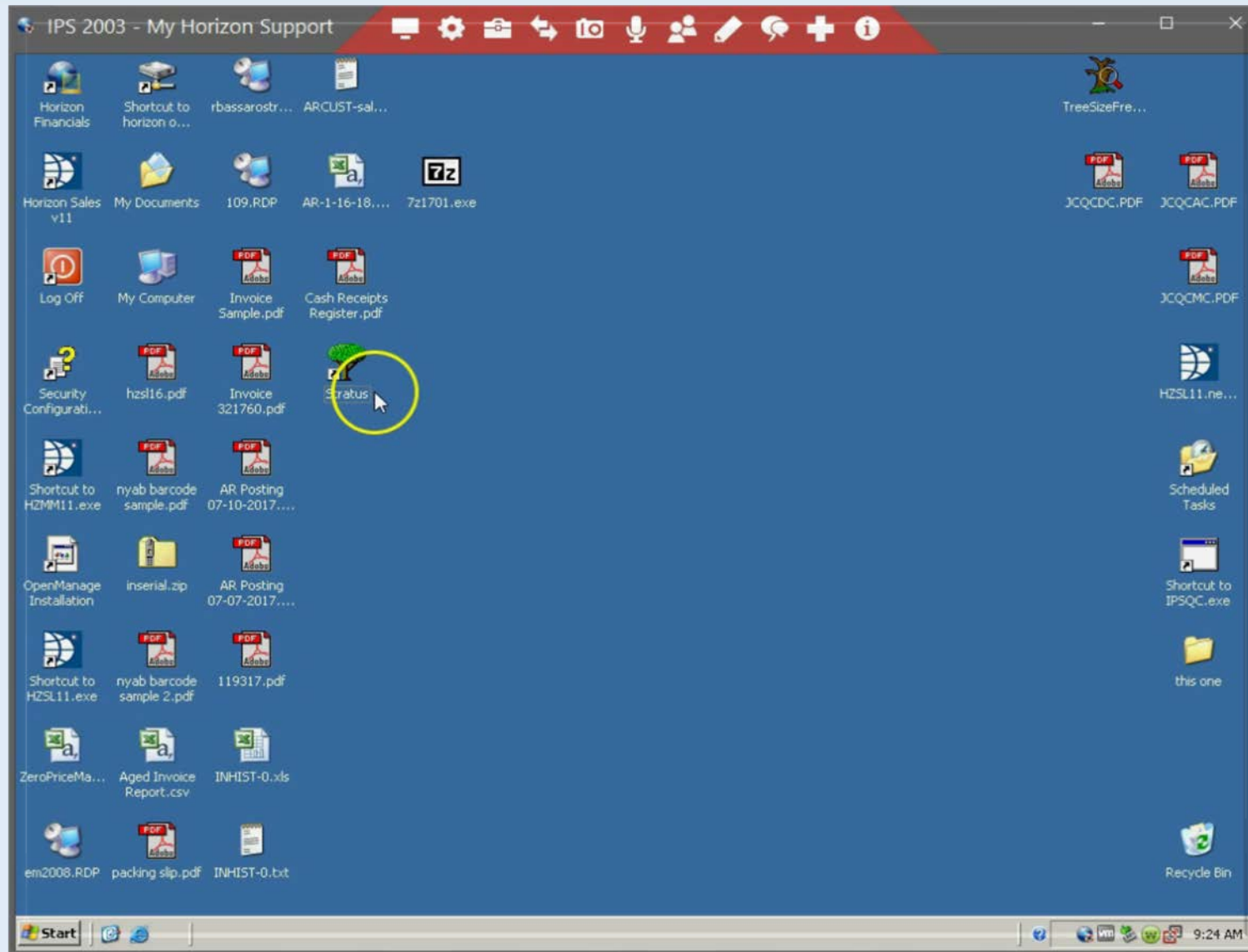


# First Adventure in the Cloud

Mark Eppley and Henry Egal

# A little history...

- Created what was known as Stratus Accounting System
  - 1987-1995
  - Dataflex 2.3b
    - Financial Products
    - Housing Authority Products
    - Human Service Products
    - Utility Billing
    - DataSan
  - 30 Applications



2.3

# A little more history...

- Created what is now referred to as Horizon Software
- This involved moving all of our DOS programs to a windows program
  - 1995-present
- We basically settled on a few versions along the way
  - 8.2
  - [11.1](#)
  - [16.1](#)
  - 17.0
  - 19.0

# Let's try to create a web product

- April 2017
  - Synergy got us excited
  - We had dabbled in web development over the years but time to get serious
- We decided to take one of our existing products and move it to a web based product.
  - ID (Billing System for Intellectual disability agencies)
- Not everything we do in Windows program is going to work in the web.

# The Plan

- SaaS vs Traditional Sales
  - SaaS
- Internal or External Hosting
  - External(Amazon with DAC)
- Embedded Database or SQL(1178 Tables)
  - SQL

# SaaS Pricing??

- How do we price the product
  - We wanted a simple pricing model that reduced the upfront costs to the customer.
  - If we do our job, we will have them for a long time.
- Product Features
  - Decided on 3 tiers
    - Starter
    - Pro
    - Enterprise
- Customer Size
  - Based a range of clients served



Horizon Stratus Cloud ID Software	STARTER \$429/month*	PRO \$629/month*	ENTERPRISE \$829/month*
PROMISE Ready			
EDI Billing			
835 Import and Reconciliation			
Demographics			
Easy Service Entry			
Standard Reports			
Priority Support			
Access to How To's, etc.			
Autocreate Service Plans			
Rate Forecasting			
Merge Letters			
Progress Notes			
Automated 835			
PROMISE Data Conversion			
Electronic Attachments			
Individual Service Documentation			
Mobile Extensions			
ISP Integration			
Billing Assistance			
Success Manager Access			
*Price for Agencies serving:			
Up to 100 Individuals	\$429/month	\$629/month	\$829/month
101 to 500 Individuals	\$729/month	\$929/month	\$1129/month
501 to 1000 Individuals	\$1129/month	\$1329/month	\$1529/month
More than 1001 Individuals	Call for pricing		
Overage Rate \$.99/individual			



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# Implementation/Training

- Traditionally we have spent a very significant number of hours onsite in the implementation/training process.
- With this model we wanted to provide a great customer experience but not be onsite.
  - Pricing was set as a monthly subscription, no extra charges for training.
- Decided on setting up a video training environment
  - Still working on these....

# The Current Product

- Version 17.0
- Technologies in play
  - Codejock
  - Chilkat email/encryption
  - List and Label
  - VPE/Crystal/Dataflex Reports
  - Visual Imaging
  - [Interface with browser control](#)

[Horizon ID Software](#)



# Ready,

- Beta customer lined up
  - To begin beta testing September 2017
  - Live billing November 2017
- Product Branding
  - Decided on StratusCloud Solutions (throwback to our original software)
- Create new website for this product line(work in progress)
  - [www.stratusbyhorizon.com](http://www.stratusbyhorizon.com)
- Determine URL link to Amazon web server
  - <https://horizon.stratuscloud.solutions>

# Set,

## Development begins

- Share code
  - Business processes
  - Reports
- How to handle processes
  - Use separate program to run reports/processes
- How to handle multiple customers using one webapp
  - Managed Connections
  - Encrypted URL Parameters
  - RedirectConnectionId

Go

# Product Review

[StratusCloud ID Solutions](#)

# Roadmap

- Offline support
- List and Label Designer
- Mobile Device
- GPS Tracking of Clients
- Move Heavy Lifting to SQL
- Start 2 of 30 Applications

Thank you!!



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