

ORACLE SAAS PROGRAM: OPEN NEW OPPORTUNITIES WITH SOFTWARE AS A SERVICE

KEY BENEFITS

- Validate your SaaS strategy for FREE!
- Identify potential adoption pitfalls upfront.
- Identify high-value business cases for SaaS
- Have a better understanding of what it takes to adopt SaaS.
- Strategic alignment between business goals and enabling technology architectures.
- Move forward with complete confidence with Oracle's expertise behind you.

Oracle's SaaS Program is a value-add, complimentary service intended to help customers discover and implement Software as a Service for strong strategic and financial business cases. Oracle has conducted successful engagements with hundreds of customers across virtually every industry and solution area.

About the SaaS Program

Software as a Service (SaaS) is a software delivery model where instead of purchasing the software and implementing, users can rent the software on a monthly cost-per-user or usage basis and can scale up or down as needed. SaaS is growing in popularity as customers benefit from opening new monetization opportunities, faster time to software deployment, quicker access to latest features and lower operational cost. The Oracle SaaS Program provides comprehensive support to customers looking to offer SaaS to their external customers or moving to a SaaS model for their internal IT organizations.

The move to SaaS presents several business & technical challenges. The business challenges include identifying the right business case and aligning the organization to support the SaaS adoption. The technical challenges include virtualization, multi-tenancy, integration, service level management, billing, and security. Oracle SaaS Program provides you an opportunity to work with us and learn from our experience with other customers and strong understanding of the technical challenges.

The Oracle SaaS Program is designed to put you ahead of the curve and help you develop a strategy that is least disruptive to your business while helping you take advantage of this new phenomenon. It will help you to devise a sound strategy and avoid most common pitfalls. It also educates you about tools and services that provide you with out-of-the-box capabilities to greatly simplify your adoption and reduce time-to-market.

Why Is It Important to You?

SaaS adoption is inherently complex and potentially costly undertaking. However, successful investment opens new business opportunities. Oracle SaaS Program has been designed to help our customers optimize that investment by answering the following questions:

- Why should I consider adopting SaaS? What tangible technical and business benefits can SaaS offer my company?
- Where are the best places for me to introduce SaaS, those areas that produce maximum ROI, have minimal risk, and help maximize the long-

term value of my applications portfolio

- How do I get started with SaaS and developing the expertise to leverage SaaS as a strategic asset across my enterprise

What Is the Process?

The SaaS Program has been designed as an accelerated discovery and solution development process.

- A meeting or call to confirm the objective, scope and participants in the discovery
- A questionnaire completed prior to onsite discovery, that provide background information to help guide our on-site discussions
- A one-day discovery workshop onsite at your company
- Delivery and review of Oracle's findings and recommendations with your stakeholders and project team.

Next Step

Get ahead of the curve. Apply for this complimentary service from Oracle today:

- Call your sales representative or
- Drop an email to saasprograms_ww@oracle.com

Summary

The SaaS Program provides you and Oracle the opportunity to build a “true” partnership. As a partner, we only offer this service to a select group of key customers who are committed to transforming their business for operational excellence and competitive market advantages.

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