

# LEAD-TO-CASH PROCESS PRODUCT PORTFOLIO

- All processes
- Capture - Process
- Model - Price
- Quote - Sell
- Order- Provision
- Rate - Invoice
- Collect - Settle
- Recognize - Report

Product	Solution Area	Deployment	Processes
GRAIP AI	Request to Order	Private Cloud	#Capture - Process
SAP Configure Price Quote (CPQ)	Quote to Cash	Public Cloud	#Quote - Sell
CLARITY Connect - SF	Quote to Cash	Public Cloud	#Quote - Sell
SAP Variant Configuration and Pricing	Quote to Cash	Public Cloud	#Model - Price
PriceFx	Quote to Cash	Public Cloud	#Model - Price
SAP Subscription Billing (SB)	Quote to Cash	Public Cloud	#Order- Provision #Rate - Invoice
SAP Convergent Mediation (CM)	Quote to Cash	Public Cloud	#Order- Provision #Rate - Invoice
SAP Entitlement Management (EMS)	Quote to Cash	Public Cloud	#Order- Provision
SAP S/4HANA Cloud for Contract Accounting and Invoicing	Quote to Cash	Public Cloud	#Rate - Invoice #Collect - Settle
SAP Digital Payment add-on	Quote to Cash	Public/Private Cloud	#Collect - Settle
SAP Event-Based Revenue Recognition (EBRR) & SAP Contract-Based Revenue Recognition(CBRR)	Record-to-Report	Public Cloud	#Recognize - Report
SAP Document and Reporting Compliance	Record-to-Report	Public Cloud	#Rate - Invoice #Recognize - Report
SAP Subscription Order Management (SOM)	Quote to Cash	Private Cloud/On-premise	#Order- Provision
SAP Convergent Charging (CC)	Quote to Cash	Private Cloud/On-premise	#Rate - Invoice
SAP Convergent Invoicing (CI)	Quote to Cash	Private Cloud/On-premise	#Rate - Invoice
Customer Financial Management (CFM,FICA)	Quote to Cash	Private Cloud/On-premise	#Collect - Settle
SAP Convergent Mediation (CM)	Quote to Cash	Private Cloud/On-premise	#Order- Provision #Rate - Invoice
SAP Revenue Accounting and Recognition (RAR)	Record-to-Report	Private Cloud/On-premise	#Recognize - Report

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