

SaaS Flex: Providing Flexibility, Investment Enhancement, and High Value For SaaS Customers

Micro Focus® SaaS Flex allows you to consume your Micro Focus Software as a Service (SaaS) solutions as you want and when you want. As your business grows, your SaaS subscription consumption needs change. Rather than locking you into a fixed-term configuration and a rigid contract for each SaaS product, SaaS Flex lets you adapt your SaaS usage to your evolving business needs.

Why SaaS Flex

SaaS Flex offers you flexibility and value, without the risk of a fixed contract:

- Flexibility in consumption:** Your usage of the SaaS subscriptions is determined by your business needs, and is adjusted according to changes in needs over time. Rather than locking you into fixed-term contracts for each product you use, SaaS Flex lets you scale your usage up and down across the entire SaaS portfolio.
- Low-risk adoption:** As your business grows, you might want to try out new services and onboard your teams gradually. SaaS Flex allows you to adopt new services as you need them. As a precondition for successful SaaS Flex delivery, the Flex model includes SaaS Premier Support. SaaS Premier Support provides customers with the highest level of support services from Micro Focus, including named Customer Success Manager, 24x7 technical expert support (including weekends), coordinated upgrades, and quarterly customer satisfaction reviews
- High value:** SaaS Flex lets you choose which SaaS products each team member needs to use, and allows you to change products as your business needs vary over time.

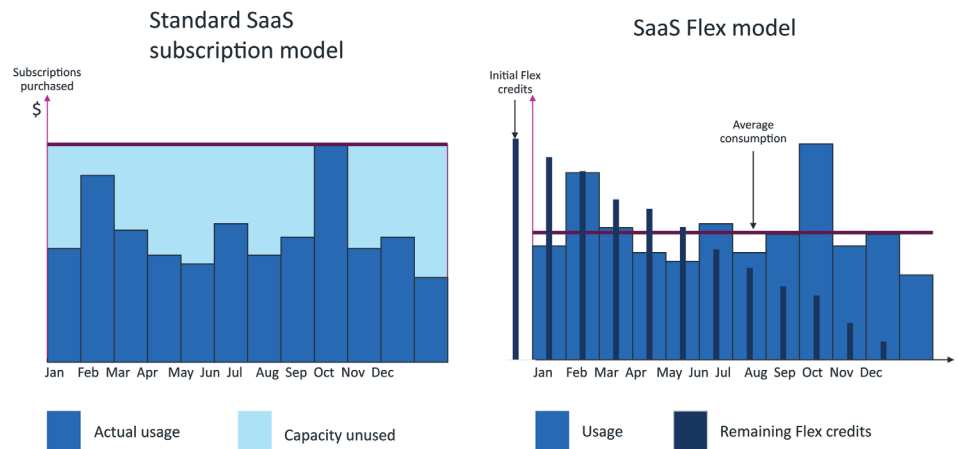


Figure 1. Standard versus Flex

How Does SaaS Flex Work?

With SaaS Flex, you can mix and match your SaaS subscriptions within a single SaaS Flex contract. Over the course of the prepaid SaaS Flex contract, the consumption is deducted from the available SaaS Flex Credits.

Determining the SaaS Flex Credits

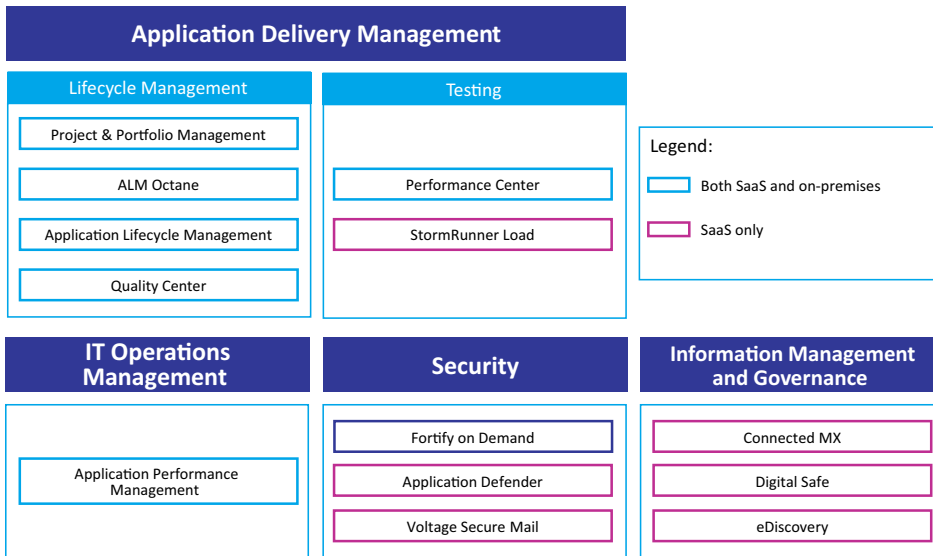
The SaaS Flex Credits equal the payment you make to Micro Focus at the start of your SaaS Flex agreement. Each month, Micro Focus calculates your usage and adjusts the available SaaS Flex Credits accordingly.

To determine the available SaaS Flex Credits, you choose to include the SaaS products that

you intend to use, as well as products that you might want at some point later on, even if you do not intend to use them right now. You can then choose how long you would like the SaaS Flex agreement to last. Based on this information, your sales representative will help you calculate the SaaS Flex Credit structure required for your SaaS Flex agreement.

Monthly Consumption

Seven days before each month starts, the Micro Focus customer success manager will work with you to help you determine which SaaS services you intend to activate, deactivate, or continue using. The SaaS Flex Credit is adjusted at the start of each month according



Contact us at:
www.microfocus.com

Like what you read? Share it.








Figure 2. Micro Focus SaaS Solutions (Note: SaaS Flex agreements are contract-dependent, and may not necessarily contain all of the products in the diagram)

to your proposed consumption for that month. This process determines the available SaaS Flex Credits that are consumed each month.

Getting Started with SaaS Flex

SaaS Flex provides your organization with the choice and flexibility to consume SaaS solutions in the way that your business requires. To get more information about SaaS Flex, and to start enjoying the benefits that SaaS Flex can bring to your business, contact your sales representative today.

Software as a Service Products and Solutions

Application Delivery Management

Lean, Agile, and DevOps optimized solutions that help you release software faster with high quality, performance, and security at every stage of the application lifecycle.

IT Operations Management

Modern IT Operations Management tools that bridge the gap between traditional IT, the new digital enterprise and fast paced new business initiatives in a straightforward way.

Security

Application security testing to protect your software with the most automated, integrated, enterprise-scale solutions.

Information Management and Governance

Trusted and proven legal, compliance, and privacy solutions that help you control data, lessen the burden on IT, and mitigate risk of fines, sanctions, and lost market credibility.

Getting Started with Micro Focus SaaS

- To learn more about how Micro Focus SaaS solutions can help you build, deliver, operate and secure your software, call your sales representative.
- To view the SaaS portfolio and to try out the products, go to microfocus.com/saas.

Learn more at microfocus.com