



Tech Data and Deloitte Partner to Integrate Tech Data's Cloud Marketplace with Billing and Revenue Solution from SAP

What good is a great ecommerce experience without great billing?

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Derek Maak, Principal, Deloitte Consulting LLP
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About the Speakers

Derek Maak

- Principal, Deloitte Consulting LLP
- Derek has over 20 years of consulting and project management experience in large-scale business transformation and SAP implementation projects
- Do or do not. There is no try.

David Tomasello

- Product Manager, Tech Data
- David has over 20 years of IT experience starting in consulting engagement management, to project management through to most recent eight years at Tech Data primarily focused on the cloud platform: StreamOne
- From Buffalo, lives in Florida, still a Buffalo Bills season ticket holder

Andreas Tan

- Sr Manager, Deloitte Consulting LLP
- Andreas has more than 20 years of experience in implementation of large-scale projects, architecting “XaaS” solutions and business transformation in High Tech and Software industry
- Work smart, play hard

Key Objectives of the Session

1. How Tech Data integrated its cloud marketplace (StreamOne) with BRIM
2. Interactive session – “ask the experts” (Deloitte)
3. Overview of unique challenges and clever approaches
4. Lessons Learned
5. Q&A

About Tech Data – Quick Facts

- 45 years in IT distribution
- \$37.2 billion in sales for fiscal 2019
- Publicly Traded (Nasdaq: TECD)
- Ranked No. 83 on the FORTUNE 500
- 125,000+ IT reseller customers
- 150,000+ IT products sold
- 100+ countries served
- 14,000+ employees worldwide
- Named One of FORTUNE's "World's Most Admired Companies"

Project Background

StreamOne Cloud Marketplace

Introduction

- Tech Data's platform and cloud marketplace for marketing, procurement, configuration, provisioning, management of subscription services
- Integrates with vendors for subscription provisioning
- Automates input and processing of billing data
- Able to transact in 78 countries, 16 currencies and 9 languages

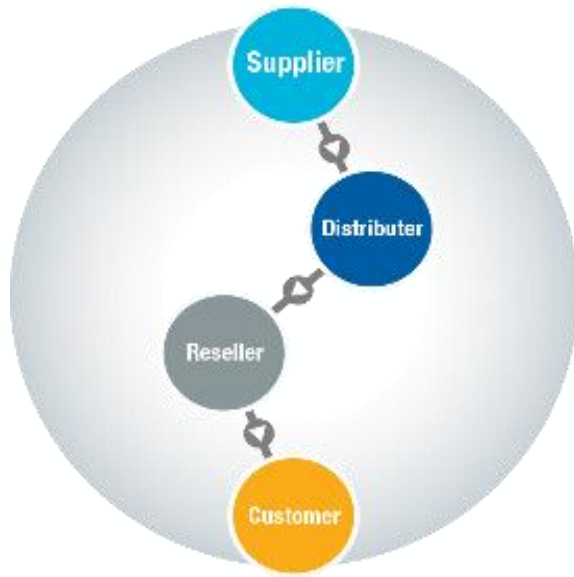
Billing Challenges

- Limited ability to handle complex billing scenarios
- Can't price product using fractions of a penny (up to 15 decimal places needed)
- Inability to process and display fine-grain usage charges
- Need for Solutions Billing
- SKU dependence limits solutions flexibility

Project Background

The Changing Software and Cloud Distribution Model

Current Business Model = Cloud Marketplace

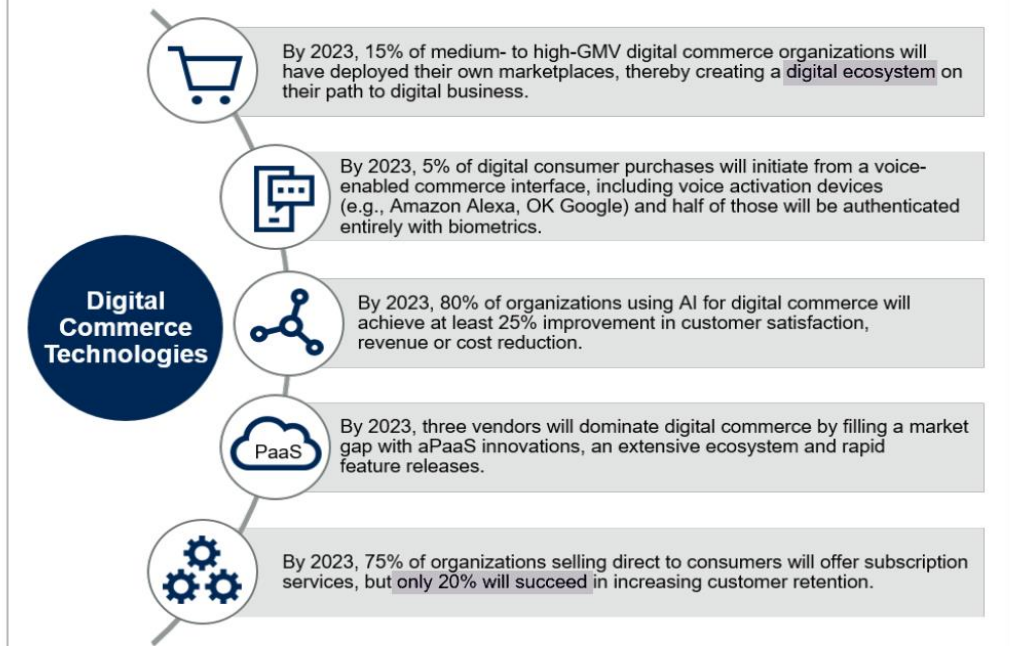


- Linear, hierarchical transaction model between Supplier, Distributer, Reseller and Customer
- Often times designed for 1 tier possibly extended 2 tier
- Connects vendor products with demand
- Assumes access to services managed via the platform

Gartner Predicts:

Emerging technologies and business models are resulting in success for innovative digital commerce organizations. Application leaders must understand future trends, innovate and continually optimize existing practices.

Digital Commerce Predicts, 2019



ID: 375235

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AI = artificial intelligence; aPaaS = application platform as a service; GMV = gross merchandise volume; PaaS = platform as a service

Source: Gartner (December 2018)

Implement BRIM to support evolution of StreamOne

Key Elements implemented in BRIM:

- Product management
- Complex pricing and billing design capabilities
- Recurring subscription billing
- Consumption billing
- Micro-pricing (multi-decimal places)
- Configurable product management
- High performance billing processing
- Hybrid prepaid / postpaid charging capabilities

Why BRIM?

- Leverage Tech Data's current SAP platforms
- Integrated solutions
- Robust out-of-the-box billing functionalities
- Capable of processing high transactions volumes
- Scalable solution for future growth with complex offerings
- Provide the capability to integrate using SAP restful web services
- Partner Settlement Functions

Requirements for BRIM Implementation

- 100% control of BRIM from StreamOne Platform
- Handle complex and varying billing scenarios
- High visibility into subscription management, billing data, and robust reporting
- Implemented globally with multiple ERPs and versions of SAP
- Improve operational efficiencies
- Ability to handle sophisticated billing scenarios
- Billing for solutions (aggregation of services into bundles)

Keys to Success

- Healthy communication and collaboration among all stakeholders
- A mix of strong expertise and a creative mindset during design sessions
- Trial things early
- Donuts for the Deloitte Team (and make them pay for it!)

Q&A

For questions after this session, contact us at

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