

Outsourcing to Accelerate SaaS Enablement

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A Business Unit of CorSource Technology Group

SaaS Enablement Dilemma

Current Product Demand

- Current product revenue growth
- New feature releases
- Support

SaaS Enablement

- Future revenue growth
- New architecture
- New development



How can you successfully address both?



Key Questions

How can you best leverage your core development team?

- Ensuring product stays competitive
- Meet current customer requests

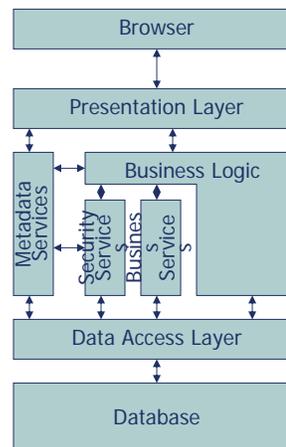


- Changing product to support new model (SaaS)
- No new feature development

What is your core development team's expertise?

SaaS Software Architecture

- **Tenant-Configurable (Metadata-driven)**
 - Presentation: branding
 - Business logic: workflow
 - Security: user access control
 - Database: client-specific extensions
- **Multi-Tenant Efficient**
 - Business Logic: threaded and pooled
 - Security: shared but separate
 - Database: common but isolated
- **Scalable**
 - Business Logic: stateless, pooled, etc.
 - Data Access: cached, pooled, asynchronous, etc.
 - Database: partitioned
- **Operable (Business Services)**
 - OSS: provisioning, monitoring, etc.
 - BSS: billing, customer care, etc.



Why Outsource SaaS Enablement



- **Continue to service current customer base with your product experts**
 - Product enhancements
 - Support
- **Leverage experience of outsourced team**
 - SaaS architecture design and development experience
 - Manage to deliverables vs. day-to-day management of individual team members
 - No need to build up internal team
- **Create and execute new testing scenarios**
 - Functional testing, regression testing, automated testing
 - Multi-tenant testing
 - Performance and throughput testing
- **One-time development cost (capital expense)**



Keys to Successful Outsourcing



- ✓ **Executive-level management champion focused on success of outsourcing**
- ✓ **Experienced outsourcing partner with value-added onshore presence**
- ✓ **Strong, trusting relationship with outsourcing partner**
- ✓ **Clearly defined roles and responsibilities**
- ✓ **Well-defined communications processes**
- ✓ **Risk-management throughout the engagement**
- ✓ **Well-managed requirements**
- ✓ **Continuous integration with current product development and core team**



Agilis Solutions Value Proposition



- **Global-delivery outsourcing model**
 - Local, seasoned software development architects and project managers
 - Over 3,000 software developers and testers in offshore development center
 - Well-defined communications processes, roles and responsibilities
- **High- quality development and test results – measured**
- **Lowest risk software outsourcing solution**
 - Well-defined risk management process

91/95 Factor

Agilis Solutions achieves less than 9% variation (in estimated budget or delivery time) in 95% of all development projects.



Achieve Balance through Outsourcing



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