

Paradigm Shift, SaaS and Cloud Computing

“The Big Switch” and How to Get Some Help

Whether you agree or disagree with Nicholas Carr's (author of *The Big Switch*) perspective on the relevancy of our IT organizations, it is hard to deny that with the advent of cloud computing, a major industry shift is taking place with profound implications on how we perform IT. These days it is nearly impossible to find anyone from the IT profession that has not heard of Software as a Service (SaaS) and Cloud Computing. Most technical websites, publications, IT organizations, together with large and small IT vendors have been spreading the paradigm shift. Google, Salesforce, Amazon, Microsoft and many others continue to provide SaaS based solutions and Cloud Computing infrastructures to support these SaaS platforms.

The change in how IT services are rendered has forced us to carefully evaluate parts of our IT organizations and to identify which of the parts can be migrated to the SaaS platform in order to realize the proposed costs savings. Most of us correctly decide not to migrate certain mission critical parts of our IT operations. Yet there are plenty of legacy applications that are simply too expensive to maintain and operate in the current economic climate. In most cases, all new development efforts should be carefully considered for delivery via a SaaS platform solution.

Understanding everything involved is vital to a successful and rapid realization of cost savings. You must consider: your SaaS platform choices, total cost of ownership, migration approach, product delivery, distribution and training. At Solid Cage, Inc., we see the world changing rapidly and want to assist as many organizations as possible in the process of that change. Those who carefully evaluate and migrate to the SaaS platform based solutions will be the ones to benefit the earliest.

Solid Cage, Inc. is not just a SaaS solutions provider; We are fierce advocates for cost reduction initiatives. As you champion the change, Solid Cage, Inc. is your advocate. Together we will evaluate, design, construct and deliver a successful SaaS platform based solution. From this process you will realize quantifiable material cost savings.

The following are just a few factors that set us apart from the rest of the pack:

- We deliver solutions at a fixed price. There is no risk for additional costs.
- We deliver SaaS based solutions developed with platforms provided by Salesforce, Google, Microsoft's Sharepoint Services and custom developed software.
- We work with both SaaS platforms fully hosted in the Cloud (Salesforce, Google) and also with a customer's preferred data centers (Microsoft's Sharepoint and custom applications).
- We support complete project management transparency for monitoring and control. Every customer is provided with access to a dedicated project tracking, collaboration and support site.
- We dedicate our development staff's hours to enhance your business application as part of our support service.

Solutions Guide

- Solid Cage, Inc. utilizes SaaS based solutions for all of its internal activities (i.e. transparent project tracking, resource management, accounting, CRM).
- We continuously strive to lower operating expenses for our customers.
- We support all of our solutions 24 x 7 x 365.

At Solid Cage, Inc., we employ our own solutions delivery process that is designed to support complete project transparency and an agile development approach. We conduct all of our projects according to commonly accepted project management and software development practices from PMBOK and CMMI featuring the four phases of: Initiation, Planning, Execution & Control and Closure.

Our process is iterative, with cyclical activities occurring throughout design, development, quality assurance, user acceptance testing and deployment to production. This agility of our development approach often results in faster release cycles; a welcomed development by our customers.

As mentioned, transparency of the project work for collaboration and oversight is a hallmark of Solid Cage, Inc. Therefore we provide every customer with a dedicated, secure project site hosting a collection of project tracking, collaboration, reporting, document sharing and support request features.

If your organization is thinking about evaluating, planning or implementing a shift to a SaaS based solution let us help. We have the resources, knowledge and skills to ensure your company's success. Let us work together to bring about the solutions you seek.

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