SAP
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SAP Certified - SAP Billing and Revenue Innovation Management - Usage to Cash

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Topic: 1
Unified Scenario Simulation
Aventhorpe Telecom: Framing the BRIM Usage-to-Cash Foundation
Business context
Company Background
Aventhorpe Telecom in Ghent, Belgium is a mobile and fixed-line provider that has grown quickly and now serves a large base of consumer and small-business subscribers. Its billing has historically been handled by a mix of aging tools, and leadership has decided to adopt an integrated usage-to-cash solution so that recurring fees, one-time charges and metered consumption can all be handled consistently.
Current Situation
The team is new to the integrated solution and keeps confusing which capability does what. Some people assume a single module rates usage, produces the invoice and posts the receivable, while others believe each concern is handled by a separate specialized component. Before any configuration begins, leadership wants everyone to share one accurate picture of how the end-to-end flow fits together.
Billing Landscape
Aventhorpe sells simple subscriptions today: a fixed monthly plan, an activation charge when a line is opened, and per-minute and per-gigabyte usage. The consultant has been asked to help the team reason about how these charge types are classified and where in the flow each is handled, rather than to configure the system on their behalf.
Usage Story
Every call and data session becomes a record that must eventually be priced and billed. Staff are unsure whether raw records go straight to billing or must first be collected, prepared and then priced. They want to understand the correct high-level path a unit of consumption follows before it appears on a customer invoice.
Revenue Ambition
Leadership expects clean, predictable billing at scale and a clear separation between charging, invoicing and the receivables ledger. They have asked you to guide the framing so the team's mental model matches how the solution actually behaves and so later configuration rests on solid understanding.
Your assignment
You are the SAP BRIM consultant engaged by Aventhorpe Telecom to help the team build an accurate shared understanding of the usage-to-cash solution before configuration. For each challenge you weigh the options a consultant faces and recommend the soundest framing of component responsibilities, the end-to-end flow, and how charges are classified. You are not configuring the system for them; you are reasoning toward the clearest, most accurate guidance
1. CHALLENGE 1 — Separating the Component Responsibilities
• Explain which component rates usage into priced charges.
• Explain which component turns rated charges into a customer invoice.
• Explain which component holds the receivable and runs collections.
• Frame why separating these concerns matters for a high-volume business.
Checkpoints
• Rating is attributed to convergent charging, not to invoicing or accounting.
• Invoicing is distinguished from the receivables ledger.
• The answer reflects specialized components integrated end to end.
2. CHALLENGE 2 — Tracing the Usage-to-Invoice Path

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• Describe what happens to raw usage before it can be priced.
• Describe where rating occurs in the path.
• Describe how rated usage becomes something that can be billed and invoiced.
• Correct the assumption that raw usage is invoiced directly.

Checkpoints

• Mediation is placed before charging in the path.
• Billable items are created before billing and invoicing.
• The answer rejects invoicing raw usage directly.

Question: 1

CHALLENGE 1 — Separating the Component Responsibilities

A team member insists that a single module rates the usage, prints the invoice and posts the receivable. How should you reframe this?

A. Explain that rating, invoicing and receivables are handled by separate integrated components
B. Agree that one module performs all three tasks so the team can keep a simple mental model of the flow
C. Say that only invoicing matters and rating and receivables can be ignored during the discussion
D. Claim that the receivable is posted before any rating happens in the flow at all

Answer: A

Explanation:
The solution uses specialized components: charging rates, invoicing bills, and contract accounting posts receivables, integrated end to end.

Question: 2

CHALLENGE 1 — Separating the Component Responsibilities

Which component should the team associate with turning collected usage into priced charges?

A. Contract accounting, because it manages the customer's money and therefore prices the usage as well
B. Convergent charging
C. Convergent invoicing, because it produces the document the customer sees and so it must rate usage first
D. Convergent mediation, because it is the first component that touches the raw usage records

Answer: B

Explanation:
Convergent charging applies price and rate plans to usage to produce the priced charges.

Question: 3

CHALLENGE 1 — Separating the Component Responsibilities

Where should the team expect the customer receivable to be held and collected?

A. In convergent charging, because it calculated the amount and so it should also track what is owed
B. In convergent mediation, because it saw the usage first and can therefore track the balance owed
C. In contract accounting, which manages open items, payments and dunning
D. In the sales quote, because that is where the customer first agreed to the price they now owe

Answer: C

Explanation:
Contract accounting is the subledger that holds receivables and runs payments, clearing and dunning.

Question: 4

CHALLENGE 2 — Tracing the Usage-to-Invoice Path

What is the correct high-level path from a raw usage record to a customer invoice?

A. Usage is mediated, rated in charging, made into billable items, billed, then invoiced
B. Usage is invoiced directly and only afterwards is it rated and prepared by the other components
C. Usage is posted straight to the general ledger and the invoice is produced from the ledger balance
D. Usage is returned to the sales quote so the quoted amount can be recalculated for each period

Answer: A

Explanation:
Mediation prepares usage, charging rates it, invoicing creates billable items, bills them and produces the invoice.

Question: 5

CHALLENGE 2 — Tracing the Usage-to-Invoice Path

What must happen to raw records before charging can price them?

A. They must be posted as receivables first so that charging has an amount to work with later
B. They must be collected, filtered and normalized by mediation
C. They must be printed on a draft invoice so that charging can read the amounts back from it
D. They must be turned into a new sales quote so the customer can reconfirm the pricing each time

Answer: B

Explanation:
Mediation collects, filters and normalizes raw usage so charging can rate consistent records.
Topic: 2
Micro Skill Drill Exam

Question: 6

Aldersgate Telecom in Turku, Finland sets up convergent charging and the consultant identifies the master-data object that represents the paying customer relationship on the charging side.
Which charging master-data object represents the customer account?

A. The subscriber account
B. The dunning procedure used for collections
C. The mapping table linking usage to charges
D. The price table holding recurring rate values

Answer: A

Explanation:
In convergent charging the subscriber account represents the customer relationship that provider contracts attach to.

Question: 7

Brannigan Telecom in Zadar, Croatia receives huge volumes of raw call and data records from its network and the consultant explains the primary job of convergent mediation before charging.
What is the primary role of convergent mediation?

A. To recognize revenue under the applicable accounting standard
B. To post the final receivable to the customer's contract account, as the team originally assumed would be appropriate for this arrangement
C. To design the price and rate plans applied to the usage
D. To collect, filter and normalize raw usage records and forward them for rating

Answer: D

Explanation:
Mediation collects raw usage, filters and normalizes it, and forwards consistent records to charging for rating.

Question: 8

Ashcombe Telecom in Coimbra, Portugal receives rated usage from charging and the consultant explains what convergent invoicing first creates from it.
What does convergent invoicing create from rated usage?

A. A posted receivable already cleared in the ledger
B. A finished printed invoice sent straight to the customer, handling the situation just as the project team framed the requirement
C. Billable items representing chargeable units ready to be billed
D. A configurable sales quote returned to CPQ

Answer: C

Explanation:
Convergent invoicing turns rated usage into billable items, the chargeable units it later bills.

Question: 9

Marlingford Telecom in Ravenna, Italy grants each subscriber a monthly quota of included minutes before per-minute charges begin.
Which charging concept represents the included free quota?

A. A recurring fee billed every period regardless of use, in line with the standard approach the business expected to see applied
B. An allowance granting included units before charges apply
C. A one-time fee charged only at activation
D. A dunning level applied to overdue balances

Answer: B

Explanation:
An allowance grants a quota of included units that are consumed before usage charges begin.

Question: 10

Brackenford Wireless in Uppsala, Sweden accepts a new subscription order for a mobile plan and the consultant explains what the order must generate so that usage can later be rated.
What does accepting the subscription order create for charging?

A. A finished customer invoice ready to be sent immediately
B. A provider contract that convergent charging rates usage against
C. A posted receivable already cleared in contract accounting, following the configuration path the consultant laid out for this case
D. A raw usage record waiting to be collected by mediation

Answer: B

Explanation:
Subscription order management creates the provider contract, the charging-side object against which usage is rated.

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