



## SaaS vs. Traditional Installation

Gone are the days when Software as a Service (SaaS) was seen as an inferior alternative to traditional software installation. Today with improved security and server uptime of SaaS solutions, it has become a viable option for many companies. While both SaaS and client-installed software have their advantages and disadvantages, the question remains—which route is best for your organization? The following explores the demands and benefits of each method.

### SaaS Advantages

Software as a Service (SaaS) is delivered as a service over the internet; as such there are several benefits users enjoy with this method including:

- No start-up costs. The SaaS provider bears the costs of the hardware, maintenance and technology.
- Quick deployment and accessibility. Users can begin using the application almost immediately since there is no software or hardware to install. The application can be accessed remotely so long as there is an internet connection and web browser.
- Quick return on investment (ROI). According to the Aberdeen Group, SaaS users benefit from a ROI that is 2-4 times quicker than traditionally installed software.
- IT budget and resources are freed up. With less money required on the software, money can be invested in other projects.
- Little to no commitment. Since SaaS is available on a subscription basis, customers can choose to renew or cancel their terms without major repercussions.

### SaaS Challenges

As Software as a Service is a newer option, many people are reluctant to diverge from client-installed software. According to a 2007 survey conducted by the International Association for Contract and Commercial Management (IACCM) about the benefits and challenges of SaaS, a few negative *perceptions* about SaaS include:

- Loss of control. Many people (76%) believe that they relinquish control when dealing with a SaaS vendor—this is unfounded. While the vendor takes care of the system requirements, customers are free to leave if they are unsatisfied in any way with the SaaS provider; this encourages the provider to work harder to keep users happy.
- Weak data protection. About 60% of respondents are worried about weak security measures. UpsideLive uses the latest technology along with 128 SSL data encryption to ensure sensitive data is protected.
- Unreliability. A common misconception is that SaaS provides intermittent service. In reality, UpsideLive's servers have 99.9% uptime through extensive network redundancy.

## Solution Overview

UpsideLive is a comprehensive contract management solution offered as Software as a Service (SaaS). It is ideal for small and medium enterprises (SME) as well as larger companies not wanting to invest in costly IT resources to manage a traditionally installed solution.

Completely web-based, UpsideLive offers 24-7 access to vital documents requiring only an internet connection and a standard web browser. The user-friendly interface allows for quick user adoption.

UpsideLive enables users to manage the complete contract lifecycle effortlessly online. Templates help to standardize contracts and cut down on contract creation time. The central repository provides a secure location to store and organize contracts. Alerts and notifications ensure important deadlines are not forgotten. Reporting and compliance tracking keep users on top of contract progress.

With UpsideLive, users benefit from a low monthly/annual fee, free upgrades and quick deployment. UpsideLive is the solution for companies seeking flexible, yet comprehensive contract management.



## Traditional Installation Advantages

Software that is installed on the client's own server entails a great deal of user buy-in and commitment. Once the client-installed software is deployed, users experience many advantages such as:

- Configurability. Software installed on the premises provides users with greater ability to tailor functionality to their unique business needs.
- Standardization of business practices. A traditional software installation encourages companies to re-evaluate their existing processes to enforce consistency enterprise-wide.
- Ownership and control. The client is in charge of ensuring their system requirements and technology is up to par and can manage their application as they see fit.

## Traditional Installation Challenges

Before committing to software installed on the premises, users should be aware of the following challenges:

- Time intensive. A traditional installation is more complex than a SaaS solution and may take several weeks or months to implement.
- Requires team of dedicated resources. As the software is kept on the client's own system, IT specialists must manage their own upgrades and ongoing maintenance.
- More costly/requires larger budget. The complexity of a client-installed system means that more resources and time are invested driving up costs.

## Conclusion

Whether your organization chooses SaaS or traditional installation, Upside Software has a solution to meet your contract management needs. Upside Software has extensive experience in both models and has almost 300 customers (the most of any provider in the CLM market).

## About Upside Software

Founded in 2000, Upside Software is a profitable, rapidly growing software company. Upside Software is the leading provider of Contract Lifecycle Management (CLM) solutions.

Customers use Upside Software's suite of products to confidently perform Contract Management, Commitment Management, Sourcing & Procurement, and Invoice & Billing management activities.

Upside Software's products address the needs of companies of all sizes. Customers realize significant cost savings while improving customer and supplier relationships. Upside Software's solutions typically provide a full return on investment (ROI) in under a year.

Get started using UpsideLive now with our **Free Trial!**  
*No risk. No obligation.*



For more information on UpsideLive, visit: [www.upsidelive.com](http://www.upsidelive.com)  
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