



SaaS Enablement Program

Business Model, Code and Operational Analysis

The Software as a Service (SaaS), or on-demand, model differs fundamentally from traditional enterprise application delivery. To successfully provide SaaS to end users, software and web application companies must evaluate nearly every facet of their business: pricing, billing, sales compensation, revenue recognition, code, infrastructure, end user support, and more. As customer demand for SaaS and competitive pressures intensify, application providers are looking for assistance in addressing these issues, in order to accelerate time to market, minimize costs, and deliver the best possible solution to their customers.

The SaaS Enablement Program developed by OpSource meets this need, by providing both a consultative and tactical approach to guiding companies through the business model, code, and operational analysis necessary to successfully launch and deliver a SaaS offering. This 90-day program combines people, process, and tools for a comprehensive examination of business requirements, followed by the formal presentation of recommendations and analysis to help companies optimize the effectiveness of their software, reduce the amount of time it takes to get to market, and avoid costly mistakes or oversights.

The three integrated components of the SaaS Enablement Program include:

- SaaSTracksm Analysis Tool
- SaaS Enablement Consulting
- SaaSTestsm Environment

SaaSTrack Analysis Tool

During the initial phase of the SaaS Enablement Program, OpSource's team of business consultants meets with your personnel to gather extensive information on your business and current products, as well as objectives and requirements for your SaaS offering. OpSource created an innovative SaaSTrack Analysis Tool to provide a modeling and reporting mechanism that allows OpSource to help you improve your level of SaaS readiness and identify the best go-to-market strategy.

The SaaSTrack Analysis Tool processes information gathered from you to output data on SaaS suitability, coding recommendations, scalability, build vs. buy decisions, and more. Also provided are interactive worksheets with which you can model various parameters (e.g. proxy selection, pricing), to create revenue, break-even, and ROI projections. SaaSTrack is used in conjunction with SaaS Enablement Consulting to create a customized SaaS Migration and Recommendations document.

SaaSTrack Includes

- SaaS Suitability
- Analysis
- Build vs. Buy Costs
- Gap Analysis
- Coding Recommendations
- Proxy Analysis and Selection
- Benefits of Reducing Dependencies
- Scalability Recommendations & Analysis
- Pricing Analysis and Selection
- Revenue Projections
- Break-even Analysis
- ROI Projection
- Rate of Return Projection
- Margin Increase Projection

SaaS Enablement Consulting

Utilizing the OpSource SaaSTrack Analysis Tool, OpSource business consultants collect and organize information, pinpoint where you currently are on the SaaS readiness continuum, help you work through modeling tools to identify your strategy, and document the steps necessary to optimize the performance of your service-enabled application and achieve maximum ROI. The following list provides an example of the types of components that OpSource business consultants will thoroughly examine:

Business Model

- Pricing model
- Customer types
- Service Level Agreements
- Partners for data or supporting application functions

Technology

- Application architecture
- Multi instance/tenant analysis
- Platform scalability
- Data and security requirements
- Secondary data sources

You Build It. We Deliver It.

SaaS Enablement Consulting (continued)

Operations Processes/Tools

- Infrastructure requirements
- Security assessment
- Customer authentication
- Delegation of authority
- Sales order entry/invoicing
- Performance management/Service Level
- Reporting

SaaS Test Environment

The SaaS Test environment provided by OpSource as part of the SaaS Enablement Program is a reference architecture designed to allow for the full testing of your migration strategy to SaaS delivery. The SaaS Test environment leverages the OpSource On-DemandSM production environment to provide robust security, high availability (HA) networking, and recoverability. The environment is protected by HA firewalls and intrusion detection systems on the front end, and covered by a gigabit powered backup system on the back end for fast recovery. The networking systems are equally HA, with redundant connections to multiple network providers and a meshed HA private network.

SaaS Test helps you to validate the readiness of your application by allowing you to perform application, load, and authentication testing. This infrastructure will also be used as a staging environment prior to moving into production. Finally, the SaaS Test environment can be seamlessly converted into your production environment when you are ready to go live.

About OpSource

OpSource[™], the SaaS delivery experts, is focused on providing the operational infrastructure and ongoing services that enable software companies, On-Demand businesses, and Web applications providers to deliver and maintain the highest quality Web-based solutions. By choosing OpSource as a SaaS partner, OpSource customers are freed from infrastructure management and can focus on improving applications and acquiring new customers. The OpSource On-DemandSM infrastructure enables businesses to deploy SaaS and Web-based applications quickly, cost effectively, securely, and with high-quality standards. Companies at any stage in the application lifecycle, delivering any type of application, can benefit from our comprehensive services and expertise. OpSource is the only company to offer Success-Based PricingSM, a unit-based pricing model that allows businesses to begin with a modest minimum commitment and their expenses scale only when their revenue increases.

For more information about OpSource, visit www.opsources.net.



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