

Your Next LIMS:

SaaS or On-Premise?



Presented by:

Ken Ochi, Manager, Global Marketing & Customer Relations





Agenda

- Introduction to ATL
- Benefits of Software as a Service (SaaS) vs. On-Premise
- SaaS Models & Architecture
- Compare Benefits & Total Cost of Ownership of SaaS vs Premise-Based LIMS

Accelerated Technology Laboratories

- >23 Years of Expertise in LIMS & Laboratory Automation
- Our LIMS solutions are installed in >575 laboratories with >50,000 users worldwide
- Environmental is our #1 market segment
- ISO 9001:2008 Certified
- ATL Advantage Program



SaaS (Software as a Service)

- Software licensing & deployment model
- Subscription basis
- Centrally hosted
- Common model
- Rapidly evolving



Benefits of SaaS

Flexibility

- Deployment Time
- Scalability



Predictable Cash Outflow

- Minimize/Normalize Infrastructure Cost Variability

Benefits of SaaS

Limits Infrastructure Needs

- Hardware
- Server OS, Database, and Ancillary Software
- Cooling, UPS, and Electricity

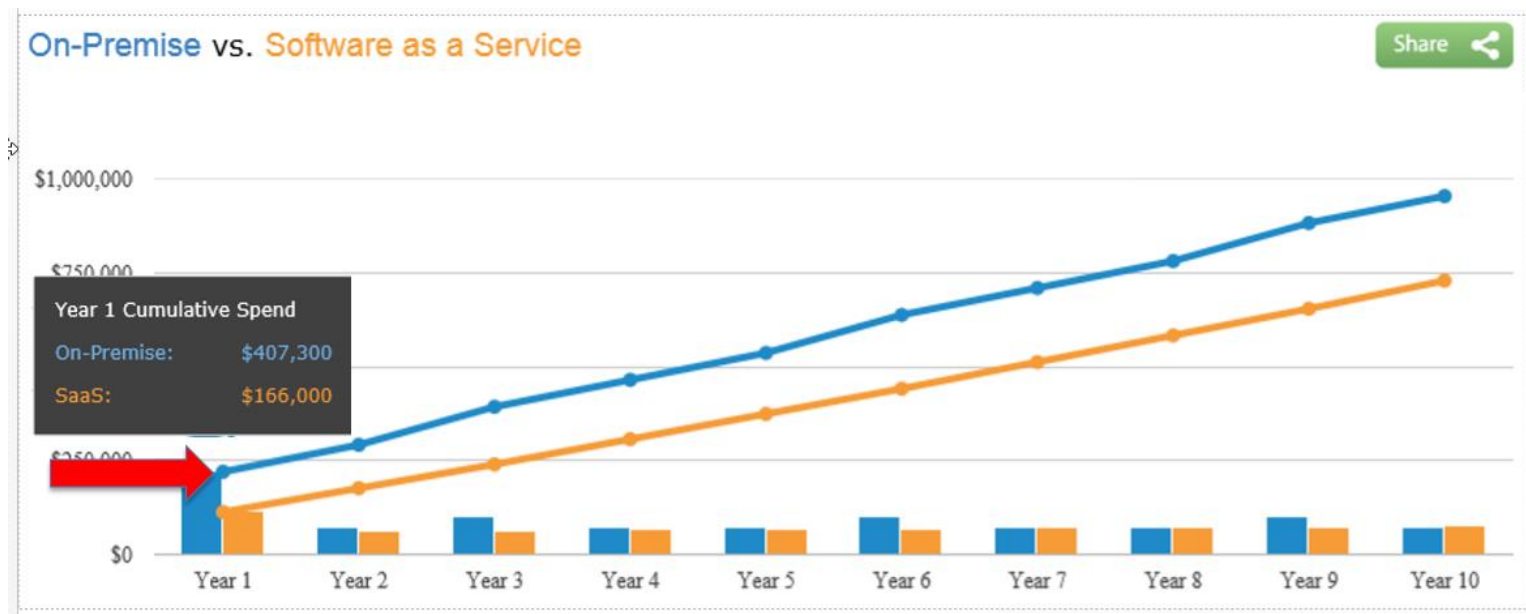


IT Staffing

Built-in Backup and Disaster Recovery

Benefits of SaaS

- Operating Budget vs. Capital Budget



Two SaaS Models

Subscription

- Consumer Leases Software
- Provider or 3rd Party Hosts

Hosting

- Consumer Owns Software
- LIMS Provider or 3rd Party Hosts



SaaS Architecture

Tenancy: Multi or Single

Single-Tenant

Multi-Tenant

100,000+ Companies

100,000+ Companies



100,000+ App Stacks

One App Stack

Total Cost of Ownership

- In order to truly understand the value of SaaS you must fully understand all of the costs of both On-Premise and SaaS options
- There are major categories for all software acquisitions and we can compare the differences

Cost Categories

1. License Fees
2. Installation and Setup
3. Customization and integration
4. Data Migration
5. Training
6. Maintenance and Support
7. Hardware
8. Other Costs

1. License and Subscription

- Premise
 - Software License Fee
 - License Fee
 - Years until Major Upgrade
 - Own the Software
- SaaS
 - Subscription Fee
 - Monthly to annual
 - Subscription Term
 - 3 – 5 years
 - Do NOT own the software

1. License and Subscription

On-Premise

Software as a Service

License & Subscription

License type: Perpetual | ▼

License fee: \$75,000

Additional license costs each year: \$5,000

Years until major upgrade: 3

Subscription fee (annual): \$60,000

Subscription term in years: 3

Price increase at end of each term: 6%

Years until major upgrade: 3

2. Installation and Setup (does not include hardware)

- Premise
 - Higher setup costs
 - Must plan for and implement security, backup, management and maintenance for the hardware and OS
- SaaS
 - Typically a fee for creating the environment but usually less than premise install
 - NO hardware
 - NO OS license
 - NO Backup fee
 - Maintenance included in subscription

2. Installation and Setup (does not include hardware)

Installation & Set-Up

Year-one install & setup costs:

\$7,500

Major upgrade install & setup costs:

\$2,500

Year-one install & setup costs:

\$3,000

Major upgrade install & setup costs:

\$0

3. Customization and Integration

4. Data Migration

5. Training

Customization & Integration

Year-one customization
& integration costs:

\$35,000

Major upgrade related costs:

\$2,000

Year-one customization
& integration costs:

\$35,000

Major upgrade related costs:

\$0

Data Migration

Year-one data migration costs:

\$7,000

Year-one data migration costs:

\$7,000

Training

Year-one training costs:

\$10,000

Additional training costs each year:

\$0

Year-one training costs:

\$10,000

Additional training costs each year:

\$0

6. Premium Support

- Some vendors offer “premium support” at an additional fee. ATL does not. All SaaS users receive the same level of support

Maintenance & Support

Year-one maintenance & support costs:

Maintenance contract term in years:

Price increase at end of each term:

Premium support costs:

Premium support contract term in years:

Price increase at end of each term:

7. Hardware

- Premise
 - Purchase Server hardware (min \$11,000)
 - OS and Database Licenses
 - Provide security, backup, management and maintenance for the hardware and OS
- SaaS
 - NO Hardware needed except end user machines

7. Hardware

| Hardware | | | |
|-------------------------------------|---------------------------------------|-------------------------------------|----------------------------------|
| Year-one new hardware required: | <input type="text" value="\$25,000"/> | Year-one new hardware required: | <input type="text" value="\$0"/> |
| Hardware life expectancy in years: | <input type="text" value="3"/> | Hardware life expectancy in years: | <input type="text" value="0"/> |
| Additional hardware cost each year: | <input type="text" value="\$4,500"/> | Additional hardware cost each year: | <input type="text" value="\$0"/> |

8. Other Costs

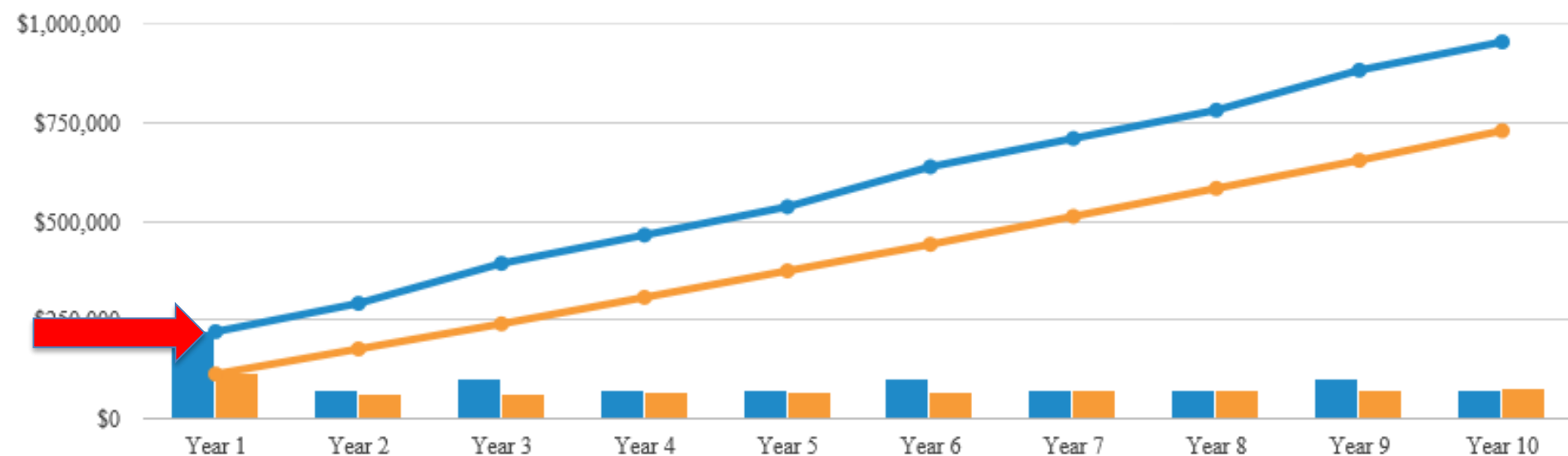
- Premise
 - Power
 - Cooling for server hardware
 - Physical space
 - IT Support (FTE)
 - Hardware Support
 - OS and Database Licenses
 - Perimeter monitoring (IT)
 - consulting fees for business process re-engineering
 - improved broadband
 - other network infrastructure
 - Lack of predictability in FTEs who interact with the software
- SaaS
 - NO Hardware needed except end user machines

8. Other Costs

| Other Costs | | | |
|---------------------------------|---------------------------------------|---------------------------------|----------------------------------|
| Year-one other costs: | <input type="text" value="\$4,000"/> | Year-one other costs: | <input type="text" value="\$0"/> |
| Recurring other costs (annual): | <input type="text" value="\$45,000"/> | Recurring other costs (annual): | <input type="text" value="\$0"/> |

On-Premise vs. Software as a Service

Share 



Total Cost of Ownership Calculator

On-Premise vs. SaaS

- <http://www.softwareadvice.com/tco/>



THANK YOU!



- Stop by Booth #29 during the Conference so we can talk more about which deployment option (SaaS or On-Premise) makes sense for you

