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RMI is “all-in” for Cloud Computing

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RMI is “all-in” for Cloud Computing as of May 1st, 2010:

This means that all new ADVANTAGE users will access our solution using a secure internet connection to the software. Rather than asking each of our customers to setup and manage their own computer file server; we will simply provide a secure customer specific internet login to a file server in the Cloud.

What’s the big deal and why has RMI made such a bold move?

Every 20 years or so there is a major paradigm shift in the way that we do most everything in our lives. Think about it,

- When leaving for work in the morning we will actually turn our car around and return home to retrieve a forgotten cell phone that didn’t exist 15 years ago.
- 10 years ago who would have thought that we would no longer be wiring new homes or offices with telephone connections?
- When was the last time you used a phone book to look up a phone number? A new book arrived at my house just last week. I picked it up at the end of my driveway and immediately dropped it into my recycle bin.
- We are now using the internet to make everyday purchases, do our banking, maintain our schedules and keep in touch with families and friends.

I could go on, but I think you get the point.

It’s been about 15 years since the arrival of ERP Systems for managing small to mid-sized businesses. Since that time, the only way to license your software was to pay a substantial up-front fee, install the software onto your own file server and then deploy its use to individual workstations located throughout your business locations. On top of your initial investment, you had to pay for implementation, training, upgrades, annual software maintenance and support services for the software.

In addition to your ERP Software, you had to license a number of other related software packages (e.g. Microsoft Office, Exchange, Citrix, WebEx, etc.), hardware (e.g. backup power supplies, backup disk drives, etc.) and services to keep them all running and in synch to keep your business running effectively.

In other words, life has become complex and more costly than we really want to think about!

What makes “Cloud Computing” better?

Here are the top 10 reasons that make “Cloud Computing” better than “On-Premise” software licensing and why RMI is “all in” under the Cloud.

1. **Less costly, more efficient way of getting the job done** – As with most paradigm shifts, the fundamental reason for this change is because the new paradigm gets the job done better and at a lower total cost.
2. **Easy to deploy** - There are no computer servers to setup under the “Cloud.”
The first time you enter the ADVANTAGE Cloud, RMI creates a unique and secure entry point for your business. You are ready to begin working with your system within hours rather than weeks.
All you do is log onto your site with any desktop, laptop or tablet PC. You can even use your Mac Notebook!
3. **Industry Specific Solution** – Every ADVANTAGE user is in the business of renting, selling and servicing equipment. As a result, we are able to pre-configure the software to meet 90% or more of the needs of our customers. For many of our customers we actually meet 100% of their needs right out of the box. For those that need customizations, we can still provide them within the Cloud.
4. **System Security** – ADVANTAGE is housed in one of the industry’s top data centers in the nation. The data center is a Tier III center (as classified by Uptime Institute standards) and employs biometric scanning, badge and mantrap entries for facilities access. Monitoring is handled by video surveillance and security guards. All 24/7/365.
5. **Microsoft Office, Citrix, and Shadowing Software included** – All business essential software is included within a single price. Updates and Upgrades are automatically applied as they become available so that you are always working with the latest release levels without any additional or hidden costs.
6. **System Updates are applied quarterly** – Even though you had update/enhancement coverage under the old “On-Premise” model it was difficult and costly to actually implement those updates. As a result, customers often decided to forego the process.
With Cloud based computing, updates are automatically applied on a quarterly basis. The updates occur when system usage is at its lowest levels (e.g. weekends and late evenings).
7. **Complete System Upgrade every 18 months** – As part of our partnership with our customers we will implement a complete system upgrade every 18 months. During this process we take advantage of all the latest features and benefits that have been generated by Microsoft Corporation within our foundation layer of Dynamics-NAV.
8. **No hidden costs** – There is nothing more annoying than getting nicked and dimed to death (I’m not sure that “nickel” and “dime” represent the magnitude of the charges) with ancillary fees that seem to come from nowhere.

The Cloud based computing fee structure is very easy to understand.

The fee is a set rate per month per user (the more users you have the less the monthly fee per user becomes).

The fee includes software licensing, hosting, implementation, training, updates/upgrades, Help Desk Support, etc.

The only additional charges that can occur come from custom modifications and/or from on-site consulting services that you may wish to have from time to time in order to help you maximize your benefits from the system.

9. **Access anywhere and anytime** – The system is accessible from anywhere that you have an internet connection (which is virtually anywhere in this day and age). Access can be made through a desktop, laptop or tablet PC. We don't care if you use a Windows based device or a Mac Notebook.

10. **Backups that actually occur on a daily basis with off-site storage** – It is still pretty amazing the number of businesses that either do not back up their systems daily or, they do backup their system and then leave the backup in the same room/building as their file server. It's as if they expect a fire to only destroy one copy and not the other!

RMI's data center practices industry leading backup policies and procedures. Backups are retained for a minimum of 3 weeks. And, our customers can request a copy of their system backup at any time for any purpose. We do not and will not hold your data hostage as some of our competitors have done.

Companies such as Google, Ingersoll-Rand, McDonalds, Pitney Bowes, Staples, Starbucks, The Home Depot, etc. have already begun switching to Cloud based computing.

RMI's ADVANTAGE is the first and only Microsoft Certified Industry Solution for small to mid-sized businesses to become available through the Cloud.

The old "On-Premise" paradigm is ending. The Cloud is now the best way to operate your business systems. It is for this reason that RMI is "all in" under the Cloud.

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