



ORACLE®

KPMG Subscription Management, enabled by Oracle

The software-as-a-service (SaaS) model did more than transform how software was consumed by businesses and individuals alike; it ignited the subscription economy. Today, as the everything-as-a-service (XaaS) revolution continues to obliterate limitations on what can be sold by subscription, companies pivoting to a subscription model are discovering that it can be more of a transformation for them than for their customers.

KPMG Subscription Management, enabled by Oracle, can help businesses that offer subscription-based services make the technology and operating model transformations necessary to succeed in the subscription economy.

With the Oracle Subscription Management solution as the foundation, we can help you manage and optimize subscription services, create smooth customer-centric experiences, improve operational efficiency and billing accuracy, and meet financial reporting and regulatory compliance objectives.



Thrive in the subscription economy

Instead of a sale, a subscription is an ongoing relationship with your customer. KPMG Subscription Management, enabled by Oracle, is designed to help you create more enduring relationships, with smoother and more rewarding experiences for both you and your subscribers:

- **Automate billing, invoicing, and revenue recognition:** Automatically generate invoices and process payments for recurring services and complex transactions. Automate revenue recognition, including ongoing billing, proration, and early termination.
- **Improve renewal management:** Manage subscription renewals, upgrades, downgrades, and cancellations efficiently, and minimize churn with intelligent insights that help identify at-risk customers early.
- **Enhance customer interactions:** Give customers self-service capabilities to manage subscriptions and payment options, and maintain strong relationships through targeted communications and support.
- **Improve customer acquisition and retention:** Advanced reporting and analytics provide insights into customer behaviors, sales opportunities, and new and historical deal activity.
- **Open a window into performance:** Assess business impacts and improve forecasting with detailed key performance indicators, including recurring revenue, total contract value, and customer lifetime value.
- **Maintain compliance and security:** Manage adherence to data privacy laws and financial regulations, including GDPR, CCPA, ASC 606, and IFRS 15.

Why KPMG

Oracle Subscription Management is the only fully integrated, cloud-based subscription management system that simplifies the management of contracts, billing, and revenue. Unlocking its full value requires an adviser that understands you, your business, and your industry; an adviser that can help you make the strategic, technology, and organizational changes necessary to tear down barriers to continuous innovation. It requires KPMG LLP (KPMG).

KPMG has been an award-winning Oracle partner for more than 30 years. We've completed over 1,000 successful Oracle projects and over 500 Oracle Cloud deployments across multiple industries. We have more than 7,000 professionals with direct Oracle experience across more than two dozen Oracle specializations.

Unlike business-only consultancies, KPMG has more than 15,000 technology professionals who have the resources, engineering experience, battle-tested tools and solutions, and close alliance with Oracle to deliver on your vision at the accelerated pace demanded of today's businesses. And unlike technology-only firms, we have the deep industry, sector, and subject-matter skills and experience to help you drive value from your Oracle investment—and sustain it, too.



Contact us

We're ready to help you thrive in the subscription economy.



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