

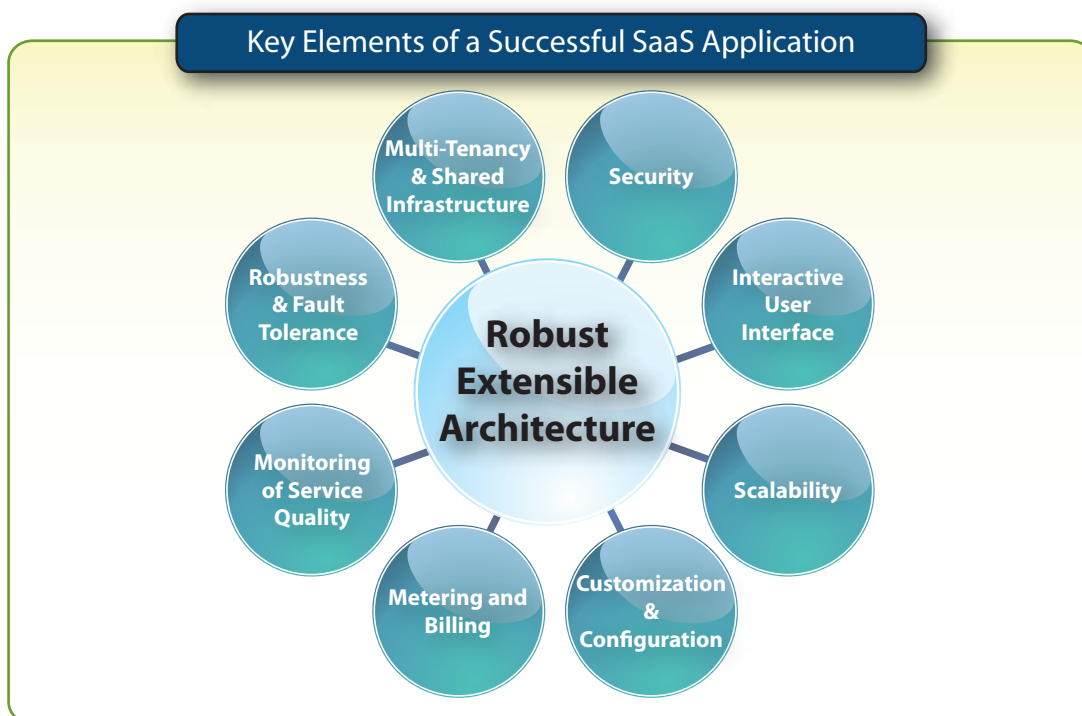


Re-engineering Applications for SaaS Enablement

Introduction

According to Gartner and IDC, by 2012 Software as a Service (SaaS) will be the dominant manner for purchasing new business applications. Unfortunately, many traditional on-premise ISV's are struggling to transition to a service based software delivery model. Among the many complexities involved in transitioning to SaaS, application readiness is among the most important. SaaS applications are significantly different from standard business applications. Successful SaaS applications are built as multi-tenant, meta-data driven applications that are shared across multiple clients. These applications need to be scalable, robust, secure, and highly available for business users to have confidence in these services.

At Ekartha, we help ISV's enable their applications for SaaS at a rapid pace. We work with you using a rigorous framework to review your current application in order to assess risks, architecture issues, and development constraints with respect to your SaaS enablement goals. We provide an array of services to address the complete SaaS lifecycle, and help you release your service to the market with confidence.



Many of the functional, scalability, operational, security, and support requirements critical to a SaaS offering are not addressed in traditional software development.

Service Highlights

Understanding your SaaS Vision

Before beginning the SaaS enablement and re-engineering process, we work with you to understand your SaaS vision and goals. During the initial engagement effort we:

- Conduct a thorough technical walkthrough to understand the precise requirements of your SaaS application. Our architects and engineers work with you to determine the areas that can impact your SaaS enablement. A list of these areas include:
 - Application Tenancy requirements
 - Scalability & Resource Management goals
 - Security Requirements
 - Billing and Metering needs
 - Order and Provisioning Requirements
 - Qualitative goals for the application
 - Application Hosting & Infrastructure Needs

We work collaboratively with your team to determine important business drivers and identify key re-engineering goals for the release of a successful SaaS application.

Architecture Review

Building SaaS applications is quite different from building regular applications. Unlike regular applications, successful SaaS applications are built as single instance, multi-tenant applications that are shared across multiple customers on a common hardware and software infrastructure. Furthermore, many of the key functional, scalability, operational, security, and support requirements critical to a successful SaaS offering are not addressed in traditional software development. This can impose significant constraints in adapting traditional application architecture to SaaS. As part of the re-engineering effort:

- Our engineers work with you to do a detailed review of the architecture and pre-existing software components, and determine their usefulness in the new SaaS application. We provide you a gap analysis on where the architecture is lacking, and the specific changes needed.
- We analyze the application source code to assess specific changes that may be needed in order to re-use existing components, and identify components that need to be completely rebuilt.
- We help you identify appropriate third-party software components and frameworks that may help you reduce the development effort and time to market.

SaaS Enablement Roadmap & Maturity Model

After the initial architecture review, we help you develop a proper SaaS re-engineering and enablement roadmap taking into consideration factors like business goals, time to market, costs, risks, and resource considerations. Furthermore, developing a mature SaaS application is a continuous process. Application maturity is hard to achieve in the first release of the service, but we work with you on a continuous basis to evolve your application towards increased maturity. In general, mature SaaS applications are well architected, multi-tenanted, scalable, configurable, and customizable at tenant level, and support considerable operational automation. Service providers can reduce their operations and delivery costs considerably by continuously evolving their application towards higher maturity.

Iterative Development & Release - The Agile Way

Iterative Development and Release using a robust Agile process is paramount to reducing risks of SaaS re-engineering. Initially, architectural changes may take more time, but we strongly emphasize incremental monthly development, testing and release of software. This allows us to receive continuous feedback, and reduce the risks of SaaS re-engineering and enablement.

Application Delivery, Management & Support

Ekartha provides comprehensive cloud infrastructure and data center services through its market leading data center partners. Applications are fully managed by Ekartha staff, thus relieving you of the operational and infrastructure management chores associated with application delivery. Our services include:

- Application management to take care of daily tasks like troubleshooting, building and deploying new code releases, database administration and management etc.
- Application monitoring of the availability and performance of your SaaS applications to ensure they are functioning properly and delivering excellent performance.
- Level 1 and Level 2 problem resolution across the complete software and hardware infrastructure of your SaaS application.
- Strong SLA to provide you the confidence that your SaaS or Internet application is always up and serving your customers.



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About Ekartha

Based in Great Neck, New York & Pune, India, Ekartha provides Rapid Design Development and Delivery of SaaS and Internet applications. Ekartha's solutions provide companies significant cost reductions, and allow them to focus on their core business growth, rather than development and operations activities associated with SaaS and Internet applications.