

# base2Services' SaaS Enablement Solution on AWS Consulting Offer



## Solution

We specialise in consulting with ISV and SaaS companies so they can get the most out of AWS. We help them design, migrate, build and manage SaaS solutions on AWS therefore allowing them to focus on delivering and generating revenue. Our solution helps ISVs to be successful in the long run by combining both, consulting and a managed service, into what we call DevOps-as-a-Service. We transition skills, knowledge and the tooling to develop our customers' own internal skills, encouraging the culture of building SaaS. For more than 14 years, base2Services has helped SaaS companies automate, scale and deploy successfully on AWS.



## Opportunities

We reduce friction and help ISVs to migrate legacy applications to cloud-native solutions including:

- ISVs who want to provide single-tenant instances to their customers
- ISVs building an app for new customers to expand to new markets (single or multi-tenant)
- ISVs building an app for current customers complementing an existing core application (single or multi-tenant)
- Green-field SaaS guidance



**Advanced Consulting Partner**

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SaaS

DevOps

AWS Solution Provider Program

AWS Public Sector Partner

Authorized Government Reseller

## Benefits

- Get fast results in only 6 weeks through the initial core migration, then iterate weekly on delivery
- Change when you need to – ongoing consulting when things change without a chargeable change request
- Adopt a culture of building SaaS and enable your developers to deploy fast and efficiently
- Realise continued success and ongoing knowledge transfer through consistent collaboration with the base2Services team
- Leverage open source tools (no lock-in) and benefit from infrastructure automation and scalability
- Get security, compliance and best practice AWS from the ground up

## Key Activities



**Design:** Conduct an audit of the existing environment, application, security and AWS cost; create a roadmap and target architecture in alignment with business goals and proven SaaS business models



**Build:** Implement the AWS architecture design incl. migrate to AWS, DevOps processes and tools, CI/CD pipelines, containerisation/Amazon EKS, security and compliance, infrastructure automation and monitoring, Everything-as-code



**Manage:** Manage and operate the cloud platform incl. 24/7 support, proactive monitoring, continuous security/compliance and automation



**Optimise:** Continuously improve the development processes and developer onboarding, work with customer to re-architect for business opportunities and changes, implement new AWS services and tools, cost management



**Ongoing consulting and management:** Iterative delivery model with upfront design and build (6 weeks), and then frequent iterations for improvements and changing requirements (ongoing)

## Customer References

"We needed SaaS and DevOps competency at a scale that could work well with our agile delivery model. That's where base2Services came in. They gave us proven capability and aligned themselves to our team, enabling us to build incrementally on each phase of success and get us exactly where we wanted to be." *David Norris, CTO, Attaché Software*



## Contact us

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## About base2Services

We are a leading AWS Next-Generation service provider that helps SaaS organisations design, build, manage and optimise automated, highly secure, repeatable and scalable cloud solutions. We specialise in migration to AWS, DevOps, automation, security/compliance, CI/CD and containerisation. We provide capabilities to dev teams along the entire cloud-lifecycle with a focus on knowledge sharing.