

Software Delivery

Successfully Transitioning to Software as a Service (SaaS)



Highlights

Program Benefits

- Minimize costs and reduce risks
- Reach the market faster
- Test and refine solutions
- Follow best practices and avoid technical pitfalls
- Enhance competitiveness

Program Features

- Flexible managed hosting services
- Multiple levels of support
- Ongoing system application performance
- Full support services—including operating system, security, and database
- 99.5 percent service level availability

SolarisSM On Demand Program

Differentiators

- Eliminates risk with free proof-of-concept sandbox
- Reduces porting and migration time with free access to Sun technical services
- Avoids re-architecting single-tenancy (to multi-tenancy) applications by using Solaris[™] Containers and virtualized tenancy to virtualize existing solutions
- Jumpstarts the on demand delivery process

For More Information

- Sun.com/ondemand/NaviSite
- www.navisite.com/saas-enablement/index.php

> SaaS Hosting

NaviSite offers specialized SaaS hosting expertise to ensure you get the most out of your SaaS initiative. In combination with Sun's SolarisSM On Demand program for ISVs, NaviSite is helping ISVs include SaaS as a viable business option – without the risks and at substantially less cost – within as little as 90 days.

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Offering a Full Spectrum of Support

Sun and NaviSite have spent years building expertise in delivering software over the network. They understand that for the SaaS model to be successful, you need to have a holistic approach to planning – considering the business, operational, and technical implications associated with offering on demand solutions and services.

NaviSite is pairing its SaaS Hosting offerings with the Solaris On Demand program to help eliminate the up-front risks and costs associated with testing on demand models. ISVs can work with an experienced SaaS planning and development service provider, while using Sun virtualized tenancy to avoid re-architecting your solutions for multi-tenancy hosting.

Leveraging Strategic Planning and Development Services

By teaming with NaviSite and Sun, ISVs can immediately:

- Leverage a FREE 90-day sandbox to get up and running, tested, and selling with no up-front costs

- Depend on managed services' guaranteed uptime, while you focus on your core competency
- Use virtualized tenancy to eliminate re-architecting single tenancy applications

NaviSite experts will also address scalability factors such as:

- Computing platform and processing power
- Storage management and utilization
- Security Network connectivity and user access virtualization readiness
- High availability and disaster recovery application middleware
- Data management and protection technologies
- Data integration models and technologies

Beyond the initial offering, NaviSite offers additional, advanced consulting services that can help you successfully implement a SaaS model. These services include:

- SaaS Business Consulting Services
- Technology Consulting Services
- Application Development Services

Take advantage of these expert resources to better define your SaaS business operations, understand which licensing methods will support a service model, plan for an effective sales compensation model, and build a sales strategy that takes you where you want to go.

NaviSite and Sun can help you jump ahead of the curve to take full advantage of this new market opportunity.