Picking the right deployment option

A brief overview of popular models

Highlights

- Both subscription and perpetual license pricing models are offered.

- Subscription pricing can be combined with on-premise deployment.

- Customers can migrate from a cloud solution to an on-premise solution, and vice versa.

Choosing a new incentive compensation system comes with many choices about deployment models. Cloud versus on-premise? Single-tenant versus multi-tenant? Your focus should first and foremost be about the value of the solution, but IBM realizes that customer situations vary, so it is important to have multiple options.

When it comes to deployment options, IBM offers the same software virtually regardless of the deployment option that is selected. IBM defines Cloud and on-premise as follows:

- **Cloud:** the server environment is hosted by the vendor.
- **On-premise:** the hardware and software resides within the customer's IT environment.

What is right for you?

The right deployment option for you is dependent on several factors. The cloud model appeals to companies looking for a reduced burden on their IT group. For example, customers sometimes do not want to spend IT's time installing, managing, supporting and maintaining the sales performance management (SPM) application. A single-tenant cloud option is available as well for customers that prefer a dedicated computing server environment but want IBM to host it.

In general, on-premise deployments are better suited to companies wanting to leverage their existing IT infrastructure and investments. It is often chosen by companies wanting a higher level of control (e.g., upgrades, sizing, maintenance, etc.). A company's transaction volumes and IT policies also sometimes come into the equation.

What about pricing models?

Pricing models are a different topic than software deployment options. To meet the requirements of different customers, IBM offers both subscription and perpetual license pricing models. Customers can also combine subscription pricing with on-premise deployment.

Final thoughts

Select a software solution that best meets your needs in terms of features and value delivered. Remember, software architectures and delivery models are just part of the story—it is good to have options. With IBM SPM solutions, customers can elect to begin with a cloud solution and eventually migrate to an on-premise solution—or the other way around.

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