TEEC Helps ISVs Find an Easy Path to the Cloud

New partnership with ISCorp will accelerate, optimise, and de-risk the journey to SaaS & PaaS– enabling ISVs to unlock new revenue streams, lower support costs, and serve customers better

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Today, TEEC announced a major step forward in enabling Independent Software Vendors (ISVs) to securely extend their existing enterprise software solutions to the cloud.

Thanks to a ground-breaking new partnership with Integrated Systems Corp (ISCorp), ISVs in the UK and Northern Ireland will be able to fast-track their transition to a Software-as-a-Service (SaaS) & Platform-as-a-Service (PaaS) subscription and delivery model. Initiating enterprise-grade services for their customers that are scalable, secure, compliant, and highly available.

Designed to eliminate the complexity and technical hurdles ISVs frequently face when converting their existing software to be cloud-ready and available, the end-to-end service makes it convenient and easy for ISVs to successfully achieve an ultra-fast time to market.

For ISVs looking to fast-track digitalising their offering, the service will enable them to evolve their operational models at speed to capture new revenue streams and serve customers better.

Delivered via the ISCorp platform, the unique features of the service eliminate cost and risk for ISVs:

- ➢ Turnkey on-boarding of business applications and customers
- ➢ Turnkey private cloud hosting and management in Tier III facilities– dedicated compute resources, private links, security applied as standard
- ➢ Flexible billing options aligned per market (pay-by-click/per user/revenue sharing)
- ➢ Flexible agreements – 2-party, 3-party, white-label
- ➢ SLAs written to application level (not just for the IT components)
- ➢ Industry leading security and compliance (FINRA, HIPAA, SSAE18, SOC2, ISO 27001:2013)

By partnering with ISCorp, TEEC is making it easy for ISVs to transition to the cloud with confidence and build new sales models, while ensuring that the quality of their service delivery meets or exceeds the terms of their SLAs.

"As cloud has evolved, the service side has become the defining difference between those that succeed and those that don't," says Adrian Abbs, Managing Director, TEEC.

"We're now able to give ISVs based in the UK and Northern Ireland the local support and enablement they need to engage fast, start new revenue streams, and secure their existing customers – with no operational or business model risk."

Commenting on the initiative, Mike Weber, Founder and acting President and CEO at ISCorp, said: "Most cloud suppliers don't have skin in the game, ISCorp does as our interests are fully aligned with

the ones of the ISV's we support, thereby ensuring a high level of success in their transition to the cloud".

"Our end-to-end service incorporates every aspect of delivery – from database administration to SaaS enablement, security, compliance, disaster recovery and more. Our goal is simple: to make it easy for ISVs to focus on their business – not IT – and we have a deep and long heritage in assisting ISVs to leverage our platform and offer their applications in the cloud."

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About TEEC

TEEC Ltd is a privately-held, UK-based provider of managed secure cloud services. Setup in 2000 it has provided a wide range of services & solutions to some of the largest brands worldwide for 20 years. TEEC services cover infrastructure as well as software with support up to the application level for its clients.

About ISCorp

Integrated Systems Corporation (dba ISCorp) is a minority owned and privately-held, US-based provider of custom design, managed private secure cloud services. Born out of the rigorous requirements of the financial services industry in 1987, today ISCorp has global reach and deep expertise across multiple industries.