ORACLE | **Deloitte.**

Raising the revenue line:

Fuel financial strength with your back office using
Deloitte's Digital Revenue Platform powered by Oracle

How do you measure success? Is it your ability to innovate? Is it customer growth and brand loyalty?
Is it the contribution you make to society and the communities you serve?

Chances are it's a combination of all these. But none are possible without financial growth, the fuel that powers
investments in new business models, new products, and new markets.

But sustained financial growth can be an elusive goal. You might tackle this challenge by looking for ways to cut costs,
or by doubling down on sales and marketing investments to increase your market share. Both are logical levers to consider.

But what if we told you there are millions of dollars in revenue leaking from your bottom line every year? And millions
more in unrealized revenue sitting in plain view—ready to be claimed? What if, with the right tools and processes in place,
you could maximize your income from every single transaction?

INTRODUCING:

The Deloitte Digital Revenue Platform—*powered by Oracle*

In a transaction-heavy sector—or one with complex value chains like transportation —chances are you're leaving money on the table, every single day, through underbilling or overbilling.

That's why Deloitte has developed the Deloitte Digital Revenue Platform—an end-to-end solution, powered by the Oracle Revenue Management & Billing (ORMB) solution—that enables you to optimize your back office processes, increase revenue innovation, and automate virtually all of your existing manual processes.
(see Figure 1)

Deloitte professionals will work with your team to align the Deloitte Digital Revenue Platform with your unique business rules, enabling you to perform complex fee calculations, adjustments, payments, and sub-ledger accounting based on the unique terms and conditions of each customer. Billing analytics are transformed as the platform enables your business users and customers to drill down to the transaction level. And you'll be able to automate approval workflows and auditing, all with the highest levels of security, performance, and scalability.

The Deloitte Digital Revenue Platform offers all the advantages of ORMB's robust framework while reducing implementation time by leveraging Deloitte's industry-specific, pre-built solution accelerators. It supports future ORMB product upgrades, while delivering the flexibility and affordability of a cloud-based infrastructure.

Deloitte Digital Revenue Platform for Transportation
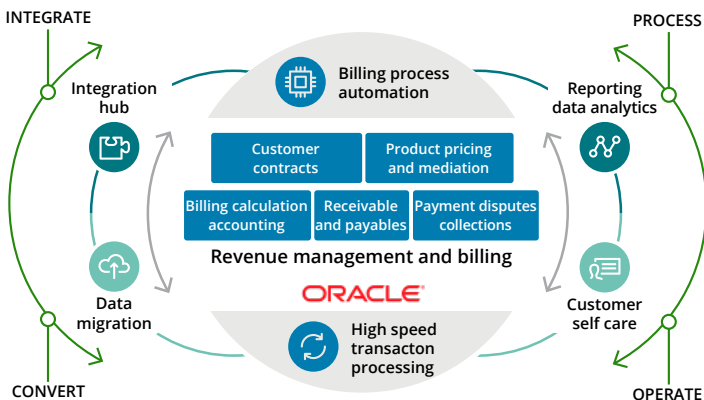
Figure 1: The Deloitte Digital Revenue Platform is a pre-integrated solution framework that extracts and validates data from legacy upstream customer and operational systems.

Additional assets only Deloitte's DRP solution provides:

A user-definable, intuitive interface to maximize adoption and ease-of-use.

A plug-and-play framework for integration with legacy systems.

Fully configurable predictive analytics that deliver a 360° view of revenue.

Automated regression testing

Integrated Artificial Intelligence, Machine Learning, and Robotic Process Automation

A self-service portal for billing, payment, and collection.

The Platform can be rapidly deployed through one of two deployment options, depending on your unique needs and technology environment:

DDRP-as-a-Service: A solution which shifts the operational burden for the end-to-end revenue management platform to Deloitte, providing you with a lower and more predictable cost for the ongoing maintenance effort.
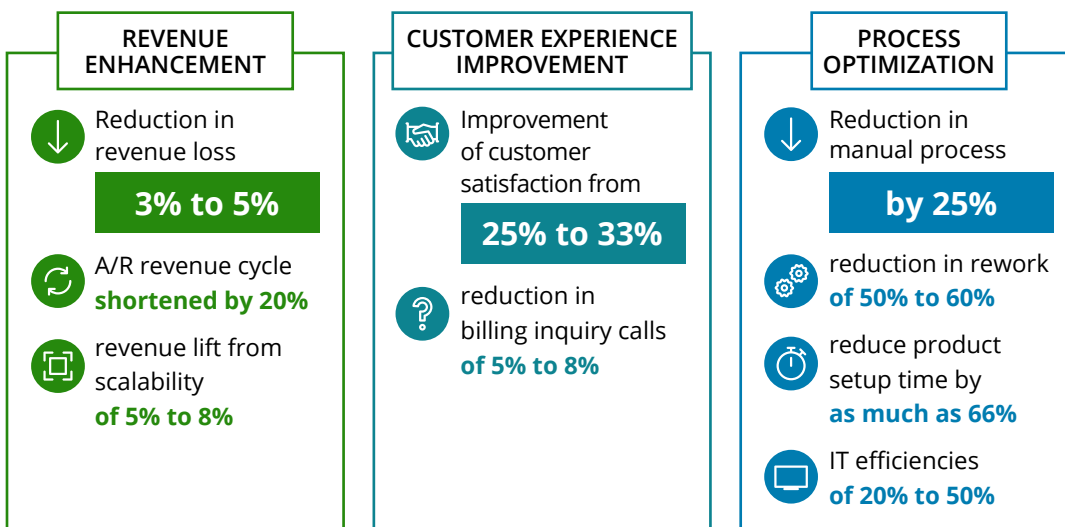
DDRP hosted on Oracle's Cloud Infrastructure: Deloitte hosts and operates your revenue management solution using Oracle cloud infrastructure.

The Deloitte Digital Revenue Platform in action

Deloitte has worked with leading organizations across a range of industries to help them optimize their lead-to-cash processes. The benefits are similar from sector to sector, and include:

- Automated customer setup, as well as the ability to import and manage complex pricing terms.

- Integrations to upload large volumes of supporting customer data from upstream systems and rules-driven mediation of data that can be used to calculate variables like fees, margins, rebates, and discounts.

- Management of customer account balances, transaction-level invoice disputes, and automated invoice reconciliation.

- Built-in flexibility to review invoices and supporting invoice data, and to upload payment files through self-service.

- The ability to generate single or consolidated invoices for customers across all business lines.

How would your CEO would react to performance improvements like these?

REVENUE ENHANCEMENT	CUSTOMER EXPERIENCE IMPROVEMENT	PROCESS OPTIMIZATION
Reduction in revenue loss **3% to 5%**	Improvement of customer satisfaction from **25% to 33%**	Reduction in manual process **by 25%**
A/R revenue cycle **shortened by 20%**	reduction in billing inquiry calls **of 5% to 8%**	reduction in rework **of 50% to 60%**
revenue lift from scalability **of 5% to 8%**		reduce product setup time by **as much as 66%**
		IT efficiencies **of 20% to 50%**