

Competitive Intelligence Brief

for Portgate

Executive Summary

Revio relaunched their homepage overnight — billing language removed, "AI-native revenue management" adopted, and a new RevenueOS AI product page live with predictive churn and forecasting. Revio is claiming revenue intelligence territory Portgate does not currently occupy.

- Revio — homepage headline changed to "AI-native revenue management for the SaaS era"; RevenueOS AI launched with predictive churn scoring, forecasting, and anomaly detection; Smart Dunning AI retry logic added to changelog; three ML engineering roles posted.
- Conduit — SAP S/4HANA embedded billing partnership announced; Conduit for Enterprise tier launched with SLA guarantees; two London enterprise sales roles posted.
- Citrus — Growth and Pro tier transaction fees cut; Citrus Connect accounting sync launched; ProductHunt Product of the Day with reported sign-up spike.
- Billio — €35M Series B closed; UK Country Manager and UK Account Executive posted; UK-specific landing page live.
- Quota — free tier introduced up to £1K/month GMV; Quota Starter plan launched targeting pre-revenue software projects.
- Nexabill — Shopify Plus partnership announced; native billing for store operators adding SaaS products.
- Springvault — no significant activity in the past 24 hours.

● HIGH

Revio

Revio's homepage changed on 11 May. The primary headline now reads "AI-native revenue management for the SaaS era" — replacing the prior "Subscription billing and revenue operations platform." A new product page, RevenueOS AI, launched simultaneously: predictive churn scoring, revenue forecasting, and anomaly detection, all positioned as native to the billing layer rather than a bolt-on analytics product. The word "billing" has been removed from the first three paragraphs of the homepage entirely. The CTA shifted from "Start free trial" to "Book a revenue strategy session." A separate changelog entry announced "Smart Dunning" — an AI-powered failed payment retry system adjusting retry timing based on payment network signals. Three engineering roles were posted: two Senior Machine Learning Engineers and one Staff Data Engineer, all under the Revenue Intelligence team.

WHY IT MATTERS

Revio is moving up-stack into revenue intelligence territory Portgate has not claimed. Mid-market SaaS buyers evaluating billing infrastructure may now position Revio as a broader revenue platform and Portgate as a more focused MOR tool. The AI framing gives Revio a differentiation angle that is difficult to compete with on features alone.

COUNTERMOVE

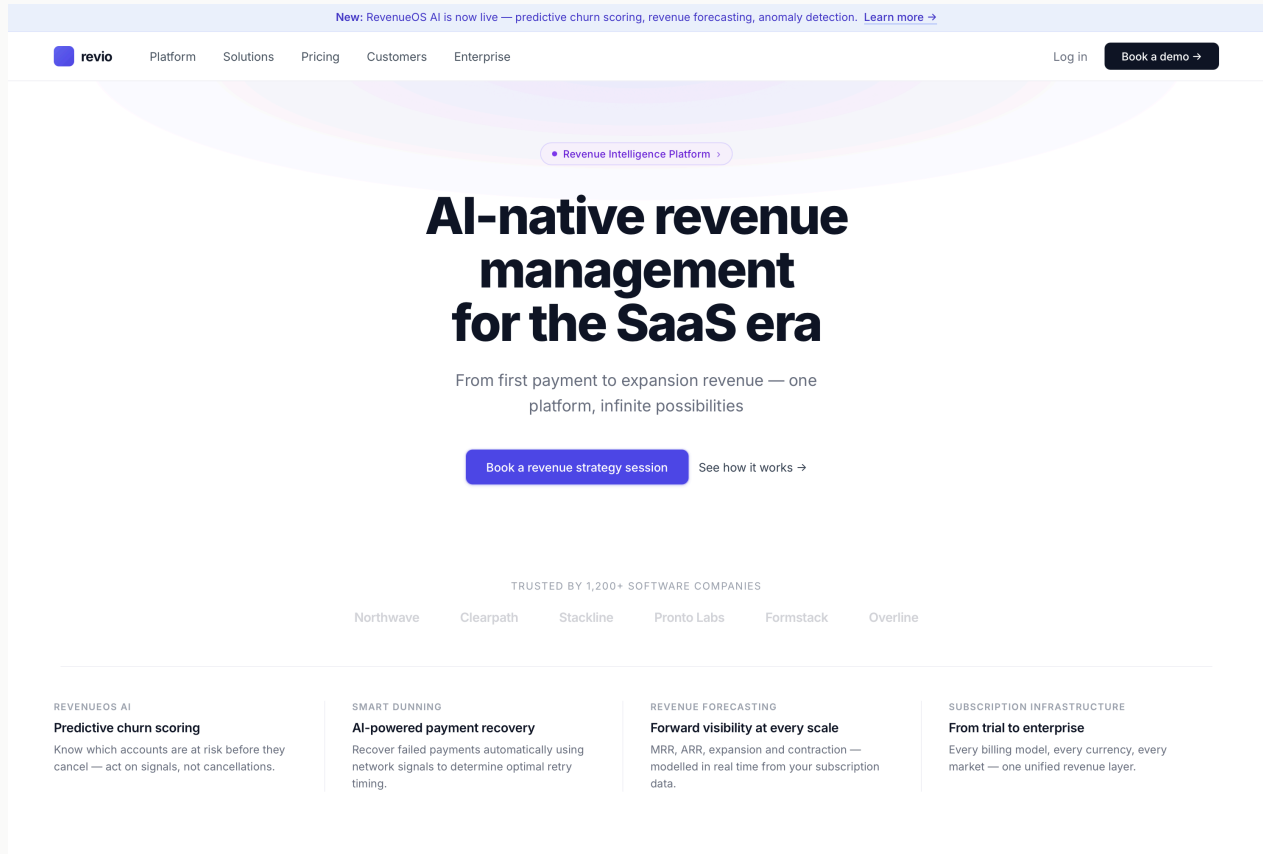
Audit Portgate's homepage before the next sales cycle — particularly for deals where analytics or forecasting appear on the evaluation scorecard. The MOR and cross-border tax compliance differentiator needs to be above the fold before prospects encounter Revio's new narrative.

REVIO · POSITIONING CHANGE

	BEFORE	AFTER
HOMEPAGE HEADLINE	Subscription billing and revenue operations platform	AI-native revenue management for the SaaS era
SUB-HEADLINE	Automate billing, manage subscriptions, and grow recurring revenue	From first payment to expansion revenue. One platform, infinite possibilities.
PRIMARY CTA	Start free trial	Book a revenue strategy session

revio.io — change detected 11 May 22:47

REVIO · POSITIONING CHANGE



revio.io · captured 11 May 22:47

REVIO · PRODUCT LAUNCH

“RevenueOS AI analyses every subscription event, payment signal, and usage metric in real time — giving revenue teams the predictive clarity to act before churn happens, not after.”

— REVIO PRODUCT PAGE, 11 MAY 2026

REVIO · PRODUCT UPDATE

“Smart Dunning uses payment network signals to determine the optimal retry window for each failed transaction — recovering revenue that static retry schedules leave on the table.”

— REVIO CHANGELOG, 11 MAY 2026

REVIO · NEW JOB

ROLE	SEGMENT	LOCATION	POSTED
Senior Machine Learning Engineer	Revenue Intelligence	Remote	11 May
Senior Machine Learning Engineer	Revenue Intelligence	Remote	11 May
Staff Data Engineer	Revenue Intelligence	Remote	11 May

boards.greenhouse.io/revio

● HIGH

Conduit

Conduit announced a partnership with SAP on 11 May, embedding Conduit's payments and subscription billing natively within SAP S/4HANA. On the same day, Conduit launched "Conduit for Enterprise" — a new dedicated tier with contractual SLA guarantees (99.99% uptime), a named Customer Success Director, and priority support. The announcement ran on Conduit's engineering blog and was covered by Sifted. Two London roles were posted: Enterprise Account Executive and Solutions Engineer.

WHY IT MATTERS

SAP distribution gives Conduit a direct channel into large enterprise finance teams. The Enterprise tier creates a formal product wedge — a clear signal that Conduit is building a segmented go-to-market. Watch for Conduit using the enterprise tier as a downmarket reference point within 6–12 months.

COUNTERMOVE

Use the SAP partnership announcement in enterprise deal conversations to pre-position Portgate's flexibility advantage — Portgate's MOR model works regardless of a client's ERP stack, without requiring a platform-specific partnership.

CONDUIT · PARTNERSHIP

“Together with SAP, we are bringing Conduit's payments and billing capabilities directly into S/4HANA — so enterprise finance teams can manage the full revenue lifecycle without switching context.”

— CONDUIT ENGINEERING BLOG, 11 MAY 2026

CONDUIT · PRODUCT LAUNCH

“Conduit for Enterprise gives revenue-critical software teams contractual uptime guarantees, a named Customer Success Director, and a dedicated support line — because billing infrastructure cannot have downtime.”

— CONDUIT PRODUCT PAGE, 11 MAY 2026

CONDUIT · NEW JOB

ROLE	SEGMENT	LOCATION	POSTED
Enterprise Account Executive	Enterprise	London	11 May
Solutions Engineer	Enterprise	London	11 May

boards.greenhouse.io/conduit

Citrus

Citrus updated their pricing page on 12 May. The Growth tier transaction fee dropped from 4.5% to 4.0%, and the Pro tier from 3.5% to 3.0%. The Starter tier (5.0%) was not adjusted. No announcement accompanied the change — it was a direct page edit, detected at 03:11. A changelog entry on 11 May announced "Citrus Connect" — a new accounting sync supporting QuickBooks, Xero, and FreshBooks. Citrus was named "Product of the Day" on ProductHunt on 11 May with 847 upvotes and a reported sign-up spike cited in a founder tweet at 18:30.

WATCH FOR

The Growth and Pro fee cuts target exactly the tiers where Portgate competes on price for sub-£1M ARR software businesses. Citrus Connect reduces one of the most cited friction points in independent reviews. The ProductHunt exposure adds top-of-funnel momentum. Watch for a coordinated marketing push around all three signals within two weeks.

CITRUS · PRICING CHANGE

	BEFORE	AFTER
GROWTH	4.5% + 50¢	4.0% + 50¢
PRO	3.5% + 50¢	3.0% + 50¢
STARTER	5.0% + 50¢	5.0% + 50¢ (unchanged)

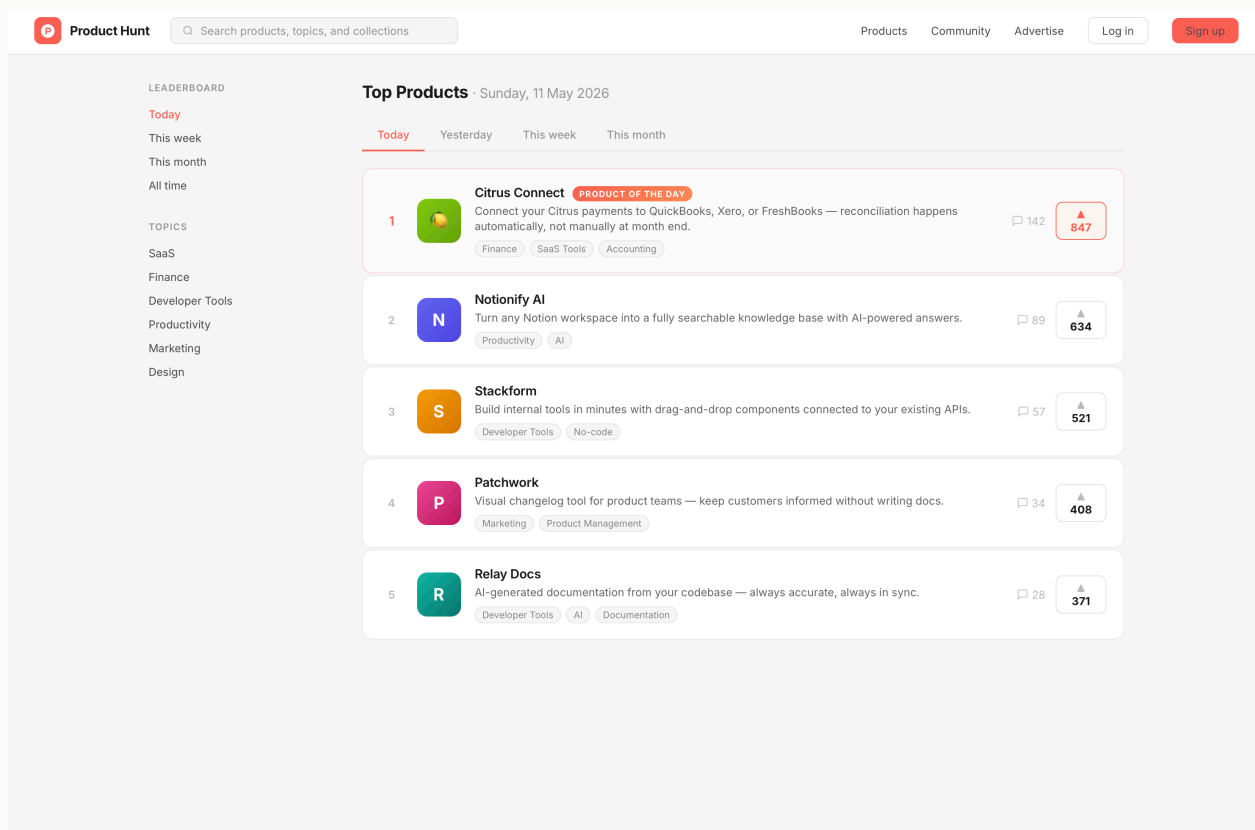
gocitrus.io/pricing — change detected 12 May 03:11

CITRUS · PRODUCT UPDATE

“Citrus Connect syncs your Citrus payments directly with QuickBooks, Xero, or FreshBooks — so reconciliation happens automatically, not manually at month end.”

— CITRUS CHANGELOG, 11 MAY 2026

CITRUS · PRESS



producthunt.com · captured 11 May 18:30

● NOTABLE

Billio

Billio announced a €35 million Series B on 11 May, led by Index Ventures with participation from Accel. The announcement cited UK market expansion as the primary use of funds. On the same day, a UK-specific landing page went live at billio.com/uk featuring GBP pricing, UK VAT compliance copy, and three UK customer testimonials. Two roles were posted to Billio's Lever account: UK Country Manager and UK Account Executive (London).

WATCH FOR

Billio ran this same localisation playbook in Germany and France. Name Portgate's MOR advantage in UK deals before their UK AE lands.

BILLIO · FUNDING

ROUND	Series B
AMOUNT	€35,000,000
LEAD INVESTOR	Index Ventures
CO-INVESTOR	Accel
ANNOUNCED	11 May 2026

billio.com/blog/series-b

BILLIO · POSITIONING CHANGE

	BEFORE	AFTER
UK LANDING PAGE	Not present	billio.com/uk — GBP pricing, UK VAT copy, UK customer testimonials

billio.com/uk — first detected 11 May 15:22

BILLIO · NEW JOB

ROLE	SEGMENT	LOCATION	POSTED
UK Country Manager	—	London	11 May
UK Account Executive	—	London	11 May

lever.co/billio

● NOTABLE

Quota

Quota introduced a free tier on 12 May, covering software businesses processing up to £1,000 per month in GMV. A "Quota Starter" plan was added below the existing paid tiers, with a 5.0% transaction fee and no monthly base fee, removing the prior minimum commitment. The change was announced via a single changelog entry at 09:30.

WATCH FOR

A free tier at this price point is a top-of-funnel move targeting pre-revenue or early-stage software projects — not Portgate's customers today, but evaluating buyers as they scale. Quota is planting a flag early in the developer journey with zero friction to start.

QUOTA · PRICING CHANGE

	BEFORE	AFTER
ENTRY POINT	Indie — £9/month + 4.5% fee	Starter — Free up to £1K/month GMV; 5.0% fee
MINIMUM COMMITMENT	£9/month	None

quota.so/pricing — change detected 12 May 09:30

QUOTA · PRODUCT UPDATE

“Quota Starter is free until you are making money. When you cross £1K/month, you are on the Indie plan automatically — no action needed.”

— QUOTA CHANGELOG, 12 MAY 2026

● NOTABLE

Nexabill

Nexabill announced a Shopify Plus partnership on 11 May, enabling Shopify Plus merchants to add SaaS subscription products directly within their Shopify store and have billing managed natively through Nexabill. The partnership was announced via a joint press release and covered by Retail Gazette on the same day.

WATCH FOR

Portgate does not have a Shopify Plus partnership. E-commerce brands building SaaS products alongside physical goods are a growing segment — Nexabill now has the Shopify distribution channel to reach them before Portgate does.

NEXABILL · PARTNERSHIP

“With Nexabill's Shopify Plus integration, merchants can sell software subscriptions alongside their physical products — with billing, dunning, and revenue recognition handled automatically.”

— NEXABILL PRESS RELEASE, 11 MAY 2026

MONITORED · NO SIGNIFICANT ACTIVITY · 12 MAY 2026

Springvault

No significant activity detected from monitored sources in the past 24 hours.

Appendix

FULL SIGNAL LOG · 12 MAY 2026

COMPETITOR	TYPE	SUMMARY	SOURCE
Revio	Positioning Change	Homepage headline changed; billing language removed; AI revenue management framing adopted	revio.io
Revio	Positioning Change	Revio homepage — screenshot captured 11 May 22:47	revio.io
Revio	Product Launch	RevenueOS AI launched — predictive churn scoring, revenue forecasting, anomaly detection	revio.io/revenueos-ai
Revio	Product Update	Smart Dunning — AI-powered failed payment retry logic based on payment network signals	revio.io/changelog
Revio	New Job	Senior ML Engineer x2, Staff Data Engineer — Revenue Intelligence team	boards.greenhouse.io/revio
Conduit	Partnership	Conduit embeds payments and billing natively in SAP S/4HANA via enterprise partnership	conduit.io/blog/sap-partnership
Conduit	Product Launch	Conduit for Enterprise — SLA guarantees (99.99% uptime), named CSM, priority support	conduit.io/enterprise
Conduit	New Job	Enterprise Account Executive (London), Solutions Engineer (London)	boards.greenhouse.io/conduit
Citrus	Pricing Change	Growth tier 4.5%→4.0%; Pro tier 3.5%→3.0%; Starter unchanged	gocitrus.io/pricing
Citrus	Product Update	Citrus Connect — QuickBooks, Xero, FreshBooks accounting sync launched	gocitrus.io/changelog
Citrus	Press	ProductHunt Product of the Day — 847 upvotes; sign-up spike reported by founder	producthunt.com
Billio	Funding	€35M Series B — Index Ventures led; UK expansion cited as primary use of funds	billio.com/blog/series-b
Billio	Positioning Change	billio.com/uk launched — GBP pricing, UK VAT compliance copy, UK customer testimonials	billio.com/uk
Billio	New Job	UK Country Manager (London), UK Account Executive (London)	lever.co/billio
Quota	Pricing Change	Free tier introduced up to £1K/month GMV; Starter plan added with 5.0% fee	quota.so/pricing
Quota	Product Update	Quota Starter — automatic upgrade to Indie plan at £1K/month threshold	quota.so/changelog
Nexabill	Partnership	Shopify Plus partnership — native SaaS subscription billing within Shopify stores	nexabill.io/blog/shopify-plus