

What is Software-as-a-Service (SaaS)

Gartner defines SaaS as

software that's owned, delivered and managed remotely by one or more providers.

The provider delivers software based on

one set of common code and data definitions that is consumed in a one-to-many model by all contracted customers anytime,

on a pay-for-use basis,

or as a subscription based on use metrics.

Supplier take the burden of:

- Hardware: ownership, cost & upgrade
- Software: ownership, patches & upgrade
- Security: overall

Emerging scale economies

- One (or few) version to maintain
- Hw & instances cost shared across customers

Emerging concerns

- Customization

Emerging

- “IT consumption” model
- Contractual metrics & restrictions

SaaS: characteristics, critical issues and benefits

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Rapid time to value

Quick deployment

High scalability
Self customisation

Painless upgrades

Access to comprehensive
security



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Business continuity & security



Data privacy & data ownership



High specific business requirements



Investment vs. running costs



Vendor lock-in



SaaS is neither a fad nor a panacea:



still **focus on business processes and people**

In any case SaaS is today:



an option
you have to evaluate

Whatever is SaaS or On-premise:



maintain **at least today's level**
on **security and availability**

Why SideUp? – Who is the target?



Why move on SaaS? Who is SideUp addressed to?

Starting from a reliable solution, employed on a large number of installation and in some very specific “vertical” business, we have now a solution ***to widen our proposal towards:***

- Activities with small budget for HW and SW investment
- Operations with little IT support
- High uncertainty business
- Small or temporary logistics contract
- Very fast startup needs



Flexibility
No investment
Low risk for uncertain scenarios



- Big company overseas branch
- 3PL temporary or small contracts, overseas operations
- Business operators not having core business in warehousing
- Value added services (VMI, consignment stock, etc)

The new SideUp Reply offer

Besides the traditional WMS Click Reply, @logistics offers the new on-demand WMS solution SideUp Reply



Rapid time to value

- No front investment

Quick deployment

- Pre defined Business scenarios

Self customization

- Easy to configure
- User friendly

High scalability

- Multi tenant
- Running on Cloud stack

SideUp Reply: the on-demand model

- For activation
- Number of executive proxy

Activation: just once



It includes the system start with all the support necessary for

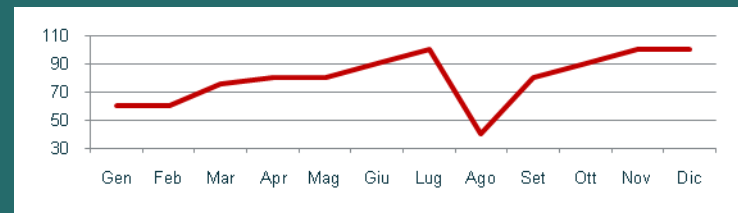
- map configuration
- processes configuration
- executive proxy configuration

- Number of active users
- Number of active functions
- Eventual additional services

Use: monthly fee



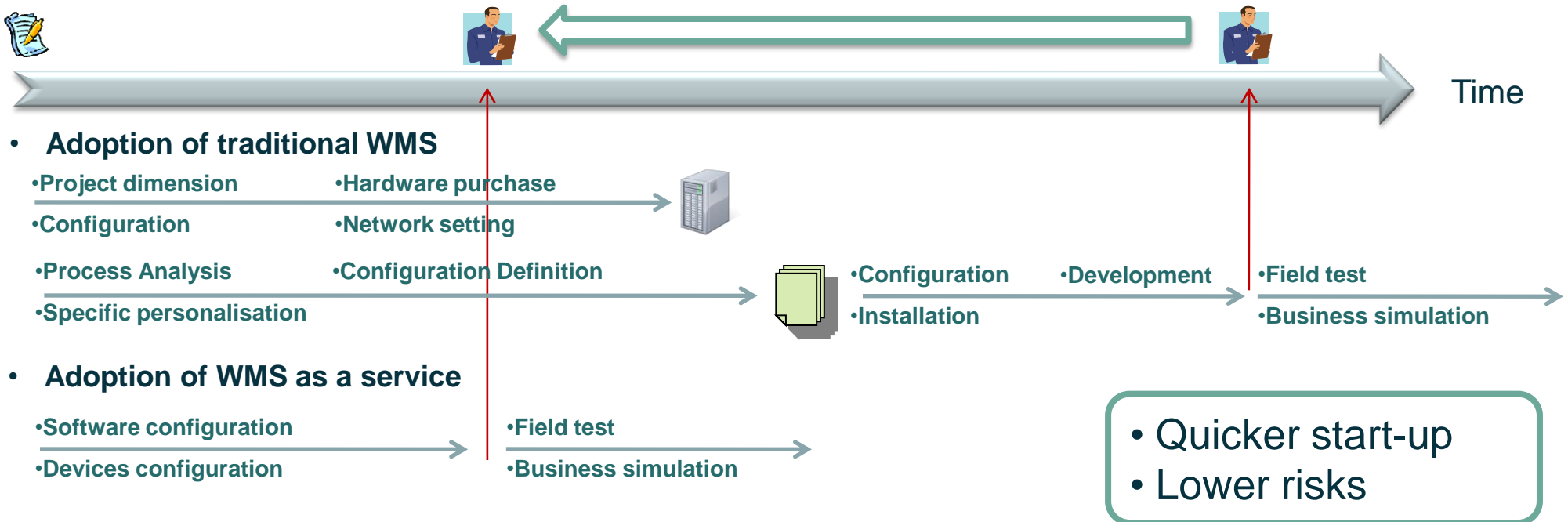
It allows to vary the fee as a function of the business



SideUp Reply for easy start-ups

It allows a quickly start and get acquainted with the system, reducing time to value and risk

No need of heavy IT support, it can be managed directly by operations



SideUp Reply for a higher flexibility

It allows companies to adjust IT expenses according to variable business needs and volume



Optional functionalities and active users as a function of current business needs



Activation and configuration
No need to change the product

Business growth brings in new needs and call for new functions



Clients only pay for the functions they are currently using

Functionalities and personalisation are activated upon arousal of a need

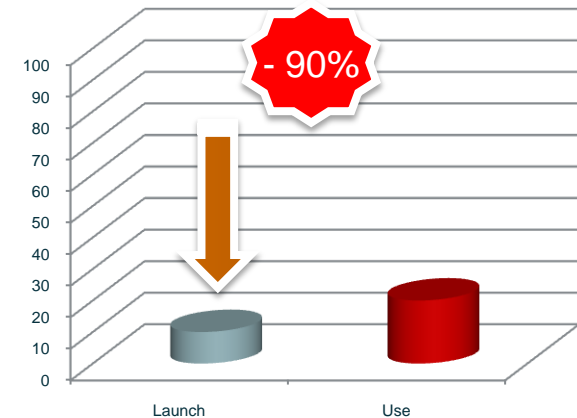
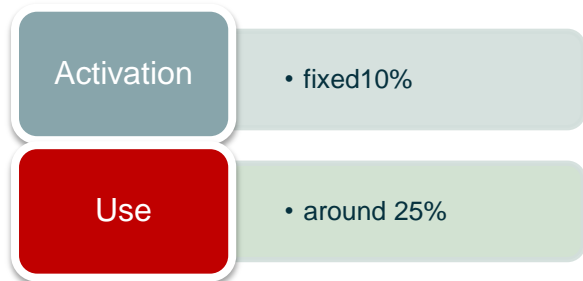
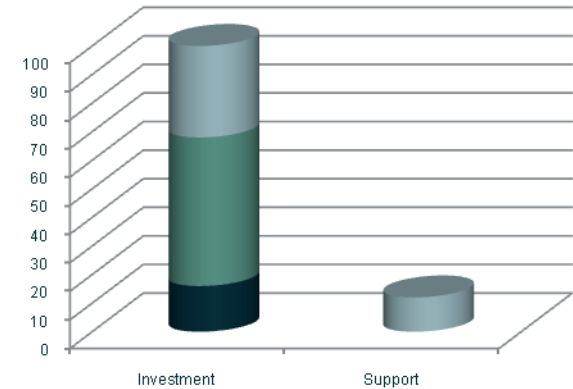
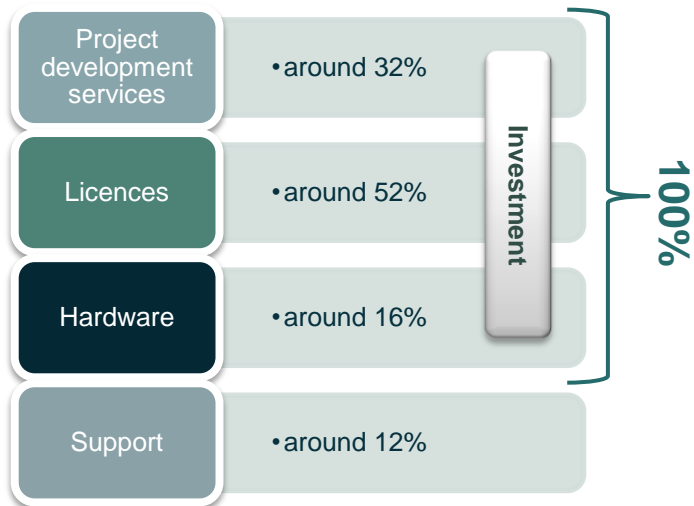


- More flexibility
- Lower risks





Offer structure comparison

- Given an investment of 100 in a Click Reply WM with
 - 10 Users
 - Core functions
 - Standard support



Do the requirements drive to SideUp or Click?

- Speed of deployment
- IT resource requirements
- Business processes
- Budgeting requirements
- Integration

	
Weeks	Months
Internet availability	Data center
Standard best practices	Complex or specialised logistics
High uncertainty Very fast startup needs	Long term investment
Company peripheral applications	Heavily customized Tight connection



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SIDEUP
Reply

SOLUZIONE OFFERTA RISORSE NEWS & EVENTI COMPANY

performance logistics execution

order fulfillment

service on-demand

web inventory control

warehouse application

SideUp Reply
The right side to handle logistics

<p>CHE COS'È</p> <p>SideUp Reply™ è la nuova applicazione software per una efficiente gestione del magazzino, immediatamente disponibile via web e distribuita in modalità a servizio.</p>	<p>A CHI SI RIVOLGE</p> <p>SideUp Reply™ è pensato per le aziende che vogliono gestire con efficienza le proprie attività di magazzino senza onerosi investimenti in hardware e software.</p>	<p>PERCHÉ USARLO</p> <ul style="list-style-type: none"> - Nessun investimento in hardware - Nessun acquisto di licenze - Pagamento a consumo - Avvio immediato - Estremamente scalabile 	<p>NEWS</p> <p>Online il sito Internet di SideUp Reply™, l'innovativa soluzione on demand per la gestione del magazzino, lanciata da @logistics Reply in occasione di Xchange09, l'evento annuale Reply.</p>
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