

Delivering SAP Business One in the Cloud Let's You Walk the Walk and Talk the Talk

The Challenge:

Find a provider that can deliver the company's new SAP Business One and custom web application in the Cloud while providing the guidance, security model, flexibility and personal attention they require.

Objective:

Provide a nationwide sales team with a secure and flexible way to access information from SAP Business One in the field.

Approach:

SAP recommended delivering SAP Business One in the Cloud using the AcXess V-Works™ platform.

Outcome:

Secure, remote access to critical information for the sales team with a flexible solution that delivers 99.9% availability and advanced data protection services.

Business Benefits:

- Sales team has immediate access to business critical information in the field
- 24 X 7 X 365 access with a 99.9% SLA
- Secure off-site data retention and automatic backups
- No upfront investment in infrastructure and up to 70% reduction in costs compared to running a similar solution in-house
- Minimal impact on operations with solution delivered from a Private Cloud

Business Challenge

Absolute Security is all about security and response. As one of the largest ADT security system dealers in the United States, they need to reflect this in everything they do. When the company decided to integrate all of their core business and accounting functions using SAP Business One, they knew they would need a simple, safe, and flexible way to deliver the applications 7x24 to their nationwide sales team. Hey, you can't be a leader in home security and response and not have a system that reflects your mission.

The problem? Developing a solution in-house didn't meet their scalability and availability requirements; they have the security part down cold. And they were having difficulty finding a Cloud provider that could provide all of these requirements plus give them the flexibility they needed to ramp up the ideal solution.

The Solution

SAP recognized the unique challenges Absolute Security was facing, and recommended AcXess. They had been working with SAP Business One team for years on similar projects. SAP knew that Absolute Security could leverage AcXess' V-Works™ platform to deliver the applications from a unique, dedicated "Private Cloud" environment. But more than that, AcXess could provide the guidance and flexibility the company needed to meet their business requirements.

To begin, AcXess led a planning session to understand the company's needs above and beyond the SAP Business One implementation. They were then able to provide Absolute Security with the personal attention they required, including lending assistance with licensing requirements and providing a flexible services architecture that would give them the

Ability to customize the level of administrative control in the final product. And unlike other Cloud providers, AcXess provided Absolute Security with full administrative rights to the development and production environment so that they could control the application and database.

Once AcXess had determined the infrastructure requirements and set up hosting on dedicated virtualization infrastructure, their V-Works™ platform provided centralized, secure, and easy-to-use access to the company's SAP Business One application from any web-enabled device.

Finally, AcXess continues to deliver every aspect the environment; they manage the high-performance infrastructure in SAS 70 certified Savvis data centers providing 99.9% uptime, seamless upgrades, and the highest level of security. And all AcXess solutions come with automated, secure off-site backups for business continuity and data recovery.

With the detailed work required to keep their sales team connected being handled by dedicated professionals, Absolute Security can now keep their focus on selling security systems.

"Having AcXess deliver our applications in the Cloud lets us enjoy all the benefits of SAP Business One and frees us to focus on selling security systems. And the personal attention to our unique business requirements really set AcXess apart from the rest of the crowd."

Richard Carlston, Senior Software Engineer
Absolute Security of America, LLC
www.absolutesecurityusa.com

Solution Details:

AcXess provides a planning session to understand the company's needs, and then provides them with the guidance and flexibility they need to meet business requirements

AcXess determines the infrastructure requirements and hosts the client's applications on dedicated virtualization infrastructure

V-Works™ from AcXess provides a centralized, secure, and easy-to-use platform to deliver secure access to the company's SAP Business One application from any web-enabled device

AcXess then manages the entire back-end infrastructure, including updates, patches, upgrades, monitoring and disaster recovery in world-class data centers with 99.9% uptime

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