

Enable Partner, Wholesale, B2B, and B2B2X Growth

Enterprise, wholesale, partner, and B2B2X growth can demand commercial relationships that conventional consumer environments were not designed to manage, including multiple organizations, charging and billing responsibilities, payment arrangements, settlement obligations, and revenue-sharing terms around a single service. Oracle Cloud Scale Monetization is a complete, modular monetization solution that brings together converged charging, billing and revenue management, usage-data mediation, and service control, providing a practical path to introduce the monetization capabilities needed for growth services while established consumer operations remain in service.

Grow alongside established consumer operations

Providers do not need to replace established consumer charging and billing systems before introducing new enterprise, wholesale, partner, or B2B2X services. They can establish a complementary monetization environment for the growth domain while existing consumer operations continue to support current services.

This approach allows providers to focus change on the commercial models they are pursuing, rather than making consumer-system replacement a prerequisite for growth. They can introduce the required capabilities, establish supporting operating processes, and build experience in the new domain without unnecessary disruption to consumer operations.

A complementary monetization environment is not a universal requirement, nor does it predetermine a future technology decision. Providers can use it to support targeted growth domains while established consumer operations remain in service. If the business case is clear, they can subsequently migrate selected consumer products or customer groups into the environment and progress toward a more unified monetization estate.

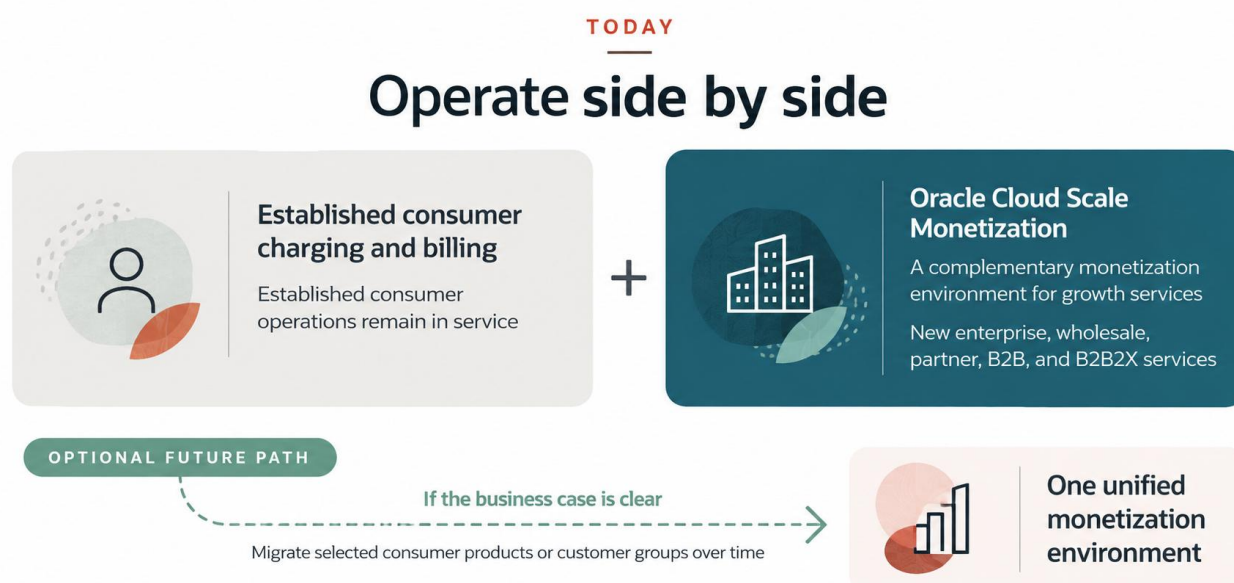


Figure 1. A complementary monetization environment supports growth services alongside established consumer operations, with an optional future path to migrate selected consumer products or customer groups when the business case is clear.

Manage complex commercial relationships and revenue flows

Growth services are often sold, consumed, paid for, and supported differently from conventional consumer services. An enterprise may have multiple sites, business units, users, services, and billing responsibilities. A wholesale, reseller, or partner model can introduce several parties, each with a defined commercial role and financial obligation.

The monetization environment must be able to reflect these relationships. This can include multi-level parent-child structures, group billing, shared charges and discounts, differentiated commercial treatment, multiple billing relationships, and flexible payment arrangements. The aim is to represent how a service is bought, used, paid for, and supported, rather than force the relationship into a conventional consumer-account structure.

Multi-party services also create revenue flows beyond a direct customer invoice. Providers may need to manage billing, receivables, payments, collections, settlement, remittance, and agreed revenue sharing across customers, partners, and wholesale participants. For high-value B2B relationships, invoice review before finalization can help teams resolve disputed items without unnecessarily holding up agreed payments.

Together, these capabilities provide a more controlled basis for launching and operating commercial models that span organizations, services, and financial responsibilities.

Connect growth services and create trusted context

Growth services need to operate within the wider business. Commercial teams must connect offer design, customer and partner relationships, orders, service activity, payments, and financial processes so that a commercial agreement can be managed through to charging, billing, and settlement.

Oracle Cloud Scale Monetization supports open integration with digital channels and enterprise systems. Its API-first approach and alignment with relevant TM Forum Open APIs can help providers connect monetization capabilities with CRM, order management, product catalog, payment, partner, and enterprise applications according to their architecture and operating requirements.

Connected usage, charging, billing, payment, settlement, and commercial-relationship data also provides evidence of how a growth service becomes revenue. This trusted context can support governed investigation, recommendations, and coordination across revenue, finance, product, partner, operations, and care teams.

Over time, this trusted context can help providers progress toward Autonomous Revenue Management: a connected, intelligent, and continuously improving operating model that brings revenue, finance, product, partner, operations, and care context together around measurable business missions. People, policies, and authoritative systems continue to govern decisions and actions.

Apply the capabilities the growth model requires

Oracle Communications Billing and Revenue Management provides the central billing and revenue-operations foundation for complex commercial models. It supports the account, billing, payment, receivables, collections, settlement, and revenue-sharing processes needed for enterprise, wholesale, partner, and B2B2X growth.

Oracle Communications Elastic Charging Engine can be introduced where real-time, converged charging is required for enterprise, digital, or usage-based services. Oracle Communications Offline Mediation Controller can be included where controlled, normalized, and traceable usage-data mediation is required.

This modular approach enables providers to begin with the capabilities appropriate to a defined growth domain and extend the environment as commercial requirements, service models, and business priorities evolve.

Related assets

- [Oracle Cloud Scale Monetization overview datasheet](#)
- [Oracle Communications Billing and Revenue Management datasheet](#)
- [Oracle Communications Elastic Charging Engine datasheet](#)
- [Oracle Communications Offline Mediation Controller datasheet](#)

- Improve billing efficiency outcome brief
- Modernize 4G and 5G charging outcome brief
- Consolidate and modernize the monetization estate outcome brief
- Oracle Cloud Scale Monetization AI/ML Operationalization Framework datasheet

Summary

Oracle Cloud Scale Monetization helps providers pursue enterprise, wholesale, partner, and B2B2X growth without making consumer-system replacement the first step. Providers can establish a complementary monetization environment for new commercial models, introduce the capabilities those models require, and retain the option to migrate selected consumer products or customer groups over time when a more unified monetization estate makes business sense.

Learn more

Learn more about Oracle Cloud Scale Monetization at oracle.com/cloud-scale-monetization

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