

## The Need

There is a lot to consider bringing any product to market and a SaaS product is no exception. The key features, technology, and user experience are of course at the top of considerations for software vendors in or coming into this market.

But - what about all the business and technical operational details? Do you have all your bases covered? Have you built the reports and processes you need for day-to-day operational processes into your application?

Are there tools and services that might make your time-to-market and costs less of a burden?



Are you considering new technologies, platforms, or methodologies that could leave you in uncharted waters?

Do you feel like you need an experienced, outside appraisal of your market readiness - at whatever stage of development you are in - that will point out possible problems and provide specific recommendations for your situation?



## The Solution

Scio offers a SaaS Readiness Audit that can answer this need in a few web conference calls and provide a report and documented recommendations in a few days.

The audit includes specific questions on a broad range of technical and business issues every vendor considering or developing a SaaS product should evaluate:

Scio Consulting International, LLC  
6580 Via Del Oro  
San Jose, CA, 95119  
Tel: 1 800 642 6134  
Fax: 1 831 309 5803

- > Market Analysis
- > User Experience
- > Value Chain
- > Marketing Plan
- > Pricing
- > Sales Model
- > Sales Compensation
- > Sales Plan
- > Technical Operations & Maintenance
- > Audit Trails & Compliance
- > Customer Support Operations
- > Documentation & Training
- > Product Management
- > Operational Budgeting
- > Development Methodology
- > Development Platform
- > Application Architecture
- > Infrastructure Architecture
- > Security & Reliability
- > Contingency Readiness

The audit can cover the entire range of subjects or can be limited to your areas of specific concern. The audit team consists of top technical and business consultants with broad, proven field experience.

The engagement is limited, the scope is planned and specific, and the results are actionable and documented in a report.

## Our Approach



Rather than using a subjective audit approach, Scio has built a system that is based on one question: Is the area under examination complete and ready to go to market ?

Each subject area includes a range of questions from our field experience designed to bring out the issues that can sink or cause serious harm to a market launch.

It is tailored to your market stage - whether you are investigating, planning, developing or currently have a product in the market.

The audit itself can be completed in a day or over a series of days with you and key members of your team. Our team uses pre-developed checklists and online tools to gather results quickly and efficiently. It is a planned process to cover all the potential issues that can be encountered in bringing a SaaS product to market.

The final report includes a presentation, results for each question explored, gathered documentation, notes on key areas and recommendations for specific actions you can take to deal with issues.

## Key Value - Added Elements

Scio is a specialized consultancy and development group with proven experience designing, developing and maintaining SaaS applications. Our experience in the field is over a broad range of verticals and with many different approaches to delivering Software as a Service.

Based on this experience, your audit results will reflect specific issues you need to address based on industry best practices and field-proven approaches. More than just a cold report, the engagement is planned to provide an interactive dialogue that will expose issues and help bring awareness to your team in the process.