

Free AP-207 Braindumps - AP-207 Latest Materials

SAP C -

SAP Certified Application Associate - SAP Billing and Revenue Innovation Management

SAP C-BRIM-2020 Certification Exam Topics:

Topic Area	Topic Details, Content, Points
Pricing > 11%	Explain Convergent Billing's relationship to contracts, flow in the production, definition, and technical architecture components. - SAP23 (SAP S/4HANA 2020)
Subscription Order Management > 21%	Describe the creation and change processes of Subscription Contract, Partner Agreement, Sharing Contract and Master Agreement and the Contract Repository within S/4H. - SAP24 (SAP S/4HANA 2020)
Integration of Subscription Order Management, Billing and Billing > 37%	Explain integration aspects within the SAP BRIM architecture (flow of data objects, process of data objects, integration technology). - SAP25 (SAP S/4HANA 2020) - SAP27 (SAP S/4HANA 2020)
Master Data - Products, Billing-on Patterns, Contracts > 17%	Explain the data aspects of Product, Subscription Order, Contract, Master Agreement, Partner Agreement and Billing Contract and the Master of the Billing Contract. - SAP24 (SAP S/4HANA 2020)
Contract Accounting > 12%	Explain the use of Billing Partner and Contract Account in Contract Accounting, the signum management and clearing procedure, payment structure (payments due and payment run), the clearing process, and integration to the General Ledger. - SAP26 (SAP S/4HANA 2020)

SAP Certified Application Associate - SAP Billing and Revenue Innovation Management Sample Questions (Q58-Q63):

NEW QUESTION # 58
Which activities during the billing process in SAP S/4HANA Convergent Billing?

Note: There are 3 correct answers to this question.

- A. Creation of P1 documents
- B. Document calculation
- C. Preparation of invoice print
- D. Creation of P1 CA documents
- E. Creation of C1 FA documents

Answer: B,C,D

NEW QUESTION # 59
Which data elements are stored in the subscription contract in SAP Convergent Billing?

Note: There are 2 correct answers to this question.

- A. Price group
- B. Subscription Billing Table

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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q26-Q31):

NEW QUESTION # 26

Two people own one home. They have different preferences for receiving notifications. One wants texts and emails, while the other prefers emails only. How and where can the energy company hold this information?

- A. Create a custom object associated with the Account with notification preferences.
- B. Extend the Account, Contact, and Relationship objects with new fields for notification preferences.
- C. Extend the Service Account object with new fields for notification preferences.
- D. Use the existing notification preference fields in the Party object.

Answer: D

NEW QUESTION # 27

An energy company offers multiple products to its industrial and commercial customers. They need to create a quote for a customer for multiple sites.

How would a consultant meet this business requirement?

- A. Create a Master quote, create group(s), add the quote group members, add products, and apply to the group.
- B. Create a multi-site quote, add members to the quote, and add products for each site
- C. Create quotes for each individual site and add products, then run multi-site batch jobs.
- D. Create an opportunity, add products to it, then submit it to the MultiAppHandler class

Answer: A

Explanation:

For a consultant to meet the business requirement of creating a quote for a customer with multiple sites, the most efficient approach within Salesforce Energy and Utilities Cloud is to create a Master quote and then organize the products and services by site using groups within the quote. This method allows the consultant to manage the complexities of multi-site quotes systematically, ensuring that each site's specific needs are addressed within a single, overarching quote structure, thereby streamlining the quoting process for complex customer scenarios. Reference = Salesforce documentation on CPQ and quoting best practices outlines the process of creating Master quotes and utilizing groups to manage complex quoting scenarios, such as quotes for customers with multiple sites: https://help.salesforce.com/articleView?id=cpq_quotes.htm&type=5

NEW QUESTION # 28

An energy company runs utility-specific processes in the backend customer information system (CIS) and billing systems with minimal visibility to service agents. The company embarks on a multi-year digital transformation initiative to provide a Customer 360 view to its service agents.

What two licenses should be recommended and mapped in the future state architecture to align with the business vision?

- A. Contract Lifecycle Management (CLM)
- B. Service Cloud
- C. Energy and utility Base
- D. Configure Prince Quote (CPQ)

Answer: B,C

Explanation:

For an energy company embarking on a digital transformation initiative to provide a 360-degree customer view to service agents, the recommended licenses are: A. Service Cloud: Essential for enabling service agents to manage customer interactions and service requests efficiently, providing tools for case management, customer service analytics, and more. D. Energy and Utilities Base: Specifically tailored to the energy and utilities sector, this license provides access to industry-specific data models, workflows, and functionality designed to manage the complex needs of energy providers. Together, these licenses ensure that service agents have access to comprehensive customer information and the specialized tools needed to support the unique requirements of the energy and utilities sector. Reference = Salesforce Energy and Utilities Cloud documentation and Service Cloud resources detail the functionalities and benefits of these licenses, highlighting their role in supporting customer service and industry-specific processes: <https://www.salesforce.com/products/service-cloud/overview/>, <https://www.salesforce.com/products/industries/energy-and->

NEW QUESTION # 29

An energy company needs to migrate its legacy data to Energy and Utilities Cloud. What's the recommended first step to ensure a proper migration process?

- A. Assess the data in the legacy system to determine what needs to be migrated and what can be left behind
- B. Clean, transform, and format the source data to meet the requirements of the Energy and Utilities Cloud Data Model
- C. Establish a testing and validation process to ensure that the data is accurate and complete
- D. Migrate the data using one of the available tools, such as the Salesforce Data Loader or third party data migration tools.

Answer: A

Explanation:

Before embarking on a data migration project to Salesforce Energy and Utilities Cloud, it is crucial to assess the data within the legacy systems. This step involves analyzing the existing data to determine its relevance, accuracy, and completeness, deciding which data sets are essential for migration, and identifying any data that may be outdated or irrelevant and can thus be omitted from the migration process. This assessment ensures a focused and efficient migration process, reducing the risk of data clutter and ensuring that only valuable data is transferred to the new system. Reference = Salesforce provides comprehensive guidelines on best practices for data migration, including the importance of data assessment as the initial step in the migration process. These practices are documented in Salesforce's data migration resources: https://developer.salesforce.com/docs/atlas.en-us.dat.meta/dat/data_import_what_you_need_to_know.htm

NEW QUESTION # 30

The implementation project has identified a need to retrieve and update data from the energy provider's legacy billing application. The customer is already a MuleSoft customer, but they also use middleware technology from another supplier. What approach should you recommend to build this integration to the legacy billing application?

- A. Start by defining APIs in both Salesforce and the legacy billing system, and then build custom Java code to implement a point-to-point integration.
- B. Begin building a custom, point-to-point integration, including a whole new user interface and data model to mimic that of the legacy billing application.
- C. Go to Anypoint Exchange and search for energy assets (to locate templates for previously built integrations with billing systems), and then enhance these assets.
- D. Recommend the introduction of another systems integration partner who specializes in building integrations from Salesforce to billing systems.

Answer: C

Explanation:

When aiming to integrate Salesforce Energy and Utilities Cloud with a legacy billing application, especially when the customer is already using MuleSoft, leveraging existing assets from Anypoint Exchange is a strategic approach. Anypoint Exchange often contains templates and pre-built integration patterns that can significantly speed up the integration process by providing a starting point that is specifically tailored or easily adaptable to energy and utility industry needs. This method fosters efficiency and leverages community knowledge and previous successful implementations. Reference = MuleSoft's Anypoint Exchange is a central repository for connectors, templates, and APIs. Its utility for Salesforce integrations, especially within the Energy and Utilities sector, is documented in MuleSoft's resources and guides on Anypoint Platform: <https://www.mulesoft.com/exchange/>

NEW QUESTION # 31

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