



YOUR REVENUE POWERTRAIN

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Solutions Built to Evolve

Multi-Tenant = True SaaS

The Major Element that Defines SaaS; Hosted Software is not SaaS

More Frequent and Efficient Upgrades:

- Every customer is upgraded simultaneously, no installs or updates necessary
- All customers benefit from product updates regardless of their size
- New features are available immediately as new releases are deployed (upgraded features/functions can be turned on and off based on customers business needs)
- Rapid adoption of newly introduced value, no expensive programming/consulting required

"The Vendor delivers an application based upon a single set of common code and data definitions consumed in a one-to-many model by all contracted customers any time on a pay for use basis or subscription." Gartner-CRM Vendor Guide for SaaS, September 2008 Three Major Elements Define SaaS

Increased Implementation Velocity:

- FPX can effectively scale as our customer base grows
- All customers go live with the most current release no matter when the implementation was commenced. Traditional software is obsolete by the time it is deployed. If there are multiple software releases per year and a custom project takes 6-8 months to complete, the deployed implementation will go live on the non-current release and require additional services to upgrade
- Backward compatibility and application feature settings ensure upgrades have no impact to customer specific data and functionality

Economies of Scale: (more staff does not mean more value)

- Lower Capex, no need for customers to add hardware
- Only one software instance and one server to update means only a small network team is required to keep all customers on the latest release
- No need to build and maintain custom versions (hosted providers maintain separate hardware and custom implementations for each customer; upgrades have to be performed on each customer independently which is time consuming and labor intensive)
- Streamlined application maintenance ensuring availability, performance and security
- Quick recovery...no additional costs for application fail-over and data backup
- Deployment of new versions without disruption to users

"We believe the value from SaaS is derived from multi-tenancy and provider control of one version of software as this drives faster innovation (focused R&D on one version), better scaling and lower management and infrastructure cost." Deutsche Bank-SaaS and Cloud Computing, June 2008 - End game clearer in '08: Legacy Checkmate

THE FPX POWERTRAIN:

- CPQ OnDemand™
- FPX Product Data Manager™
- CPaaS®
- FPX People