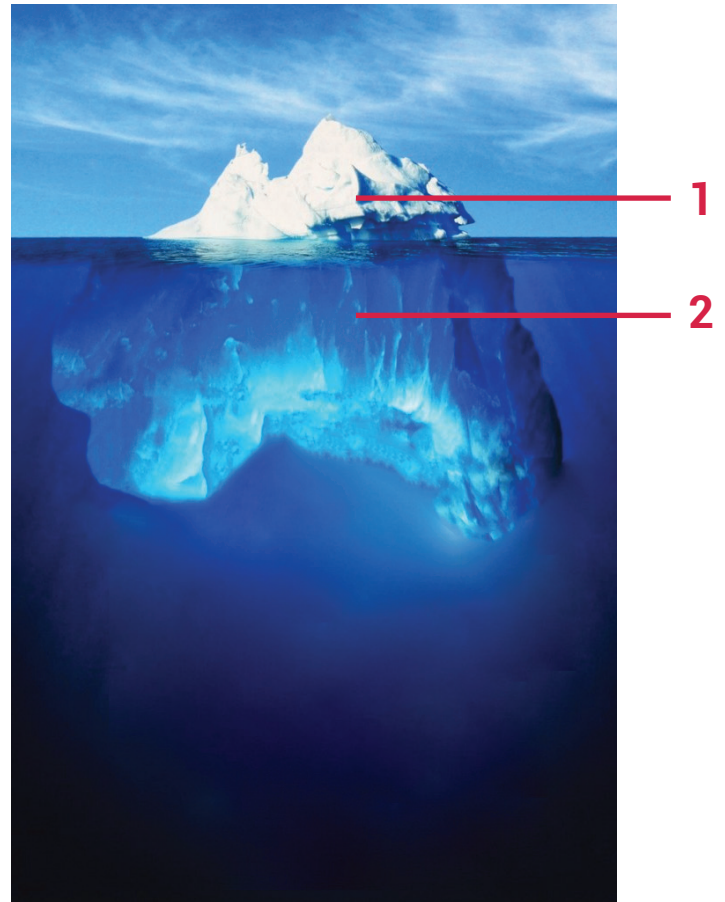
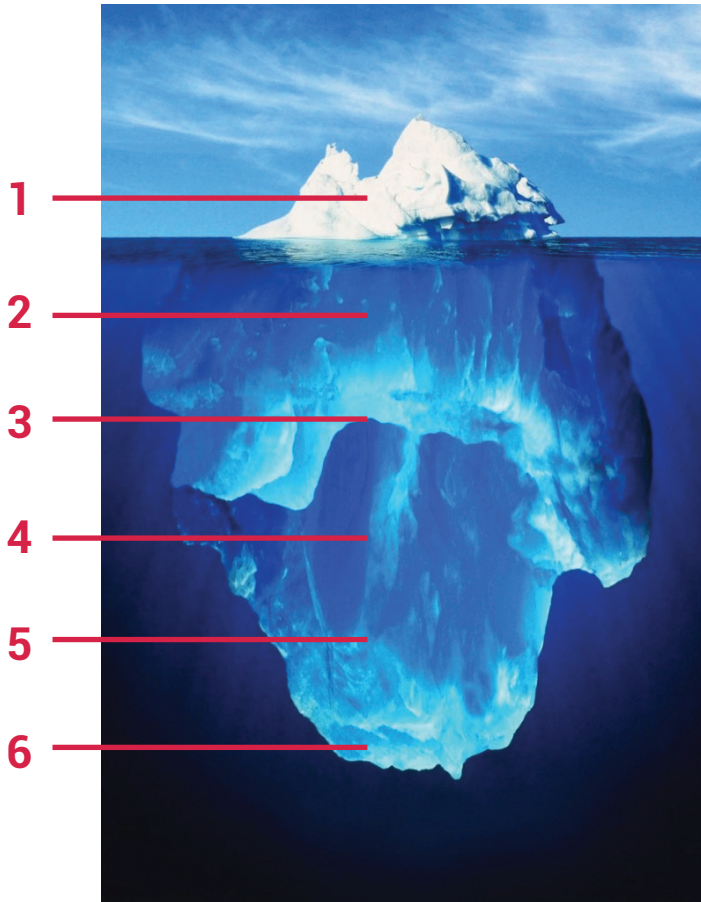


The Iceberg - On-Premise vs. Cloud Expense

On-Premise Solution

Cloud Solution



- 1** - 9% Software Licenses
- 2** - 43% Implementation
- 3** - 26% Hardware
- 4** - 14% IT Personnel
- 5** - 7% Maintenance
- 6** - 1% Training

- 1** - 68% Subscription Fees
- 2** - 32% Implementation, Customization, & Configuration
- PLUS-** No manual upkeep, IT fees, failing hardware, or security maintenance!