



# Ready for SaaS?

We'll help you start your journey.

## Make the move to SaaS, with ObjectSharp's SaaS Transformation Assessment

Modern businesses don't buy software; they buy software-as-a-service. This requires ISVs to evolve their business to unlock the potential of annual recurring revenue under a finely tuned SaaS model. Getting an accurate view of what it takes to transform your packaged software solution into SaaS is the first step in unlocking this value and delivering a truly

great service. This is where ObjectSharp's team of Cloud Software Architects, Cloud Specialists and DevOps experts can help. With our tried and tested approach to SaaS transformation, we'll help you build a roadmap that considers all of the key architectural, security and operational factors needed to ensure you achieve SaaS success.

### From ground zero to SaaS hero in 3 easy steps!

#### SaaS Pre-Engagement Questionnaire

Our engagement begins with a detailed pre-engagement questionnaire for you to complete and send back to our team. This saves you time and money by providing our team with a background on your current software offerings. We will then schedule a discovery call to discuss the shared information and review the process for the on-site assessment.

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For more information, please contact:

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# Considering SaaS?

## Why SaaS, Why Now?

Customers want to pay for the services they use, when they use them and reduce the cost and complexity to realize these benefits. Customers want to avoid costly upgrades and infrastructure investments. Small Business have been locked out of these solutions for a long time due to IT complexity and license/services costs but SaaS offerings change the game. New competitors are entering existing markets with a disruptive SaaS offering and you can too!

## Considerations for ISVs

Moving to SaaS is an organizational change, not just a technology change - it impacts your sales models, licensing models, IT operations and support. It provides you with a great opportunity to modernize your offering and improve the User Experience, increase your reach and maybe add mobile support or implement an API to allow for greater interaction and partnerships. It also can provide you with significant maintenance and support costs savings due to a reduced deployment footprint.

## DevOps & Monitoring

Your delivery cadence will change as you move to SaaS. DevOps practices will be key. You will need to streamline your team, culture and tooling to ensure that you embrace greater automation, continuous integration, continuous deployment, Infrastructure as Code to provide you with the agility you need to deliver an exceptional service. Monitoring of your service to ensure uptime and guarantee a great end user experience is also vital, and monitoring your end users use of the service and key features will provide invaluable insight to help you upsell and cross sell.

## **On-Site Readiness Assessment**

We'll work key areas in your organization to better understand your offerings, your processes, your systems and your goals.

Specifically, we will:

- perform a detailed analysis of your architecture, code quality, build and release process, and security - SaaS services will need greater security, user management, high availability, and multi-tenant and failover support - is your offering ready?;
- work with your Product Management team to get a better understanding of your roadmap, processes and product licensing and usage;
- work with your IT operations team to understand their systems, capabilities and cloud readiness;
- work with your customer support team to understand the support model and challenges.

We'll then create a report that details your current state and makes recommendations for each area for a successful transformation to a SaaS company.

## **Playbook for SaaS Success**

The engagement ends with a comprehensive presentation to discuss our findings and map your potential path forward. Your experts will be able to interact with the team from ObjectSharp to review the findings, understand the recommendations and map the next step of your journey. A copy of the detailed report will be left with you.

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