8 Reasons to Choose a Cloud-Based, Software as a Service Solution (SaaS)

SaaS is a software licensing and delivery model in which software applications are centrally hosted and maintained by a service provider. These business applications are then made available to clients via a private or public cloud environment with a web browser as the common means of access.

There are a number of reasons why SaaS may be a good choice for your business:

- *A business can focus on its true purpose*
  - Successful businesses focus on what they do best. Often, when companies choose to install, maintain and upgrade their systems internally, they find themselves in the technology business. CEO's know all too well how quickly a firm's resources and focus can get diverted to the management of the technology instead of the purpose for which the business exists. If your company's purpose is to sell insurance products then strive to be the very best seller of insurance products in the market. Do not expend valuable energy and resources on development and maintenance of technology that can easily be purchased.
- *Costs are more easily estimated and controlled*
  - *For a single system there can be numerous fees, and unforseen costs related to an in-house* For a single system there can be numerous fees, and unforseen costs related to an in-house system. *system.*
- *The focus is on employees and clients during a disaster situation.*
  - In the event of a disaster, a business should be focused on its employees and its customers, as well as reestablishing its operations, not on its systems. In the SaaS model, the partner accepts responsibility for the recovery of the systems in a disaster situation.
- *There is no longer a need to build and maintain a costly systems team*
  - Technology resources are very specialized, in short supply, well paid and tend to have a high turnover rate. Consequently, the ongoing staffing, training and maintenance of a systems team is a time consuming and expensive process. A SaaS provider is able to leverage its staff over multiple clients and afford the necessary backup resources for key roles. In turn, the company is able to mitigate its risks related to dependence upon key individuals and reduce or redirect internal Information Technology resources.

- *Company data is more secure*
  - There are now volumes of regulations related to the required protection of personal information. The interpretation of these regulations and the subsequent necessary activities within a company to adhere to these regulations are not for the faint of heart. A SaaS provider is better positioned to understand the overall implications of data security and to take the necessary system precautions. This relieves each individual business of the need to understand and develop processes related to systems data security

- *Cash flows are easier to manage*
  - Significant amounts of capital can be expended up front on large systems implementation projects. Under the SaaS model, the initial implementation costs require a lower initial capital outlay than implementing a new system internally. After countless implementations of the same system, the SaaS provider will have a refined and repetitive implementation process with a very predictable cost.

- *The focus is on the core operation during an operational disruption*
  - In un-forseen scenarios such as hurricane, snow storm, flood and pandemic a system functionality stays in tact but people are unable to access the office location. The solution to this problem is the creation of the ability for workers to go to an alternative work site or to work from home. A trusted partner will have documented Business Continuity plans and will test the plans periodically to validate that the plans are adequate and workable. The subscribing business need not bear the direct expense of making sure the system is available from alternative sites.

- *The risk is lower*
  - New systems implementation involve significant risks such as; diversion of business focus, significant cost overruns, missed target dates, staff turnover, ongoing support costs, disaster and business continuity preparedness, security and creeping scope costs. For each risk the SaaS model provides a business with reduced exposure compared to implementation and maintenance of an internal system.

"Am I Doing **Enough?**"

Too many organizations utilize premise-based systems and simply "muddle through" with periodic backups.
That's good enough … until they realize that:

- An emergency recovery is often far more complicated than originally anticipated
- End-to-end recovery time is often 1-2 weeks – or more
- The most recent "available" backup data point is too old
- Most personnel are not adequately trained to respond to a worst-case scenario

To learn more, visit our website at **andesaservices.com** or call **610-821-8980**