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In This Issue

Software-as-a-Service (SaaS)
for Manufacturers

xRP: Free 30 Day Trial

Manufacturing Statistics July
2008

Software-as-a-Service (SaaS) for Manufacturers

I'm sure most of you have seen some information on Software-as-a-Service (SaaS) and cloud this and that. I'm going to explain to you what it is and why it's important for your bottom line.

Software-as-Service means instead of purchasing Enterprise Resource Planning (ERP) or Customer Relationship Management (CRM) software or other software that you install on computers at your site, you use the software over the Internet through an Internet browser. Why is it important..**CASH...CASH...CASH.**

There are many costs involved with traditional on-premise software.

COSTS	YEAR 1		Subsequent Years	
	Traditional	SaaS	Traditional	SaaS
Hardware	X		X	
Hardware Maintenance	X		X	
Software Licenses	X		X	
Annual Subscription	X	X	X	X
Implementation	X	X		
Training	X	X		
Application Support	X		X	
Application Upgrades	X		X	

With SaaS you do not have to pay for the Hardware, Hardware Maintenance, Software Licenses, Application Support and Application Upgrades. Application support includes your internal IT staffing to support the application. Some of you may begin to wonder if you are you manufacturers or software companies when you begin managing these types of software applications on site.

SaaS allows you to focus on what you do and pay as you go for the software potentially saving you over \$100,000 within 2-5 years.

Also, instead of spending \$50,000 - \$100,000 or more upfront before you get any benefit and waiting 2 - 6 months, you pay



By: *Agent Technologies, Inc*

The future of Enterprise Resource Planning

- Customer Relationship Management
- To Do List Management
- Schedule Management
- Price Quote Management
- eCommerce System
- Knowledge Management
- Inventory Management

Coming Soon!

- Production Management
- Financial Systems Interface
- Intelligent Agents

Base Subscription:

\$9 per Month per User

only a fraction of that cost each month while you are getting some benefit.

"Over the next 12 months, of the number of U.S. organizations initially implementing a business management application such as ERP or CRM, the percentage implementing a SaaS solution will approach the percentage of organizations deploying traditional licenses in that market." (MBT Magazine, May 2008)

Simply put, if some of you are considering implementing an ERP or CRM system, make sure you evaluate at least 2 or 3 SaaS vendors in your mix of the traditional ERP/CRM software vendors. It just might provide you the additional cash to grow during these challenging times.

Ben Moore
President
Agent Technologies, Inc.



Manufacturing Statistics

The Consumer's Workshop: the future of American manufacturing

The Consumer's Workshop: The Future of American Manufacturing is a hand book on how to setup the systems within your company and create the workforce you need to be successful now and in the future. Written by authors that have worked at some of America's largest manufacturers, founded their own manufacturing organizations and helped numerous small manufacturers grow.

The Consumer's Workshop: The Future of American Manufacturing is a must read for today's business leaders. It is insightful and provocative in its approach to where US manufacturing has been, how manufacturing got into the troubles it faces today and what we need to do to become the standard for world class once again. If we want to know how to regain that competitive edge once again, the roadmap is certainly the pages of The Consumer Workshop.

-- Bruce Vaillancourt, Director, NIST MEP Program, TechSolve, Inc.

The Consumer's Workshop is an extremely timely review of how manufacturing strategy developed in the past and how it will change in the future. The author team clearly demonstrates that companies have to change -- and provide plenty of advise how such a change should take place."

-- Frank Piller, PhD, International Manufacturing Consultant

As the authors make clear, eventually American manufacturing will become the workshop for direct production of consumer's own designs -- or it will be no more. Begin that path by following the steps outlined here."



1) Manufacturing Output increased 0.2 percent in June 2008 with durable goods up 0.7 percent and nondurable industries down 0.3 percent. Source: Federal Reserve Board

2) Manufacturing Employment **fell** by 35,000 jobs in July 2008. Source: Bureau of Labor Statistics

3) Manufacturing Trade Deficit in May 2008 decreased \$0.5 billion, or 0.7 percent, to \$72.5 billion. Sources: Census Bureau, Bureau of Economic Analysis

4)Manufacturers' New Orders increased \$7.06 billion, or 1.7%, in June 2008 to \$457.6 billion. Up four consecutive months. Source:Census Bureau

-- B. Joseph Pine II, author, Mass Customization: The New Frontier in Business Competition

Investment: \$12.99
<http://www.theconsumersworkshop.com>

5) Manufacturers' Inventories increased \$5.5 billion in June 2008 to \$554.3 billion. Up nine of the last ten months. Source: Census Bureau

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Founded in 1995, Agent Technologies, Inc. provides e-Commerce Solutions, Business Reporting Solutions, e-Business Strategy Development and Agent Based Systems. We specialize in comprehensive eCommerce 4 Manufacturing (sm) Solutions through our manufacturing consultants and software applications.

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