Moving to the Cloud

So, how do you get started? First, it is helpful to understand the various ways cloud software can be priced. There is the traditional licensing model where you make a one-time purchase to gain access to the software. There is the software-as-a-service (SaaS) model, where you pay a recurring fee to access the software. The SaaS model can also have seat- or usage-based pricing. Seat-based pricing is when you pay based on the number of people using the software. Usage-based pricing is when you pay based on the volume of software used (e.g., number of tests run, the amount of time the software runs, etc.).

Two major benefits of SaaS are the alternative pricing models and the motivation to keep it updated. Smaller companies may want to only pay for those who are using the software versus committing to a lifetime license for anyone who needs a license. Plus, with a subscription, the software company is motivated to keep the software up to date. Out-of-date or bug-riddled software means people will cancel subscriptions, driving down profit for the software company.

Cloud software represents a new and exciting field that offers many possibilities. Most importantly, it offers your MPS business the best way to work smarter, not harder. Make sure your business does not miss out on cloud software's vast potential for MPS. ■

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