

Global Cloud Service Center For SAP Business One



Features best-of-breed cloud technology, infrastructure, ERP vertical solutions and services designed to benefit both SAP Business One partners and end users.

Softengine, a pioneer in ERP SaaS solutions, and Virtustream, Inc., a leading provider of cloud services and next-generation dynamic infrastructure solutions, have a new offering for SAP® Business One partners that will enable the deployment of SAP Business One in the cloud. The Global Cloud Service Center from Softengine and Virtustream features best-of-breed cloud technology, infrastructure, ERP vertical solutions and services designed to benefit both SAP Business One partners and end users.

Leveraging collective experience gained through deploying and supporting complex enterprise applications, Softengine and Virtustream developed the Global Cloud Service Center to address the concerns of resellers and end users alike. Partners benefit from a “one-stop-shop” hosted model that resolves concerns regarding data security and access, disaster recovery, technical support contact, system performance, and software and system maintenance, and end users benefit from the enhanced performance, increased flexibility and cost efficiencies of a cloud solution.

In addition to strong synergies, the companies offer numerous credentials and demonstrated

expertise in SAP, managed services and cloud infrastructure design and deployment to deliver excellent service and support through the new Global Cloud Service Center. Virtustream brings access to its world-class data centers, a cloud platform built to accommodate the rapid evolution of enterprise application environments and SAP-Certified Cloud and Hosting Services to the Global Cloud Service Center. Further, the company currently runs the largest SAP production environment on record in a multi-tenanted private cloud. Softengine lends expertise gained from engineering SAP Business One as a SaaS-based offering.

SAP Business One users want to get the most out of their enterprise applications and rely on partners to provide innovative deployment options, extended support and other value-added services. More SAP users are investigating cloud deployments. Packaged cloud hosting solutions, such as the Global Cloud Service Center, enable SAP partners to meet client demand. With a subscription-based pricing model and flexibility to support competitive offerings through SAP Business One vertical extensions, cloud hosting solutions provide a recurring revenue stream for partners and advance cloud adoption. Lowered total cost of ownership and decreased maintenance costs can be achieved when SAP applications run in the cloud.

A “one-stop-shop” hosted model - end users benefit from the enhanced performance, increased flexibility and cost efficiencies of a cloud solution, including:

- data security and access,
- disaster recovery,
- technical support contact,
- system performance, and
- software and system maintenance.

With BusinessNow!, SAP Business One ERP solutions are quick to deploy and easy to run and maintain. By moving into the cloud, we offer more flexibility, security and cost savings.

On-demand Managed Cloud Services: Hosting infrastructure with 24x7 technical and SAP Business One support provides a high availability cloud environment and ensures disaster recovery.

Cost Effective Pricing: Flexible, subscription-based deployment options enable partners to offer cloud hosting with or without SAP Business One licenses, Softengine extensions



SAP Business One



Virtustream's data centers deliver 7x24x365 peace of mind with the power of xStream.



SAP Application Support Services

From your Basis to all functional needs, we can help you outsource all your SAP needs within one reliable solution.

ABOUT VIRTUSTREAM

Virtustream (www.virtustream.com) is an innovative cloud provisioning firm committed to delivering next-generation infrastructure services to enterprise class customers. We leverage our secure high performance platform, xStream, to deliver highly available and elastic compute resources at true consumption-based pricing. We lead our Cloud Platform Services with Cloud Advisory Services, providing expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure-related integration services. We provide ongoing support for our Cloud Platform Services through two groups: our Cloud Cover team provides a managed service, from core infrastructure through enterprise applications and the Cloud Staging and Networks group that provides colocation, security and network services. Virtustream owns and operates its own data centers in the U.S. and U.K., and has offices in Washington, D.C., New York, San Francisco, Atlanta, London, Dublin and the Channel Islands. Keep tabs on us with Twitter: www.twitter.com/rjrogers87 and www.twitter.com/Virtustream360.

About Softengine

Based in Los Angeles since 1996, Softengine, a Top 10 Gold Business Partner of SAP and Global Innovation Partner of the Year, 2009 and 2010, is a leading provider of solutions (on-premises or hosted SaaS) to the SME (Small-emerging and Mid-size Enterprises) that have outgrown their accounting only and legacy applications. Softengine leverages SAP Business One's innovative technologies, like on-the-fly configuration, to deliver the most flexible end-to-end solutions. SAP Business One's technology and know-how enable customers to immediately drive efficiencies upward and build competitive advantage.

Softengine solutions are complemented by a full range of industry-specific extensions and services to promote rapid return on investment. We distinguish ourselves by getting the job right the first time - eliminating downtime, reducing support calls and saving customers' time and money. It means minimal interruption to ongoing business.

www.softengineusa.com

SAP BUSINESS PARTNERS INCREASE THEIR RECURRING REVENUE, PROFIT & OFFER BETTER SERVICES AND VALUE TO THEIR CUSTOMERS WHILE KEEPING FOCUS ON THEIR CORE BUSINESS

Offer Subscription-Based Hosting for SAP Business One using our Ready-Made Global Cloud Service Center

Option 1. Managed Cloud Infrastructure Only

Option 2. Bundled Monthly Subscription (includes Softengine Extensions)

Global Footprint - Local Commitment

- Our data centers meet the highest industry standard in terms of operational protocol. Our footprint extends from EMEA to the West Coast of the United States.
- Our data centers are strategically located in London, United Kingdom and Washington DC and San Francisco, USA.
- We follow a Dual Data Center Strategy to allow for remote Backup and Full Cloud DR Solutions

Security and Compliance

- With information security management at the heart of our operation, all our data centers have the appropriate certifications including FISMA, SSAE16, ISO27001-2005 and ISO9001-2008 and where appropriate our technical personnel are government security cleared.
- These data centers are also home to xStream, Virtustream's unique, enterprise-class cloud computing platform that leverages innovative processes, industry standards and technology and is backed by industry-leading service level agreements.

Bottom line Success for Business One Partners

World Class Data Centers; SAP Certified as Cloud and Hosting Provider (Virtustream)

- Turnkey Managed Services (24/7)
- Field-tested Solutions (over 2years B1 customers in the cloud)
- Most Cost/Effective Pricing with Flexible Options
- Partners and SAP Win
- Partners' Revenue Share Monthly Subscription Fees - Bundled Option
- Partners' Monthly Subscription Fees set by Partner - Hosted Only
- NEW and OLD On-Premise Customers

SAP® Certified
in Cloud Hosting

SAP® Certified
in Cloud Services



Go to www.virtustream.com to read a complete case study on how Virtustream deployed the largest SAP production environment running in the cloud.

For more information on Virtustream and Virtustream's xStream platform, please contact info@virtustream.com.