

# Manage and Monetize Your Software, SaaS and IoT Solutions



# **Build Better Software Products**

- Understand product usage
- Take a data-driven approach to roadmap development
- Mitigate risk early in development



#### **Accelerate Time to Value**

- Enable and disable features on demand
- Deliver software updates quickly and automatically
- Be in control of your open source use and ensure license compliance



#### **Monetize What Matters**

- Manage customer use rights and compliance for any monetization model
- Make informative decisions about packaging, bundling and pricing based on usage insights

Revenera is a leading supplier of industry-recognized and award-winning software monetization, software composition analysis and installation solutions.

## Software Composition Analysis

Leverage the power of open source software and manage license compliance, security and IP risk by building and managing a complete and accurate Software Bill of Materials.

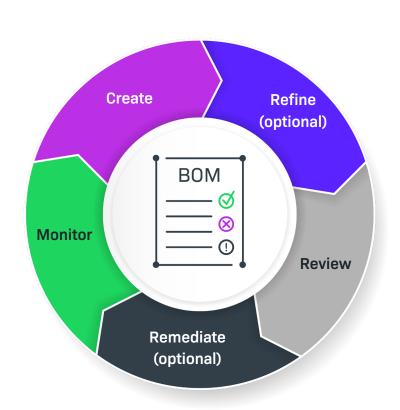
- Manage license compliance and security vulnerabilities based on the largest open source library with more than 14 million components
- Track issues in direct and transitive dependencies and develop company policies based on your risk profile

# Companies are only aware of **6%** of the open source in their applications\*

 Integrate seamlessly with your CI/CD process to scan and mitigate quickly while developing your product

## Inventory Items





#### **TESTIMONIAL**



"...a test scan of our first product release with Code Insight revealed we were using outdated components with known vulnerabilities and licenses we were unaware of. That first scan quickly showed us the real value of the tool."

-Matt Conway, CTO, Interneuron

\*Based on Revenera audit services data between 2012 and 2019

### Software Monetization

#### **Software Usage Analytics**

Collect and analyze product usage metrics to better understand user engagement and interaction with software. Detect and report piracy and overuse to stop revenue leakage.

- Visualize and understand user environments, product and feature adoption
- Analyze user behavior and workflows
- Identify actionable opportunities and generate revenue from piracy and overuse

#### Licensing

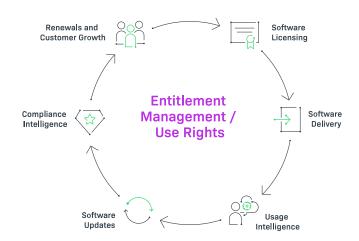
Revenera Licensing is the de-facto standard for software licensing and compliance management for all deployment scenarios—on-premises, embedded, SaaS and in the Cloud providing:

- Support for all monetization models—perpetual, subscription and consumption-based
- Support for cloud monetization as well as offline scenarios
- Wide support for development platforms as well as an API-driven approach for SaaS applications and small footprint IoT devices
- High-level of flexibility and configurability to support your needs while delivering an excellent customer experience

#### **Entitlement Management**

Revenera's Entitlement Management software provides an efficient operations center that allows you to manage devices, customers and their usage rights—across all your software product lines enabling:

- End-to-end support from provisioning to renewal
- Electronic software delivery and updates ensuring expert compliance
- Support for direct sales and channel models
- Accelerated revenue recognition and integration with your billing and customer management processes



#### **ANALYST INSIGHTS**

"By 2022, 45% of software companies will deploy commercial usage analytics solutions to improve customer engagement, product bundling, discover value metrics, and enable consumption/outcome pricing."

"By 2023, 60% of organizations deploying IoT will leverage the data to create new data-driven offerings with recurring business models."

IDC FutureScape Worldwide Monetization 2021 Predictions

Revenera provides the enabling technology to take products to market fast, unlock the value of your IP and accelerate revenue growth—from the edge to the cloud. **www.revenera.com**