

Reduce Costs and Improve IT Security With Cloud Computing

Switch to SaaS for benefits that exceed expectations

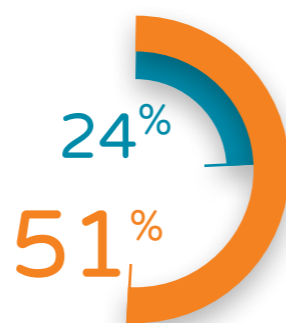
Distributors contemplating a move to cloud-based enterprise resource planning (ERP) technology solutions are attracted by benefits of cost containment and seamless upgrades. The good news is that businesses that have adopted software as a service (SaaS) report even greater than anticipated advantages following deployment, including improved IT security and more robust business growth.

SaaS Deployment = Reduced Overall Costs

Because SaaS does not require capital investment, it's more affordable. In the report, *Benefits Actually Realized from the Cloud*¹, cost savings were not only realized, but also exceeded expectations.

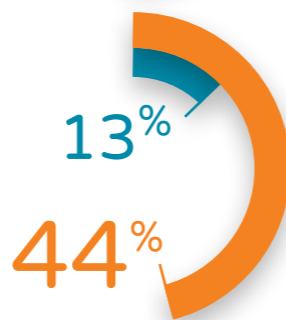
Lower cost of ownership

■ Benefits actually realized
■ Percentage more than anticipated



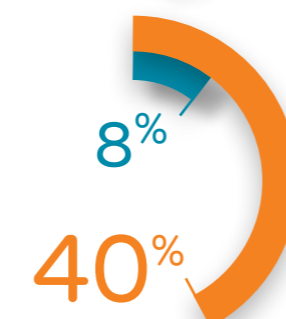
Reduced cost and effort of upgrades

■ Benefits actually realized
■ Percentage more than anticipated



Lower start-up costs

■ Benefits actually realized
■ Percentage more than anticipated



More Strategic IT

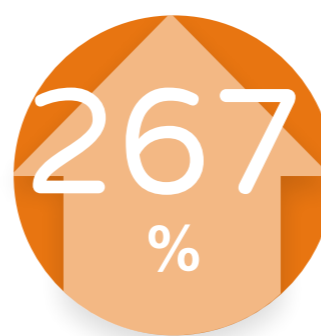
The majority of SaaS adopters did not reduce IT staff. Instead, they put their existing resources to better use.



60% redeployed to be more strategic

Improved IT Security and a Plan for Business Continuity

After SaaS deployment, businesses report improved IT security, thanks to a three-pronged approach.



more IT security than anticipated

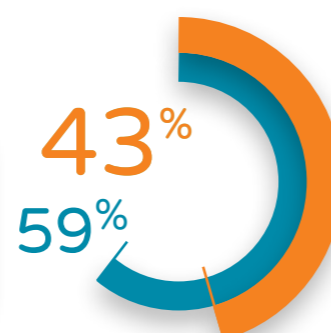
- ✓ Dedicated professional cloud security experts
- ✓ Operations and data processing expertise
- ✓ Data redundancy and other safeguards

Flexibility to Pursue Opportunities

An unexpected benefit for businesses that switch to cloud-based computing is the ability to free up capital. This may allow them to be more nimble and pursue new markets.

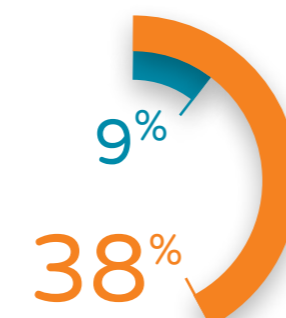
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Stronger Business Through SaaS

Companies that turn to the cloud for ERP solutions are poised for growth.

- ↓ Lowered costs that help free capital
- ↓ Mitigated risk to avoid data disasters
- ✚ Ability to focus on core business
- ↻ Flexibility to seize opportunities in emerging markets

¹ Benefits Actually Realized from the Cloud, July 2015, Mint Jutras, LLC.