



**SAGE MAS 90   SAGE MAS 200  
SAGE MAS 500**

**APPLICATION SERVICE PROVIDER (ASP)**

**BENEFITS OF THE  
SAGE SOFTWARE / IBM ASP  
PROGRAM**

- Provides outstanding security
- Improves cost effectiveness
- Maintains your company's focus
- Keeps pace with technology
- Offers proven experience
- Enables quick implementation



**Deploy Sage MAS 90, 200, or 500 Over the Internet**

Through the years, businesses and individuals alike have become accustomed to purchasing their own software and installing it on their own hardware. Technology has evolved at an astonishingly rapid pace and, consequently, this practice is slowly yielding to what industry experts agree may be the future of computing: Application Service Providers (ASPs). As with other technologies surrounding the Internet, Sage Software is proud to be at the forefront of the accounting and business management software industry, offering this exciting option to our customers.

Traditionally, an ASP is defined as "a business that provides the hardware and software infrastructure to run and manage another company's software applications from an offsite location." At Sage Software, we are teaming with IBM to provide a solution in which our Sage MAS 90, Sage MAS 200, and Sage MAS 500 ERP systems are provided to customers and hosted offsite at secure, state-of-the-art locations.

For certain companies, the advantage of the ASP model can be very cost effective. Aside from segmenting your software cost into predictable payments, you can also effect large hardware, administration, and support cutbacks. Indeed, companies that have chosen ASP hosting have significantly reduced and sometimes completely eliminated the need for an expensive and hard-to-staff Information Technology (IT) department.



# Sage MAS 90, 200, and 500

## Application Service Provider (ASP)

*"Sage MAS 500 works very well in an ASP model. It allowed us to get up and running in half the time we'd originally expected. Overall support costs are much less when they're handled externally, too."*

Bill Baxter  
Corporate Information Services Manager  
Fortune Brands, Inc.

By associating yourself with Sage Software and IBM—leaders in our respective businesses—you ensure that your company can always be equipped with the latest hardware and software available.

ASP offers several supplementary advantages that can be found below. Additionally, we have described two types of businesses that we feel are ideally suited for our ASP program. If you feel your company fits into one of these categories, or if you would like to learn more about the Sage Software ASP solution, please contact your Sage Software authorized business partner.

### Who can benefit from the Sage Software ASP program?

1. Start-up companies that may not be able to afford enterprise-class systems or any company that does not have the budget or resources to continually manage, update, and upgrade sophisticated software and hardware.
2. Established companies that do not have highly complex or customized business processes and therefore have the flexibility to modify their accounting and business management practices. This type of company may have a small in-house IT group, or they may have a large IT staff and are looking for ways to reduce labor costs.

### BENEFITS

#### Proven Experience

IBM is the world's leading information technology services provider. Likewise, when combined with our U.K. parent company the Sage Group plc, Sage Software is a world leader in business management software. Together, Sage Software and IBM provide a combination of hardware, software, service, and support that's second to none. Moreover, Sage Software has been certified by IBM's ASP Prime program, which tested the functionality and viability of Sage MAS 90, 200, and 500 products in an ASP environment.

#### Outstanding Security

IBM Global Services offers state-of-the-art hosting capabilities that put questions surrounding security to rest. Your data resides in a secure environment and is backed up regularly.

#### Cost Effectiveness

By utilizing a hosted solution, you may save significantly on your company's IT capital budget allocations. This includes a reduction in the costs related to hiring an IT staff, as well as the costs of purchasing vast amounts of network hardware and software. In an ASP environment, you can also enjoy the convenience of a manageable payment schedule.

#### Maintain Your Focus

Having your software hosted can free up valuable management time, otherwise dedicated to running IT departments. The ASP service picks up some or all of these tasks so your management team can focus on your company's core expertise and gain a competitive edge.

#### Keep Pace with Technology

With the ASP model you are afforded use of the latest version of our software. Additionally, with IBM as your host, you can rest assured that your hardware will be first class.

#### Quick Implementation

IBM is already fitted with our products and can have your company up and running, and even Web enabled, in a matter of weeks—not months.

