Monetizing Your Applications Using CF Abacus and Billing Engines

Pankaj Kumar, Product Manager, SAP
Love what we do
Monetization models

- **External Developers**: Sell APIs, pay for APIs
- **Internal Developers**: Charge Back
- **Platform Provider**: Pay per use Customers
Some example productive solutions

- Cassandra / MYSQL based custom in-house solution
- Custom charge back solutions for internal orgs
- Internal API ecosystem
CF Abacus

• CF-Abacus
  • Helps with day 30 problems
  • Metering, Aggregation, Reporting

• No Billing or Invoicing to customer
  • Concept of continued relationship, customer
  • Multiple Items on an invoice
SAP Hybris Revenue Cloud

- Microservices based Billing Engine on Cloud Foundry
-Provides Configure-Price-Quote, Order Management, and Subscription Billing
- Backend integration with other finance solutions
Monetizing Your Applications Using CF Abacus and Billing Engines
When the Feed is real

- Far far away in future aka Feed world

- APIs for
  - Download a new skill
  - Play a VR game
  - Make a chat or VR call
Demo

- Abacus running locally.
- Demo concept of customer, measures on Revenue Cloud
- API Usage (Skill download, Game, Chat submitted using PostMan)
- Usage sent to Revenue Cloud
- Invoice on Revenue Cloud
Who has the first question?
Thanks!

Pankaj Kumar, SAP
@mirchiseth