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[Continued on next page]

(54) Title: IN-LINE BENCHMARKING AND COMPARATIVE ANALYTICS FOR RECURRING REVENUE ASSETS

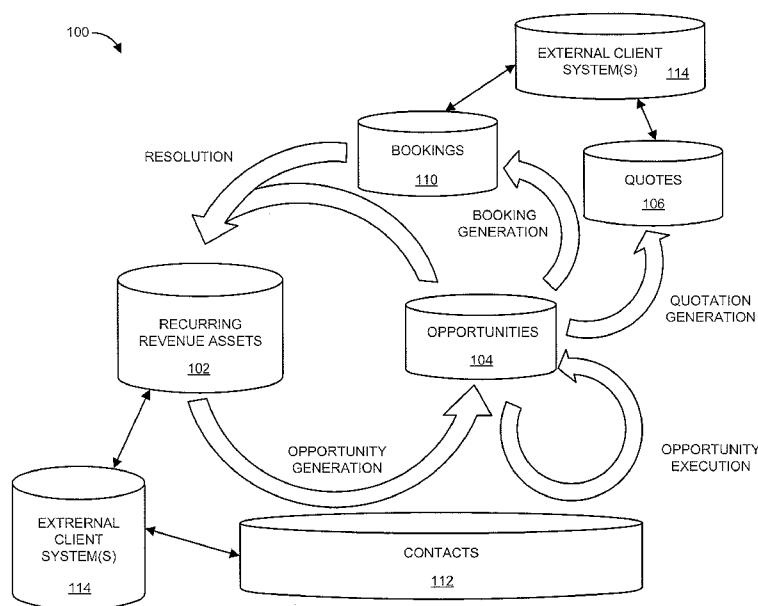


FIG. 1

(57) Abstract: A recurring revenue benchmarking system and method are disclosed. A repository storing aggregate information regarding service revenue renewals is accessed. The aggregate information includes historical data generated by one or more commercial entities, and is defined according to one or more metrics related to renewal of one or more service assets by the one or more commercial entities. A predictive model is generated based on the aggregate information accessed from the repository. A set of parameters representative of at least one offer for renewal of a service asset within a sales period is defined. The offer relates to at least one recurring revenue asset managed by a first commercial entity using a recurring revenue management system. A predicted outcome for the offer is calculated using the set of parameters of the offer as input to the predictive model.



EE, ES, FI, FR, GB, GR, HR, HU, IE, IS, IT, LT, LU,
LV, MC, MK, MT, NL, NO, PL, PT, RO, RS, SE, SI, SK,
SM, TR), OAPI (BF, BJ, CF, CG, CI, CM, GA, GN, GQ,
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A. CLASSIFICATION OF SUBJECT MATTER

IPC(8) - G06Q 30/00 (2014.01)

USPC - 705/7.31

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

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Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched
705/7.11, 7.29, 14.1, 14.41; G06Q*

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

PatBase (All); Google (Patents, Scholar, Web)

Search Terms: Renewal, resumption*, revival*, Revenue?, earnings, proceeds, Service, data, historical, past, Metric?, measurement?, Predictit*, likelihood*, Outcome, Offer?, Recur*, repeat*, Aggregate*, accumulate*, assembl*, collective*, Software, service, SaaS, Service

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	ServiceSource Launches eCommerce Cloud Application. ServiceSource. 18 March 2011 (18.03.2011) [online] retrieved on 18 May 2014 (18.05.2014). retrieved from the internet <http://files.shareholder.com/downloads/ABEA-5LUUYL/3185849553x0x469467/674f7951-83ba-4692-97bd-3efbc99b32b4/SREV_News_2011_5_17_General_Releases.pdf> entire document, especially para 1-2	1-31
Y	US 2005/0108043 A1 (Davidson) 19 May 2005 (19.05.2005), entire document, especially abstract and para [0001]-[0079]	1-31
Y	US 2004/0172374 A1 (Forman) 2 September 2004 (02.09.2004), entire document, especially abstract and Fig 1B-1C	11
Y	US 2010/0218104 A1 (Lewis) 26 August 2010 (26.08.2010), entire document, especially Abstract, claim 15 and para [0005]	9-10, 20-21, 30-31
A	US 2009/0240586 A1 (Ramer et al) 24 September 2009 (24.09.2009), entire document	1-31
A	US 2007/0091874 A1 (Rockel et al.) 26 April 2007 (26.04.2007), entire document	1-31
A	US 2005/0096950 A1 (Caplan et al.) 5 May 2005 (05.05.2005), entire document	1-31

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