

# Cloud Vs. Licensed

clear  
spider

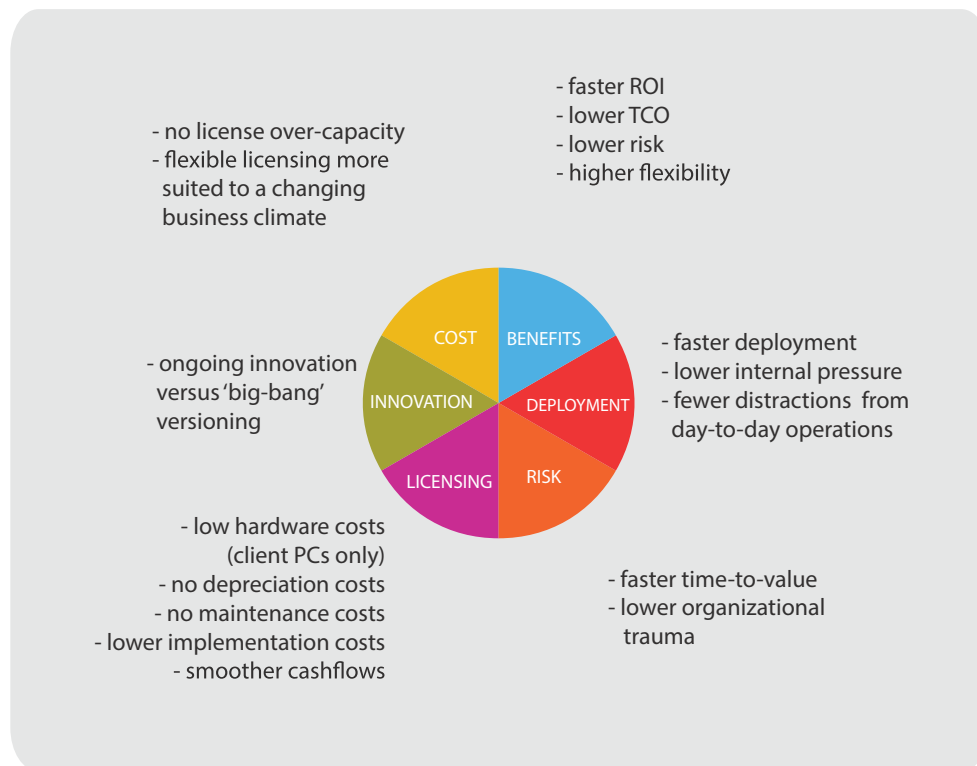
# Why are Clear Spider Inventory Management Solutions Hosted?

Upgrading. Downtime. Maintenance. Hardware obsolescence. Implementation issues.

The continuous headaches related to the implementation and on-going care of enterprise-based applications, is enough make the savviest of companies want to engage in anything but another software implementation.

We understand your concerns. However, Clear Spider has designed both Vendor Managed Inventory (VMI) and Web-based Inventory solutions to be hosted over the Web. This eliminates the concerns of many companies that another software implementation is the last thing they want to devote any of their time, capital, and talent towards.

Since Clear Spider is web-based, adopting it is as easy as selecting the processes you want to use or share, determining the roles of your users, and loading your data.



## Q: How does Clear Spider's hosted model work?

Clear Spider uses a subscription model for software delivery and licensing. This means there is no software or hardware to buy, implement, or purchase. You only pay for usage, which saves you time and money, and mitigating a large portion of the risk that every traditional software implementation requires.

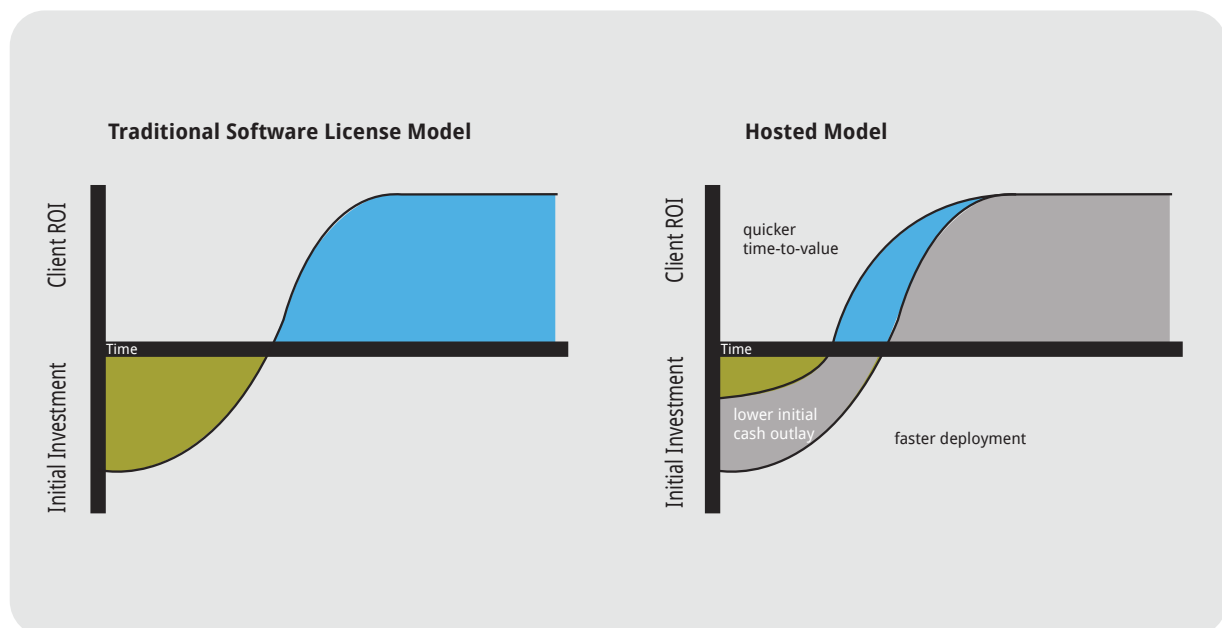
From an initial ROI perspective, Clear Spider shortens time by eliminating software implementation and cost issues. Clear Spider's customers focus on collecting their data, refining their processes, and defining their business goals.

Over the longer term, Clear Spider users don't need to implement software upgrades, pay for maintenance, or add hardware. The net effect is to keep the total cost down.

The hosted model of enterprise software lowers risk, simplifies licensing, eases deployment, encourages innovation, and decreases costs. All result in a faster return on investment, lower total cost of ownership, reduced risk, and the flexibility that you need to successfully compete in today's fast-moving business climate.

## Q: If I don't purchase licenses, what do I buy?

Clear Spider's VMI and web-based inventory customers subscribe for the user license they need. As their needs change, they add or reduce the users. This way, they never face the license over-capacity that plagues so many enterprise software deployments. More importantly, Clear Spider's customers increase their flexibility by responding to rapidly changing business conditions.



**Q: How does the hosted model reduce my risk?**

Any software implementation takes time. The longer it takes from your projects kick-off to go-live, the higher the likelihood that the project will lose momentum, management, and staff support. Hosted solutions, like Clear Spider, removes the many preliminary steps of a software implementation. This causes less friction and trauma within the organization. Hosted solutions offer you the advantage of single-source accountability, due to the elimination of multiple vendor relationships.

**Q: Can the hosted model increase the speed of my implementation?**

A fast deployment of the software is always a positive sign for how well it will be adopted and used by your organization. Hosted solutions typically offer faster deployments, with fewer internal pressures and distractions from day-to-day operations. Since you don't have to install or maintain servers, networking equipment, security products, or other hardware or software, the focus is user training and acceptance.

**Q: My company's experience with software is that it's inflexible. Is Clear Spider any different?**

Another key advantage of the hosted model is that it facilitates on-going process innovation. New functionality can be introduced incrementally over its life cycle. The traditional model, of purchased and locally implemented software, binds companies into a version where updates are introduced in batches. This typically happens every 12 to 18 months. That model prevents the real-time improvements of software and processes as they become available. In a hosted environment, major new product releases and improvements can be made overnight.

**Q: What about cost?**

Hosted solutions, like Clear Spider, have a decided cost advantage over traditional packaged software. Low hardware and software costs have no depreciation costs, software or hardware maintenance costs, and a lower implementation cost.

With hosted solutions, the first year total cost of ownership can be five to ten times less expensive than enterprise software. The majority of savings comes from the elimination of upfront integration and customization projects. Thus, the payback period is considerably shortened.

These solutions offer smoother cash-flows, with no large up-front cash outlays that need be subsumed by your organization.

## **Clear Spider**

Today, over 100,000 companies use Clear Spider on a daily basis.

Clear Spider is a web-based inventory management solution for companies to manage either their own inventory or the inventory of their customers and suppliers. There is no hardware or software installation, so deployment is quick.

Clear Spider is easy to learn, easy to use, and easy to maintain.



**Visit Our Website:** [clearspider.net](http://clearspider.net)

**Call us:** Toll-Free 1-855-90-CLEAR (25327)