

Start Delivery On Demand

The Easy, Low-Cost Way



An AT&T Company

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

- One-day Technical Design Workshop (flat fee)
- Blueprint for infrastructure and service-readiness requirements
- Documentation of refinements made in the sandbox
- Full support services — including operating system, security, and database
- 99.5 percent service level availability

SolarisSM On Demand Program Differentiators

- Eliminates risk with proof-of-concept sandbox
- Reduces porting and migration time with 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/usi
- USi.com/ISV-Incubation-Center.aspx

> The TopLineISV Incubation Center

In combination with Sun's Solaris On Demand program for ISVs, AT&T USi is helping ISVs include Software as a Service (SaaS) as a viable business option — without the risks and at substantially less cost — within as little as 90 days.

Leading with Innovation

According to analyst firms such as IDC, the SaaS delivery model is becoming a mainstream option for businesses today. For ISVs that have built their businesses around on premise delivery and traditional licensing, converting to on demand delivery can be a risky business.

As innovators in the utility computing services delivery model, Sun and AT&T USi have spent the last decade helping companies deliver SaaS offerings. Now Sun and AT&T USi are bringing their combined expertise to ISVs, helping answer the critical question: How do I convert to a new business model?

AT&T USi is pairing its TopLineISV Incubation Center with the Solaris On Demand program to eliminate the up-front risks and costs associated with testing on demand models. ISVs can take advantage of this offering to achieve a new mindset about SaaS and experiment with technology virtualization.

In as little as 90 days, ISV solutions can be ready for on demand delivery — as compared to the 12–18 months typically experienced when trying to do it alone.

Taking Advantage of the Stepping Stones

By teaming with AT&T USi 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

AT&T USi 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

At the end of the incubation period, USi will compare the refined solution with the original blueprint and document the changes to give ISVs all the details. From there, the application architecture is ready for push-button provisioning on USi and Sun's hosting platform.