

Press Release

Sustainable revenue and less bad debt on subscription and service revenue

SHS Viveon and Nitrobox automate risk management for digital business models with their partnership.

Munich / Hamburg, January 15, 2020 - SHS Viveon, a leading provider of financial risk management software, and Nitrobox, a service and solution provider for automated financial processes, are partnering to solve a problem that is currently troubling CFOs and finance departments in many companies in the automotive industry, telecommunications, e-commerce and software-as-a-service: How can new, digital business models be monetized quickly and flexibly?

The solution: linking the two smart software solutions from Nitrobox and SHS Viveon. For example, an automotive manufacturer offering digital value-added services such as electricity charging services can use the integrated software solution not only to flexibly and automatically bill the revenues that are usually small-scale in the subscription model, but also to take a holistic view of the customer across various contracts (charging, parking, function-on-demand, etc.) and thus actively manage the risk - and thus the revenue and margin.

Speed and flexibility in monetizing new business models are the key challenges in today's digital finance world. The cooperation of SHS Viveon and Nitrobox solves exactly these challenges by:

- fully automated control of finance and billing processes in digital business models
- fully automated subscription and accounts receivable management with a view to all internal customer data
- easy implementation in the existing system infrastructure (connection via REST-API)
- lower process costs
- savings in personnel costs
- optimization of value-added sales

"The successive expansion of the partner network is a central component of our further growth strategy. In Nitrobox, we have gained an innovative company in this regard, for whose solutions and services we see considerable market potential," explains Ralph Schuler, CEO of SHS Viveon. "In addition, Nitrobox's order-to-cash and accounting services are a perfect complement to our own offering around software-based solutions for risk and credit management."

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"We are very excited about our new partnership with SHS Viveon. Both companies have services and capabilities that complement each other perfectly," emphasizes Werner Nelz-Böttcher, Managing Director of Nitrobox GmbH. "We achieve a very large added value for our customers through the new partnership. In this way, we expand our Smart Finance Platform and offer a valuable service that can only be provided in this quality by a specialist," Nelz-Böttcher continues.

About SHS Viveon

SHS Viveon AG is a leading provider of software solutions for financial risk and credit management. The goal is to make all revenue- and risk-influencing decisions along the digital "lead-to-cash" process of companies more sustainable and efficient. All SHS Viveon software solutions are included in the modular Service Solution Platform. It covers all areas of the customer process: from the lead process to the offer and contract phase to customer development and receivables management. The software and consulting solutions can be adapted to specific needs and seamlessly integrated into existing IT infrastructures. The solutions thus support the digitization strategy of companies of all sizes in sectors such as financial services, retail, e-commerce, industry, telecommunications and energy. SHS Viveon AG is headquartered in Munich and has offices in Düsseldorf, Mühldorf am Inn, Stuttgart, Vienna and Zug. SHS Viveon is listed on the M:access of the Munich Stock Exchange. Further information: www.shs-viveon.com

About Nitrobox

Large companies - as in the automotive industry - urgently need to develop new digital business models. Each business model requires the establishment of highly complex financial processes such as invoicing, accounting or contract management. With Nitrobox, companies can monetize new and digital business models by providing a software-as-a-service platform for creating, automating and API controlling their financial processes in a holistic system. The business logic and processes can be agilely adapted to individual needs - for any business model, product or sales channel. Customers thus have more time for their core business, gain flexibility, accelerate their billing processes and reduce their costs. Further information: www.nitrobox.de

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