



Transform and grow your recurring revenue business

Doing business in today's fast-paced and competitive environment is not easy. Add to that the complexities that come with working within the IT channel ecosystem, and it is clear that technology organizations must embrace digital transformation in order to survive. They can no longer rely on spreadsheets, home-grown software, onerous manual processes, and one-size-fits-all solutions to manage their recurring revenue business.

About iasset.com®

Since 2008, *iasset.com* has been transforming the way in which technology providers manage their recurring revenue. We do this by automating and streamlining the management of any type of contract:

- Cloud Consumption
- Subscriptions
- Hardware + Maintenance
- Software + Maintenance

Designed for the IT channel

We work with some of the biggest brands within the technology industry, managing over \$20B in assets across a global customer base. Our solutions cater for each channel members' unique needs:

- Vendors
- Distributors
- Aggregators
- Value Added Resellers (VARs)
- Service Providers

Cloud Revenue Management

Easily manage usage and billing for all cloud contracts.

Renewals Management

Convert quotes to cash faster with automated quoting.

Product Lifecycle Management

Execute refresh, upgrade, and migration campaigns.

POS Data Management

Automatically cleanse, validate and consolidate all POS data.

Channel Partner Management

Share information and resources with partners.

Professional Services

Renewal growth and data enrichment services.



Our Approach

We understand that every business is different. That's why our team will work closely with you to gain a thorough understanding of your organization's needs, ensuring we find the right solution for you. We can demonstrate the *iasset.com* platform using data that you have provided. As a result, we have already defined, validated and tested your solution before we reach the implementation stage.

The *iasset.com* Advantage

The strength of our platform lies in its ability to handle extremely large volumes of installed base data, automating the management of cloud and service contracts across the entire product lifecycle – all in one place.

We offer seamless integration into your existing business systems, including ERPs and CRMs or any other system that supports web services or has APIs available.

Benefits

- Grow recurring revenue
- Track and bill cloud consumption
- Boost renewal rates
- Streamline processes
- Lower operational costs
- Leverage business intelligence
- Empower channel partners
- Gain control over installed base
- Accelerate quote to cash periods



Features

- 20+ languages, all currencies
- Live dashboards and reports
- API integrations into ERP/CRM
- Auto-quoting via CPQ - net new and renewal
- Role-based access for staff/partners
- Geolocation mapping of installed base
- Auto-alerts for upcoming expiry dates
- Campaign creation and execution
- Partner training and certification

iasset.com helped us increase our renewal rates from 40% to 90% within months. iasset.com transformed our renewals business from a process to a profitable go-to-market program.

Nick Verykios – Managing Director, Arrow ECS ANZ

Want to learn more? Contact us at info@iasset.com or visit www.iasset.com

AMERICAS

Tel: +1 415 745 3568

ASIA PACIFIC

Tel: +61 2 8915 6222

EUROPE

Tel: 0800 048 8970



iasset.com

The Global Channel Ecosystem