

where
HMI/SCADA
 meets
**A CONNECTED
 WORKFORCE**



4 reasons to move to a subscription model

Businesses are increasingly subscribing to software-as-a-service (SaaS) licenses instead of relying on traditional perpetual ownership. SaaS gives you the technical and financial agility to respond to the changing market. Subscribing to hybrid cloud operations software also gives you efficient control across your entire enterprise – not just one site. It gives you remote capabilities you can use for operations of any size. Here are four reasons a hybrid cloud subscription gives you more value and capabilities than traditional HMI and SCADA.

1 Flexibility

Reduce upfront costs and only pay for what you need

A hybrid cloud subscription gives you more data insights and functionality without requiring you to give up needed tools on-premises. A single subscription program that streamlines both software purchasing and the management of industrial services makes it easy for you to adjust your software usage to meet changing business priorities and market conditions.



2 Scalability

Easily allocate investments across teams and sites or scale up your existing contract

Subscription gets you started quickly. It cuts upfront costs as much as 65% and moves funding from capital expense budgets to operating expenses. With a subscription, you can scale solutions and users according to your requirements and constraints. The typical traditional software utilization rate is 20% – but you can make that almost 100% with flexible, cloud-based technology that lets you turn solutions on and off as you see fit.

3 Centralization

Enjoy just one contract for all your AVEVA software

Now you can manage all your AVEVA software across the enterprise with an easy-to-use central license management portal. Purchase on-premises, hybrid, and cloud solutions, manage licenses and monitor usage with one subscription program. Your IT and management teams get transparent, real-time information on software usage by product and service. While traditional perpetual software can become dated and potentially unsupported over time, a hybrid subscription ensures access to your software's latest, most capable version – and you always know what your software costs are.



4 Orientation to outcomes

Expert technical support tailored to your program

Perpetual licensing models can lock you into a single architecture. Subscription options, however, allow you to keep up with technology. AVEVA's platform-agnostic approach means you can add equipment, connect to new protocols, meet new industry standards and regulatory requirements – and more. Because you can choose solutions from across the AVEVA software portfolio, a subscription lets you innovate, experiment with architectures, and implement new technologies. What's more, AVEVA subscriptions include support and success components to help you maximize value and achieve your desired business outcomes.

To learn more, read the white paper: "Rethinking HMI/SCADA for a digitally connected workforce."

[Read the white paper](#)