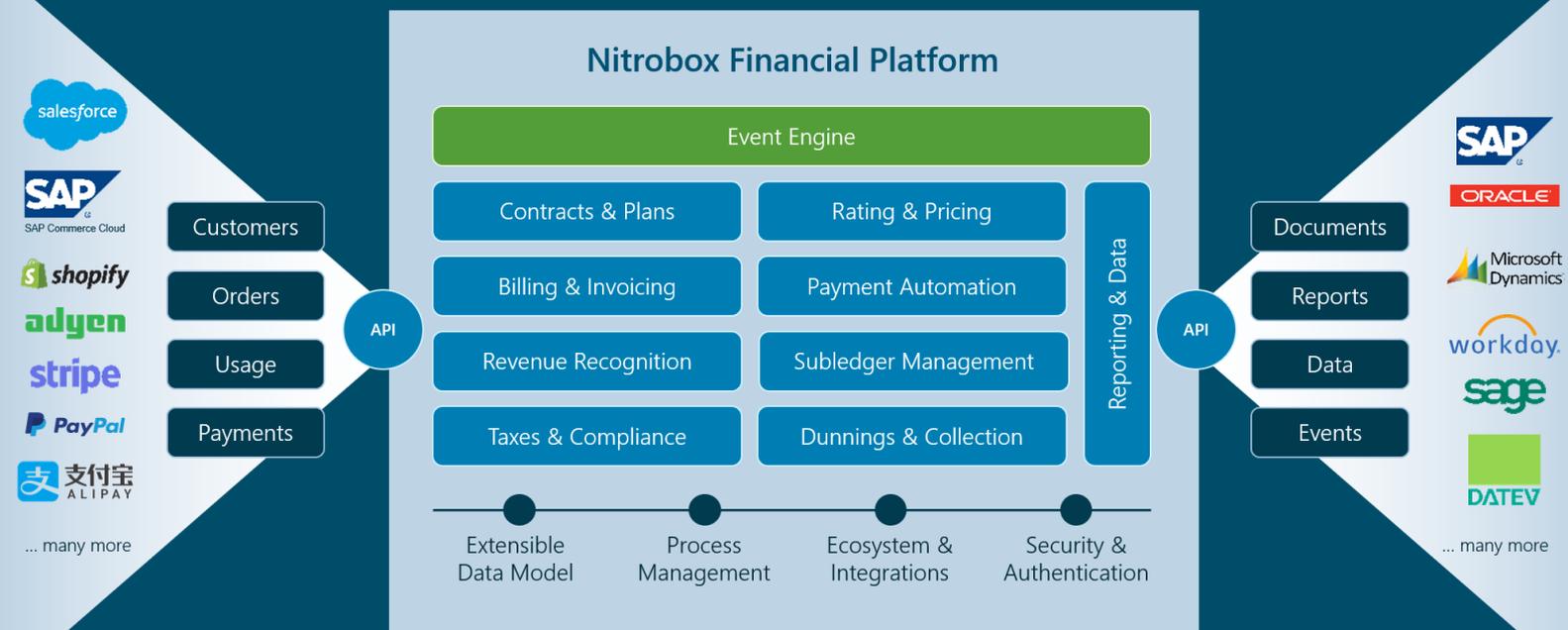
### Managing a multi-sided platform business with Nitrobox: This is how it works

Nitrobox acts as a smart subledger. It manages, bills and posts all platform related financial processes and orchestrates the financial interactions between buyers, partners and payment providers.

- For consumers and partners
- For millions of transactions
- In different countries and currencies etc.

Afterwards, Nitrobox hands over the financial reporting to the general ledger of your platform. Nitrobox can be easily integrated via API into your existing ERP or backend systems such as SAP, which enables you to roll-out your platform monetization strategy within weeks instead of months or even years.

# Nitrobox services und capabilities at a glance



Increase finance operations efficiency up to **85%**

Shorten the time-to-revenue to **6 weeks**

Increase business agility **10x**

Reduce TCO up to **70%**

## Core product capabilities



### UNIQUE PRODUCT

Nitrobox provides a unique cloud platform enabling unrivaled flexibility and scalability in set-up and automation of monetization processes.



### MONETIZATION STRATEGY

Model your monetization strategy with unlimited options: subscriptions, usage based, one-time or hybrid. Execute changes in real-time and deploy within minutes.



### REVENUE RECOGNITION

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



### CONTRACT MANAGEMENT

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



### CONVERGENT BILLING

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



### PAYMENT AUTOMATION

Integrate any payment provider or bank account. Automated processing of chargings, refunds and settlements.

Let's talk:

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