Smart Services Digital Monetization Platforms
Payments for the subscription economy

SMART SERVICES DIGITAL MONETIZATION PLATFORMS

APTTUS
ARIA SYSTEMS
BILLINGPLATFORM
FINANCIALFORCE

CONSTELLATION
ShortList™
8
solutions
to know

GOTRANSVERSE
ORACLE BRM
RECVUE
ZUORA

The Constellation ShortList™ presents vendors in different categories of the market relevant to early adopters. In addition, products included in this document meet the threshold criteria for this category as determined by Constellation Research.

This Constellation ShortList of vendors for a market category is compiled through conversations with early adopter clients, independent analysis, and briefings with vendors and partners.

About This Constellation ShortList™

The emergence of a subscription economy coupled with digital business models drives the creation of a new type of solution known as Smart Services Digital Monetization Platforms. Legacy monetization systems lack the ability to support subscriptions, consumption-based models, and one-time transactions. Smart Services Digital Monetization Platforms provides a monetization solution for organizations operating untraditional business models. These platforms are expected to support business models built on smart services for IoT, blockchain consensus and sharing economies.

About Constellation Research

As an award-winning Silicon Valley-based strategic advisory and futurist analyst firm, Constellation Research serves leaders and organizations navigating the challenges of digital strategy, business-model disruption and digital transformation.

Constellation works closely with solution providers, partners, C-suite executives, board of directors, and its Constellation Executive Network of buy-side leaders to lead the way in research coverage and advise clients how to achieve valuable business results.

Threshold Criteria

Constellation considers the following criteria for these solutions:

- Account management
- Alerts and notifications
- Billing
- Complex event processing/workflows
- Configure, price, quote (CPQ)
- Contracts
- Financials
- Invoicing
- Integration and orchestration
- Partner platforms
- Pricing
- Product catalog and PIM
- Reporting and analytics
- Marketplace or trading network support

The Constellation ShortList™

Constellation evaluates over 25 solutions categorized in this market. This Constellation ShortList is determined by client inquiries, partner conversations, customer references, vendor selection projects, market share, and internal research. Shortlist solutions support 10 out of the 14 criteria.

- Apttus
- Aria Systems
- BillingPlatform
- Financialforce
- goTransverse
- Oracle BRM
- RecVue
- Zuora

Frequency of Evaluation

Each Constellation ShortList evaluation will be updated every 180 days as needed.

Evaluation Services

Constellation clients may work with the analyst and research team to conduct a more thorough discussion of this Constellation ShortList. Constellation can also provide guidance in vendor selection and contract negotiation.

Business Themes

 Matrix Commerce

 Next-Generation Customer Experience

To learn more:
Visit www.constellationr.com/ShortList
or email shortlist@constellationr.com

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R "Ray" Wang provides insight into how disruptive technologies and new business models, such as digital transformation, impact brands, enterprises and organizations. He also focuses on harnessing innovation, creating next-generation business and IT leadership, and applying the new rules of business. Wang has held executive roles in product, marketing, strategy, and consulting at companies including Forrester Research, Oracle, PeopleSoft, Deloitte, Ernst & Young, and Johns Hopkins Hospital.