

FLEXIBLE QUOTATION,
INDIVIDUALISED PLANNING
AND AUTOMATED BILLING

gas-x¹®



More Competition on the European Market

Gas suppliers have been experiencing substantial changes to the market and internal processes during more than five years of gas market liberalisation. **New flexible and cutting-edge product strategies are required** to handle evolving competition. Focusing on market shares and costs is an **important aspect to remain at the pan-European gas market.**

The costs have to be made measurable and controllable via internal calculation mechanisms such as transfer product calculations based on product definitions.

Innovative and individual sales products as well as the rising number of bundle customers have caused high manual efforts in quotation, billing and planning systems during the last years - or they may not have been adequately mappable at all.

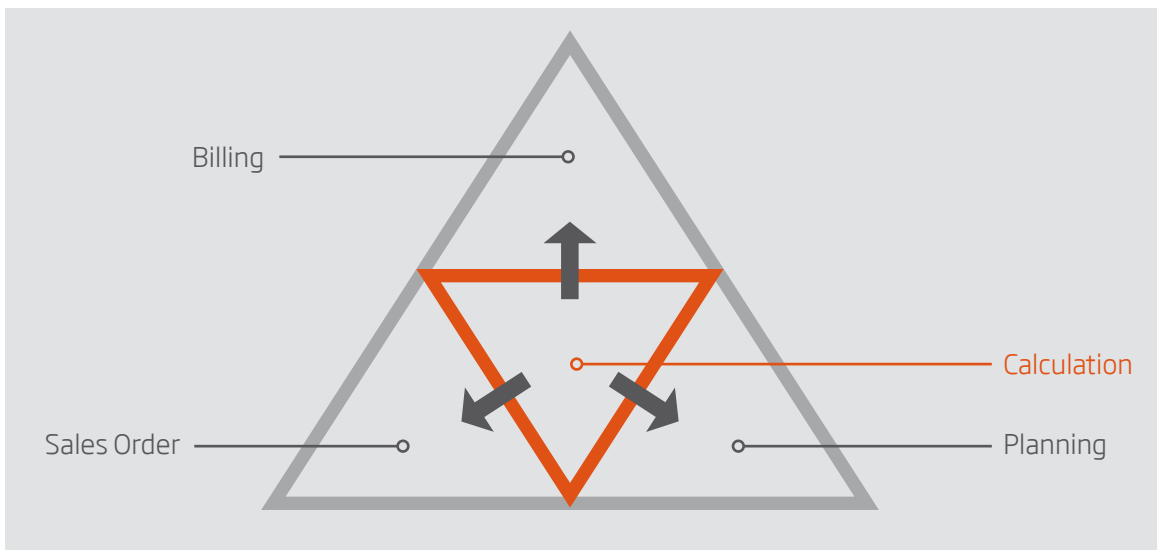
Flexible software components customised to company-specific requirements can lead to substantial increases in efficiency. Besides innovative products, billing and corresponding data provision to customers have established as the main criteria to succeed in competing for wholesales customers. Many wholesale gas suppliers remain with a high manual effort during this process securing invoice transparency and traceability.



Integrating Solution GAS-X Sales – Creation of Quotations, Planning and Billing

GAS-X Sales, the new module in the GAS-X suite, focuses on the requirements of European wholesales gas suppliers. Based on Sopra Steria Consulting's 20+ years of gas market experience, GAS-X Sales unites quotation calculation, planning and billing in one system.

Integration with CRM systems and synchronisation of core processes enable real-time retrieval of information from order processes in planning and billing. GAS-X Sales combines existing standards with company-specific requirements. Customised sales and billing processes can be integrated using a plug-in mechanism in GAS-X Sales and ensure a high level of individuality in product design while focusing on the product itself.



Quotation calculation

Use GAS-X Sales and its specialised architecture as a future-oriented system for the European market. You are offered high flexibility in mapping different products during the quotation process.

This is how you benefit from creating quotations with GAS-X Sales:

- Modelling of complex price settings
- Calculation of quotations incl. integration with optional CRM system
- Creation of short indications
- Automated transfer of quotations to billing contracts and plan objects
- Contribution margin calculation monthly or for the entire contract term

Planning

Combine sales and billing processes with GAS-X Sales and open up new horizons in quantity, revenue and margin planning. Data records from supported bottom-up planning are directly connected to quotation creation and billing. Decide flexibly which data you would like to provide for further processing.

This is how you benefit from planning with GAS-X Sales:

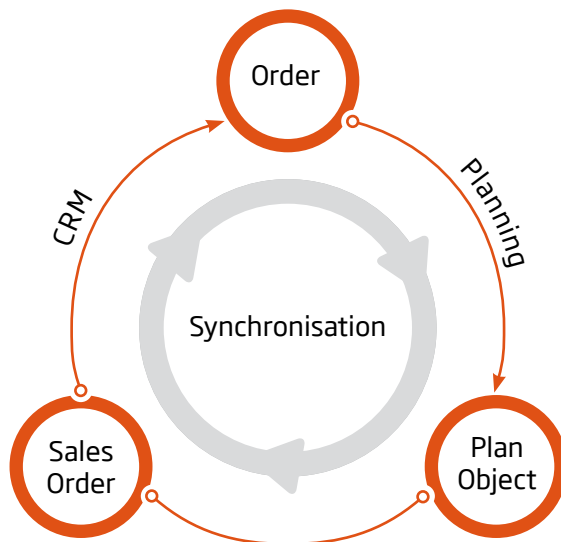
- Quantity, revenue and margin planning
- Autonomous planning constructs via versions
- Scenario-based planning frameworks and simulations
- Planning data export for strategic planning
- Use of specific objects for acquisitions and losses to be expected
- Retrograde simulations of scenarios for known costs

Billing

Transfer all information from your quotations to the billing process automatically. This means: extensive interface coordination and adjustments or manual effort, e.g. for new products, are avoided. As in other processes in GAS-X Sales, you are able to bill a variety of product constructs.

This is how you benefit from billing with GAS-X Sales:

- Special support for product-oriented contracts
- Special support for bundle customers: support of multi-level billing constructs (groups, chains, branches, metering points)
- Company-specific billing of the latest sales products (e.g. tranche model, inter-branch compensation)
- Billing complex contracts
- Separate modelling of transport and supply components and efficiency through further use and adjustability of transport models
- Price calculations with connections to market price databases (daily prices, TTF, EEX, PFC)
- Use of various currencies within one contract
- Quantity object management: any quantity objects in different constellations



Our experience for your success

Sopra Steria Consulting provides solutions and consulting services for gas market companies. The GAS-X product family is the leading IT product for managing trade and transport processes on the level of wholesale and network operators in different roles. Our teams of experienced consultants are capable of meeting your requirements quickly, precisely and individually.



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