

NEC SaaS solution

Learn the Secrets of NEC SaaS solution

Introduction

Improved Software as a Service (SaaS) has increasingly become the most preferred method for delivery of business applications and software to end-users. Small to Medium Enterprises (SME) are seeking to gain access to these services through trusted providers that will enable them to adopt SaaS securely and easily. It is widely accepted that Telecommunication Operators and Service Providers are best positioned to leverage their network assets and customer relationships to provide a secure and trusted service to these users. What is required though is a robust and feature rich proven SaaS management and aggregation platform to simplify this SaaS service delivery, with the necessary feature sets to ensure that the Operator's SaaS portfolio is successful.



NEC - Your Partner in SaaS Delivery

To be the leader in the market of cloud computing, building your own ecosystem is essential. NEC's approach to SaaS is to deliver a holistic approach to our customers that starts with support during the business modeling and planning phase, and follows you through all the stages of building your SaaS ecosystem including Product Ingestion and Launch. Our involvement does not stop there; NEC continues to support and advise your business after launch and can assist you in various ways such as ISV (Independent Software Vendor) selection. Leveraging our business experience in delivering SaaS across three continents, NEC can help you deliver a successful SaaS solution.

■ Best of Breed Solution Combined with our Vast Experience

NEC's SaaS Solution comprises a solid cloud-computing SaaS aggregation and management platform at its core. NEC has thought beyond simply providing a platform to our customers and has launched its own SaaS service delivery solution, named ApplicationsNet. ApplicationsNet has been providing a wide range of applications targeting businesses since November 2008. This experience has provided NEC a number of insights into SaaS service delivery such as business know-how, ISV selection and ingestion, marketing and sales, and the challenges of managing and enabling resellers. This know-how gives NEC an advantage over our competitors and you a smooth and proven entry into the market.

■ Rapid SaaS Solution Delivery

As with any web based service delivery, SaaS deployment for any provider needs to be fast. With NEC's carrier systems integration experience and flexible orchestration layer, integration with your existing platforms (such as OSS, BSS, Billing, CRM, Authentication, SDP etc.) will be both seamless and rapid. Furthermore, NEC can support carriers' partnerships with application vendors in order to expand service portfolio in line with customer strategic needs. NEC's Rapid ISV Accelerator Program fast tracks ISV integration through use of a clever self-service developer community site, simulation tools and integration wizards. This program ensures a painless and super fast integration of 3rd party application providers into your marketplace.



Marketplace
with User Portal

ApplicationsNet

NEC SaaS offering is “a one-stop SaaS application store” which supports a wide range of SaaS software and business applications targeted to the SME market. From our simple to use Marketplace portal, your customers will be able to browse, trial, subscribe, and then also consume their purchased SaaS applications directly. Our Marketplace enables Enterprise users to use their applications, check their existing order history, modify and update subscriptions and see their usage statistics all from the one interface. Our Marketplace also supports your Sales and Resellers through separate logins allowing them to purchase services on behalf of their end customers.

Application Partners

NEC’s experience in delivering SaaS solutions over three continents has enabled us to source and integrate a number of SaaS ISVs. These service providers below are pre-integrated into NEC’s SaaS Aggregation platform and can assist you to fast track your service launch SaaS catalogue.



Solution Feature List

Categories	Features
Marketplace and User portal	<ul style="list-style-type: none"> • Customizable Application Store Front • Applications Promotion, Browsing & Contracting • Role Based Privileges - End User, Company Admin, Salesperson/Reseller • Authentication with Carrier's existing portal (via Single Sign On) • Automated Applications Provisioning • Visible Purchase History and Auditing • User Self Help Support Tools (FAQs, Forums, Document Repository) • Single Sign On Access to Subscribed Applications (via SAML, WebServices)
Service Management and Billing	<ul style="list-style-type: none"> • Product Management (Pricing, Description, Brochures, Logos) • Flexible Charging & Promotion Models (e.g. Subscription, Trials, Once-off) • Integration with Carrier's Backend Systems (OSS, BSS)
Operation and Support	<ul style="list-style-type: none"> • Intuitive Graphical Administration Console • Support Tools including User Data & Application Management • Impersonate Function • Reporting (Usage Statistics, Platform & Product Analytics) • Content Management System (Marketplace Maintenance)
Services & Integration Support	<ul style="list-style-type: none"> • Rapid ISV Accelerator Program (Product Ingestion) • ISV Selection & Integration Assistance • Simulation & Staging Tools • ISV Hosting Platform

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