

IQNavigator Advances Next-Generation "Software As A Service" (SaaS) Model

True SaaS Solutions Offer Multi-tenant Architecture and Free Automatic Upgrades To Generate Far More Value for Customers, Unlike SaaS Pretenders

DENVER, Colorado, November 16, 2005 -IQNavigator, Inc., the leading global provider of services procurement and optimization solutions, today advanced the next-generation Software as a Service (SaaS) model by making available a white paper detailing the aspects of "true Software as a Service," available for download at <http://www.iqnavigator.com/wp.html>

Unlike traditional legacy software, next-generation SaaS solutions such as IQNavigator offer customers the benefit of significantly lower up-front technology investment costs while generating value much more quickly and providing increasing value over time. Enabling the advantages inherent in these solutions is a multi-tenant architecture, which allows infrastructure and operations costs to be spread across many customers. Ongoing free upgrades also permit unparalleled support as customers are never orphaned on an old version, as well as increasing value over time as customers can take advantage of a continuous stream of new innovations and benefits by simply turning on new functionality as it becomes available.

"A number of legacy software providers are attempting to hide their high cost of ownership and declining supportability over time with hosting services and subscription pricing," said John F. Martin, senior vice president of strategy & technology, IQNavigator. "However, true next-generation SaaS offerings revolutionize the software cost/benefit equation and fundamentally changes the customer ownership experience for the better, both immediately and over the long term."

True next-generation SaaS offerings such as those provided by IQNavigator have been architected to incorporate features such as:

- **High Configurability** - Next-generation SaaS offerings have been architected to avoid customization, which prevents having to spend significant time and cost in the implementation project and also avoids being locked in to current software versions for years.
- **Fast Implementation** - True SaaS offerings require no installation or technology investment for new customers and are completely configurable over the Web. Benefits can be realized almost immediately, and additional business units can be easily implemented or functionality components can be turned on for even higher business impact.
- **Continuous Upgrades** - Upgrades are frequent, automatic and free with true SaaS offerings. Customers always have access to the most recent innovations and improvements in the latest software version, while receiving highly responsive support because the SaaS vendor supports a single software version and has complete knowledge of the customer's configurations.

According to Martin, true SaaS providers will prove flexible, adaptable and collaborative while determining the customer's business needs and working to fulfill them. The SaaS provider's goals are the same as the customer's - get going quickly, roll out to a broad audience to maximize adoptions of the software, and achieve significant business impact to provide momentum for broader rollouts. By harnessing these success drivers, customers can fully maximize the benefits of working with a SaaS provider.

A full discussion of the benefits and characteristics of true SaaS solutions can be found within IQNavigator's new white paper "How True SaaS Delivers More Value," downloadable at <http://www.iqnavigator.com/wp.html>.