

# Are you set up to handle the “New Normal”? **Quickly take your Sage on-prem to the Cloud!**

---

*Presented by:*

Bob Hollander, Swizznet

## Learning Objectives

---

- ✓ Understand the advantages of a Hosted Sage offering and how it differentiates from an on-premise deployment
- ✓ See the user experience and ease of use of Sage Hosted Cloud.
- ✓ Outline challenges and experiences clients are facing and their results of moving to a Sage Hosted Cloud solution

# AGENDA

- *Who is SWIZZNET*
- *The “New Normal”*
- *Sage in the Cloud: How it Works*
- *SWIZZNET **Rapid Deployment Services***
- *Demonstration*
- *Client Experience*

# SAGE & SWIZZNET PARTNERSHIP



Developed by an established multi-office CPA firm in 2007



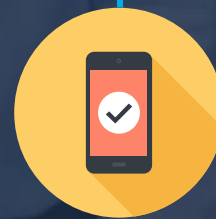
Current DPP partner for Sage 300 Construction & Real Estate, Sage 100 Contractor, Sage Estimating & Sage ERP



Offering a turn-key cloud solution for desktop products



Partnered with Sage in 2014



Joint ongoing testing and solution partnering



Authorized  
Partner

**SWIZZNET**  
HOSTED ACCOUNTING SOLUTIONS

# SWIZZNET TECHNOLOGY

- *Enterprise Grade Security*
- *Choose Private, Microsoft Azure or Google clouds*
- *Diverse, Redundant Data Center Regions*
- *Canadian deployment center for Azure users*
- *Standard or Platinum disaster recovery plans*
- *HIPAA compliant Google Cloud*
- *SOC I, II*
- *PCI compliant services*



Google Cloud



Authorized  
Partner

**SWIZZNET**  
HOSTED ACCOUNTING SOLUTIONS

# THE "NEW NORMAL"

*Previously*

## Corporate Model

Hosted Onsite:  
DIY IT & Servers  
DIY Support  
Access from your  
Desktop

*Recently*

## Hybrid Model

Hosted Onsite:  
DIY IT & Servers  
DIY Support  
Access from your  
Desktop

Cloud Services:  
SaaS Applications  
Hosted Applications  
3<sup>rd</sup> Party Support  
Remote Access

*Right Now*

## Work-From-Home

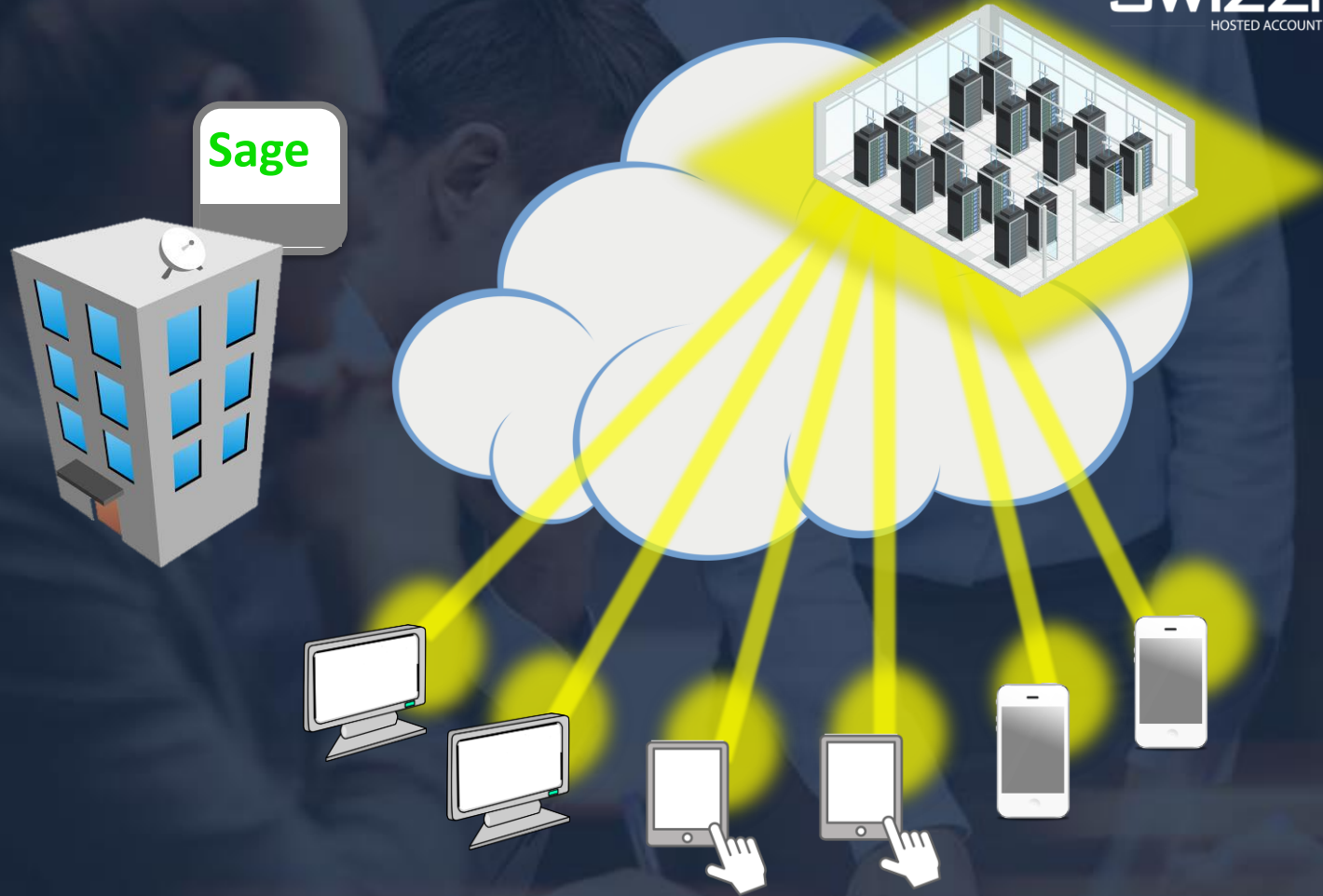
***Remote Access  
Now!***

24x7x365  
Access from  
Anywhere and  
Any Device  
to Critical Apps



# Sage applications in the Cloud

**SWIZZNET**  
HOSTED ACCOUNTING SOLUTIONS



1. Sage software at your HQ
2. Install in Swizznet Cloud
3. Swizznet RDS Technology
4. Install RDS on devices
5. 24x7x365 Access from anywhere

# Sage applications in the Cloud

SWIZZNET  
HOSTED ACCOUNTING SOLUTIONS

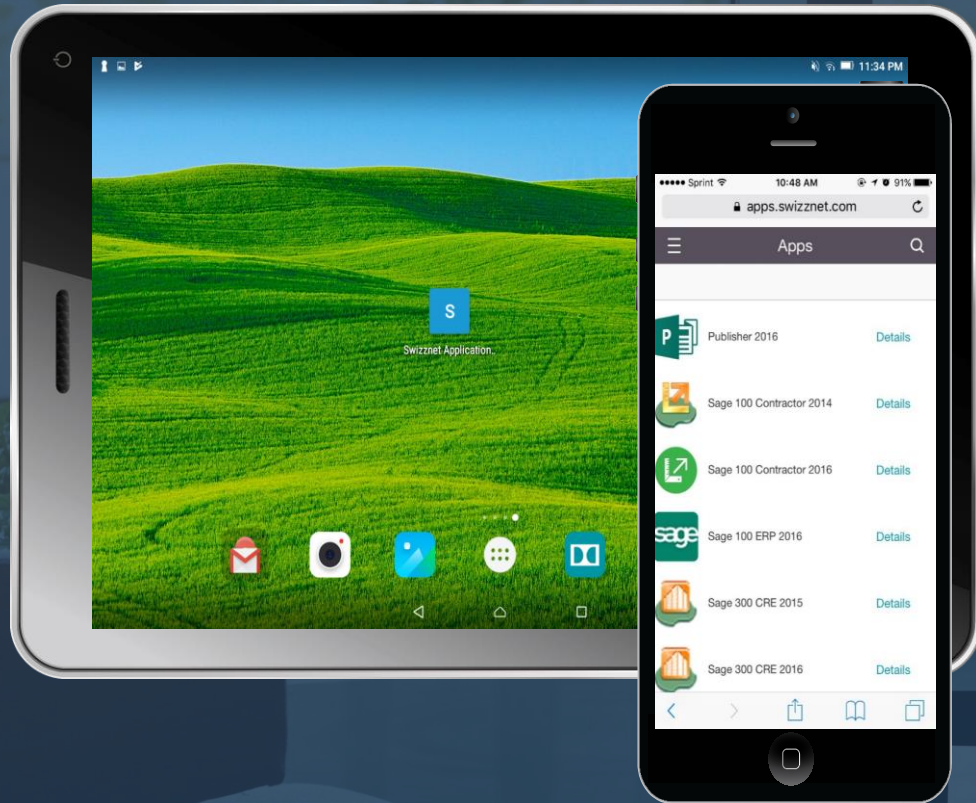
Sage



- Exact same **Sage** software
- Secure, redundant data centers
- Enterprise-class security
- Backups and disaster recovery options
- 3 ways to Access
  - Remote App
  - Full Desktop
  - HTML 5



# FEATURES



## Anytime, Anywhere, Any Device

Mac, PC, & mobile access

## Integration with Any App

Full integration of CRM & business applications

## Your Tailored Cloud

Customized environments with scalable resources

## No Sleepless Nights

Ultimate Reliability with 99.95% Uptime SLA

## Disaster Recovery

Automated daily backups

## Bank-Grade Security

Data centers in geographically diverse regions and PCI compliance

# SWIZZNET **RAPID DEPLOYMENT SERVICES**

- *Swizznet teams with OnPoint Consulting*
- *Interactive consultation*
- *Expert Sage resources*
- *Servers available in 1-2 days*
- *Onboarding support and training*

**SWIZZNET**  
HOSTED ACCOUNTING SOLUTIONS

# SWIZZNET ***OBSESSIVE SUPPORT***<sup>®</sup>

24/7 US-Based  
Support

---

Real-time  
Monitoring

---

Zero IT  
Headaches

---

A man with a beard, wearing a light-colored shirt, is sitting at a desk in an office. He is smiling and looking at a computer monitor. His hands are on a keyboard and mouse. The desk has some papers and a laptop. In the background, there are large windows showing a city view. The entire image has a dark blue overlay.

# LIVE DEMO

---





# CLIENT EXPERIENCE

## CUSTOMER CHALLENGE

- Concerns on keeping a healthy and safe staff and providing service for their customers
- Restrictions with need for remote workforce
- No current option for employees to access Sage software and applications remotely
- Overwhelmed by how to do this and maintain business continuity

## RESULTS

- Cloud environment with work from anywhere, anytime set up in less than 3 days
- Seamless experience for Client
  - Same look and feel they are used to with just a different way to login.
  - 24x7x365 US Based Obsessive Support
  - Secure, fast, and reliable environment
- Business Continuity with peace of mind



Authorized  
Partner

**SWIZZNET**  
HOSTED ACCOUNTING SOLUTIONS



## Recap

---

- ✓ Understanding of Sage Hosted Cloud Environment with Swizznet and how it differentiates from on-premise
- ✓ Understand the look and feel of Swizznet's Hosted Sage Offering and ease of use
- ✓ How it's helping clients be flexible and provide business continuity during these times.

## Resources

---

- We appreciate your feedback!
- A link to the session recording will be sent to you.
- Visit our website for additional resources:
  - [Free Sage 300 CRE Procedure Guides](#)
  - [Free recorded Sage 300 CRE webinars and videos](#)

**Contact us:**

[clientcare@onpoint-software.com](mailto:clientcare@onpoint-software.com)

[www.onpoint-software.com](http://www.onpoint-software.com)

**Thank you for being here!**