



>> The Value of SaaS

Lower TCO with SaaS applications

► What is SaaS?

Software-as-a-Service (SaaS) is a deployment method for software applications via the Internet. Rather than installing software, users simply access the application via a secure web browser, eliminating the need for complex on-premise hardware and software installation and management. SaaS applications can be extremely configurable, eliminating the need for heavy customization. The many benefits of the SaaS model include lower costs, faster implementation, access from anywhere at any time, painless upgrades, and on-demand scalability.

► Lower costs and allow IT to focus on strategic tasks

With SaaS solutions you can eliminate the need to buy, build and maintain your IT infrastructure for your applications, dramatically lowering costs to your organization. Since SaaS applications are subscription based, no license fees are required. And, SaaS allows you to offload the management of IT infrastructure, lowering costs for hardware, software and the people needed to manage it all.

► Faster implementation time and immediate updates

The SaaS model allows your organization a near zero-time deployment process, allowing you to get up and running quickly. By eliminating the need for on-premise installation and customization of hardware and software, your users can immediately benefit from the application. And, because the SaaS provider manages all updates and upgrades to the software application, you gain immediate access once available – there is no need for your IT administration to download and install patches.

According to Gartner, worldwide SaaS revenue will jump 17.9% in 2012 to \$14.4 billion, up from \$12.3 billion in 2011. This trend will continue through 2015, when SaaS-based revenue will reach \$22.1 billion.

“By using 360Facility, we have been able to increase proactive internal activity and have reduced overall repairs and maintenance expenditures by 25% through the decreased use of outside contractors.”

- U.S. Equities Realty

"We wanted a long-term partner with the experience and stability to help us as we continue to grow, and we believe Accruent will make an excellent partner."

- Francesca's Collections



"I think the request system is absolutely wonderful. It is so helpful to have one point of reference whenever we have anything that needs to be fixed. Being able to track who has the action item and the current status is terrific. It makes my work so much easier."

- Bartholomew Consolidated School Corporation

► Best-in-class security

Accruent SaaS applications are hosted in a SOC 1 SSAE16 Type II (previously named SAS70) data center, ensuring data security. Authorized individuals have undergone rigorous identification processes, databases are housed behind private networks and not directly accessible via the Internet, and your production systems are monitored on a 24x7x365 basis for availability, performance and integrity. Uptime for 2011-2012 has been 99.9975%.

► On-demand scalability

With SaaS, there is no need to purchase and maintain hardware in advance in order to be able to support growth or cyclical demands. This on-demand scalability enables your organization to have the flexibility to adapt to the changing environment, while keeping total cost of ownership (TCO) down.

► Easy, secure access from anywhere, at any time, on any device

Because SaaS applications are accessed through a secure web browser, you simply need internet access in order to use them. Mobile devices, PCs, laptops, etc., can all access real-time data in the application without requiring a VPN, as long as they have internet access.

► Higher adoption rates

Since SaaS applications are available from any device that has access to the internet, anytime, anywhere, your users are more likely to start using and benefiting from SaaS applications more quickly. Having this easy access can reduce the learning curve normally experienced by users of on-premise solutions.

► Predictable IT expenditures

With the SaaS model, you can turn what would be variable and sometimes exponential costs for installation, maintenance and upgrades into predictable subscription-based payments. The SaaS architecture is managed by experts for improved product delivery and support which can free up your IT department to focus on the primary needs of your organization.

Deliver long-term best in class operational & financial performance with Accruent's SaaS solutions

Organizations today face many challenges with managing real estate and facilities.

- For colleges and universities, it's the challenge of balancing the maintenance backlog while optimizing facility use.
- For retailers, while real estate is often a #1 long-term financial obligation, it's also a strategic source of revenue growth.
- For the wireless industry, it's the complex process of deploying the ever-changing technology.
- And, for corporate customers, it's reducing property and facility management costs while maximizing asset and property longevity.

Whatever your industry, real estate and facilities management can affect your bottom line. Accruent offers purpose-built solutions to meet your needs.