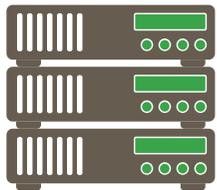
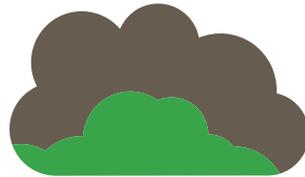


DEPLOY IT YOUR WAY



On premise



Cloud

GaaS

As a service

Your guide to deploying (and licensing) Greentree software.



DEPLOY IT YOUR WAY

More than ever Greentree offers you choice so you can 'work it your way'. Not only choice in how you use our ERP software but how you consume it.

On-premise, in the cloud; perpetual licence, subscription or Software as a Service - you get the same powerful, fully configurable Greentree ERP software with a whole range of service and upgrade options.

This eBook is designed to give you an overview of the various deployment and licensing options you have with Greentree, to help you decide what deploying it 'your way' actually means.

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THREE BEST OPTIONS

Once you've decided Greentree ERP Software is the engine you need to drive your business forward, we give you three "best" options as to how you might deploy it.

No one option is better than the other; you get the same Greentree⁴ software no matter which option you choose. That includes the same functionality, the same ability to configure and customise, and the same level of support and expertise from our Partners.

The good news is, as in all we do, Greentree makes deploying its software simple – no matter how you choose to do it.

GREENTREE 

WORK IT
YOUR WAY





GaaS
As a service



GaaS is Greentree's SaaS solution; Greentree as a Service.

RUNNING YOUR BUSINESS WITH GaaS

It rolls your software licence, cloud hosting costs, maintenance, application of upgrades and related services, into a single monthly payment.

It gives you all the benefits of Greentree without requiring an enterprise-sized IT budget or staff. And because it's Software as a Service you literally "pay-as-you-go", GaaS lets you scale resource up (or down) as your business changes.

Why GaaS?

- Your monthly subscription is based on the number of users you have and the software they need on an individual basis. If you don't need it, you don't pay for it.
- GaaS is single tenanted. Your database sits in its very own highly secure environment in the cloud – just as if it were sitting on your own server on the ground.
- You get to customise and configure Greentree to the same level of sophistication that you get with the on-premise product, including apps and APIs.
- It's your database. If you want to shift from GaaS to on-premise or cloud hosting – you can, you're not locked into one option.
- Upgrade provisioning is included in your GaaS package, and the good news is that it can be completed at a time that suits you.

If you're just starting out, are in rapid growth mode, in an industry subject to fluctuation or just looking for the simple convenience of a SaaS solution, GaaS can be a great option. Not only do you free yourself from needing the expertise and costs required to manage hardware and maintain software, you know you have the high-performance business engine that you need to drive your business forward.

WHO'S RESPONSIBLE

YOU

MANAGE:

- Internet connectivity
- Devices to access GaaS
- Local networking

YOUR GREENTREE PARTNER

PROVIDES:

- Access to your GaaS Licence
- Configuration of your Greentree software
- Any APIs/customisation
- Software support
- Upgrade management*

GaaS

DELIVERS:

- Applications
- Database Management
- Runtime
- Middleware
- Operating System
- Virtualisation
- Servers
- Storage
- Cloud bandwidth
- Cloud support
- Maintenance & upgrades*

Note: * Both parts of the upgrade equation are required.



GaaS
As a service



A perennially popular option for mid-size organisations.

ON-PREMISE

On-premise hosting is the traditional way to deploy ERP software. Your licenced software sits on a physical server on your premises (or someone else's).

It is the preferred option for many companies for a wide variety of reasons, including the physical server infrastructure already being in place.

You should consider:

- The technical specifications of the server and network infrastructure needed to support the number of users, volume of transactions and size of database you are going to need. These can change so please [contact us](#) for the latest technical specifications.
- The resources available to support your IT infrastructure and how your staff will connect to it.
- The level of back-up and [data recovery](#) you need plus your ability to support this.
- How often you want to [upgrade](#) and how you will manage this across your organisation.
- Are there any regulatory requirements around how and where data is held? For some organisations on-premise hosting is still the best option for the governance environment they work in.

There are a couple of misconceptions about on-premise hosting that should be addressed:

- You can have remote access to your Greentree system, even if it is hosted on-premise (you don't have to be in the cloud to achieve this).
- With Greentree [Primed4U](#) upgrades are delivered with minimal disruption to your business – the result is no different on-premise than if you are hosting the same software in the cloud.

If you choose on-premise hosting, it is going to come down to your business needs, how you want to operate and the investment you have made (or are prepared to make) in your IT infrastructure.

WHO'S RESPONSIBLE

YOU

MANAGE:

- Applications
- Database Management
- System Runtime
- Middleware
- Operating System
- Virtualisation
- Servers
- Storage
- Networking (internal and external)
- Devices to access the system

YOUR GREENTREE PARTNER

PROVIDES:

- Implementation and configuration of your Greentree Software
- Any APIs/customisation
- Software support
- Management of Greentree upgrades



GaaS
As a service



Greentree has been successfully hosted in the cloud since 2003.

CLOUD HOSTING

It surprises a lot of people to learn that Greentree has been successfully hosted in the cloud for well over a decade.

It makes us a pioneer in the cloud-hosted ERP space and our customers get to benefit from that long-term experience. As a result, you get the same high-performing software with the greatest possible flexibility as to how it is configured, deployed, updated and managed in a cloud environment.

Cloud hosting has come a long way in the last decade. Greentree software is currently hosted on many different public and private cloud platforms globally, with a wide variety of services and performance SLA's.

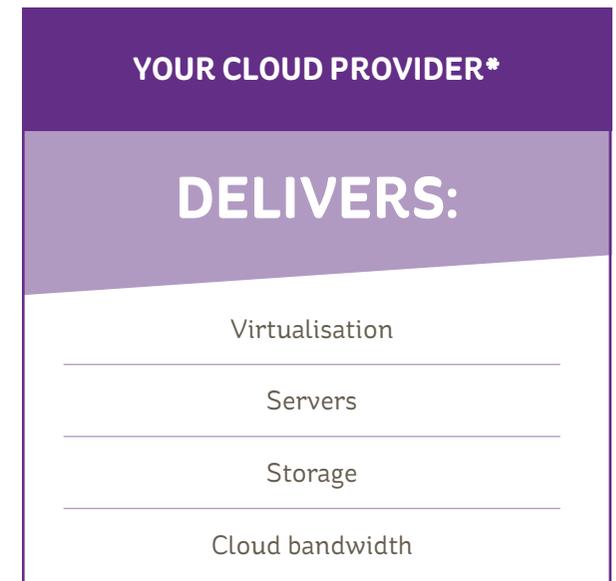
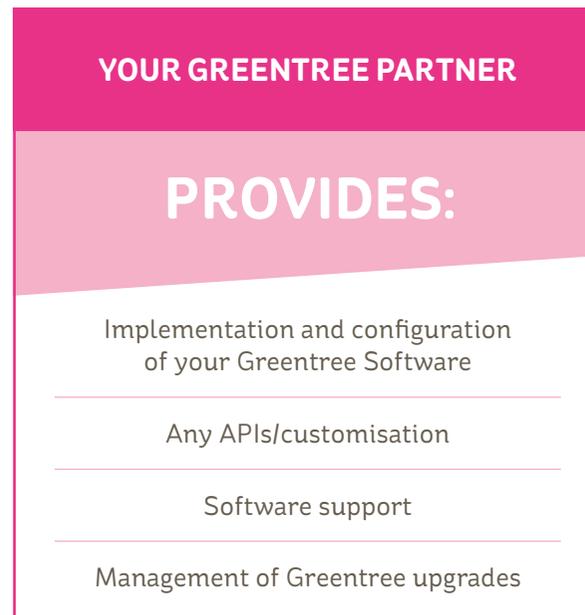
You are able to choose to host your **standard** Greentree licence in a public cloud, a private cloud or see over the page for **AOD for Greentree**, our specialist cloud hosting service.

No matter which provider you choose, it is important for you to understand what your operating requirements are including uptime, speed and security. It is also important to make sure that you are able to extract your Greentree system with its associated data and change cloud providers or move to a different deployment option, if you so choose. Watch out for clauses that could lock you in for longer than you want.

You can choose to host Greentree in the cloud having purchased a standard perpetual licence or decided to go for a subscription model. This gives you the same rights as a standard licence but it is paid for on a monthly basis. Neither option has any impact on how the software performs or your rights to the software - so long as the payment terms are met.

Please note - it is important not to confuse cloud hosting with GaaS – while it is also cloud hosted it is based on a very different SaaS licensing model to the options being described here.

WHO'S RESPONSIBLE



*Could also be sourced through a Greentree Partner



It doesn't matter where you are in the world; with AOD for Greentree your entire business ERP system is with you.

AOD FOR GREENTREE: PROVEN CLOUD HOSTING OPTION

Our cloud Partner, AOD, has created AOD for Greentree, a cloud infrastructure or (Platform as a Service – PaaS) specifically built and tuned for Greentree4.

AOD for Greentree offers the flexibility of moving your entire Greentree solution into the cloud with the same degree of configuration and functionality you get with on-premise. Like all cloud solutions your team has access to everything a Greentree system can offer anywhere, on any device.

AOD is one of few cloud providers that specialise in provisioning really serious enterprise applications. The result is a 'Greentree cloud' that is super-fast, secure, reliable and capable of handling tens of thousands of daily transactions. You have the choice of hosting your software on a standard licence or a monthly subscription but your AOD for Greentree contract sits separately to this and the cloud hosting fee is charged monthly.

Reliable and transparent:

- You can effortlessly scale the number of users (up or down) on a temporary or permanent basis, without the hassles and cost of investing in additional hardware and infrastructure.
- There are no hidden costs. Your IT expenditure is easy to calculate according to your usage per month.
- There's no loss of control or access capabilities - you decide when to upgrade to the latest features and versions.
- Your Greentree applications are delivered via extremely efficient, proven network bandwidth systems.

AOD has made it possible for users as far afield as Central Africa and the Australian Outback to connect to Greentree using satellite and smart devices, with a minimum of 3G connectivity.

WHO'S RESPONSIBLE

YOU

MANAGE:

- Applications
- Local networking
- Devices to access the system

YOUR GREENTREE PARTNER

PROVIDES:

- Implementation and configuration of your Greentree Software
- Any APIs/customisation
- Software support
- Management of Greentree upgrades

AOD FOR GREENTREE

DELIVERS:

- Runtime
- Middleware
- Database Management
- Operating System
- Virtualisation
- Servers
- Storage
- Cloud bandwidth
- Cloud support



GREENTREE SOFTWARE LICENSING OPTIONS

They are all 'best' options
– no one option is
inherently better than
the other.

Through the eBook we've mentioned the three different licensing options on offer with Greentree. To help you understand the difference:

GaaS: Our Software as a Service licence.

You pay on a monthly subscription based on the software you need to access. It includes Greentree Maintenance and Renewal (GMR) and the provisioning of four upgrades per year plus a range of related services. You have access for as long as your subscription payments are met.

Standard licence:

This gives you the right to use the selected software in perpetuity; it doesn't include GMR which is billed annually, or any additional services or software.

Subscription licence:

You pay for the licence to use the selected software on a monthly basis; if you stop paying then you lose your access rights. The rental payment is calculated to include GMR but doesn't cover any additional services, provisioning, or software.

They are all 'best' options – no one option is inherently better than the other. When it comes to deciding the 'best' option for you, it will come down to the way your business operates and how you want your finances to run. What it means, is you won't in any way compromise the results you get from using your Greentree software...it's the same ERP system, just served up and paid for in different ways.

MAKING THE COMPLEX SIMPLE

As much as possible we want to make selecting, licensing, deploying and implementing our software as simple as it can be.

By specialising in mid-market ERP systems, most of the customers we work with inherently have highly complex business needs. Just as we 'make the complex simple' by providing a solution that can be 99% delivered out-of-the-box we look to deliver the same ease of delivery with your deployment options.

Greentree has been very much a pioneer in delivering ERP systems in the cloud and is delighted to be able to offer a full-function "switch it on" Software as a Service option with GaaS.

The simplest option is to talk to a Greentree Partner. They are more than just great technical advisors, they really do understand your business. Across our global partner network there are very few industries or business models that they haven't worked with.

If you would like **our assistance** in selecting a partner to advise you, based on your location and business focus, we would be happy to help.

[Select an Advisor >>](#)





We are also happy to answer any questions you might have about licensing, deployment or Greentree ERP Software in general.

www.greentree.com

PLEASE NOTE: Greentree software is 100% delivered by our highly talented community of Partners in Australia, New Zealand, North America and the United Kingdom.
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