



Software Monetization Agenda

September 21, All Times U.S. Central Time

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- 9:00 am** **Welcome and Revenaera Updates**
Revenaera SVP and General Manager Nicole Segerer

 - 9:10** **Actionable Insights on Customer Usage Through Embedded Analytics, Notifications and Reporting**
Demonstration of the new analytics dashboard, notification and reporting capabilities in FlexNet Operations

 - 9:40** **Flexibility and Growth through Pay-Per-Use and Token Licensing**
Discussion and demonstration of elastic licensing and token licensing approaches to give customers access to the software they need when they need it

 - 10:25** **Panel Discussion: SaaS Monetization**
Exploring the concepts of entitlements, fulfilment and usage management for SaaS and in hybrid models

 - 10:55** **Revenaera Licensing Portfolio: Matching Use Cases and Technologies**
Customer case studies, lessons learned, and considerations when choosing and evolving your software licensing strategy

 - 11:20** **Best Practices for Entitlement Management and Third-Party Licensing**
Essentials to do licensing well and set yourself up for future success – best practices on hosting, activating, and integrating third-party licensing

 - 11:40** **Streamlining Entitlement and License Lifecycles in the Quote-to-Cash Process**
Integrating FlexNet Operations with upstream and downstream systems in the quote-to-cash process

 - 12:00 pm** **Event Wrap-Up**