



# Welcome to SaaS

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## Quick Take

- Small to Medium sized businesses can have excellent technology.
- Good technology is available due to the cloud computing.
- Cost of technology is at an all-time low.
- Staffed IT is not as needed as in the past.
- Use IT expertise as an advisor—a service.
- Use IT advice to enter SaaS

## Advice for SaaS

Network capability

Software Selection

Contract Negotiation

Setup Stage

## Why do I need IT advice with Software as a Service?

Small to Medium sized companies(SMB) are in an environment where they can have sophisticated Information Technology (IT) at a very reasonable cost. Technology once reserved for large companies is now available to SMBs. This phenomenon is due to the maturation of cloud computing and services.

Software as a Service (SaaS) is the approach cloud computing has taken to give SMBs excellent technology at a low cost. This technology can be adopted without large initial investments or rephrased this technology has low cost barriers. There is no need to buy servers or hire programmers when adopting SaaS. Infrastructure build out is somewhat minimized except in the area of network management. Besides this need to have a robust network, the cost of entry into the SaaS world is relatively low.

This excellent technology is being adopted without the need to have a full-time IT staff. There is no need to have a server room of blade machines or programmers patching and maintaining the software systems. Software as a Service (SaaS) provides the program, the server, and the support team thus freeing up SMBs from the need to have high end computer engineers. This reality is becoming more prominent as companies move to the cloud.

With the productivity that SaaS brings to the industry, not having some IT advice is not advisable. Although SaaS technology is relatively low in cost to enter, once the company is committed to the technology the cost of exit can become very expensive. A bit of a spider's web and the fly analogy, easy to enter but very difficult to leave.

To avoid getting in the wrong web, an SMB is advised to invest in the selection process of software and the accompanying contracts. Although this process may seem tedious, going through due diligence for software selection of SaaS products is highly recommended.



take advantage of cloud computing, SMBs entering the SaaS world should advise IT experts on their network, software selection and the type of contracts they are signing.

The launching of an online payroll or accounting system is relatively straightforward. But if you start off in the wrong direction, changing course mid

-stream can become very difficult and frustrating. Some poor starts end up in a complete restart. This process of jumping into the system and begin working may work for simple systems but anything that is multi-user or enterprise in the company requires time and expertise in the initial setup stage. The software provider will extend setup support but many times they speak a language that is most understood by an IT expert. SMBs are advised to get help at this critical stage of SaaS adoption.

In joining the agile world of SaaS and maximizing the productivity of cloud computing, SMB's need for IT expertise is reduced but not completely removed. IT advice is strongly suggested when entering into the SaaS world to ensure that the enterprise does not get stuck in a technology that does not work for the business.

The small investment up front ensures that the SMB can enter the nimble world of SaaS without being the spider's next meal.



**Tom McCloy**

Phone: 513.549.4551  
Email: tom.mccloy@outlook.com  
Mc-cloy.com



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