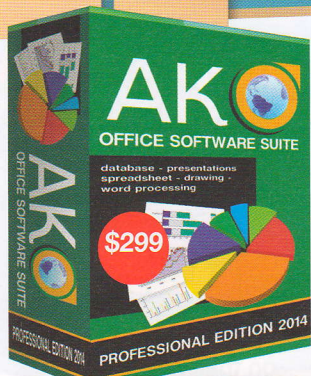
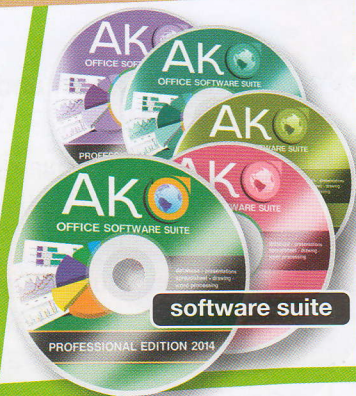


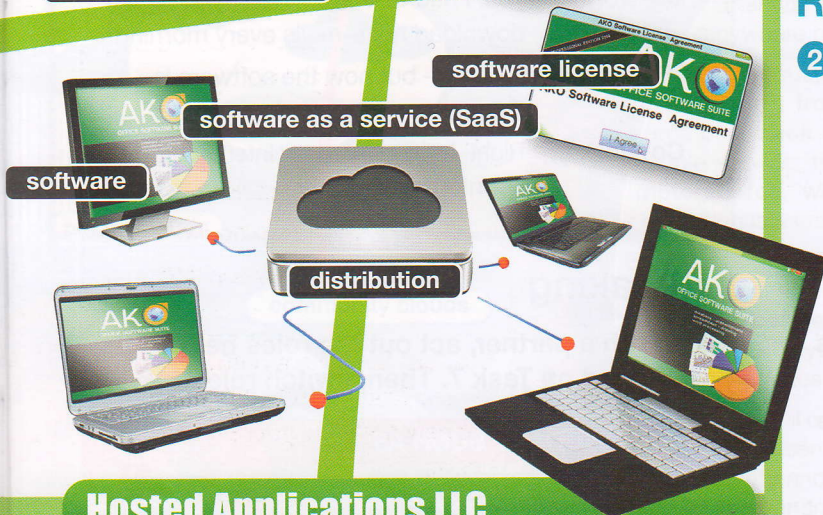
# 14 Cloud Computing: SaaS



software as a product



software suite



## Hosted Applications LLC

### About Us

Hosted Applications LLC is a web enabled company providing **Software as a Service (SaaS)** solutions. From our state-of-the-art facility, we host a range of web-based **applications** to meet your company's needs. We specialize in productivity **software**. Our office **software suite** is an industry recognized standard in the SaaS office suite field.

Our business model differs greatly from our **software as a product** counterparts. Hosted Applications LLC manages every aspect of our software's **deployment** and **distribution**. There is no need for your business to **install** multiple copies of a single application. We manage all application and document files on our own network. In addition, we handle all support issues related to the software. This approach enables significant IT savings for your business.

Your business will find our **software license** both economic and flexible. We offer a range of payment plans to accommodate companies of many different sizes. No matter which plan you choose, your company has unlimited **pay as you go** access to our services. Because we employ the **software on demand** model, your business only pays for what it uses. **Hosted application management** offers many benefits. Contact a representative today to discover what we can do for your business.

## Get ready!

1 Before you read the passage, talk about these questions.

- 1 What is the difference between a service and a product?
- 2 What does a business need to provide software as a service?

## Reading

2 Read the website. Then, choose the correct answers.

- 1 What is the purpose of the website?
  - A to sell a software suite
  - B to advertise the advantages of SaaS
  - C to recommend software as a product
  - D to explain hosted application management
- 2 Why is the software license flexible?
  - A It is pay as you go.
  - B The software is networked.
  - C It covers many applications.
  - D There is only a one time fee.
- 3 Which is NOT offered by Hosted Applications LLC?
  - A software suites
  - B software on demand
  - C managed deployment
  - D software as a product

## Vocabulary

3 Write a word or phrase that is similar in meaning to the underlined part.

- 1 The document which specified my software rights described a number of payment plans.  
\_ o \_ \_ w \_ \_ l \_ e \_ s \_
- 2 The business handled making the application available so our IT department did not have to.  
d \_ \_ o \_ \_ \_ \_ \_
- 3 We just installed a collection of related applications for our content management system.  
\_ \_ ft \_ \_ \_ s \_ t \_
- 4 It is necessary to add this software on the computer in order to use it.  
i \_ \_ \_ l \_

**4 Choose the sentence that uses the underlined part correctly.**

- 1 **A** A pay as you go model requires you to pay at the start.  
**B** When you install a program on your computer, you are using software as a product.
- 2 **A** Our new e-mail application is a computer program.  
**B** Computer software includes network servers and hard drives.
- 3 **A** The company's distribution model manages access to the application.  
**B** If a business offers software on demand, they require you to purchase and own the software.
- 4 **A** Because they are a hosted application business, they sell copies of their software on CD-ROM.  
**B** SaaS businesses host their software for you.

**5 Listen and read the website again. How is SaaS deployed and distributed?**

**Listening**

**6 Listen to a conversation between an IT employee and a business owner. Mark the following statements as true (T) or false (F).**

- 1  The man wants to keep software as a product.
- 2  The SaaS provider provides free support.
- 3  The woman decides to change to SaaS.

**7 Listen again and complete the conversation.**

**IT Employee:** I believe we should change to SaaS. It would be better than 1 \_\_\_\_\_ new software for everyone. **AKO**

**Owner:** Is that a 2 \_\_\_\_\_? Our current products work fine.

**IT Employee:** I believe it is. There'll be 3 \_\_\_\_\_, and our costs should go down.

**Owner:** That sounds good, but how will it work?

**IT Employee:** We'll no longer manage the 4 \_\_\_\_\_.

**Owner:** Who will?

**IT Employee:** The 5 \_\_\_\_\_ takes care of all the software and data.

**Owner:** Do they handle 6 \_\_\_\_\_ as well?

**IT Employee:** Yes, they do. For a monthly fee they manage all service issues.

**Speaking**

**8 With a partner, act out the roles below based on Task 7. Then, switch roles.**

**USE LANGUAGE SUCH AS:**

*I believe we should ...*  
*We only pay for ...*  
*For a monthly fee they ...*

**Student A:** You are an IT employee. Talk to Student B about:

- software as a service
- why costs will go down
- how the service is paid for

**Student B:** You are business owner. Talk to Student A about the new software your business needs.

**Writing**

**9 Use the website and the conversation from Task 8 to complete a memo about a new SaaS word processor. Include: how it is accessed, where data is saved, and how to receive help.**

