



10 Myths About Hosting

Answers to the most common fears about hosting

Myth #1: The end user must rent the licenses

Fact: Any type of license, purchased or rented, can be hosted. In fact, more than 88% of our end users purchased their licenses outright from their Business Partner

Myth #2: Only new licenses can be hosted

Fact: Existing and new licenses can be hosted. Many Business Partners have discovered new business migrating existing installs to a hosted solution

Myth #3: Hosting is more expensive

Fact: Hosting from ScionASP costs the same or even less than a traditional installation. Hosting eliminates the need for expensive IT resources.

Myth #4: Business Partners make less money with hosting

*Fact: Most of our Business Partners generate **more** profit with hosting from ScionASP. In almost every case, hosting represents a new, incremental revenue stream that does not exist with traditional installations.*

Myth #5: Business Partner loses control of the customer

Fact: The Business Partner always has administrative access to the customer's software. Adding licenses, customization changes and upgrades have never been easier

Myth #6: The Business Partner can't access data

Fact: The Business Partner always has administrative access to Workgroup Administrator and the application

Myth #7: BP's can't do training and customizations

Fact: The only impact hosting has on training is that you'll have more time to do it. Your customizations are uploaded to our server farm and we do the rest!

Myth #8: Hosting doesn't allow for email integration

Fact: Whether your end user utilizes MAPI or POP mail, ScionASP can integrate their email application for them. Ask us how!

Myth #9: A hosted solution is less secure

Fact: ScionASP employs industry "best practices" to safeguard customer data. Relative to traditional install, ASP is actually more secure

Myth #10: The application runs slow when hosted

Fact: Application execution is comparable to or better than traditional install, with properly provisioned connectivity