

SOFTWARE-AS-A-SERVICE

Savvis Supports ISVs Migrating to SaaS



Let Savvis help you make the most of the opportunities created by this new software delivery model.

As a global leader in managed hosting, security, and network services, Savvis has earned a reputation for crafting exceptional infrastructure solutions tailored to the unique requirements of each customer and market segment. We recognize that, as an independent software vendor (ISV) wanting to move your legacy applications to a Software-as-a-Service (SaaS) model, you have some special needs. You must find a way to convert your legacy software without completely re-architecting the application. You must convince customers that their applications and data are safe while at the same time accommodating fluctuating growth cycles and spikes in demand. And, because outages could be devastating to your business, your applications must be live on a 24/7 basis.

Your ability to achieve these objectives depends on executing a cost-effective transition of your on-premise applications to the SaaS model while at the same time having a robust, scalable, and secure infrastructure to support your new SaaS applications. Large capital expenditures and an extraordinary degree of specialized staff expertise are needed to accomplish these goals. Savvis has created a complete, managed IT infrastructure solution for companies like yours.

Application Vendors Migrating to SaaS - Challenges

- **Decrease time to market.** SaaS deployment requires converting your non-Web-based or single-tenant applications to a SaaS multi-tenant model. You need a proven way to do this efficiently and cost effectively without re-architecting your applications from scratch.
- **Focus on your core business.** Growing a SaaS business means that managing networks, servers, operating systems, and security requires an increasing proportion of your technical resources. This takes away time from your prime goal of building better software.
- **Contain costs.** Application hosting costs and hardware-software management are increasing while IT budgets are being squeezed. All businesses, and IT departments specifically, are under intense pressure to reduce total cost of ownership (TCO) and capital expenses.

Savvis Key Advantages

- Unparalleled global reach.
- Self-service customer portal.
- Protection of data and applications as well as physical premises.
- Professional consulting services.
- Pay-as-you-go billing model.

- **Tighten security.** Security is essential due to regulatory mandates. All company and customer data requires end-to-end security measures such as distributed denial of service (DDoS), anti-virus mitigation, intrusion detection, and log management.
- **Scale rapidly.** SaaS providers must be agile and prepared to meet unanticipated market demands – both domestically and globally. You need a managed services provider with a global reach and the capacity to swiftly accommodate your needs.

Savvis' Hosting Platform for ISVs Migrating to SaaS

The Savvis SaaS Hosting Platform brings together a carefully selected portfolio of our managed IT that helps transition single-tenant applications to a multi-tenant services model without rewriting applications.

This high-availability solution is based upon redundant hardware running under either the Windows or Linux operating system combined with Savvis' hosted area network (HAN), enhanced firewalls, load balancing, managed servers, Web server software, database server software, as well as data storage, backup, and recovery services.

On top of this basic solution, you can select from a variety of optional add-on services and products that have been developed by Savvis or offered in conjunction with one of our alliance companies. These include application performance monitoring and web application firewall as well as assessment workshops and virtual testing services, among others.

Savvis' SaaS Solution – Key Features

- **Unparalleled global reach.** With multiple data centers integrated with Savvis' own Tier 1 MultiProtocol Label Switching (MPLS) network, you have the ability to scale to meet global demand for your services.
 - **Self-service customer portal.** The SavvisStation portal provides you with control of your hosted solution through real-time views into all the Savvis services you have contracted for.
 - **Protection of data and applications as well as physical premises.** Savvis has instituted comprehensive data center physical security, network and application level firewalls, application authentication, intrusion detection, and distributed denial of service (DDoS) mitigation to support your compliance initiatives.
 - **Professional consulting services.** Savvis offers a broad suite of consulting services to help with transitioning legacy applications into SaaS-enabled applications.
 - **Pay-as-you-go billing model.** Our pay-as-you-go billing model includes risk-sharing options that help you feel financially secure.
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Savvis' SaaS Solution – Key Benefits

- **Accelerated SaaS go-to-market strategy.** You can achieve application multi-tenancy without re-architecting existing software, enabling you to get your SaaS solution to market ahead of the competition.
- **Lower total cost of ownership (TCO).** Savvis' service subscription billing turns capital expenses into operating expenses, and can lower TCO by 30% or more. Savvis makes its economies of scale available to customers – often enabling purchase of licenses and tools at prices that are lower than you could achieve on your own.
- **Uptime.** Savvis provides a resilient managed IT infrastructure that includes failover protection and load balancing to optimize performance and is designed for 24/7 availability. This is backed with superior service level agreements (SLAs).
- **Highly scalable infrastructure.** The Savvis infrastructure is engineered to scale quickly and support global growth. A full suite of services are available ranging from colocation to fully managed application/database servers provided as either dedicated or shared solutions. With Savvis' global reach, you can expand to support international users swiftly and cost-effectively.

As your trusted technology provider and business advisor, Savvis is on the forefront of the latest innovations, and understands how to leverage them to meet your specific needs while at the same time being able to deliver service and solutions that go beyond IT to directly impact your SaaS business.

Savvis already hosts the infrastructures of a wide range of SaaS vendors. As a service provider, Savvis understands the nature and complexity of what it takes to run a successful SaaS operation. And our Professional Services organization has experience supplying SaaS expertise including database administrators, and design, migration, and implementation professionals.

Savvis. We know SaaS.

About Savvis

Savvis, Inc. (NASDAQ:SVVS) is an outsourcing provider of managed computing and network infrastructure for IT applications. By outsourcing to Savvis, enterprises can focus on their core business while Savvis ensures the quality of their IT infrastructure. Leading IT organizations around the world have selected Savvis to help them improve their service levels, reduce capital expense and deal with the rising costs of bandwidth, energy, real estate, staff and expertise. As a pioneer in utility computing, Savvis understands and harnesses the latest advances in technology like virtualization, cloud computing and support process automation.

**For more information
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