Transformational Value of Cloud for your business

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Transformational value of cloud

- Lowers Costs
- Enhances Business Agility
- Improves Business Continuity
- Reduces Time to Value
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## On-Premise vs. Cloud

<table>
<thead>
<tr>
<th><strong>Upfront Costs:</strong></th>
<th><strong>Deployed On-Premise</strong></th>
<th><strong>Deployed on Cloud</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large investment required</td>
<td>Minimal upfront costs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>How Financed:</strong></th>
<th><strong>Deployed On-Premise</strong></th>
<th><strong>Deployed on Cloud</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Capital expense</td>
<td>Operating expense</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Variability:</strong></th>
<th><strong>Deployed On-Premise</strong></th>
<th><strong>Deployed on Cloud</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Varies by factors such as number of updates needed, revenue, etc.</td>
<td>More predictable – and you always have latest version (Software as a Service / SaaS)</td>
</tr>
</tbody>
</table>
On-Premise to Software as a Service: Changes in Cost Structure and Ownership

<table>
<thead>
<tr>
<th>Category</th>
<th>On-Premise</th>
<th>Hosted</th>
<th>Hosted</th>
<th>SaaS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hardware</td>
<td>Applications</td>
<td>Data</td>
<td>Applications</td>
<td>Data</td>
</tr>
<tr>
<td>IT Resources</td>
<td>Middleware</td>
<td>O/S</td>
<td>Middleware</td>
<td>O/S</td>
</tr>
<tr>
<td>Software Licenses</td>
<td>Servers</td>
<td>Servers</td>
<td>Servers</td>
<td></td>
</tr>
<tr>
<td>Software Maintenance</td>
<td>Storage</td>
<td>Storage</td>
<td>Storage</td>
<td>Networking</td>
</tr>
</tbody>
</table>

- **Own/Manage**
- **Subscribe**
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Business Agility: Cloud ERP Improvements

- Decrease time it takes to make decisions: 23% (Cloud) vs. 18% (On-Premise)
- Decrease cycle time of key processes: 24% (Cloud) vs. 16% (On-Premise)
- Improvements in complete, on-time delivery: 25% (Cloud) vs. 17% (On-Premise)
- Improvements in profit margins: 21% (Cloud) vs. 7% (On-Premise)

Source: Aberdeen Group, “The Benefits of Cloud ERP: It’s About Transforming Your Business”
Business Agility: Benefits of Cloud

- Focus on Core Competencies
- Improve Capital Allocation
- Upgrades Included
- Deploy Globally and Scale to Requirements
- Managed Disaster Recovery and Infrastructure
- Best Practices Security on Amazon Web Services
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Managed infrastructure

**Benefits:**
- Simplified IT infrastructure management
- Worry free upgrades
- Clearly defined roles and responsibilities
- Transparent, predictable pricing
- World Class Provider

**Do More with Less/Same**

**Focus on Innovation**
Best practice & security compliance

Benefits:

- Security policy that focuses on ISO 27001 standard
- Encryption using mechanisms like TLS/SSL, PGP and secure FTP
- Server authentication through digital certificates
- Industry Compliance
Redundancy, Replication, Recovery

Benefits:
- Thorough redundancy of power, and equipment
- Data backed up to off-site data centres
- Guaranteed server availability, 24/7/365
- SLA’s for application uptime, disaster recovery, response time to incidents
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Time to Value: On-Premise vs. Cloud

<table>
<thead>
<tr>
<th></th>
<th>On-Premise</th>
<th>Cloud</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Months</td>
<td>11</td>
<td>7</td>
</tr>
<tr>
<td>until First Go-Live</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>27</td>
<td>7.1</td>
</tr>
<tr>
<td>Average Months</td>
<td></td>
<td></td>
</tr>
<tr>
<td>until ROI/Payback</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Infor CloudSuite: - Effective Business Solution

- Built for Industry
- Engineered for the cloud
- Continually innovated
- Delivered securely in the cloud
- 99.5% available
- Always kept current
Infor CloudSuite Industrial

Micro-vertical Analytics

Implementation Accelerator
Industry business processes pre-configured database & solution

Infor Ming.le™ + ION
Comprehensive solution for social collaboration, process improvement and contextual analytics
Implementation Accelerators: Reduce Risk & Cost, Realize Value Sooner

Traditional Implementation Approach

- Longer and expensive implementations

Pre-configured application
- Industry content
- Process flow and test scripts

Implementation Accelerators
- Faster time to value
- Lower cost
- Reduced risk

Value Realization (begins sooner)
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Thank You