



servicePath™ Managed Analytics

Turn Commercial Data into
Actionable Intelligence

Smarter. Modular. Instant.

01 | Executive Summary

servicePath™ Managed Analytics provides immediate visibility into how your teams use CPQ, how your contracts perform commercially, and how your services operate-without requiring you to build or manage any data pipelines.

Our solution installs directly inside your Azure subscription as a Managed Application. Your data stays securely within your environment, while servicePath™ manages ingestion, transformation, and ongoing updates.

02 | Key Benefits

Gain trusted, query-ready analytics for Finance, Sales, Service Delivery, and RevOps-delivered in days, not months.



Zero Engineering Overhead

Fully managed ingestion, transformations, refresh schedules, and updates.



Your Data, Your Cloud

Analytics run inside your Azure subscription with full control over access and governance.



Enterprise-Grade Metrics

Unlock ARR/TCV, margin, revenue, SLA, profitability, and renewal risk.



Fast Time to Value

Actionable insights delivered with no engineering effort required.

03 | Pricing & Deployment Model

Our modular platform is designed to scale with your business maturity, utilizing an uplift model based on your existing servicePath™ subscription spend.



Free Usage Tier

- Adoption trends
- Workflow heatmaps
- Quote/configurator activity



Base Tier

- Core commercial data (Quotes, Contracts, Assets)
- High-level ARR/TCV



Expansion

- Advanced data domains
- KPIs
- Specialized dashboards



Snowflake Add-On

- Native Snowflake ingestion
- MERGE support
- SOC2 optionality



Expansion Bundles

Optional expansion bundles are now consolidated into three high-impact groups to align with your leadership's strategic objectives:

Advanced Financials (CFO & Finance Focus)

KPIs

Revenue & RevRec, Product Profitability, and Margin/Cost attribution

Value

Detailed line-item snapshots and profitability insights.

Operational Intelligence (Service Delivery Focus)

KPIs

ServiceNow Health, SLA performance, and Subcontractor cost metrics.

Value

Correlation between SLA performance and service usage.

Strategic Growth (CRO & Sales Focus)

KPIs

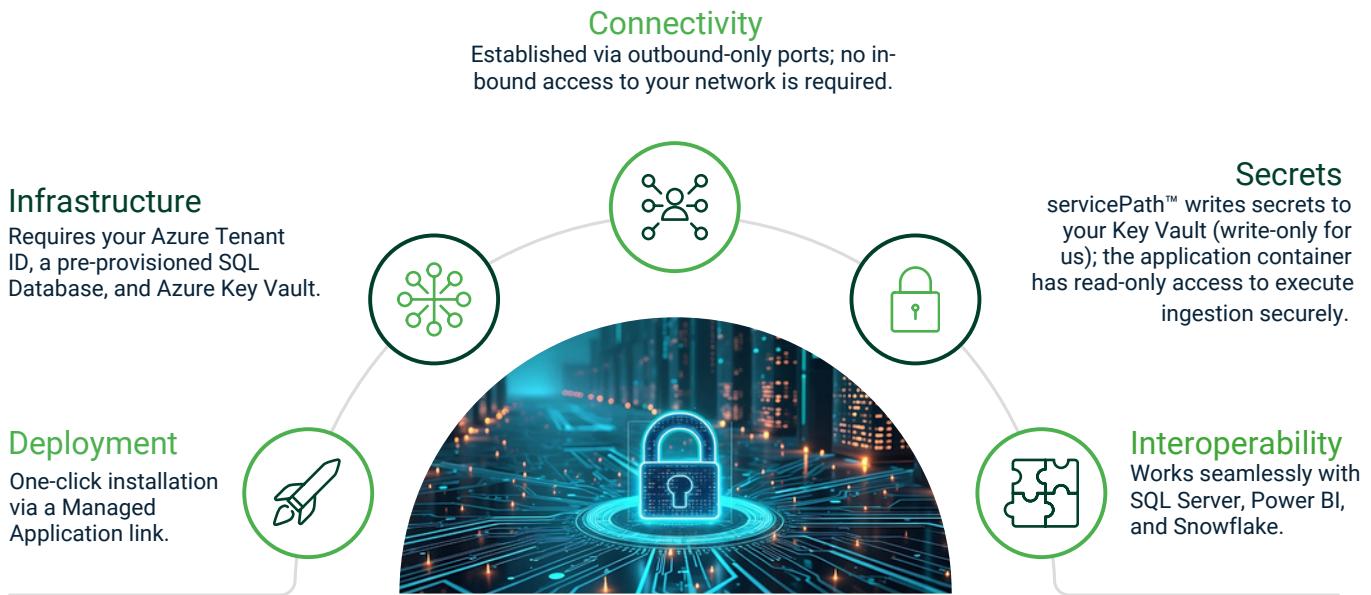
Renewal Forecasting, AI-based scoring, and Price/Discount performance

Value

SKU performance analysis and AI-driven data foundations

04 | Technical Workflow: Enterprise Security

Designed for technical buyers who require zero-trust security and simplicity:



05 | Built For Your Entire Organization

CFOs & Finance Automated ARR waterfalls and retention tracking Real-time margin and profitability analysis Churn analytics with pre-renewal risk alerts Predictive revenue forecasting	CROs & Sales Quote velocity and pipeline conversion metrics Win/loss pattern analysis Pricing optimization and upsell identification Product attach rate tracking	Product SKU penetration and adoption rates Pricing strategy performance Product bundle and attach analytics Feature utilization tracking	Operations Asset coverage and utilization monitoring SLA compliance and risk alerts Subcontractor performance and cost metrics Resource allocation insights	BI & Data Teams Enterprise analytics without custom builds Azure-native seamless integration Executive-ready data aggregations Pre-built models for faster insights

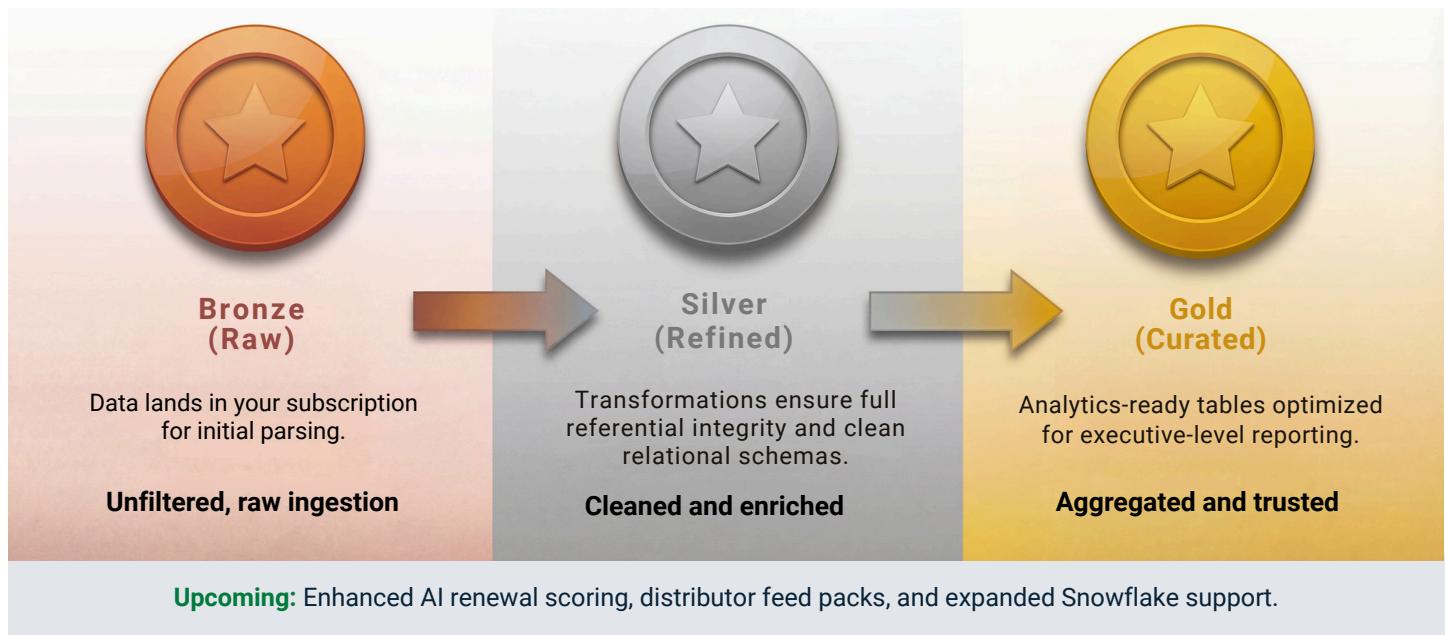
Future-Proof Architecture

Open standards (Parquet), modern lakehouse design, and support for leading BI platforms:



06 | Medallion Roadmap

We ensure data quality through a rigorous "Medallion Architecture" within your environment:



07 | What's Coming

01

Predictive churn models with machine learning

02

Advanced margin analytics with cost attribution

03

Real-time event streaming for operational dashboards

04

Expanded BI tool support and native connectors

08 | Next Steps

#1 Contact your servicePath™ representative to book a demonstration.

#2 Start with free usage dashboards to reveal adoption and workflow bottlenecks.

#3 Upgrade to Base or Expansion Bundle whenever you are ready to unlock commercial and financial intelligence.

