

SUCCESS CASE



Cogna Educação, founded in 1966, is one of the world's leading educational organizations and the largest educational company in Brazil by the number of students (more than 2.4 million).

Formed by the institutions Kroton, Platos, Saber, and Vasta Educação / Somos Educação, the holding company offers solutions and services for both the B2B and B2C segments.



Education



Sao Paulo,
Brazil



www.cogna.com.br

Why SEIDOR

SEIDOR is a technology consulting company with a presence in more than 40 countries, with more than 6,500 professionals and serving more than 8,000 clients. SEIDOR is one of a few SAP Platinum partners worldwide and a member of the United Vars. SEIDOR has more than 15 BRIM projects in different industries and countries and a team of more than 80 consultants that allows us to reuse all the knowledge gained in each experience in future projects. In addition, SEIDOR has its own systems to configure all kinds of scenarios and perform demos or PoCs. SEIDOR offers companies the opportunity to build different billing schemas increasing their profits with a more modern and flexible solution to meet customer needs.

Goals & Business Challenges



Implement a flexible, scalable platform to replace old legacy systems and gain control of the billing process.



Apply large volume of custom discounts and installments.



Lack of a single view of the student's financial situation (360° view).



Obtain a shorter Time to Market in new consumer products to be launched.



Centralize the billing of the three Academic systems: Olimpo, Collaborate, and SIAE, with integration with Totvs.

Solution

- SoM, Convergent Charging, Convergent Invoicing, and FICA.
- S4HANA 2020 and Convergent Charging 2020 – SAP Private Cloud. The scope of the project was the implementation of S4 HANA + BRIM.
- Rating and invoicing solution for subscription based and consumption based business models. As well as the managing partner settlement scenarios.

Key Benefits

- New offering simulator for all Cognia units and courses, enabling its sales force to have standardized and flexible pricing.
- Standardized pricing of tuition fees.
- Increased ability to create specific commercial conditions for each student.
- 360° financial view of the students.
- Reduced billing errors.
- Reduced TCO.



40
Countries



+6500
Professionals



+8000
Clients



**SAP Pinnacle
Awards 2022**
for the 7th consecutive year

SEIDOR

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