



**CHECKLIST:**  
**TOP 10 REASONS**  
to move to the cloud

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# TOP 10 REASONS to move to the cloud

There are many reasons to move to the cloud, including rapid deployment, reduced support, improved flexibility, lower costs, as well as others that may not be as obvious. However, these benefits and bottom-line considerations are dependent on the technical capabilities and experience of the cloud vendor you choose.

Here's an overview of why you should consider moving to the cloud – and why you should consider SuccessFactors as the way to do it.

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“SaaS will become the default model for HR technology deployment...”

- Paul Hamerman  
VP, Principal Analyst  
Forrester Research

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## 1. PREDICTABLE COSTS AND LOWER TCO

The bottom line drives nearly every business decision. And the cloud can save you money – no big up-front costs, no upgrade or 3rd party license costs, and no maintenance costs. You pay a single annual per-user subscription. If you're not happy, you're not locked in – you simply don't renew your subscription.

**Why SuccessFactors?** A loyal base of more than 3,5000 customers with renewal rates above 95 percent.

## 2. AUTOMATIC UPDATES

Applications are updated automatically, so customers don't need to bother with installations or updates.

**Why SuccessFactors?** New features and innovations based on customer requests are available each quarter, automatically. All you need do is decide to turn them on.

## 3. RELIABILITY

As with on-premise applications, you have concerns about speed, downtime, and disaster recovery. In the cloud, that's the vendor's responsibility. Just make sure your vendor has a good track record and vetted to deal with outages.

**Why SuccessFactors?** A record of more than 99.9 percent uptime. In the rare instance of an outage, SuccessFactors assures service, support, and delivery with the Information Technology Infrastructure Library (ITIL) v3.

## 4. TIME TO VALUE

A big advantage of cloud-based applications is that you can get them up and running in weeks instead of months. With a single coding language used throughout the application, no need to purchase, install and maintain your own servers and no software to install, test, back up, etc., multi-year software implementations are becoming a thing of the past.

**Why SuccessFactors?** SuccessFactors typical implementations range from 4 weeks for the basic platform to 6 months for Core HR (see charts to the right).



## 5. ADOPTION

If applications don't deliver expected results, it's usually not because they lack technical features but because of a lack of user adoption.

**Why SuccessFactors?** Easy, browser-based access, an intuitive interface you can customize easily, and a wide range of training offerings. It all adds up to delighted users.

## 6. SECURITY

Providing – and proving – the highest levels of security is a key requirement. That includes security of physical premises as well as technical security on the access, application, and network levels. Cloud vendors typically can provide a higher level of security than most companies could achieve on their own.

**Why SuccessFactors?** Comprehensive security controls across data centers and personnel, as well as application-level security. SuccessFactors has all relevant certifications – and world's largest companies trust SuccessFactors with their most sensitive employee data.

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“The effectiveness of SaaS is as much about the discipline it enforces in implementation and upgrade practices as it is about technical architecture.”

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- Jim Holincheck  
 Managing VP Gartner

## 7. COMPLIANCE

Complying with industry- and country-specific standards and laws is critical; non-compliance carries huge financial risks. Depending on the vendor, HRIS Cloud applications should all include some level of updated compliance with each new version of the software. Because compliance requirements vary depending on industry and geography, an application’s extensibility is an important consideration when evaluating compliance.

**Why SuccessFactors?** The combination of SuccessFactors and SAP has led to major developments in this area. With the global reach of SAP, we handle all of the compliance research for you. With each new release, SuccessFactors includes current compliance requirements for more than 80 countries globally. We hold the product to rigorous standards to ensure that compliance is always up-to-date, including:

- All policies based on ISO 27002
- Applications tested on OWASP standards
- Infrastructure hardened to CIS standards
- U.S. government FISMA accreditation (OPM/DHS/NTIS)
- PCI certified
- SSAE 16 SOC 2 auditing every year
- SSAE 16 SOC 2 or ISO 27002 certification for the data center
- Safe Harbor certification
- BS 10012 standard for the management of personal information

## 8. EXTENSIBILITY

Out-of-the-box features and functionality are great, but you need to be able to further configure and customize your apps to your needs; for example, for compliance.

**Why SuccessFactors?** The architecture and extension framework make it easy to apply unique application requirements – and seamlessly maintain them with each new update.

## 9. SCALABILITY

When assessing scalability, consider operations, capacity, multi-tenancy, and load balancing.

**Why SuccessFactors?** With more than 3,000 customers and some of the largest deployments of business software in the cloud, scalability is key. Because SuccessFactors solutions were built for the cloud from the start, the solution architecture meets all IT requirements and best practices for scalability.

## 10. INTEGRATION

Because there are so many levels of integration, most vendors will claim to “integrate” on some level. But for enterprise-wide applications, you’ll need integration at the data, process, and user interface level. You don’t want your HR applications to work in a silo—to get the most value from all your data, you need integration with enterprise applications as well.

**Why SuccessFactors?** As an SAP company, SuccessFactors integrates with all your SAP applications so you can get the most from your data from your entire organization.

### About SuccessFactors, an SAP Company

SuccessFactors, an SAP company, is the leading provider of cloud-based Business Execution Software, and delivers business alignment, team execution, people performance, and learning management solutions to organizations of all sizes across more than 60 industries. With approximately 15 million subscription seats globally, we strive to delight our customers by delivering innovative solutions, content and analytics, process expertise, and best practices insights from serving our broad and diverse customer base. Today, we have more than 3,500 customers in more than 168 countries using our application suite in 35 languages. For more information, visit [www.successfactors.com](http://www.successfactors.com) or call 1-800-9920.

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