

HOSTING WITH AVIONTÉ

Becky Fox • Hugh Gilpatric
Pete Jacoby

AGENDA

- The move to SaaS and why
- Common concerns switching to host with Avionté
- Client Testimonials
- Questions

See page 32 of your booklet.

THE MOVE TO SaaS

- What is SaaS?
- Why are we moving to it?
- What does it mean for you?
- Process to move SaaS

What is SaaS?

SaaS: Software as a Service

A software distribution method in which provider gives customers access through the Internet to applications, usually ones developed and owned by the provider.



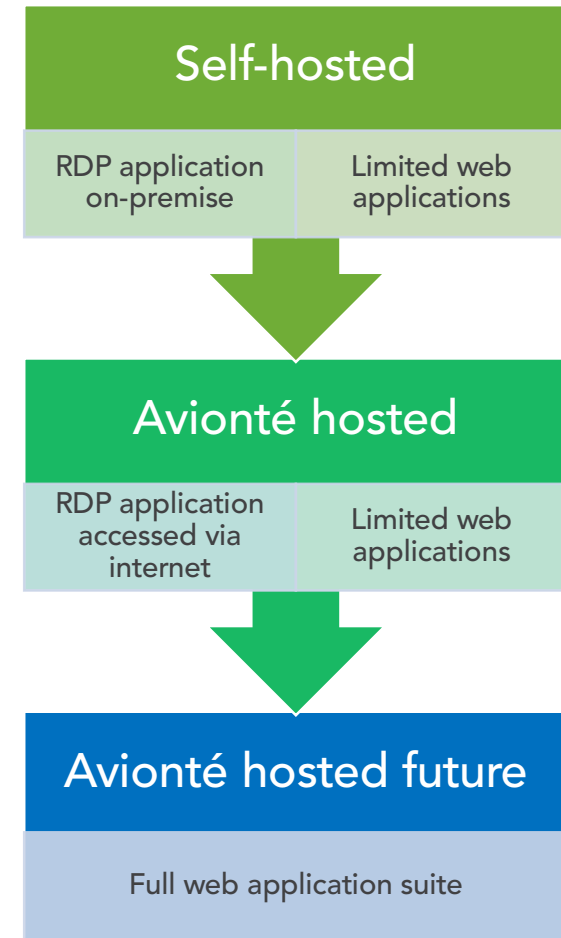
Why SaaS?

- Internet-based access to the software means your team can be productive anywhere
- Enables modern web UIs and mobile
- Avionté upgrades the software regularly; you'll have access to the latest innovative features every month
- "Pay as you go" subscription model
- No management of datacenters or servers; uptime and security concerns are handled by Avionté



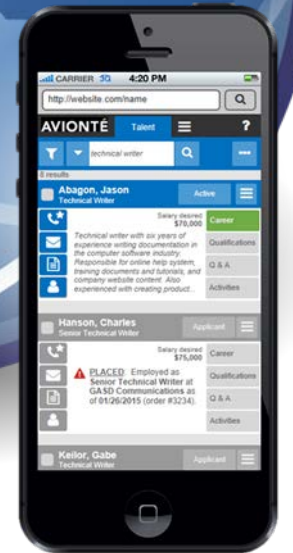
The move from Hybrid to pure SaaS

- Avionté's product has been offered as Hybrid SaaS, with on-premise or cloud hosted delivery
- The move to web-based applications is incompatible with our self-hosted delivery model
- To receive future product innovations in Avionté's web-based applications, self-hosted customers must migrate to Avionté hosting
- Self-hosting will not be supported at a future date, and software licenses will expire
 - We honor your investment with perpetual hosting discount on purchased licenses
 - Two tiered pricing that allows subscription beyond licenses previously purchased



The transition to web applications

- Moving to Avionté hosting enables you to receive new innovations in our web applications
- We release functionality in our web applications every month
- Key upcoming features
 - Order Management
 - Report Writer
 - Open API
 - Cloud hosted reporting database



YOU SPOKE, WE LISTENED

Common Concerns to Moving to Hosted

Common Concerns to Avionté Hosted

- Access to data for queries and custom reports
 - Ad Hoc reporting is provided through Technical Services today
 - APIs are being developed for mass data export to external reporting and BI tools
- Custom Integration
 - API development is underway with a dedicated development team
- Performance
 - Resource governing is in place to ensure performance of your database
 - Performance improvements benefitting all customers are deployed in our monthly releases
 - Challenges in diagnosing performance issues in self-hosted environments are not present in hosted environments

Common Concerns to Avionté Hosted

- Data Security and Ownership
 - You own your data! Avionté is contractually obligated to provide an export of your data, even if you are no longer a customer
- Price
 - Per-seat licensing is higher, but remember – you no longer have to pay for your own servers or software maintenance!
- Difficulty of transition
 - Avionté has successfully migrated many customers; our implementation team has experienced project managers ready to help you through the journey to Avionté Hosted

Disaster Recovery – Are You Prepared?

- If you haven't tested your backups – you don't have backups!
- Do you have a DR site?
- Do you have a secure server room?
- Do you have backup power?
- Are you fully redundant?
- Are you at risk for ransomware?



CLIENT TESTIMONIAL

CONNECT 2018

Scott Fiore

Vice President & Partner
Tristarr Staffing



- Scott has been a partner at TriStarr for over 22 years, where he oversees the day-to-day operations of the Staffing and Professional / Direct Hire Recruiting divisions of the business.
- Scott provides consulting to clients specifically in Personality & Behavioral Assessments in selection and team dynamics. He also provides consulting services to non-profit organizations' search committees for Executive Director, President and other senior leadership positions.
- Scott is an active member of the Lancaster County community, having served on several boards and serving currently on the board of the Lancaster Chamber of Commerce and Industry and the United Way of Lancaster.
- He lives in Lancaster with his wife and has three children, a daughter, 25, (and off the payroll!!), a daughter, 22, and son, 18 – both in college.

Dennis Irvine

Principle

Pro Outsourcing, Inc.



- Dennis has been managing Pro Outsourcing for 12 years where he oversees the overall day-to-day operations of the business. Considering the company started as an accounting resource serving companies in the staffing industry he has put his CPA license to good use!
- Dennis also graduated from Columbus State University earning a BBA.
- He lives in Columbus, GA and has three children; a daughter, and two sons. He is an proud grandfather of 2 active grandsons. He loves four wheeling, kayaking, traveling, and is a self-confessed Starbucks junkie.



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