



Subscription models have emerged as a game-changer for consistent revenue and customer loyalty. As BigCommerce gains ground among online businesses, the importance of subscription app features cannot be overlooked. In this guide, we dissect the subscription app landscape, focusing on sticky.io as the standout player. We'll compare sticky.io's features against its rivals, spotlighting its robust capabilities that reshape the ecommerce landscape.

From flexible subscription models and efficient management to insightful analytics, churn prevention tools, and scalability, sticky.io offers merchants an unparalleled toolkit for unprecedented growth.

## **FEATURES**









| APPLICATION ARCHITECTURE  |  |                                       |                                 |   |  |  |  |  |
|---|--|---------------------------------------|---------------------------------|---|--|--|--|--|
| Built natively for BigCommerce  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Payment method storage & vaulting   | Native within the<br>BigCommerce<br>wallet | Within the<br>Recharge<br>application | Within the Rebillia application | Within the MiniBC application   |  |  |  |  |
| SUBSCRIPTION MODELS & OFFERS  |  |                                       |                                 |   |  |  |  |  |
| Standard subscriptions  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Self-terminating standard subscriptions   | Coming in 2024                             | $\bigcirc$                            | $\otimes$                       | $\Diamond$  |  |  |  |  |
| Prepaid subscriptions   | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Self-terminating prepaid subscriptions  | $\bigcirc$                                 | $\otimes$                             |                                 | $\otimes$   |  |  |  |  |
| Membership subscriptions  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Number of distinct billing models supported   | 5  | 3                                     | 4                               | 2   |  |  |  |  |
| Bill by cycle, every X days   | $\bigcirc$                                 | $\bigcirc$                            | $\otimes$                       | $\bigotimes$  |  |  |  |  |
| Bill by date, every Nth of the month  | $\bigcirc$                                 |                                       |                                 | Yes, but only for<br>single SKUs<br>denoted as<br>"subscription<br>boxes" |  |  |  |  |
| Bill by day, every 1st, 2nd, 3rd or 4th<br>day of the week within a given month<br>(ex: Third Wednesday of the Month) | $\bigcirc$                                 | $\bigcirc$                            | $\Diamond$                      | $\bigcirc$  |  |  |  |  |
| Bill by schedule  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Bill by relative date (N months or years after consumer's initial purchase date)                                      | $\otimes$                                  | $\otimes$                             | $\otimes$                       | $\otimes$   |  |  |  |  |
| Free shipping with subscriptions  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Subscribe-and-save discounting  | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Subscribe-and-save discounting:<br>dynamic based on billing model   | $\bigcirc$                                 | $\bigcirc$                            | $\bigcirc$                      | $\bigcirc$  |  |  |  |  |
| Bundle subscriptions  | $\bigcirc$                                 | $\bigcirc$                            |                                 | $\bigcirc$  |  |  |  |  |

| SUBSCRIPTION MANAGEMENT   |                |            |            |            |  |  |  |  |
|---|----------------|------------|------------|------------|--|--|--|--|
| Consumer portal for self-service subscription management                              | $\otimes$      | $\otimes$  | $\otimes$  | $\otimes$  |  |  |  |  |
| Upsells and product add-ons within the consumer portal                                | Coming in 2023 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Merchant can customize consumer subscription management permissions                   | $\otimes$      | $\otimes$  | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Product swapping within the consumer portal   | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| EMAIL NOTIFICATIONS   |                |            |            |            |  |  |  |  |
| Subscription email notifications  | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\otimes$  |  |  |  |  |
| Compatible with Klaviyo   | $\bigcirc$     | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Compatible with Mailchimp   | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Compatible with Omnisend  | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| ANALYTICS & REPORTING   |                |            |            |            |  |  |  |  |
| Analytics and reporting accessible within application                                 | $\bigcirc$     | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Subscriptions reporting   | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Churn reporting   | $\bigcirc$     | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Product forecasting reporting   | $\bigcirc$     | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Ability to download or export reports   | $\bigcirc$     | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Ability to send or schedule sends of reports  | $\otimes$      | $\bigcirc$ |            | $\bigcirc$ |  |  |  |  |
| CHURN PREVENTION TOOLS  |                |            |            |            |  |  |  |  |
| Rebill Protection, pre-emptively flags<br>non-billable orders before order<br>failure | $\otimes$      | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |  |  |  |  |
| Decline management; automatic retries on failed subscription transactions             | $\otimes$      | $\bigcirc$ | $\otimes$  | $\otimes$  |  |  |  |  |

| SCALABILITY                                       |                         |   |   |              |  |  |  |
|---|-------------------------|---|---|--------------|--|--|--|
| Enable subscriptions on multiple products at once | $\bigcirc$              | $\bigcirc$  | $\bigcirc$  | $\bigcirc$   |  |  |  |
| Supported payment gateways                        | 15                      | 2 or 3 (varies by checkout version)                   | 4   | 12           |  |  |  |
| Multi-storefront certified                        | $\bigcirc$              | $\bigcirc$  | $\Diamond$  | $\bigcirc$   |  |  |  |
| Compatible with multi-currency storefronts        | $\bigcirc$              | $\bigcirc$  | $\bigcirc$  | $\bigcirc$   |  |  |  |
| SUPPORT AND PRICING                               |                         |   |   |              |  |  |  |
| Live chat with support directly in-app            | $\bigcirc$              | $\bigcirc$  | $\bigcirc$  | $\bigcirc$   |  |  |  |
| Priority support plans or fees                    | $\bigcirc$              | $\bigcirc$  | $\bigcirc$  | $\bigcirc$   |  |  |  |
| Self-service help center documentation            | $\bigcirc$              | $\bigcirc$  | $\Diamond$  | $\Diamond$   |  |  |  |
| Pricing   | From \$99/mo +<br>1.25% | From \$99/mo +<br>1.25% + 19 cents per<br>transaction | From \$100/mo<br>+1.25% + 30 cents<br>per transaction | From \$99/mo |  |  |  |

## **SCHEDULE A CONSULTATION**

Find out how our application advantages can help you start or scale your subscription program.

## Competitor Feature Matrix Disclaimer

The information presented in this Competitor Feature Matrix is accurate and reflects the features of the listed competitors as of August 2023. Efforts have been made to ensure the accuracy and reliability of the information provided. However, please be aware that software and product offerings are subject to change, and updates or modifications may have occurred after the verification date.

We recommend using this matrix as a general guide for feature comparisons, but due to the dynamic nature of the technology landscape, we cannot guarantee the continued accuracy of the information beyond the verification date. It is advisable to verify the current features and specifications of the products from official sources or the respective competitors' websites before making any decisions based on the information presented here..

