

Why Do Companies Switch to 3PSS?



Immediate Cost Savings

Most organizations are initially attracted to third-party support's cost model which immediately saves them 50% – 62% in maintenance fees compared to vendor-provided support

Making the switch is undeniably one of the easiest ways to reduce one of your budget's most significant expenses. You can either reallocate those precious funds to strategic IT initiatives (e.g., new software, hardware refresh, new hires) or recognize them in bottom-line savings.

Your IT department can also accrue savings by avoiding unnecessary version upgrades and/or redirecting the efforts of internal staff, focusing on self-support and customization support. Additional pricing factors may include concessions for multi-year support agreements, discounts for licenses you're not using, or deciding to consolidate managed services and consulting with your maintenance agreement.

These savings can all add up to much more than 60%, but be wary of any 3PSS service that claims you'll save 90% — that's usually more marketing hype than reality.

MIGRATIONS, FINANCIAL HARDSHIP, AND INNOVATION & DIGITAL TRANSFORMATION



MIGRATION

FINANCIAL
RELIEFSUSTAIN AND
TRANSFORM**MIGRATING
TO A NEW
ENVIRONMENT**

It's relatively common for organizations to switch to 3PSS when they're migrating from one on-premise environment (e.g., JD Edwards) to another (e.g., SAP) or from an on-premise environment to the cloud (e.g., Siebel CRM to Salesforce). Your third-party support vendor will maintain your existing environment until your migration is complete, saving you 50% – 62% on maintenance fees.

**SEEKING
SHORT-TERM
FINANCIAL RELIEF**

3PSS is ideal for organizations that need short-term cost relief or are mired in financial hardship. Switching over will unlock immediate cost savings and positively impact your organization's financial performance. Plus, 3PSS can be a lifesaver if your company is owned or partially funded by a private equity firm that mandates quick growth and/or dramatically reduces operating costs.

**INNOVATION
AND DIGITAL
TRANSFORMATION**

More than ever, organizations are switching to 3PSS because they're moving to the cloud and want to innovate — and 3PSS facilitates company transformation and innovation through numerous modalities, including integration, interoperability, roadmaps, lift-and-shift, and security.

