

# USING SOFTWARE AS A SERVICE FOR INNOVATIVE GOVERNMENT

## What is Software as a Service (SaaS)?

SaaS is a software distribution model where applications are hosted offsite, by a service provider and made available to users via a network, typically the Internet.

For many state and local governments, SaaS will revolutionize the way they manage their IT infrastructures and ultimately better serve the public.

## SaaS at a Glance

2014

30 million SaaS Installations Globally

Software Subscription Revenue by Category (US\$ bn):



2015

40 million SaaS Installations Globally

Software Subscription Revenue by Category (US\$ bn):



2016

60 million SaaS Installations Globally

Software Subscription Revenue by Category (US\$ bn):



- Key**
- Enterprise Process Apps
  - BI & Information Mgmt.
  - Enterprise Vertical Apps
  - Desktop Applications
  - IT Mgmt.
  - Security

2017

AND BEYOND:

\$2.4bn

in expected federal government-wide spending on SaaS in 2017, with a similar trend emerging at the state & local levels.

via gssfedsales

## SaaS in State & Local Government

38%

of state and local governments reported that their primary data center fully meets their needs in 2015

via Center for Digital Government

59%

of states and localities said they had a failed or problematic project due to inadequate IT infrastructure

via Center for Digital Government

46%

of local and state IT leaders are planning to or already using cloud computing services

via Center for Digital Government

70%

of state and local IT leaders who are planning to or already using cloud will use web applications

via Center for Digital Government

### the Benefits of SaaS

#### Easier IT Administration

There is no need to load software on individual devices or workstations, and no need to maintain an onsite server.

#### Accessibility

The application is available anytime, anywhere, on any device

#### Scalability

As organization needs expand, the application can scale to more users and devices with minimal investment or labor

#### Cost Savings

Because the cloud service provider takes care of storage and maintenance, organizations spend less on IT, and they only pay for what they use

#### Security

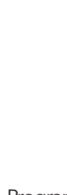
Vulnerabilities and patches can be updated in real-time, across an enterprise

Q: What categories of services have you migrated or do you plan to migrate to the Cloud?



47%

Storage



29%

Program/Business Apps



37%

GIS



63%

Email & Collaboration

via NASCIO

SaaS in action in

## KANSAS CITY

By August 2015, the Kansas City Board of Public Utilities (KCBPU) will use Oracle's cloud-based financial application, Fusion Financials ERP, to manage supply chains and accounts payable. In the second phase of the deployment, KCBPU will also move their human capital resource management functions to the cloud service.

### Benefits of using SaaS at KCBPU

- Reduced IT maintenance demands
- Better financial visibility
- Speedier updating process
- Enhanced disaster planning and redundancy

*[SaaS] allows our agency, IT and myself to work on specific tasks that benefit our customers, verses being intermeshed into the maintenance of technology.*

- Paul Paused, Director of IT, KCBPU



\$1.8mm

million expected savings over 5 years



22

servers eliminated from local infrastructure

## contracting FOR SAAS

47%

of government said security is their biggest concern when purchasing cloud services but almost 80% said they would be more confident if cloud services were certified by a government body

via KPMG

72%

of state and local IT leaders would consider using collaborative agreements to procure cloud services

via Center for Digital Government

58%

of state and local IT leaders think existing contract vehicles to provide cloud services is very important to vendor selection

via Center for Digital Government

## DLT & Oracle as SaaS Partners

DLT Solutions offers a variety of Oracle SaaS products through a contract with U.S. Communities, the leading national government purchasing cooperative providing procurement resources and solutions to local and state government agencies.



Leverage in-depth knowledge of government mandated requirements and initiatives.



Acquire best fit SaaS solutions that meet specific agency needs.



Contract with ease through the U.S. Communities Government Purchasing Alliance.



Procure with confidence, knowing that U.S. Communities' third party audits and participants receive best overall value.



with

