

NETSUITE is Software as a Service (SaaS)

What is SaaS or On-demand?

- **Software as a service or On-demand** refers to software application that is delivered on-line on subscription basis. The vendor takes ownership and responsibility of software, hardware and data management services, upgrade and maintenance, hence enabling businesses to fully optimize and focus its resources on core expertise and competitiveness.
- A browser-based, pay-as-you-go application means fewer servers for your IT department to maintain and less capital to shake loose from the CFO for software licenses and hardware... Source: A field guide to software as a service, Infoworld, April 2005.
- SaaS emerged from the wreckage of botched multimillion-dollar ERP and CRM implementations as a radical alternative to traditional software licensing models ... Unlike traditional packaged applications that users install on their computers or servers, the SaaS vendor owns the software and runs it on computers in its data center. Source: CIO.com, May 2007.

Why implement SaaS?

It's a CTO no-brainer... I love the fact that I don't need to deal with servers, staging, version maintenance, security, performance, etc.
- Jon Williams, Chief Technology Officer (CTO) of Kaplan Test Prep and Admissions. Source: InfoWorld

Top 3 Reasons

- Lower upfront and on-going Total Cost of Ownership (TCO)
- Rapid implementation means rapid Return on Investment (ROI)
- Usability that results in optimum system adoption and use by end-users

SaaS Usage TOMORROW

Gartner estimated that in 2005, 5% of all business software spending was for applications delivered in the software as a service model, a figure it expects to grow to 25% by 2011.

Source: Gartner

According to Yankee Group study in 2005, total cost of ownership (TCO*) of **Netsuite** is about **50% lower** than a comparable on-premise solution.

In 3 to 5 year total costs, **30% to 60%** account for IT systems and applications support people.

*TCO includes: Subscription costs versus license costs for an equivalent number of users; Application support and maintenance costs; Implementation and customization costs; Host server computers, storage and maintenance costs; Internet access costs; End-user technical support costs; End-user IT support personnel requirements; User training costs

Netsuite replaced SAP at AKSA Inc, a subsidiary of Asahi Kasei Group

"I was looking for a solution that would result in not only up-front but on-going savings," said David Stover, Chief Financial Officer of AKSA's operations in Charleston, S.C. "I needed a system that emphasizes ease of use, intuitive processes and one that can be managed with minimal effort. After shopping around, NetSuite quickly became the obvious choice. NetSuite has an open, flexible strategy, thereby allowing quick and easy customization. Its remote access is also a big plus for us. Financial reports are available at my fingertips from virtually anywhere in the world with Internet access."

Source: Netsuite Inc.

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NETSUITE
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