



dab Data Products

dab Data Products – Billing

Customer Brochure



dab Data Product Billing helps organizations gain transparency and control over their billing and revenue processes by **transforming SAP billing documents into actionable business intelligence**. Our solution consolidates invoices, credit notes, customer information, and revenue allocation into a structured, analytics-ready format—empowering finance, controlling, and sales teams to make informed decisions without technical complexity.

Organizations that optimize their billing processes unlock significant value: improved billing accuracy helps reduce revenue leakage, **which affects approximately 45% of businesses and costs an average of 9% of annual revenue.**¹ In some industries, **organizations commonly lose 4-5% of revenue due to billing and invoicing problems.**² Beyond revenue protection, better billing visibility supports faster period closes, improved audit readiness, and more reliable financial reporting. However, many organizations struggle with incomplete invoice data, inconsistent tax treatment, and poor visibility into credit note patterns – making it difficult to close periods on time, verify revenue accurately, and identify billing issues before they impact financial results.

Our solution addresses these challenges by providing a unified view of billing data that **translates technical SAP codes into business-friendly terms**, enabling you to analyze invoice completeness, validate tax calculations, track credit note patterns, and identify billing issues affecting financial accuracy.

Designed for CFOs, controllers, revenue accountants, billing managers, and auditors, dab Data Product Billing supports measurable outcomes: faster period closes, improved billing accuracy, and enhanced financial visibility.



Getting started is straightforward: we assess your SAP environment, demonstrate the solution with your data, and implement a tailored plan that fits your organization's needs.

¹ <https://www.spekkit.com/blog/revenue-leakage>

² <https://www.capminds.com/blog/reducing-billing-errors-and-revenue-leakage-in-mid-sized-practices/>

Table of Contents

- Overview dab Data Product Billing 4
- Billing Document Header (VBRK).....5
- Billing Document Items (VBRP)5
- Customer Master Data (KNA1)5
- Customization (T-Tables)5
- Analytical Capabilities (dab AnalyticSuite)6
- Use Cases.....7
- Summary and next Steps9

Overview dab Data Product Billing

The dab Data Product Billing **unifies your complete billing landscape across sales organizations, company codes, and document types**. It removes data silos by standardizing your SAP billing document structures into a consistent, analytics-ready model that business users can easily understand.

It **delivers a comprehensive view of invoices, credit notes, cancellations, and customer relationships, with all relevant information accessible in one place**. The solution harmonizes definitions for document types, tax classifications, organizational structures, and billing categories, creating a common language for revenue activities across the organization. It provides consistent, multi-dimensional reporting that supports financial closes, enables audit readiness, and improves billing operations.

The solution is structured around the following core components, which together deliver a complete billing perspective:

- **Billing Document Items (VBRP)** provides detailed line-item information including materials, billed quantities, amounts, and revenue allocation across organizational units.
 - **Customer Master Data (KNA1)** enriches billing data with customer names, addresses, tax information, and account classifications.
 - **Customization (T-Tables)** provides the business meanings behind document types, tax codes, organizational structures, and billing categories.
- By linking these components into a unified model, this Data Product helps maintain consistency across related processes. Rather than simply storing billing records, it transforms invoice data into decision-ready intelligence – supporting revenue analysis, enabling audit readiness, facilitating period closes, and strengthening financial controls.
-
- **Billing Document Header (VBRK)** captures overall invoice information including document type, billing date, sales organization, and total amounts.
-

Billing Document Header (VBRK)

Track billing completeness and revenue recognition by analyzing document types, billing dates, posting status, and cancellation patterns. VBRK **captures whether invoices have been posted to accounting and document status indicators – enabling you to identify unposted billing documents, monitor credit note volumes, and accelerate period-end closing.** You can analyze billing patterns by organization, detect documents requiring attention, and verify proper revenue flow from billing to financial reporting.

Billing Document Items (VBRP)

Understand what drives your revenue by analyzing line-level detail on materials, quantities, amounts, and revenue allocation. VBRP **shows what was invoiced with net amounts, tax calculations, and links to originating sales orders and deliveries.** You can compare billed quantities to delivered quantities to spot discrepancies, analyze revenue by product or service, track how revenue is allocated across cost centers and profit centers, and identify patterns in credit notes or cancellations that may indicate quality issues.

Customer Master Data (KNA1)

Support tax compliance and audit readiness by **validating customer information, VAT registration numbers, and billing relationships.** KNA1 provides customer names, addresses, country codes, and account classifications – enabling you to verify tax treatment, detect inactive customer records with ongoing billing activity, and understand customer roles across sold-to, payer, and bill-to relationships for proper revenue documentation.

Customization (T-Tables)

Make billing data accessible to users across finance, controlling, and management by **translating technical SAP codes into plain business language.** T-Tables provide billing document type descriptions, sales organization names, tax code explanations, and material group classifications – enabling finance managers, controllers, and executives to analyze billing data without SAP expertise. Reports become immediately understandable, supporting cross-functional collaboration and data-driven decisions.

Analytical Capabilities (dab AnalyticSuite)

The dab Data Product Billing seamlessly integrates with our comprehensive [dab AnalyticSuite](#), turning your billing data into strategic intelligence that supports revenue recognition, financial control, and tax compliance. Pre-built dashboards accelerate time to value, while flexible customization adapts to your organization's unique billing requirements.

Five Key Analytical Areas:

1 Revenue Analysis: Monitor invoiced revenue across sales organizations, distribution channels, and customer segments. Track revenue by material, material group, or product category to understand revenue composition and identify trends.

2 Billing Document Status & Completeness: Analyze billing document volumes and patterns by type. Track invoice-to-accounting posting rates, identify unposted billing documents, and monitor document statuses to support timely revenue recognition.

3 Customer Billing Insights: Track billing activity by customer and customer group. Analyze billing document volumes, monitor document types (invoices vs. credit notes), and understand billing patterns across your customer base.

4 Tax Compliance & Documentation: Analyze tax calculations across document types and customer regions. Monitor VAT treatment, track tax-exempt transactions, and maintain proper tax documentation for audit purposes.

5 Credit Note & Adjustment Monitoring: Track credit note volumes, values, and patterns by customer and material. Identify trends in credit notes that may indicate quality issues, billing errors, or process problems.

Customization & Integration Capabilities: Our AnalyticSuite adapts to your specific business requirements, integrating seamlessly with ERP systems, financial consolidation tools, and reporting platforms such as Power BI. Pre-built dashboards provide instant visibility, while custom analytics

can be configured to address unique organizational needs.

The combination of standardized billing data with advanced analytics capabilities helps you to transform billing from an operational function into a strategic financial management platform.

Use Cases



Billing Document Posting & Revenue Recognition

Challenge: Billing documents that remain unposted to accounting create revenue recognition delays and period-close bottlenecks.

Questions answered:

- Which billing documents have been created but have not yet been posted to accounting?
- What is the volume and value of unposted billing documents by period?
- Which sales organizations or document types show the highest unposted rates?

Use Case #1

A manufacturing company discovered that 3.2% of billing documents remained unposted beyond 48 hours. By implementing automated monitoring and resolving root causes, they reduced unposted documents to 0.4% and accelerated monthly close by 2.5 days.

\$ Credit Note & Adjustment Analysis

Challenge: High credit note volumes indicate billing errors, quality issues, or process problems that erode margins and create administrative burden.

Questions answered:

- What percentage of our billing volume consists of credit notes versus invoices?
- Which customers or materials have the highest credit note rates?
- How much revenue is being adjusted after initial billing?

Use Case #2

A wholesale distributor found that 8% of billing volume was credit notes, with 65% concentrated in specific material groups. By improving master data quality and shipping processes, they reduced credit notes to 3% of volume and cut administrative effort by 60%.



Tax Compliance & Audit Readiness

Challenge: Maintaining accurate tax documentation and treatment reduces audit risk and supports regulatory compliance.

Questions answered:

- Are tax calculations consistent across similar transactions and customer types?
- Which billing documents have missing or incomplete tax information?
- How is revenue distributed across different tax jurisdictions and rates?

Use Case #3

During a tax audit, a services company provided detailed documentation of invoices, tax calculations, and customer VAT information for a 3-year period. This reduced audit duration by 40% and resulted in zero adjustments.



Period Close & Financial Reporting

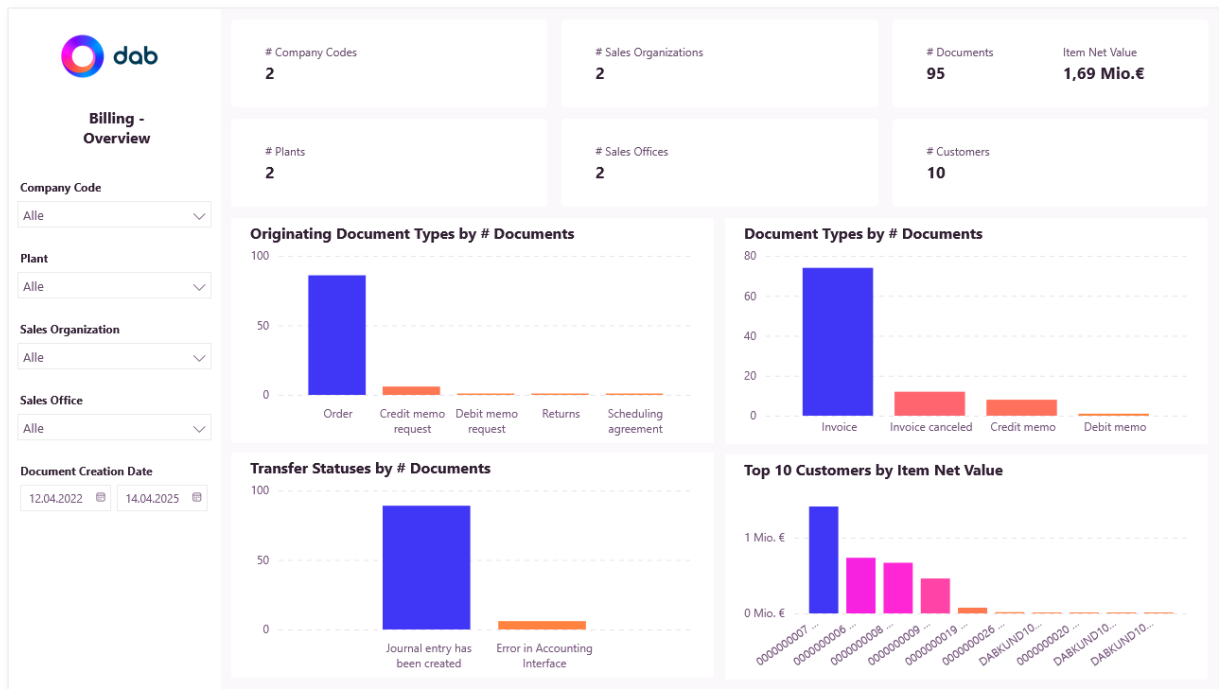
Challenge: Delayed period close and incomplete revenue recognition prevent timely financial reporting and business decisions.

Questions answered:

- Have billing documents for the period been created and posted to accounting?
- What is the status of billing document processing at period end?
- Are there billing documents in error status that need resolution before close?

Use Case #4

A technology company implemented billing analytics dashboards with real-time visibility into document status. Finance teams could immediately identify and resolve incomplete billing, reducing monthly close time from 8 days to 4 days and improving forecast accuracy by 15%.



Power BI Report "Data Product Billing" Page "Overview" displaying key metrics along with visual breakdowns of relevant information.

Summary and next Steps

This Data Product transforms your billing data into clear, actionable information. It provides visibility across your billing process by connecting document headers, line items, customer information, and configuration settings into a unified view.

The solution helps you monitor billing completeness, strengthen financial controls, and accelerate period closes while presenting information in business-friendly language accessible to users without technical expertise.



Key Benefits include:

- Visibility into billing documents, from invoice creation to accounting integration
- Multi-dimensional analysis of revenue by organization, material, customer, and document type
- Enhanced billing accuracy through systematic monitoring of completeness and exceptions
- Improved tax compliance and audit readiness with detailed documentation trails
- Faster period closes through real-time visibility into billing status and revenue recognition

Ready to transform your billing operations? Getting started is simple:

1 Assessment: We evaluate your SAP environment and billing management needs

2 Demonstration: See the solution in action with your actual data

3 Implementation: We configure a tailored solution in your environment

4 Activation: Gain immediate access to 25+ predefined billing analyses and an interactive Power BI report

Contact us today to discover how **dab Data Product Billing** can support improved billing visibility, faster period closes, and stronger financial controls across your organization.

Contact Information:

✉ sales@dab-gmbh.de

🌐 www.dab-europe.com