

Imagine it.

“OnDemand (or SaaS) deployments are 50 to 90 percent faster, with a total cost of ownership five to ten times less than installed software.”

– According to recent study by TripleTree and the Software and Information Industry Association (SIIA)

>>What is Software as a Service (SaaS)?

Software as a Service is a model that allows companies to subscribe to software applications and services rather than install software in-house. That means there is no hardware to purchase, scale and maintain, no operating systems, database servers, or application servers to install, no consultants and staff to manage it all and no need for periodic upgrades.

>>Why Software as a Service & CDH Administration?

Because of the SaaS model, customers can plug-in and subscribe to CDH services built on a world-class infrastructure, allowing them to quickly, easily and affordably deploy Lighthouse1 OnDemand™ and utilize this full-service CDH solution to grow their business. SaaS gives Lighthouse1 customers the following advantages:

World-Class Security – With the Lighthouse1 solution, security is provided through a secure data center. Data is never compromised. Lighthouse1 OnDemand™ provides availability and performance safeguards including business continuity, data back-up and restore, data recovery, failover procedures, scalability management, load balancing and rapid response time.

Trust and Transparency – Lighthouse1 delivers full transparency into performance and availability data. Detailed information and advance notice of maintenance activities are available to customers.

True Multi-Tenancy – All users and applications share a single, common infrastructure and code base that is centrally maintained in a way very similar to eBay or Google. This approach maximizes performance and reliability, making upgrades a snap.

Proven Scalability – A multi-tenant architecture allows for high scalability and faster innovation at a lower cost. The Lighthouse1 platform has successfully scaled as the customer base has grown.

High Performance – Lighthouse1 has a track record of consistent, high-speed application performance, both for the delivery of Web pages and for transaction processing.

Complete Disaster Recovery – Seamless disaster recovery is made possible by our fully mirrored data center. Maintaining a full-scale backup facility enables Lighthouse1 to deliver consistent performance and reliability even in the event of a regional disaster.

High Availability – Lighthouse1 continually invests in technology resources to ensure the highest availability and service quality for their customers.

>>The Advantages of SaaS over a Traditional Software Model

Unparalleled time to value. There is no need for upfront capital investment. According to a recent study by TripleTree and the Software and Information Industry Association (SIIA), OnDemand deployments are 50 to 90 percent faster, with a total cost of ownership five to ten times less than installed software.

Less expensive initially. Gartner estimates that two thirds of IT time and budget is spent on maintaining infrastructure and dealing with updates. With the SaaS model, you don't have to worry about the technology running in the background.

Fewer hidden costs. A fully-loaded, five-year total cost of ownership (TCO) study for a 50-seat project considered several often hidden cost factors, ranging from needs analyses to internal downtime. This study showed the TCO of a premise-based solution to be 2.5 times as high as that of an OnDemand solution.

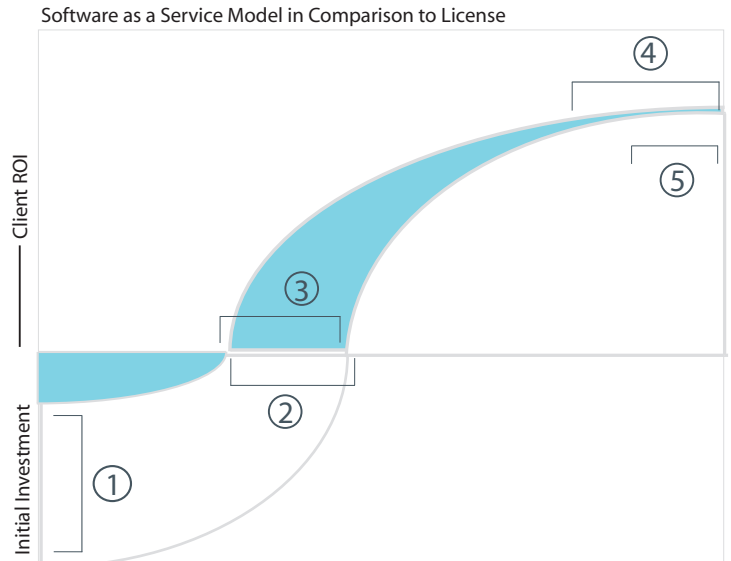
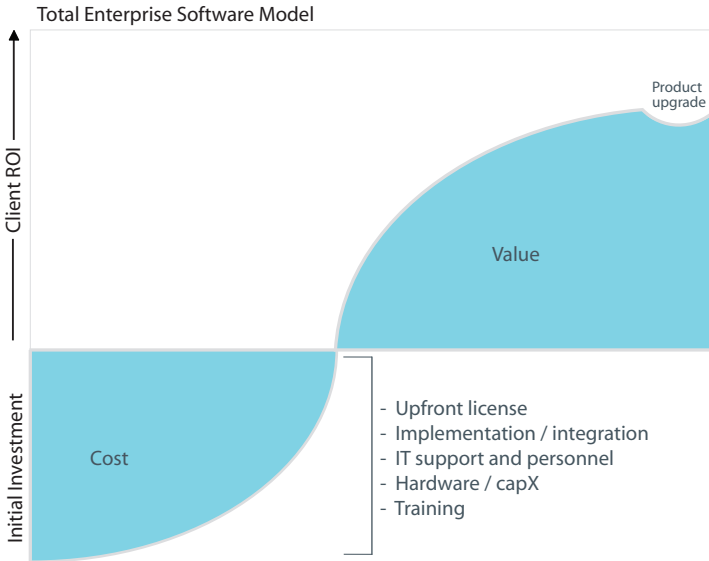
Easy upgrades. New versions of Lighthouse1 OnDemand™ are deployed right away which means the entire customer base is always on the latest version. Since customizations and integrations are maintained through upgrades, change management discussions can focus on taking immediate advantage of the new features and innovations available with each release.

Better service delivery. Lighthouse1 can provide higher service levels than the vast majority of companies can achieve on their own. By using the best technologies, policies and procedures to ensure security at the facilities, application and network level; Lighthouse1 provides maximum uptime and continuous availability.

Better scalability. Lighthouse1 OnDemand™ is scalable to be able to meet planned business growth. As the volume of users, data and transactions grows, the Lighthouse1 solution grows as well without requiring re-architecting or data migrations.

Users are more satisfied and productive. A major reason on-premise deployments often fail is because of low user adoption. Data that is cluttered or difficult to get to quickly results in user resistance. The easy-to-use interface of Lighthouse1 OnDemand™ results in high user adoption rates and increases user productivity.

>>Compelling Total Cost of Ownership (TCO)



>>Differences between on-premise and OnDemand changes customer dynamics and the selling proposition

- ① Pay-as-you-go lessens the severity and upfront cost/risk with each technology purchase
- ② Rapid Development results in a quicker risk adjusted return
- ③ Accelerates the time to market and use of the technology with deployments generally less than three months
- ④ Predictable operating costs rather than uncontrollable and costly maintenance and application performance
- ⑤ Eliminates costly delays with future product version upgrades

source: TripleTree; Spotlight Report Q4 2006



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