

## Software As A Service To Enhance and Enable Client Success

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- A quote by Microsoft Canada's [Eric Gales](#), vice president of small business and midmarket solutions and partners.
- “And who will benefit most from the industry pursuit of simplicity-driven, cost-reducing innovations in IT? Small businesses, of course!”

## What is SAAS?

- A piece of the technology Gales refers to is Software As A Service (SAAS)
- Applications (programs) run on a server
- You access the applications via the internet
- How many have logged on a server today?

## What does it mean to you?

- Access to proven technology long in use by “big business”
- Un tethers you from your office analogous to the cell phone revolution
- Makes your Business Information (BI) available for your use
- Simplicity-Driven Cost-Reducing IT

## Why SAAS

- Google, Microsoft, IBM, HP
- Increasing importance of Business Information
- Business happens 24/7
- Need for external information
- Speed of change
- Pressure on profit margins

## AgCompass as provider of SAAS

- Five years of history
- About 100 users
- Focus on small, ag oriented business
- Customized service
- Broader IT support
- We add value

## Where is AgCompass Going?

- We are approaching the tipping point in our niche market
- We want another 150-200 server users
- Consultants bring your clients
- Clients bring your consultants
- We want server clients
- We are not looking for consulting clients

## Where is AgCompass Going?

- Expand our services
- Promote collaboration
- Stay ahead of the curve in bringing our server clients technology that adds value
- What are your needs, comments, questions

## What will it take to “Git” you?

- Contact us with your questions
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- Kick the tires and try it 90 days for free