



# Software as a Service (SaaS) Intelligently Designed Cloud Cluster



## Rethinking SaaS Productivity for Sustainable Growth

The Software as a Service (SaaS) model continues to gain traction across all areas of business as an alternative to perpetual software licensing. Organizations of all sizes are looking to leverage the financial benefits of transitioning their IT needs to an OpEx consumption model and the productivity advantages of always having the latest versions of their business applications.

### Key market trends driving businesses towards SaaS migration

#### Economic Conditions

Businesses are looking to shift their IT needs to more predictable and scalable consumption models.

#### Decentralized Workforce

The modern workforce is more dispersed and requires access to business critical resources from any location.






#### Technology Requirements

Legacy on-premises applications are outdated as they were not designed to address modern day challenges.

### Moving beyond one-time fees and perpetual software

As customers navigate their move to cloud and Hybrid IT, they need strong partners to help them rethink their systems, gain agility and make the most of their investments.

Migrating to cloud-based SaaS applications provides flexibility to support new business models and improvements in key areas such as data portability, analytics and security.

	SaaS	Perpetual
 <b>Investment</b>	<ul style="list-style-type: none"> <li>Pay as you go, subscription model (OpEx)</li> <li>Quick startup, easy to implement and scale, priced to fit budget</li> <li>Reduces on premise IT infrastructure investment</li> </ul>	<ul style="list-style-type: none"> <li>Up-front payment, higher cost of ownership (CapEx)</li> <li>Absorb all costs associated with infrastructure, maintenance, and staff</li> <li>Requires significant on-premises infrastructure investment</li> </ul>
 <b>Accessibility</b>	<ul style="list-style-type: none"> <li>Mobile friendly, access from anywhere</li> <li>Use on any device with internet access</li> <li>Compatible across multiple devices</li> </ul>	<ul style="list-style-type: none"> <li>Limited accessibility</li> <li>Only available on designated device(s)</li> <li>May need updated hardware/software to access</li> </ul>
 <b>Updates &amp; Support</b>	<ul style="list-style-type: none"> <li>Always up to date, always the latest version</li> <li>Automated updates, less down-time</li> <li>Deployment, management, upgrades</li> </ul>	<ul style="list-style-type: none"> <li>Download updates and install patches</li> <li>Requires self-installation and management</li> <li>Limited warranty and support</li> </ul>
 <b>Flexibility</b>	<ul style="list-style-type: none"> <li>Scale based on need/demands</li> <li>Personalized subscriptions</li> <li>Integrates with existing technology</li> </ul>	<ul style="list-style-type: none"> <li>One-size fits all, What you buy is what you get</li> <li>Cannot deliver new functionality short term</li> <li>May need new hardware/software for integration</li> </ul>
 <b>Reliability</b>	<ul style="list-style-type: none"> <li>Service provider supported migration and transition</li> <li>Data not impacted by equipment failures</li> <li>Contractual protection</li> <li>Software auditing ensures compliance guidelines</li> </ul>	<ul style="list-style-type: none"> <li>Potential data loss due to equipment failures</li> <li>Up-time dependent on hardware</li> <li>Eventually goes end of life and is no longer supported creating vulnerabilities</li> </ul>

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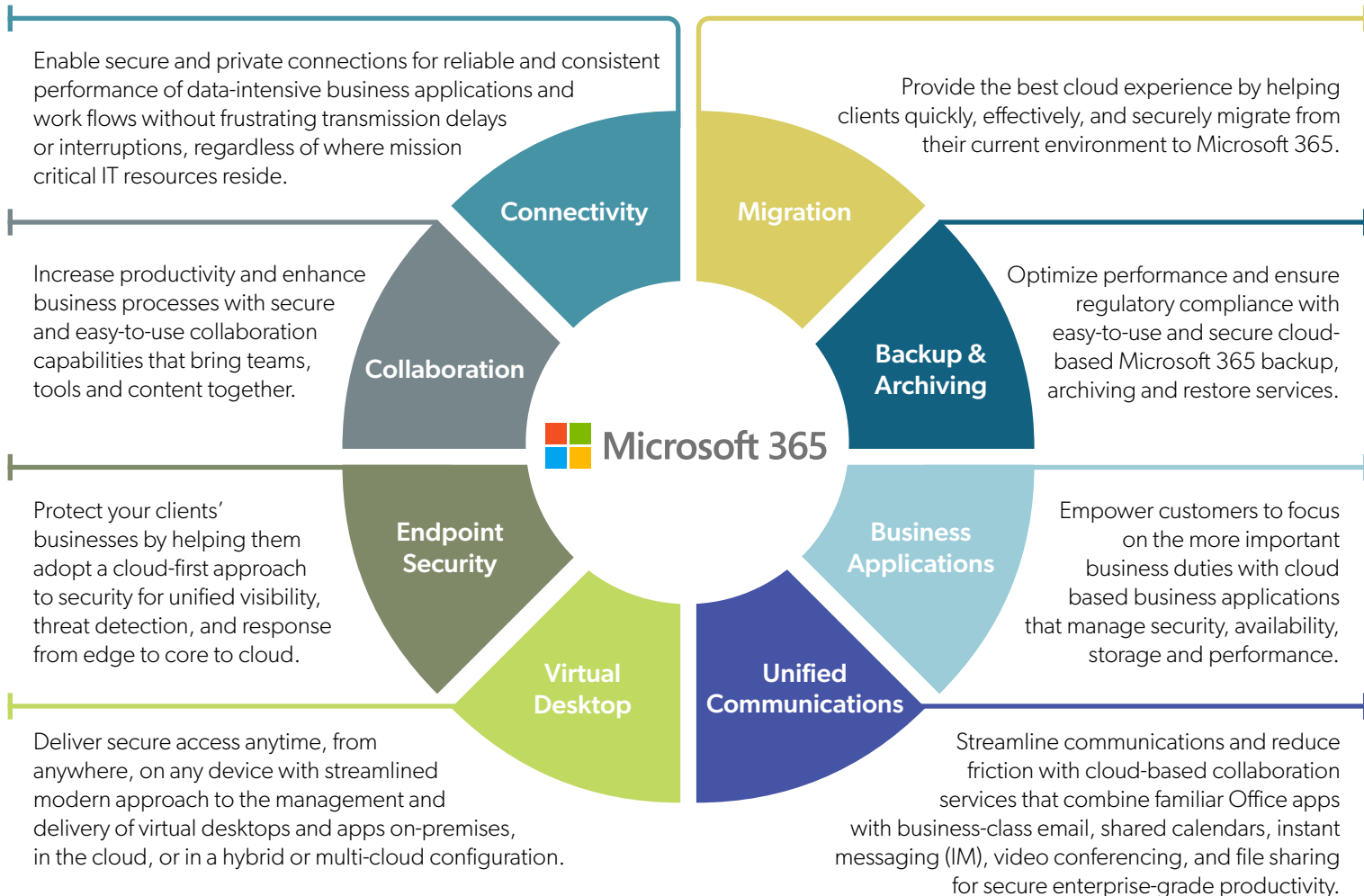


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# SaaS: Email and Productivity Solutions Cluster

Purpose-built around Microsoft 365 to enable “work from anywhere” solutions that increase productivity, scalability and enhance user experience while maximizing partner profitability.

## Supporting Solution and Services



### Featured SaaS Productivity Cloud Cluster Complementary Vendor/Product Logos



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