



# **How Corent SurPaaS<sup>®</sup> Platform is driving Next-Gen capabilities for SaaS on Azure**



## How Modern Technology is driving Next-Gen capabilities for SaaS on Azure

### Agenda:

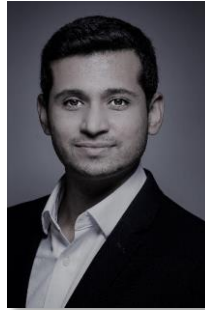
- 1 How ISVs can benefit from modern SaaS Technologies
- 2 Private SaaS option for CIO's of major enterprises
- 3 How modern technologies can transform any software application to SaaS—at lightning speed.

Whether your offering is SaaS or not SaaS, you can learn how our SaaSify capabilities can quickly take you to the next level!.

**a webinar on May 12<sup>th</sup>, 8:00 AM – 9:00 AM, Pacific**

**Will start in a few  
minutes**

# Speakers



**Ankur Sharma**

Sr. Product Mktg. Manager – US Azure, Microsoft  
ASharma@microsoft.com



**Sean Jazayeri**

Sr. Exec Strategic Alliances, Corent  
SJazayeri@corenttech.com

**Shafi Syed**

CTO and Co-Founder, Corent  
Shafi@corenttech.com



# In this Webinar, we will cover



- Why SaaS?
- What is next-gen SaaS?
- How to make your software, SaaS in days on Azure?
  
- What if my application is already SaaS?
  
- What is Private SaaS?
- What is Open SaaS?
- How to publish my application on Azure Marketplace, in days?
  
- Q&A

8:00 AM

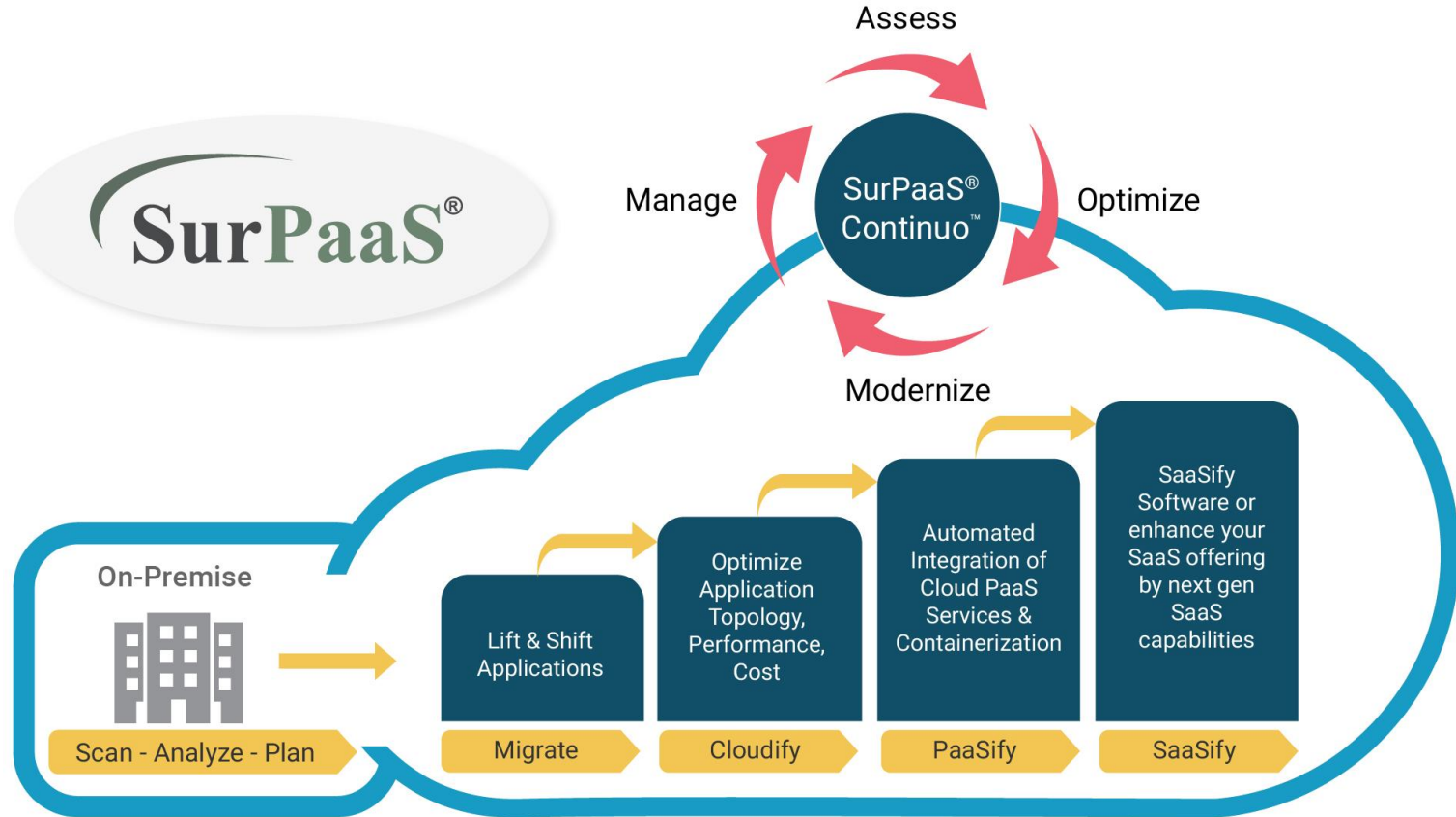
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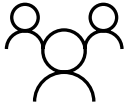
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# Corent SurPaaS® Manages the entire the Cloud Journey

Gold  
Microsoft Partner  
Cloud Platform



# SaaS delivers better experiences to more customers

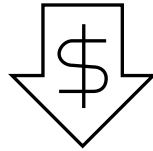


## Unlock new customer segments

- Lower customer adoption costs
- Lower operating costs
- Reduce technical requirements
- Lower cost to serve

75%

installation time reduction\*



## Reduce complexity and lower customer TCO

- Reduce upfront infrastructure costs
- Eliminate ongoing customer support costs

30%

savings on system costs\*

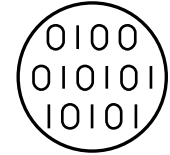


## Integrate new cloud services

- Deliver fuller features and capabilities
- Improve capabilities without diverting dev resources

50%

integrated cloud-based services into product\*



## Leverage aggregated data

- Derive new customer insights from usage data
- Develop and optimize at scale

10%

improvement to algorithms\*

# SaaS improves pace of product development



## Speed time to market

- Improve pace of product development
- Leverage greater visibility to customer usage
- Plan more structured update cycles through CICD

33%

Improvement in time to market\*



## Iterate faster with in-market pilots

- Experiment in-market and guide development
- Gather timely customer feedback

50%

Reduction in dev cycle\*

# Challenges can slow transformation to SaaS

## TECHNICAL CHALLENGES

Migrating software to SaaS

## BUSINESS MODEL CHALLENGES

Converting from conventional licensing to usage-based

## CUSTOMER CHALLENGES

Communicating pricing and contract changes



The logo for MAPR, consisting of the letters "MAPR" in white on a red rectangular background.

“We are very excited about the capabilities that Corent SurPaaS® offers us to better monitor, analyze and serve our customers. This allows us to offer more innovative options to customers such as subscription based, flexible, or dynamic pricing models our customers demand!”

Lisa Marselli

Senior Director Of Business Operations



“Corent’s SaaS-enablement and Operations technology is the engine powering MyEKC SaaS offering and has kept up with our demands and requirements.”

Joe Cerrino,

CEO



“Corent provides the ability to efficiently deliver Mifos X as SaaS, enabling our partners around the world to offer our platform in a much more cost-effective manner, and opening up new opportunities for our customers!”

Ed Cable

President & CEO of Mifos Initiative



“Corent’s SurPaaS® platform enabled us to rapidly take our cloud insight and sustainability governance application to market as SaaS with all the subscription management, automated tenant on-boarding and payments billing necessary to operate as a SaaS Provider, all in a matter of days.”

Martijn van Zoeren

CEO, C-Facts

# Special offer to webinar participants

## Corent and Microsoft are offering a free/no obligation SaaSability report

- If your application is not SaaS, it will advise if your application can be automatically SaaS-enabled
- If your application is already SaaS, it will advise on possible automatic enhancements
- Please email [SaaS@corenttech.com](mailto:SaaS@corenttech.com) with the subject “Free SaaSability report”

**Before May 31st**


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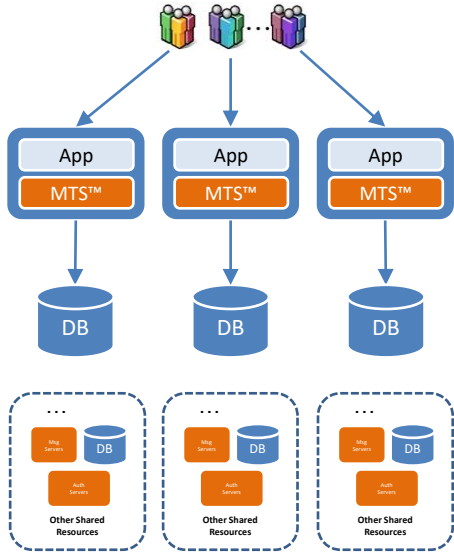
# SurPaaS<sup>®</sup> provides all the “as a Service” capabilities to automatically transform applications into efficient, scalable SaaS



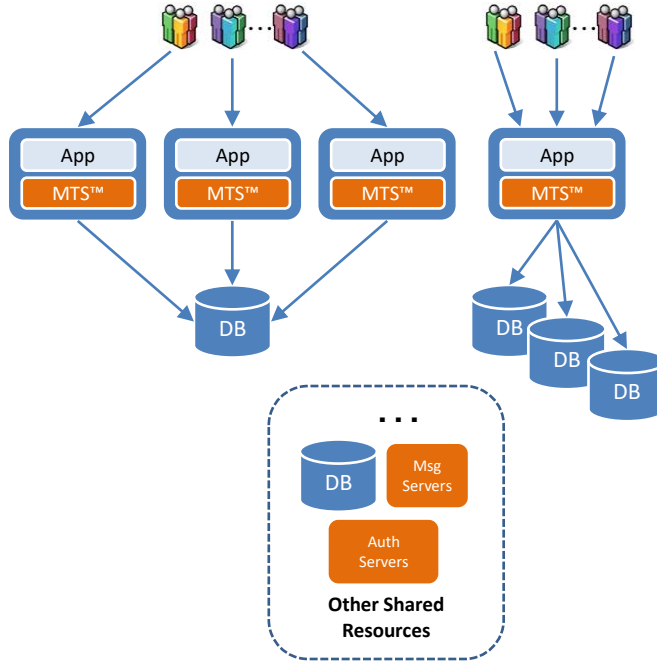
Seamlessly adds the 3 essential elements of SaaS

# Different types of tenancy models

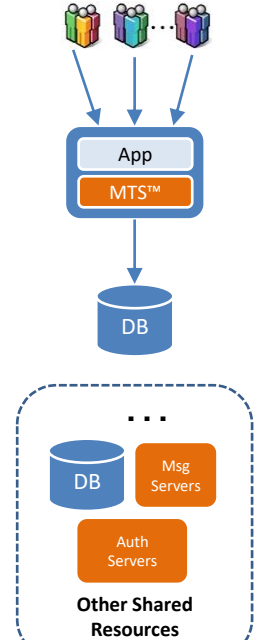
Each model delivers a fully functional SaaS, has its own merits and cost model



**Virtual Tenancy:**  
Every tenant gets its dedicated resources



**Hybrid Tenancy:**  
Tenants share some resources

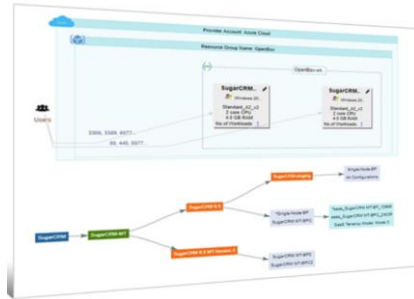


**Multi-Tenancy:**  
Tenants share all resources

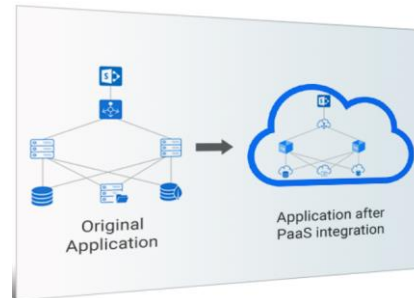
# Operations Services you need for SaaS



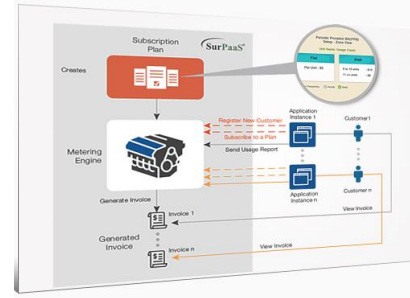
- How do I create and manage tenants?
- How do I manage and operate my SaaS application efficiently?



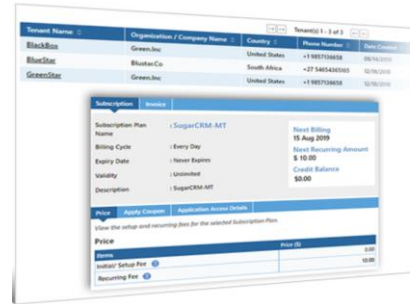
**Blueprints & Application Lifecycle management**



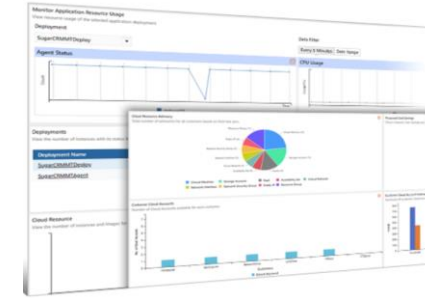
**Move to PaaS for better SaaS efficiency**



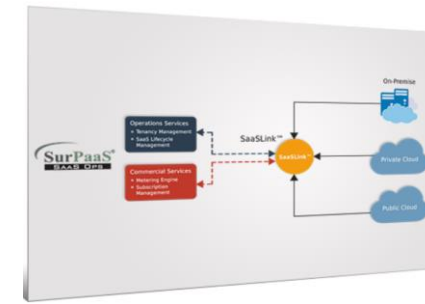
**Setup comprehensive monitoring**



**Auto Tenant provisioning and Tenant management**

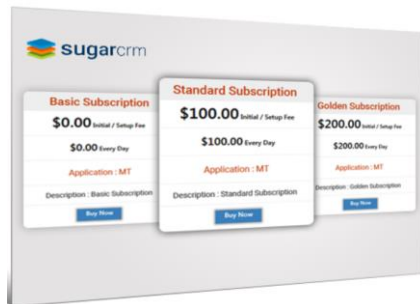


**SaaS Application optimization and it's Cloud resource management**



**SaaS Link into an already multitenant application**

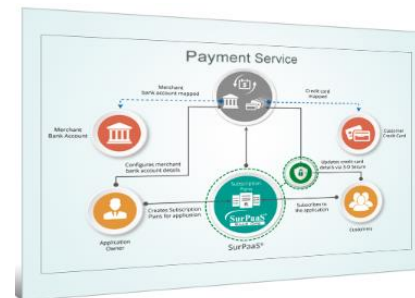
# Commercial Services you need for SaaS



Subscriptions management and payment service integration



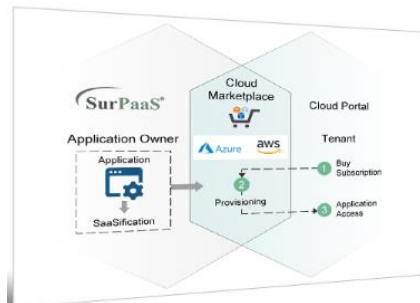
Metering and Usage based billing



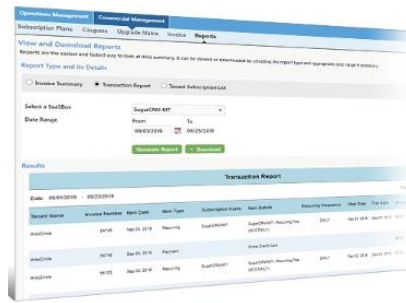
Payment services integration

How do I commercialize my application?

How do I manage subscriptions and usage metering?



Marketplace integration



Audit and reporting



Channel enablement & Cloud marketplace Integration


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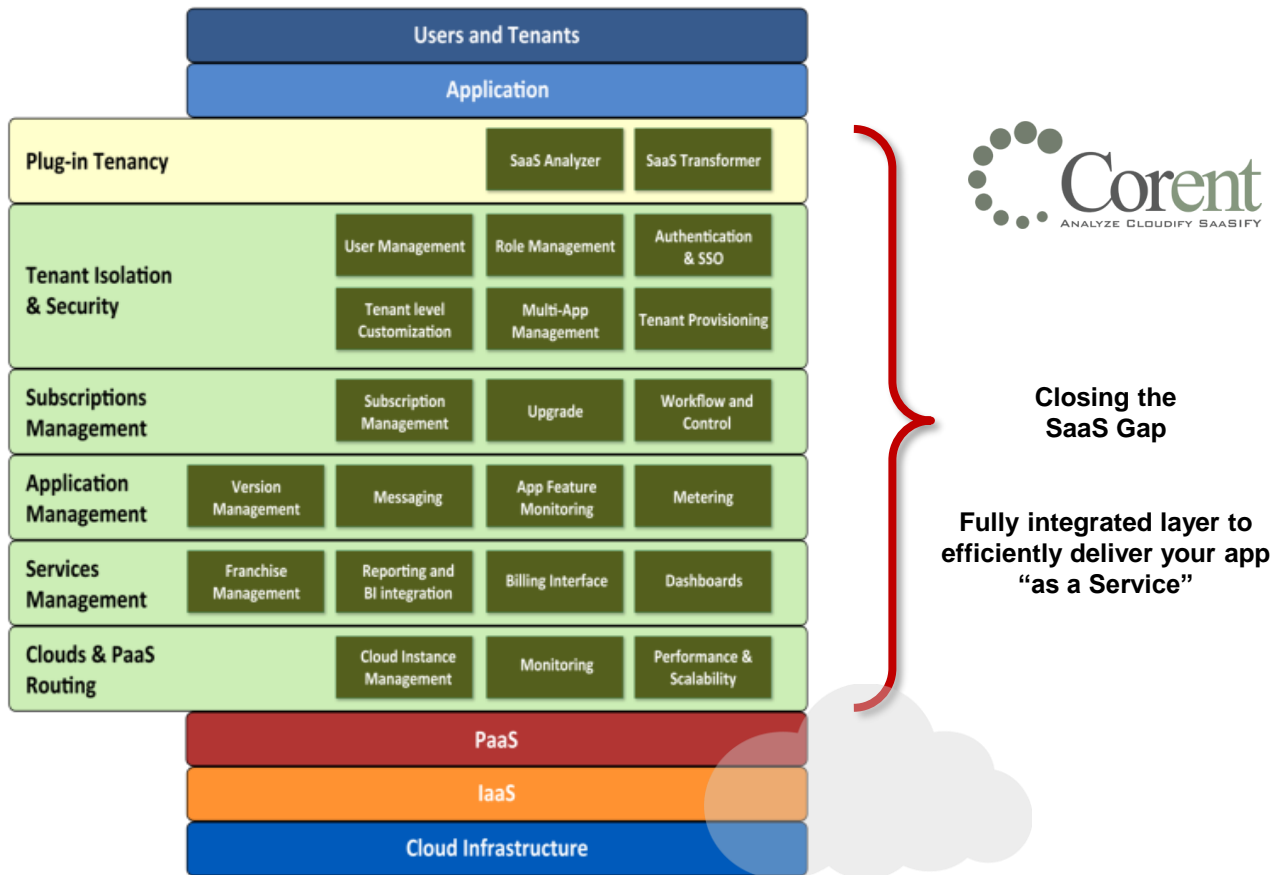
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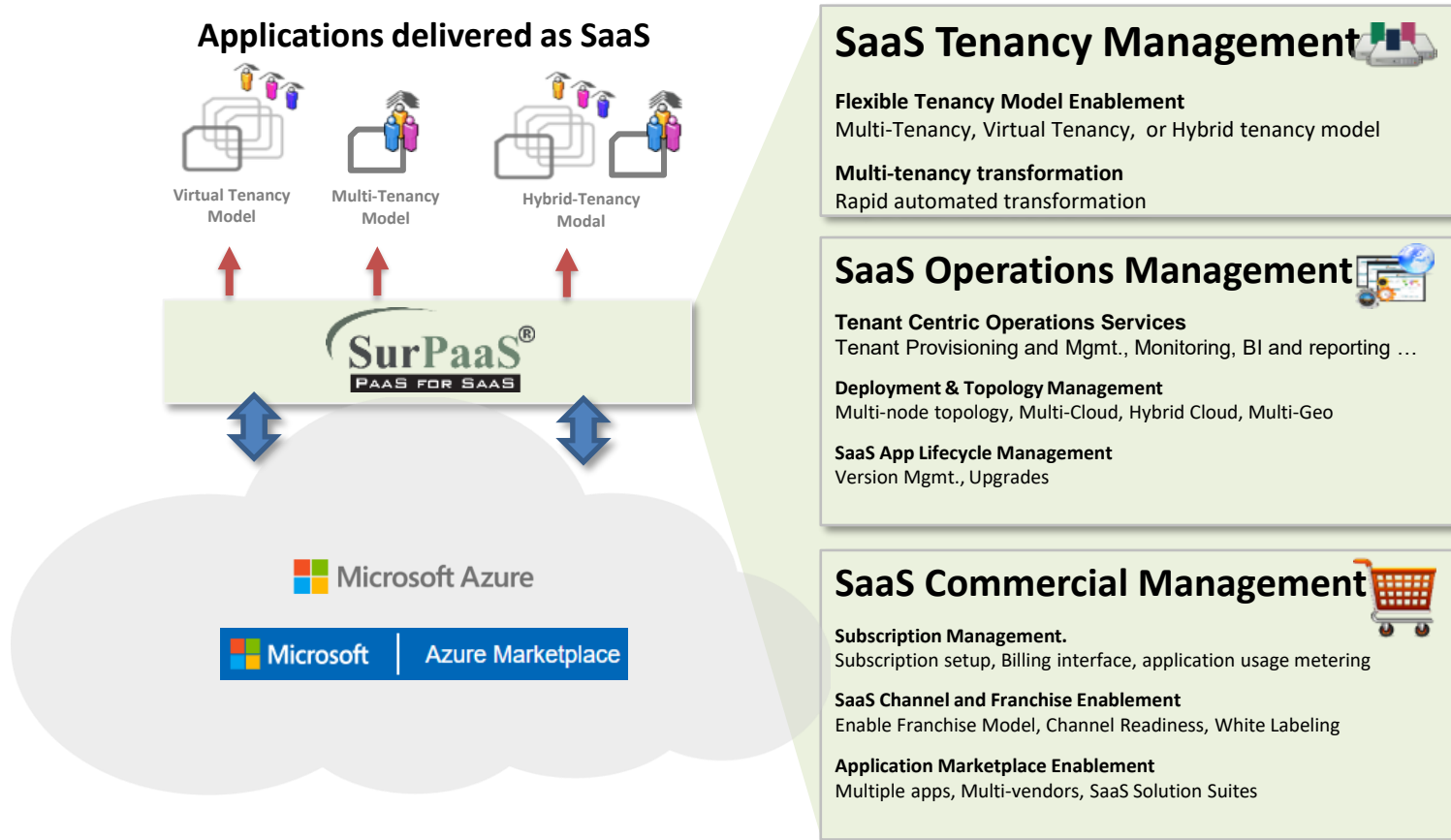


# Corent Closes the expensive and time-consuming SaaS Gap

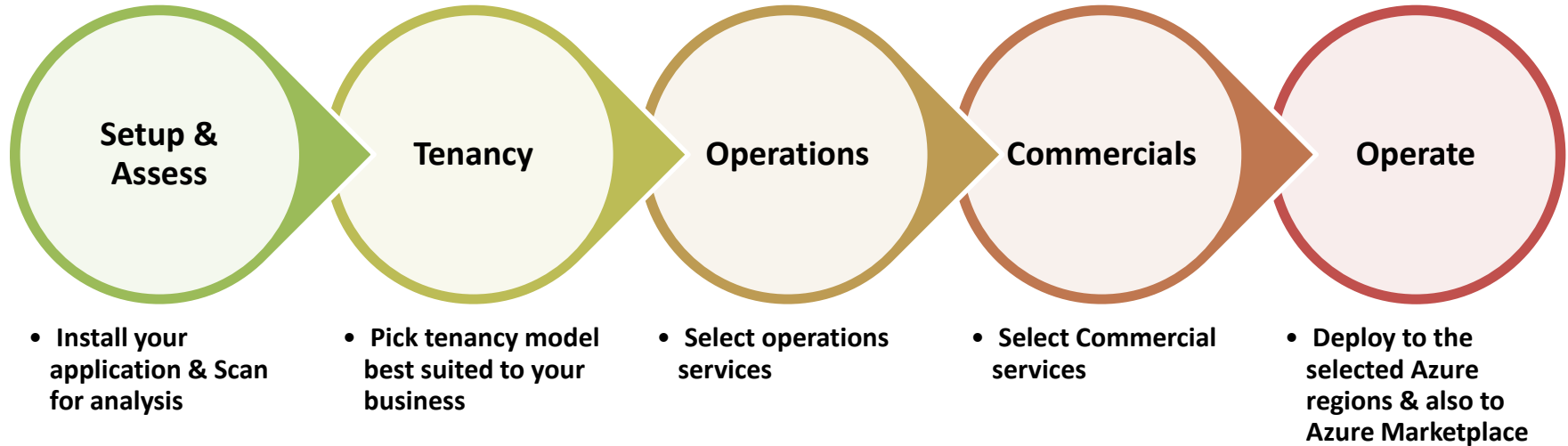
Enables software applications to be delivered as SaaS quickly and efficiently!



# SurPaaS® - A fully instrumented SaaS Delivery Platform



# Software Defined SaaS<sup>®</sup> – The SaaSification process



# Modelling SaaS



**Model 2 Overview**

In Model 2, every tenant is provisioned with a copy of deployment for few node(s) of topology and share the infrastructure with other tenants for few other node(s). DBs will have endpoint per tenant. Inside each endpoint, whole set of DBs are replicated.

**Benefits of Model 2:**

- Moderate software and IT management cost
- Moderate and reasonable time for application installation and configuration.
- Moderate effort for transformation

Server Name	Shareability
DBMachine-Cnf	Yes
AppMachine-001	No

## 2. Perform detailed SaaS cost modelling

## 1. Select SaaS Criteria

Rate of tenant Addition (Per Month):

Cost Factor	Cost Frequency	Cost
Initial Cost	One Time	\$10.00
Human Resources	Per Month	\$10.00
Sales Commission	Per Month	\$10.00

Model	One Time Cost	Per Tenant Cost
Model 1	\$10.0	\$40.00
Model 2	\$10.0	\$22.00
Model 3	\$10.0	\$6.00

Cost Factor	Cost Frequency	Cost
Initial Fee	Per Tenant	\$10.00
Recurring Fee	Per Tenant	\$2.00

# SaaSify – SaaS enabling an application

Customer: ABCManagedService

Dashboard Infrastructure Applications SaaS Operations

Applications

List of Applications (1)

Filter by Application Name

PasSify Containerize SaaSify

Application Home

Cluster\_1

Jtrac\_Application

List of SaaS Assessment(s) > Map New SaaS Assessment

Map a new saas assessment by providing the necessary informations to initiate

Application : Jtrac\_Application Version : base\_version\_2  
 Deployment : saas-dep-UHsCoO Blueprint : Default\_Application\_23-RnL Config Variant : Default\_Application\_23-Vg  
 Saas Report Status : - Snapshot : Cloud A

1. Scan Servers 2. Confirm Workloads and View Blueprint 3. SaaS Assessment Report

Section 1: Register Cloud Account and Select Application VMs

Section 2: Scan Servers

Scan Application VMs

Add server credential to install the SurPaaS® CopS™ Service to scan your application VM. This will identify the workload connectivity map, platform and other information suggestions in the SurPaaS® CopS™ Service Prerequisites

VM Name	VM IP	Blueprint	Server Credentials	SurPaaS® CopS™ Service Status	Scan Status
Jtrac-app	13.92.83.254	Acquired Successfully	Credentials	Success	Success
Jtrac-db	13.92.82.74	Acquired Successfully	Credentials	Success	Success

Note: \* If 445/22 port is opened only for SaaSOPs SurPaaS® CopS™ Service installation, close the port after the SurPaaS® CopS™ Service is installed.

Proceed to Confirm Workloads and View Blueprint

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## 2. Validate workloads



## 1. Select Application



## 3. Validate blueprint

SurPaaS

Dashboard Infrastructure Applications SaaS Operations

Applications

List of Applications (1)

Filter by Application Name

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List of SaaS Assessment(s) for AppNewOne > Map New SaaS Assessment

Map a new saas assessment by providing the necessary informations to initiate

1. Scan Servers 2. Confirm Workloads and View Blueprint 3. SaaS Assessment Report 4. Enable SaaS Prerequisite 5. SaaS Transform 6. Summary

Section 3: Confirm Workloads and View Blueprint

Confirm Workloads Validate Topology View Blueprint

View the topology of your application deployment.

Blueprint Name: AppNewOne-01 Blueprint Configuration: AppNewOne-01

Provider Account: Azure?

Resource Group Name: prithasaaS

PrithaSaaS

DBMachine-04

AppMach...

Legend: Resource Group Virtual Network

Section 2: Analysis Objectives

# Transforming to SaaS and deploy SaaSified application



Dashboard Infrastructure Applications SaaS Operations

Applications

List of Applications (1)

Filter by Application Name PaaSify Containerization SaaSify

Application Home

Cluster\_1

Jtrac\_Application

List of SaaS Assessment(s) for AppNewOne > Map New SaaS Assessment

Map a new SaaS assessment by providing the necessary informations to initiate

1. Scan Servers 2. Confirm Workloads and View Blueprint 3. SaaS Assessment Report 4. Enable SaaS Prerequisite 5. SaaS Transform 6. Summary

Section 1: Generate SaaS Report

Section 2: Create SaaS Blueprint and its Config Variant

Section 3: Select / Launch Deployment

Section 4: Transform Application

Section 5: Create Snapshot and Configure Monitoring Streams

Section 6: Setup Operation and Commercial Services

Manage SaaSBox and Deploy Manage Subscription Plan

List of SaaSBox

SaaSBox provides you an option to create various combinations of your application's SaaS features, such as subscription plans, application version, SaaS Blueprint, billing option, based on your needs. By creating multiple SaaSBox, you can create multiple SaaS environments for your application. Subscriptions of one SaaSBox cannot be moved or upgraded to another SaaSBox.

SaaSBox Name	Version Name	SaaS Blueprint and Config Variant	Cloud	Deployment	Template Tenant
saasboxoct12	base_version_1	Blueprint : saas_AppNewOne-O3E_11115 Config Variant : saas_AppNewOne-SSr_11373	Azure	View Deployment	View Template Tenant

**6 stages to perform SDSM<sup>TM</sup>**  
**Software Defined SaaS<sup>®</sup> transformation**

Dashboard Infrastructure Applications SaaS Operations

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Section 1: Tenancy Models

Section 2: Revenue Modeling

Section 3: SaaS Ops Offerings

SurPaaS - SaaSified Application Integration Overview

Cloud SurPaaS<sup>®</sup> Continuum<sup>™</sup>

Infrastructure Provisioning (Cloud APIs)

Cloud SaaSified Application Deployment

Tenancy Operations - No BACKGROUND - Only OUPGROUND part in SaaSified deployment

SurPaaS access

SaaS Provider

Tenants

Application Access

SaaS Agents

Http: Tenancy Operations, Business Operations, Commercial Operations

Http: Subscription Invoices, Credit Cards

Migrating to SaaS

You can choose the SurPaaS<sup>®</sup>-recommended SaaS model which can take you to the market within a short period. In most cases this will be Virtual Tenant model. As part of continuous improvement suggested by SurPaaS<sup>®</sup>.

SaaS Operations and Management

SaaS XD

SaaS requires your attention in set of operational concerns that are specific to SaaS world. SurPaaS SaaS XD gives a multi-dimensional view of all the concerns of SaaS in single view. This include

Selected Tenancy Model : Model 3

Deployment Name : saas-dep-E0IqNq

Azure

**Deploy SaaS in different configurations and models using one or more SaaSBoxes**

# Common questions

Does SurPaaS® make Source code changes?

**No**

Does it alter the Database Schema to Achieve Multi-Tenancy for an Application?

**No**

# SaaS operations management



Operations Management | Commercial Management

SaaSBox | Tenants | Application Operations | Monitoring | Manage Streams | Metering Components | SaaSLink Integration | XD Beta

**SUGARCRM** Dashboard Infrastructure Applications SaaS Operations

SaaS Applications

Filter by Application Name

SaaS Home CRM-Groups SugarCRM

Operations Management Commercial Management

SaaSBox Tenants Application Operations **Monitoring** Manage Streams Metering Components SaaSLink Integration XD Beta

SaaSBox Tenant Deployment Data Filter

SugarCRM-MT All SugarCRM-MT Every 5 Minutes Date Range

Choose To Display

**Network In** Average (Bytes In)

**SurPaaS Agent RAM Usage**

**Agent Status**

**Used RAM**

**CPU Usage** Average (Percentage)

**Network Out** Average (Bytes Out)

Total RAM

**SUGARCRM** Dashboard Infrastructure Applications SaaS Operations

SaaS Applications

Filter by Application Name

SaaS Home CRM-Groups SugarCRM

Operations Management Commercial Management

SaaSBox Tenants **Application Operations** Monitoring Manage Streams Metering Components SaaSLink Integration XD Beta

List of Deployments > SugarCRM-MT

View and manage the deployments and its associated resources.

Deployment Information

Deployment Name	Cloud	SaaS Blueprint	Current Version	Status	Action
SugarCRM-MT	Azure	saas_SugarCRM-uOU_15218	base_version_1	Active	Upgrade Select

Virtual Machines (2)

VM Name	VM IP	Operating System	VM Status	SurPaaS CopS Service Status
SurPaaSCR533	104.211.59.80	Windows 2012R2	Launched	Active
SurPaaSCR424	13.62.18.245	Windows 2012R2	Launched	Active

Scripts

Script Name	Server Name	File Name	Start Time	End Time	Action	Execution Status
Configuration Script		sugarcrmScript	-	-		Success

Tenant Resource Information



# SaaS commercial management



**Subscription Plan(s) for Tenant**

Subscription Plan Name	Subscription Plan ID	SaaS Box Name	Application Name	MarketPlace	Recurring Price(s)	Subscribed
Basic Subscription	35	SugarCRM-MT	SugarCRM	SaaS	0.00	1
Standard Subscription	41	SugarCRM-MT	SugarCRM	SaaS	50.00	1
Premium Subscription	42	SugarCRM-MT	SugarCRM	SaaS	100.00	0
TryOn Subscription	43	SugarCRM-MT	SugarCRM	Azure	0.00	0

**Commercial Management**

Subscription Plans   Coupons   Upgrade Matrix   Invoice   Reports

Generate Report   Download

**Invoice Summary**

Date: 08/01/2019 - 10/16/2019   Page: 1/ 1

Tenant Name	Subscription Name	Invoice Number	Invoice Date	Payment Date	Amount	Payment Status
GreenWood	Basic Subscription	68408	Oct 16, 2019	Oct 16, 2019	\$0.00	PAID
BlueWood	Standard Subscription	68423	Oct 16, 2019	Oct 16, 2019	\$100.00	PAID

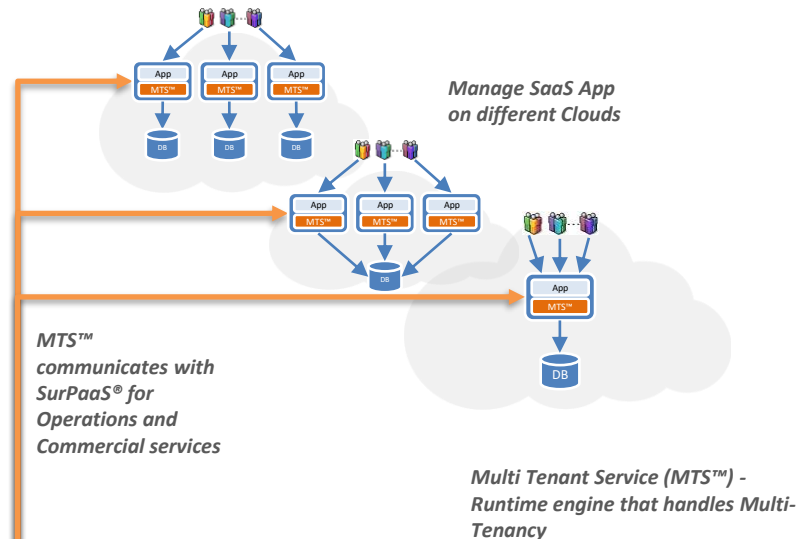
Report generated on: Wed Oct 16 09:03:02 UTC 2019

# A Single Scalable SaaS Operations Platform

## Multiple deployments and on different Azure regions



Deploy and manage multiple SaaS Apps with a continuum of tenancy models




# In this Webinar, we will cover

8:00 AM

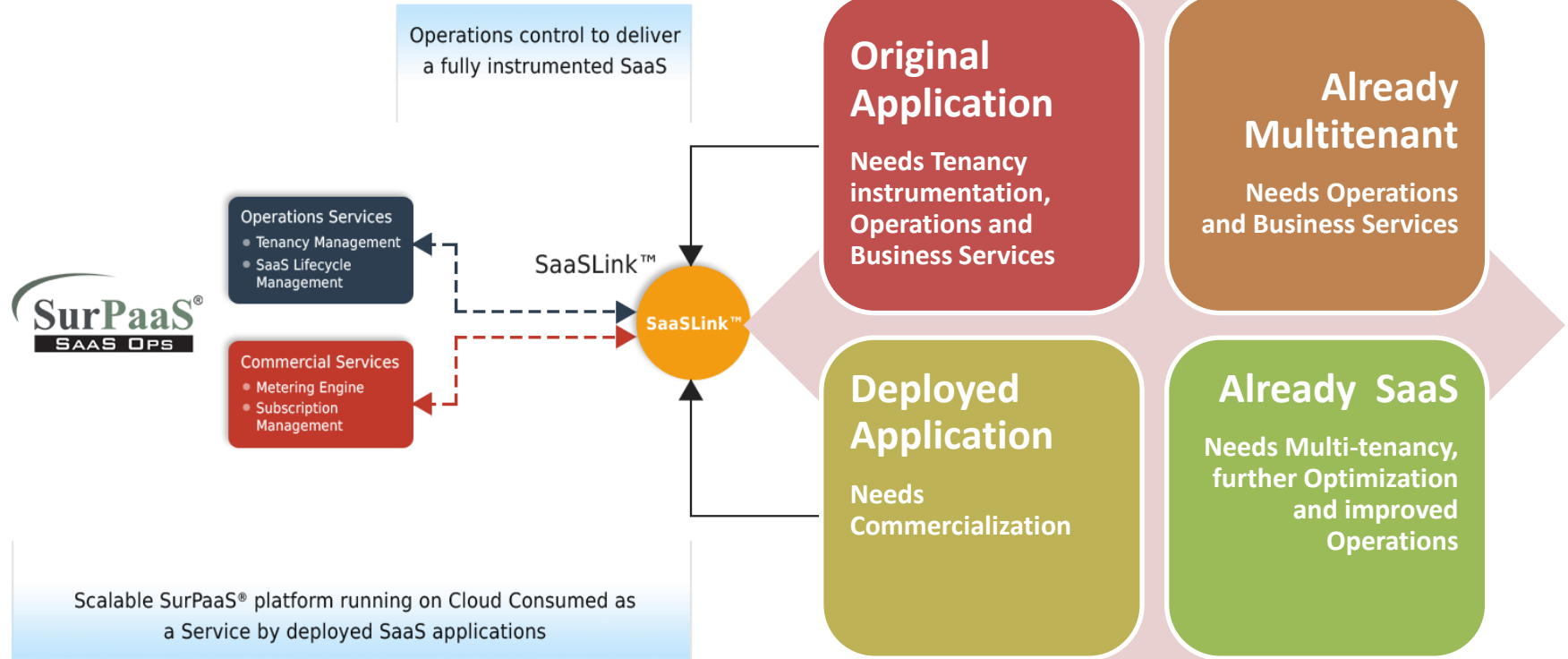
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# SurPaaS® further augments applications that are already SaaS or Multi-tenant



# SurPaaS addresses SaaS Security Concerns



## Customer Application Security

- No Inbound Ports required for SurPaaS
- SurPaaS Agent communicates to SurPaaS through Outbound reach

## Tenant Data Isolation

- Data of each tenant is isolated from other tenants.
- Dedicated partitioning through VM/DB/Schema
- Patented MT Plugin handles isolation of tenant data in transit in MT Application

## Tenant Information in SurPaaS

- Encryption of Sensitive Data At Rest – all Credentials
- Encryption of All data in transit through https

## Payment Transaction

- All Credit Card updates are redirected to PCI compliant Third Party Services (E.g., Stripe)
- Online Payment of recurring and ad-hoc charges are issued through https of Third Party Services


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# Private SaaS: Provides an Enterprise Service Delivery Platform

CIOs can deliver any software “as a Service”

The CIO can offer internal applications “as a Service” from the Cloud:

Private SaaS

Use a variety of Software as a Service Delivery models to deliver and manage applications across the global enterprise



Central Operations Control location to deliver and manage multiple applications




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










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# OpenSaaS™ Initiative

## SaaSify Open Source Application to invigorate adoption

### Open Source Applications SaaSified

 SugarCRM	 Vtiger	 Drupal	 Magento	 SplendidCRM	 JTrac
 Hipergate	 Liferay	 Pentaho	 OFBiz	 osTicket	 iTracker
 Mifos X	 OrangeHRM	 OpenMRS	 Shopizer	 HUDSON	 Umbraco
 OSFileManager	 Cacti	 OpenEMR	 Reportico	 Apache Rave	 Mifos

SaaSify  
And deploy to  
Azure

Move to Azure  
Marketplace

 Microsoft | Azure Marketplace

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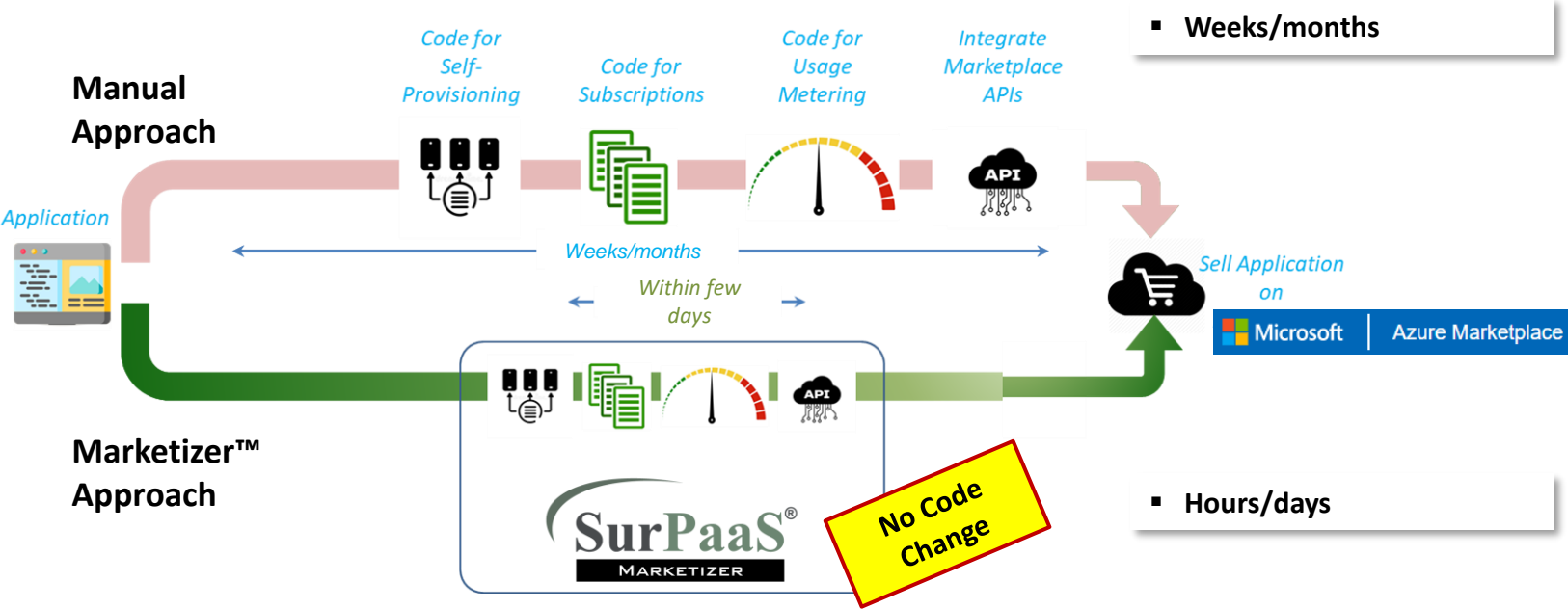
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# SurPaaS® Marketizer™ - Publishing applications on Azure Marketplace in days vs. weeks/months via manual approach



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- Please email [SaaS@corenttech.com](mailto:SaaS@corenttech.com) with the subject “Free SaaSability report”

**Before May 31st**

# Want to automatically modernize your applications with Azure PaaS Services and Containers?



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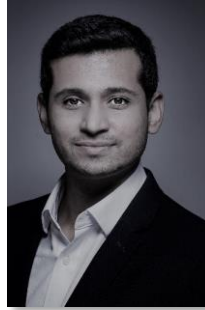
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## Agenda:

- 1 What is PaaS and what are its benefits
- 2 What is Azure Kubernetes Service (AKS) and its benefits
- 3 How Corent SurPaaS can automatically migrate your workloads to PaaS and AKS with one click

# Thank You

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