

In today's rapidly evolving SaaS marketplace, businesses face a complex web of interconnected challenges that span strategic, competitive, and operational dimensions. Planning processes exist in silos, creating departmental misalignment and hampering decision-making, while financial teams struggle with unpredictable revenue forecasting and complex pricing scenarios. The competitive landscape intensifies these challenges as new market entrants emerge with disruptive offerings and existing competitors rapidly evolve, demanding quick responses that many organizations are ill-equipped to make. Operationally, the challenges compound as customer retention modeling grows more complex, resource allocation decisions rely on incomplete data, and manual reporting processes consume valuable time that could be spent on strategic initiatives.

SaaSXcelerate: Your Path to Continuous Innovation

Without robust data-driven decision-making capabilities, organizations find themselves perpetually reacting to changes rather than anticipating them, ultimately impacting their growth and profitability in this dynamic marketplace. SaaSXcelerate combines comprehensive knowledge of the SaaS landscape with industry-leading technology to transform planning challenges into data-driven strategies that drive growth.

Background

Utilizing our experience helping software organizations, Peloton Consulting Group has developed a manufacturing-specific solution to jumpstart your finance transformation journey. Our pre-configured forms, input templates, and business rules cover common aspects of SaaS planning, from subscription models, custom revenue templates, and expense models. The model is flexible and integrates with other pre-built models such as Workforce and Capital planning needs. Our off-the-shelf logic can be implemented as-is, adapted, or excluded to meet organization-specific nuances.



Pre-Built Capabilities

Flexible SaaS Planning

- Product and Customer Segment Planning: Comprehensive modeling across different product lines and customer segments
- Sales Compensation Models: Built-in compensation planning and tracking capabilities

Product and Customer/Channel Profitability

- Billing, Bookings, and Backlog Integration: Billings and bookings integrated with revenue model for actual projections
- Revenue Projects: Revenue projects based on different custom tiers for flexible forecasting

Advanced Planning Features

- Driver-based Planning: Sophisticated driver-based modeling for accurate forecasting
- Vendor Based Planning with PO Details: Detailed purchase order and vendor management
- What-If Scenario Modeling: Comprehensive scenario planning capabilities
- Prebuilt Reports and Dashboards: Ready-to-use reporting and visualization tools



Subscription-Specific Modeling

- Customer acquisition forecasting
- Retention rate optimization
- Bundle performance analysis
- Pricing strategy modeling

Intelligent Planning Platform

- Unified Planning Environment: Integrated financial and operational planning
- Real-Time Scenario Modeling: Dynamic modeling capabilities for rapid decision-making
- Automated Reporting and Analytics: Streamlined reporting processes

AI-Powered Insights

- Predictive analytics
- Trend identification
- Customer behavior modeling
- Risk assessment

Delivery Method

Our proven implementation approach ensures successful deployment and adoption through a comprehensive methodology:

Gap-Fit of Pre-Built Logic to Software Requirements

- Thorough assessment and customization of pre-built components
- Model, integrations, and reporting design

Model Build and Data Sourcing

- Professional model construction with robust data integration
- Business logic configurations tailored to specific requirements

Testing and Training

- User and admin training programs
- Component testing and integrated testing protocols

Production Deployment

- Professional deployment with minimal business disruption
- Go-Live with support as necessary

Business Impact

Reduced Cost

Software-specific logic is pre-built, allowing skilled resources to focus on adapting logic to suit organization-specific nuances rather than building from scratch.



Faster Requirements Phase

Utilizing industry methodologies as a mechanism to drive out requirements more efficiently, reducing Capital Costs and accelerating time-to-value.

Rapid Deployment Option

Option to rapidly adopt the accelerator as built, connect sources, and start planning. This deployment approach allows teams to explore the capabilities of the software and evolve into the platform organically.

Accelerated Growth

- Faster planning cycles
- Reduced time to market
- Improved customer retention
- Enhanced pricing optimization

Operational Excellence

- Streamlined processes
- Better resource utilization
- Increased forecast accuracy
- Data-driven decisions

Strategic Advantage

- Market responsiveness
- Competitive positioning
- Innovation enablement
- Risk mitigation

02. Reported Bookings						
Years	Scenario	Version	Working	FinanceType	Bookings Type	Reported GNCMRR
Entity	Cost Center	Segment	Location	Product	Currency	Assumptions
100-Company	0000-Default	Commercial-NA	US	CLM Plans	USD	New Customer GNMRR 100,000
		Brazil	CLM Plans	BRL	Loss	Churn 100,000
			eSign Plans	BRL	Loss	Churn 100,000
			IAM Plans	BRL	New Customer GNMRR 100,000	
		Commercial-APAC	US	CLM Plans	USD	New Customer GNMRR 100,000
			eSign Plans	USD	Loss	Churn 100,000
			IAM Plans	USD	New Customer GNMRR 100,000	
			Canada	CLM Plans	USD	New Customer GNMRR 100,000
				eSign Plans	USD	New Customer GNMRR 100,000
				IAM Plans	USD	Loss Churn 100,000

The Peloton Advantage

Implementation of SaaSXcelerate is backed by Peloton Consulting Group's proven expertise in digital transformation. Our approach combines rapid deployment through pre-built components with a standardized methodology that ensures success. Throughout your journey, our SaaS industry experts provide continuous guidance and support, drawing on our extensive experience across various SaaS sectors.

Take the Next Step

Transform your subscription business with SaaSXcelerate. Contact us to schedule a free assessment briefing.

About Peloton Consulting Group

Peloton Consulting Group has the vision and connected global capabilities to help organizations envision, implement, and realize the benefits of digital transformation. Our team has the best practices, knowledge, industry expertise, and know-how. We make digital transformation a reality by leveraging EPM, ERP, SCM, HCM, CX, Analytics, and Data Management for the cloud. Through connected capabilities, we bring people, processes, and technology together. We help organizations go further, faster. That is the Peloton way!