

TRANSFORM, LAUNCH, AND MANAGE X-AS-A-SERVICE OFFERINGS WITH THE ZUORA PLATFORM



Pivotal



sage



FROM SKUS TO SUBSCRIBERS

Gartner predicts that by 2020, 80% of software vendors will move to a subscription business model. With Adobe, Cisco, and Autodesk leading the transition, more and more companies are shifting to an X-as-a-service model.

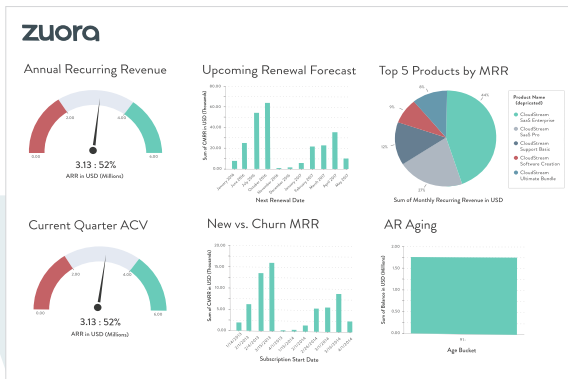
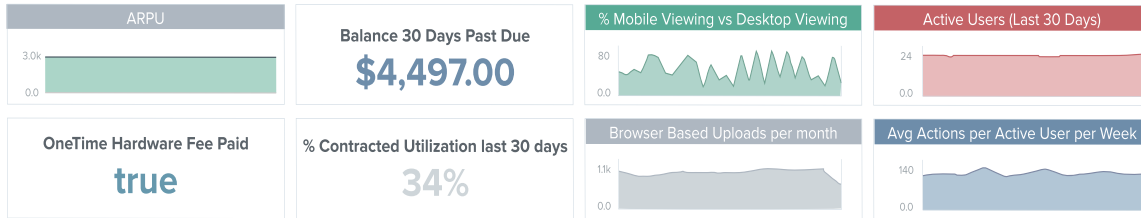
Zuora helps high tech to:

- ✓ Unify fragmented order-to-revenue systems
- ✓ Embrace new monetization models
- ✓ Replace product-centric systems with subscription-centric systems
- ✓ Achieve systems and process agility

ZUORA IS THE HUB FOR YOUR DIGITAL TRANSFORMATION, SITTING BETWEEN CRM AND ERP TO MANAGE THE DYNAMIC COMPLEXITIES OF SUBSCRIPTION ORDER-TO-REVENUE



ZUORA IS THE ONLY SOLUTION PURPOSE-BUILT TO HELP YOU REINVENT YOUR BUSINESS FOR THE DIGITAL AGE



1. Monetize and measure performance of new digital or SaaS services

- Bill for any business model - realize cash quickly and easily with automated billing and a full range of charge models
- Subscription business performance metrics surface key subscription metrics like MRR, ARR, TCV to measure the health and performance of your business

2. Make decisions based on customer-centric metrics

- Compute board-level KPI's like MRR, LTV, and Net Retention
- Identify new upsell and cross-sell opportunities
- Predict churn and tailor churn save strategies

3. Deliver frictionless experiences for customers and partners

- Configurable quoting engine - our native force.com quoting app, offers rules and bundling, a product selector and quotes for every subscription lifecycle activity
- APIs to enable full self service - engage with customers via self service
- Real-time triggers to automate internal and external processes
- Subscription lifecycle management - quote and bill for the full lifecycle of new subscriptions upgrades, renewals, add-ons, and more

4. Unify disparate order-to-revenue systems across channels, geos, product lines

- Standalone A/R management or deep GL integration
- Multi-Entity management
- Enterprise-grade security, compliance, and reliability
- Scalable architecture for high-volume subscription businesses