



# MOBILITY CLEARING SERVICES

## The holistic solution

ARVATO'S E2E PLATFORM TO OFFER SUBSCRIPTION-BASED BUSINESS MODELS

### Your challenge

Digitalization is increasing the diversity of data in connection with cars. This enables mobility providers to collect data from the car and also send data over the air (OTA) in order to operate several car functionalities. As a result, new services have become possible and data volume, including new possibilities, is steadily increasing.

To keep up with these changes, many mobility providers have to switch their business models from a linear sales approach with non-recurring revenues to a customer-centric approach with long-term customer relationships and the ability to manage recurring revenues. But a greater focus on direct-to-consumer business (D2C) also comes with D2C challenges, such as:

1. HOW CAN YOU MAKE SURE THAT THE PERSON USING YOUR SERVICE WILL ALSO WANT TO PAY FOR IT?

2. HOW CAN YOU ENABLE SMOOTH GLOBAL PAYMENT PROCESSING?

3. HOW CAN YOU CALCULATE TRANSACTION-DEPENDENT FEES AND PERFORM ONE-OFF OR RECURRING BILLING CYCLES?

4. HOW TO HANDLE THE PROCESSING OF MASS TRANSACTIONS AT A LOW PRICE ACCORDING TO NATIONAL AND INTERNATIONAL STANDARDS?

5. HOW CAN YOU PREVENT CHURN?

### Advantages

- 1. AUTOMATED REAL-TIME FRAUD DETECTION
- 2. OFFER LOCAL PAYMENT HEROS AS PAYMENT OPTIONS
- 3. CLEAR CUSTOMER MANAGEMENT AND SIMPLIFIED SUBSCRIPTION MANAGEMENT
- 4. COMPREHENSIVE ACCOUNTS RECEIVABLE MANAGEMENT BASED ON SAP S/4 HANA TECHNOLOGY
- 5. CONSISTENT CLAIMS MANAGEMENT TO REACTIVATE AND PREVENT CHURN THROUGH CUSTOMER-FRIENDLY AND INDIVIDUALIZED DUNNING PROCESSES



USE OUR E2E SCALABLE AND INTERNATIONAL PLATFORM TO FOCUS ON YOUR CORE BUSINESS WHILE WE TAKE CARE OF THE FINANCIAL TRANSACTIONS IN THE BACKGROUND

## Our solution

Arvato Financial Solutions supports mobility transformation with a platform that combines several Arvato products in order to manage recurring revenues. With our financial expertise, it is possible to transfer data via simple interfaces. We ensure conversion of data-driven services into viable business models. This allows mobility service providers to monetize their vehicle data easily and cost-effectively.

### - Risk Management

With the help of a comprehensive risk assessment, a potential customer is checked and scored to forecast payment behavior.

### - Subscription Management

The subscription management system allows you to flexibly bundle any form of product and campaign and lets you execute recurring calculations of usage and basic fees.

### - Payment Gateway

Payment service processing through our own payment gateway: PayNext has interfaces with eight payment service providers, allowing access to more than 300 payment methods worldwide.

### - Accounting

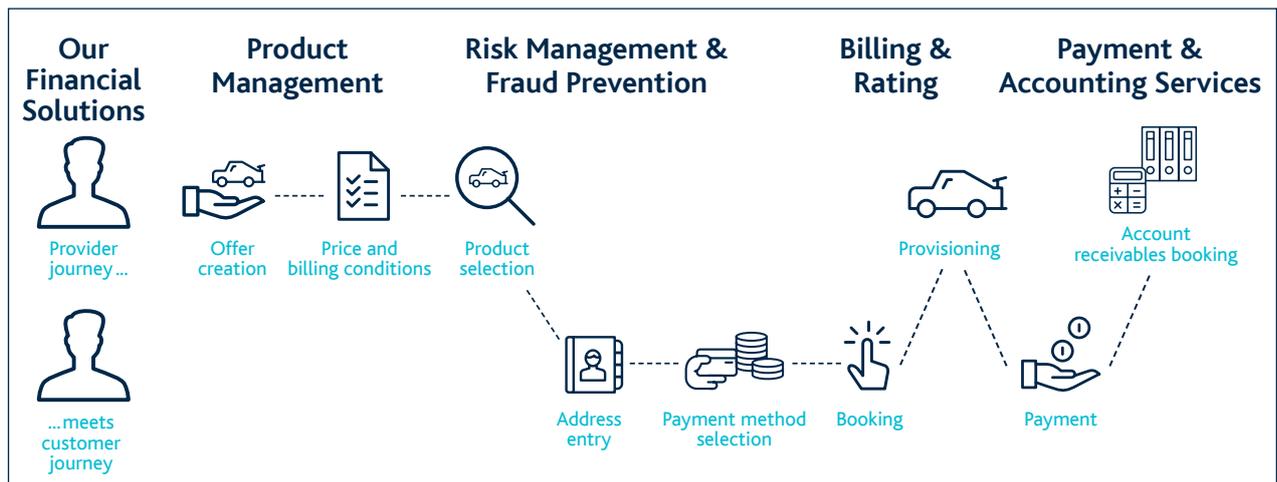
With Aqount we provide an invoice-to-cash accounting platform based on SAP S/4 Hana technology managing debtor accounts.

### - Collection

In receivables management, the entire collection process is handled by the commercial dunning, from the pre-judicial and judicial dunning procedure through to the purchase of accounts receivable.

## What happens in the background?

We provide you with individual support:



Would you like more information? Get in touch with us.

Arvato Financial Solutions

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