

# THE ULTIMATE CREATOR MONETIZATION ROADMAP FOR 2025



# Monetization Roadmap America 2 60 Blog Monetization Roadmap USA 2 2023

**Stephan M. Liozu, Wolfgang Ulaga**



## **Monetization Roadmap America 2 60 Blog Monetization Roadmap USA 2 2023:**

**Monetizing Data** Stephan Liozu, Wolfgang Ulaga, 2018-10-30 The Digital revolution promises trillions of dollars in created value by 2030 Consultants and researchers are projecting massive and disruptive disruption in entire industrial sectors As a results PwC reports in their DigitalIQ report that 73% of executives say that they are investing in internet of things IoT and 54% in artificial intelligence So we are experiencing a deluge of digital investments programs and large scale transformations Despite this tsunami of activities many IoT Initiatives stall in the Proof of Concept phase and few are already considered a success Recently Siemens revealed that less than a fifth 18% of surveyed companies analyze more than 60% of production data they collect In a similar vein Simon Kucher Partners SKP reports that 3 out of 4 firms that invested in digitalization in the past 3 years fail in their efforts due to the lack of monetization strategies the focus on the wrong priorities the lack of customer intimacy and the neglect of digital pricing best practices In fact only 18% of these firms are true digital heroes Despite the high level of interest and investments the reality is that most companies are just getting started The digital champions are not yet reaping the fruit of their investments Most companies tend to struggle with the process of designing digital business models with the development of truly differentiated offers and with the monetization and pricing of their data based offers This book focuses on the topics of data monetization and of the value based pricing of data driven offers The authors introduces a newly developed practical data monetization roadmap that can be used by digital project teams incubators and digital factories to better frame their offers and to apply the principles of value based pricing They present options in digital pricing models and practical guidelines on how to deploy them Readers will learn The various monetization and value creation models for data enabled offers The 8 steps of the data monetization framework The best practices in designing differentiated data enabled offers The value based pricing of data and options in digital pricing models Business model implications of switching from ownership to consumption model *Monetizing Data* Stephan M.

Liozu, Wolfgang Ulaga, 2018-08-21 The Digital revolution promises trillions of dollars in created value by 2030 Consultants and researchers are projecting massive and disruptive disruption in entire industrial sectors As a results PwC reports in their DigitalIQ report that 73% of executives say that they are investing in internet of things IoT and 54% in artificial intelligence ABB predicts that 33 billion things or objects will be connected to the internet by 2020 So we are experiencing a deluge of digital investments programs and large scale transformations Yet and despite this tsunami of activities in 2017 Cisco reported that 60% of IoT Initiatives stall in the Proof of Concept phase and that only 26% of companies have had an IoT initiative that they consider a success In 2017 Siemens also revealed that less than a fifth 18% of surveyed companies analyze more than 60% of production data they collect Finally Simon Kucher Partners SKP reports that 3 out of 4 firms that invested in digitalization in the past 3 years fail in their efforts due to the lack of monetization strategies the focus on the wrong priorities the lack of customer intimacy and the neglect of digital pricing best practices In fact only 18% of these firms

are true digital heroes Despite the high level of interest and investments the reality is that most companies are just getting started The digital champions are not yet reaping the fruit of their investments Most companies tend to struggle with the process of designing digital business models with the development of truly differentiated offers and with the monetization and pricing of their data based offers This book focuses on the topics of data monetization and of the value based pricing of data driven offers The authors introduces a newly developed practical data monetization roadmap that can be used by digital project teams incubators and digital factories to better frame their offers and to apply the principles of value based pricing They present options in digital pricing models and practical guidelines on how to deploy them Readers will learn The various monetization and value creation models for data enabled offers The 8 steps of the data monetization framework The best practices in designing differentiated data enabled offers The value based pricing of data and options in digital pricing models Business model implications of switching from ownership to consumption model

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