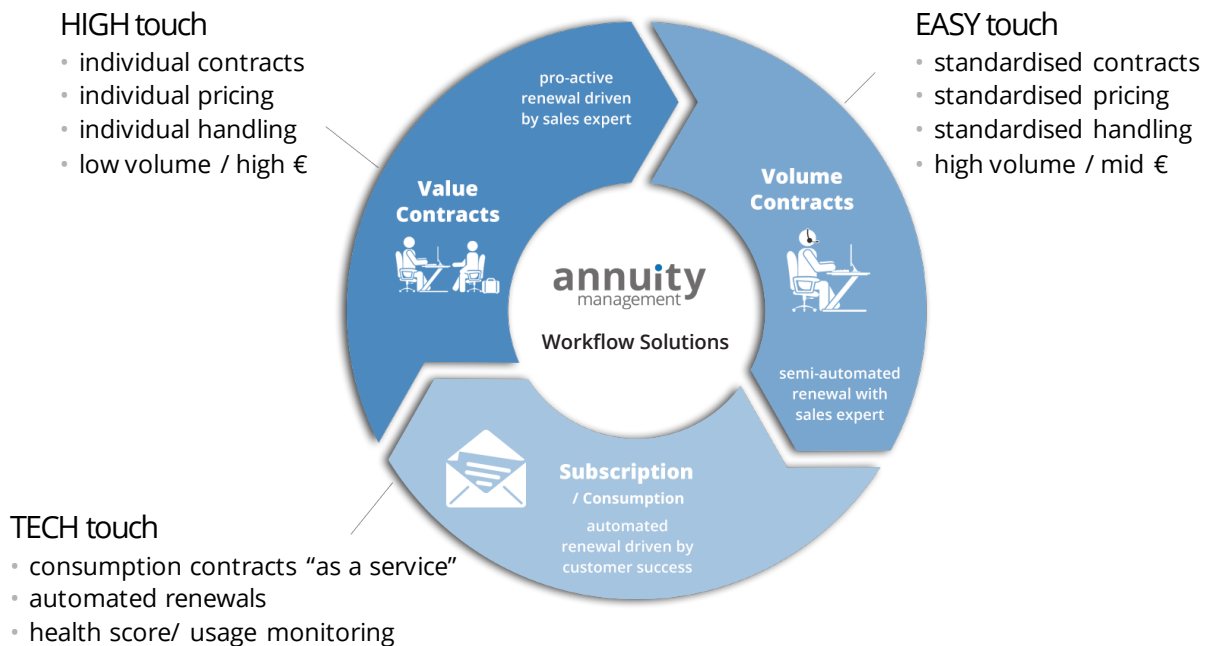


## Annuity Management Workflow Solutions

### SOLUTIONS TAILORED TO THE TYPE OF CONTRACT

In line with our customers' business models and renewal processes, supported by state-of-the-art technology and experienced sales experts, we align our end-to-end service revenue management solution with their annuity workflow. Basically, we cover three workflow segments (see chart): A renewal management approach, tailored to individual renewal handling of individual and sometimes very complex "value" contracts with high contract value (High Touch); renewal management of standardised "volume" contracts with high volumes (Easy Touch); and customer success management solutions for as-a-service subscriptions with automatic, but usage-dependent renewals.



Our annuity management workflow solutions ensure that your sales activities can be optimally and holistically supported. This way, you always have a complete overview and control over your recurring revenues, sustainably increase your renewal rates and benefit from significantly higher revenues.

### About the Annuity Management Group

The Annuity Management Group specialises in revenue life cycle management and customer success management solutions for technology manufacturers. As a highly specialised independent service provider for recurring revenues ("annuities"), Annuity Management AG offers complete proactive and reactive end-to-end solutions for the support and optimisation of service revenue management.

For more information, see [www.annuity-management.com](http://www.annuity-management.com)