

# Sage Choices

CRM Software in the cloud or on-premise

## Sage CRM Software with a range of hosting options

Sage CRM Solutions offer choice to our customers, enabling you to choose whichever deployment or payment option best fits your business needs. You can choose to implement our solutions in-house, giving you full control and access.

Or you may choose to run your solution in the Cloud, ensuring you experience the most up-to-date package with no investment in IT experts or expensive hardware. Our payment options are flexible too, whether you wish to purchase outright or pay in a straightforward monthly fee.

Whatever you choose, you won't be locked in. We offer the flexibility to change deployment and licence options as your needs develop, whilst still delivering functionality that is strictly relevant to your organisation's needs.

## Choosing the right solution for your business

**Sage CRM:** Web-based system ideal for small to medium businesses needing easy to use customer relationship management software

- Easy to use and fast to set-up, it can be tailored to match your individual business needs, from simple start up to fully functional CRM
- Highly customisable and scalable platform, allowing you to grow the solution as needs develop
- Web-based interface, allowing access to vital customer information wherever you are in the world
- Available On-Premise or Cloud based, delivering to the right information in the right way for your needs

- Easily integrated with popular business productivity tools and other Sage applications
- Flexible payment options, meaning you can purchase outright or pay in an easy monthly fee

**Sage SalesLogix:** High end solution, ideal for medium to large businesses wishing to implement a customer relationship management strategy that can also support growth

- Adaptable, easily personalised and highly customisable, it can be tailored to match your individual user preferences and unique business needs
- Comprehensive pre-defined reports and templates to help you understand your customers and make informed decisions
- Available via popular mobile devices such as Blackberry, Android, iPad or iPhone so you can access to critical customer information on the move
- Available On-Premise or Cloud based, delivering to the right information in the right way for your needs
- Easily integrated with popular business productivity tools and other Sage applications
- Flexible payment options, meaning you can purchase outright or pay in an easy monthly fee



## Choosing the right deployment to meet your IT resource and business needs

Software hosted in the Cloud is the ideal choice if:

- You want to get up and running quickly
- You need some, but not full, customisation capabilities
- You have limited or no in-house IT skills or expertise
- You don't want servers to manage, databases to administer, and nightly backups to perform

Software hosted On-Premise is the ideal choice if:

- You want advanced integration and customisation capabilities
- You want a low total cost of ownership
- You have the in-house IT resources available
- You want to keep control of your data on your own site

## Choosing the right licensing option to meet your budget

Licensing refers to the terms and conditions of owning your software. The flexible payment options available with Sage mean you can choose to purchase your solution outright, or pay in an easy monthly fee no matter how you deploy the software.

### Perpetual Licence

- No set expiry date with payment upfront. The software licence allows you ongoing access to the version of your software indefinitely with only support and maintenance payments after the initial purchase.
- Perpetual licences have front loaded costs. Think of buying something like a car outright rather than leasing - great if you have the budget, with service payments and breakdown assistance moving forward.

- Only available for On - Premise deployments due to the nature of infrastructure costs when hosting your software.

### Subscription Licence

- Giving you access to the software, support and maintenance in 12 month terms paid annually or deferred into monthly payments.
- Removes upfront costs, and provides constant payment that you can easily budget for annually.
- Upgrades to new versions of the software and support and maintenance is included.
- Traditionally a Software as a Service payment option, we've introduced it to offer our customer more flexibility.

### Hosted Licence

- Available for Cloud based software and includes all hosting and maintenance costs paid annually or monthly.
- Hosted licences are a great option if you want a quick setup, without heavy customisation/ integration and you'd like the newest version when available without additional cost.
- Your costs are spread and hosting/hardware costs are inclusive.

## Did you know?

Over one third of FTSE 100 Companies use Sage solutions to improve a wide spectrum of business processes including CRM, ERP, HR, Payroll and Payroll Outsourcing.

