

Picking the Right Deployment Option

Choosing a new incentive compensation system comes with some choices about deployment models. Cloud versus On-Premise? Single-tenant versus multi-tenant? Your focus should first and foremost be about the value of the solution but Varicent realizes that customer situations vary, so it's important to have multiple options.

When it comes to deployment options, Varicent offers the same software regardless of the deployment option that's selected. But first, some definitions:

Cloud: The server environment is hosted by the vendor.

On-Premise: The hardware and software resides within the customer's IT environment.

What's Right for You?

The right deployment option for you is based on several factors. The Cloud model appeals most to companies looking for a reduced burden on their IT group. For example, customers sometimes don't want to spend IT's time installing, managing, supporting, and maintaining the SPM application. A single-tenant cloud option is available as well for customers that prefer dedicated computing server environment but want Varicent to host it.

In general, Varicent has found that on-premise deployments are best suited for companies wanting to leverage their existing IT infrastructure and investments. Plus, it's often chosen by companies wanting the most in terms of control (e.g. upgrades, sizing, maintenance, etc.). The company's transaction volumes and IT policies also sometimes come into the equation.

What about Pricing Models?

Pricing models are a different topic than software deployment options. To meet the requirements of different customers, Varicent offers both subscription and perpetual license pricing models. In fact, Varicent customers can combine subscription pricing with an on-premise deployment.

Final Words of Advice

Select a software solution that best meets your needs in terms of features and value delivered. Remember that software architectures and delivery models are just part of the story. But it's good to have options. With Varicent, customers can elect to begin with a cloud solution and eventually migrate to an on-premise solution – or the other way around.

Talk to a Varicent representative if you'd like more information on delivery models and their pros and cons.

ABOUT VARICENT: Varicent provides incentive compensation and sales performance management (SPM) solutions for medium to large organizations globally. Our solutions help organizations close the gap between business strategy and sales performance. Our innovative solution automates and accelerates all of the core SPM processes – incentive compensation, territory management, quota planning, and channel management. With Varicent, organizations dramatically reduce sales administration costs, accurately match sales capacity to targets and drive improved sales performance.

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