

# Moving to the Cloud

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*Product Marketing Director*

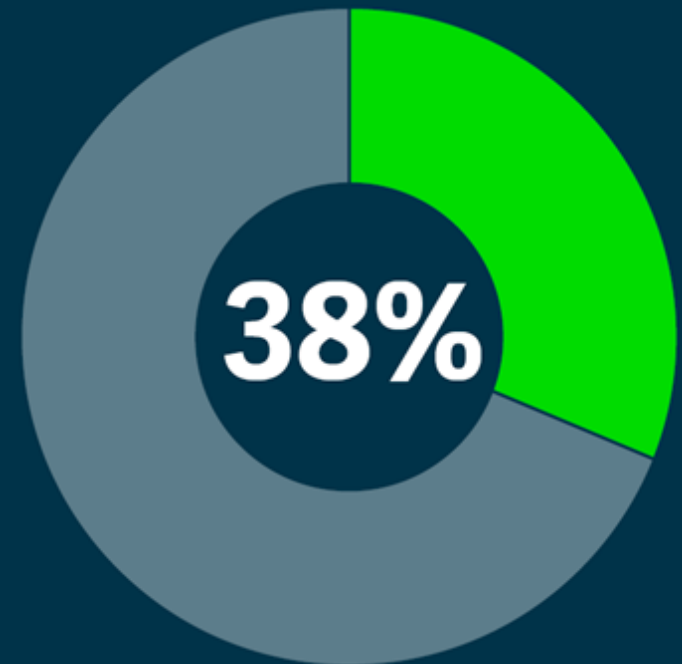
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*Senior Product Manager  
Sage 300*



**47%** of finance leaders see technology investment as a key pillar of growth in 2021.

More than **one in three** businesses say their digital transformation plans have **accelerated by 3-4 years** due to COVID-19



Source: "2021 Return to Growth Outlook", Sage & Lewis Research

FINANCE  
**1.0**

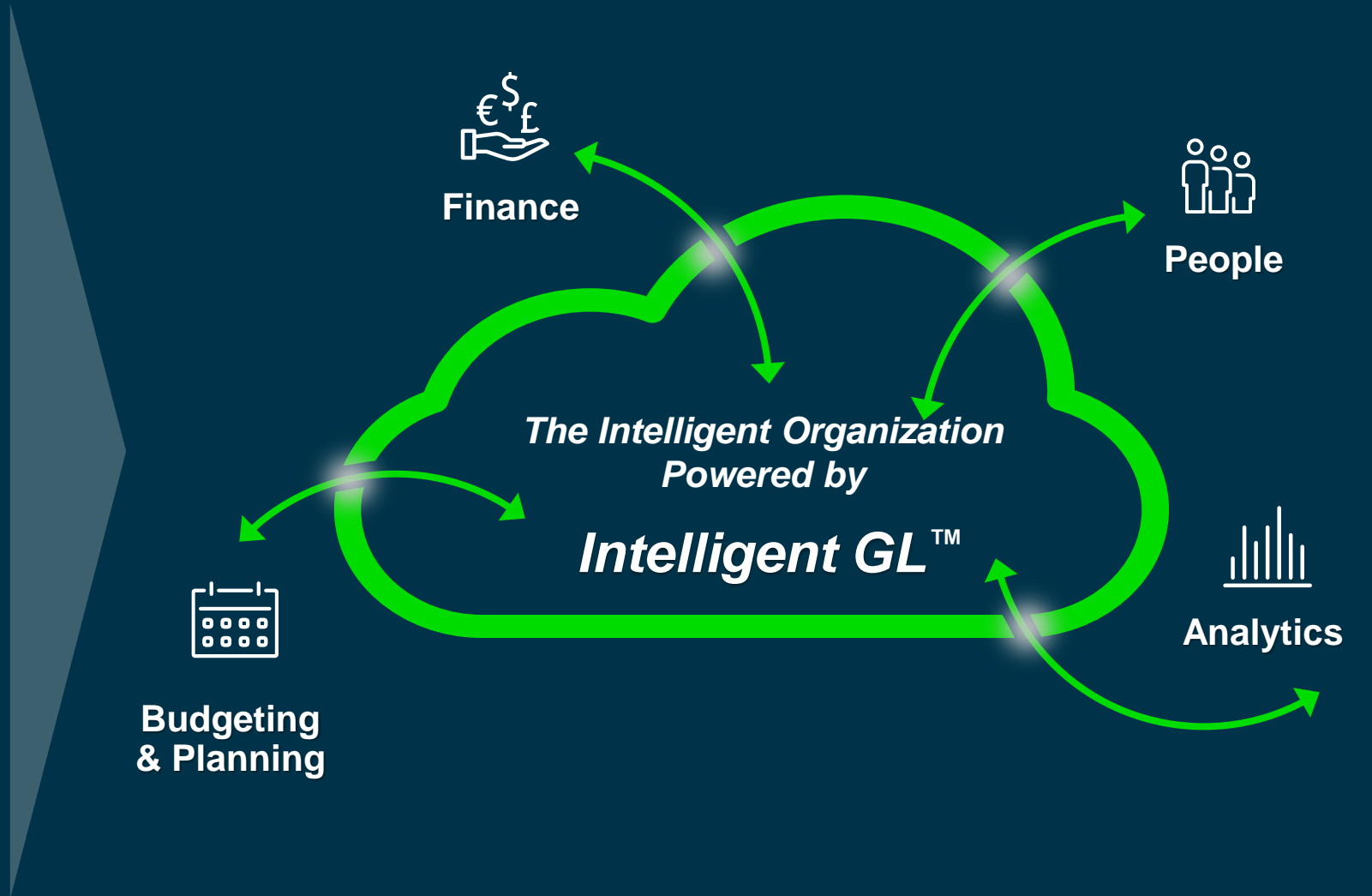
*What happened?*

FINANCE  
**2.0**

*Why did it happen?*

FINANCE  
**3.0**

*What will happen  
and what should  
we do?*



# Recent Customer Insights....**Why** they'll move



## Higher budgets

- 36% expect their IT budgets to increase

## Future requirements include security, remote access and data sharing

- Highest priorities for BMS customers are
  - Security (77%)
  - Remote access (56%)
  - Data sharing (52%)





***“...COVID-19 has created an unprecedented wake-up call. Organizations everywhere have had a very powerful and direct reminder of the importance of systems resilience, agility, adaptability and scalability”***

**Cloud is the urgent business imperative  
Accenture, 2020**

# Why companies are moving to the cloud



## Security

*Depend on the experience and investment of leading provider to protect your data*



## Cost effective

*Minimize the hassle and unexpected expenses associated with maintaining your own IT infrastructure*



## Flexible & Scalable

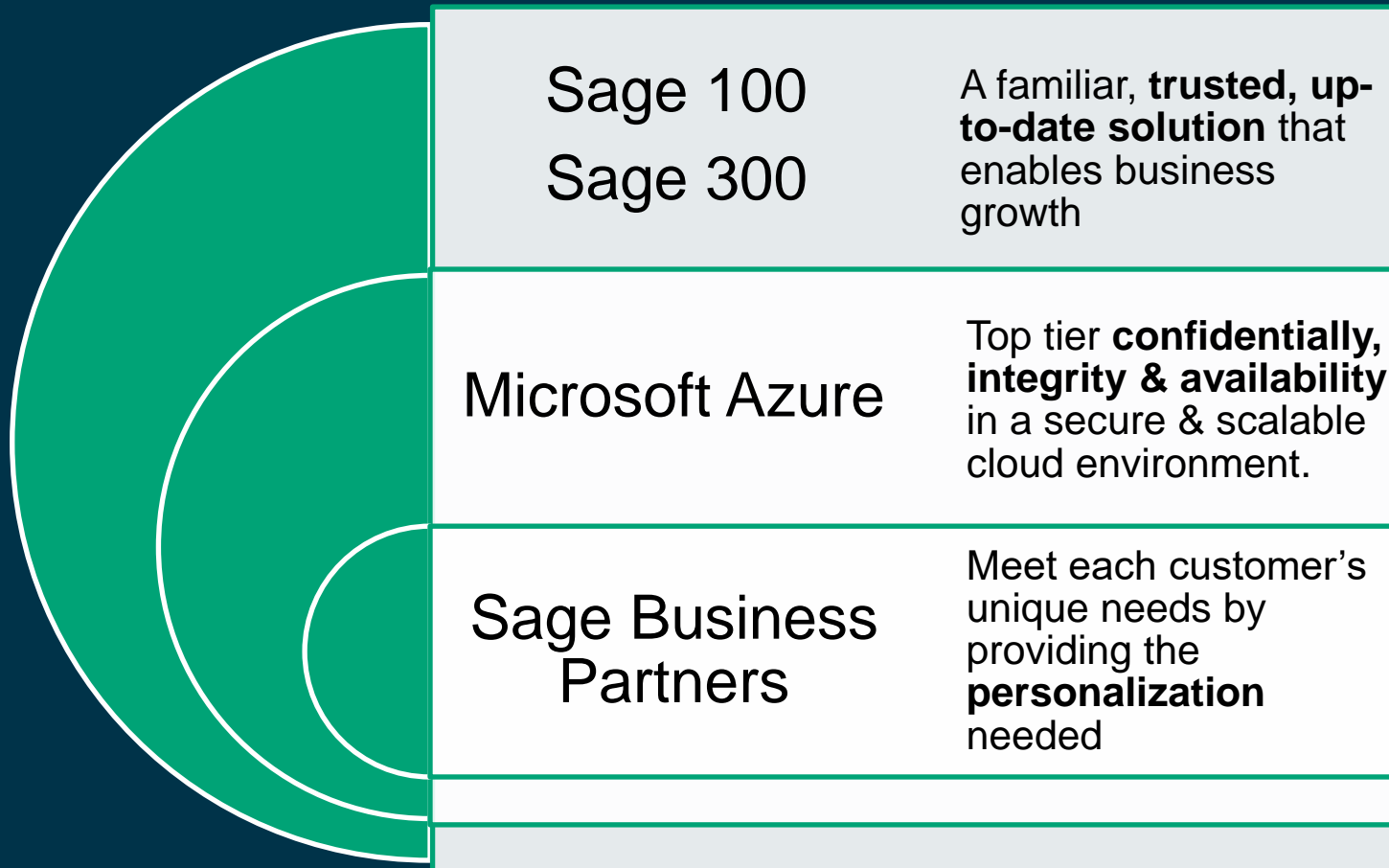
*Quickly add new capabilities and users as your business needs require*



## Reliability

*Minimize risk to interruptions to running your business due of downtime from unexpected outages*

# Sage makes the move easier....



**No retraining required – keep using your Sage solution but in the cloud**



**Achieve better business continuity and avoid business disruption**



**Cost effective cloud deployment available from Sage business partners**

# Why Azure?



## Cloud Leadership

- 95% of Fortune 500 companies use Azure\*
- Extremely reliable. Azure component and uptime ranges from 95% - 99.9%\*

## Technology & Continued Investment/ Compliance and security focused

- Spends \$1 billion each year to upgrade and secure their infrastructure\*
- Continually invests and puts development into the platform
- Open and flexible cloud-computing platform

## Sage's Strong relationship

- Sage has a long & evolving history of working with Microsoft

## Sage does support other hosting providers

\*Source: [Azure.microsoft.com](https://azure.microsoft.com)



# Same Product, Simpler Offer



## On-premise bundles

- 9 bundle options
- 4 pricing tiers



## Sage 100/300 on Azure

- 4 bundle options
- 1 price



Sage enables partners to deploy Sage 300 on a Microsoft Azure quickly and easily.

This flexible, partner-managed service supports customizations and ISV integrations—allowing customers like you to **leverage the products you know and love with the cloud advantage**

# Thank you

The Sage logo, consisting of the word "sage" in a lowercase, rounded, sans-serif font. The letters are a vibrant green color.