



Media Release

SoftwareOne Achieves AWS SaaS Competency, Accelerates NextGen ISV Programme Globally

Get SaaS ready with SoftwareOne's NextGen ISV programme

Stans, Switzerland | 23 April 2024 – **SoftwareOne, a leading global software and cloud solutions provider, announces its recent achievement of the Amazon Web Services (AWS) SaaS Competency. The status recognises SoftwareOne's expertise and commitment to helping Independent Software Vendors (ISVs) unlock their ability to migrate and modernise their legacy applications to become SaaS ready on AWS.**

The [AWS SaaS Competency](#) is awarded to partners who demonstrate deep expertise in designing and building software-as-a-service (SaaS) and cloud-native solutions on AWS. To achieve this certification, partners must undergo a rigorous validation process and evaluation of multiple customer references specific to SaaS on AWS. This accomplishment reaffirms SoftwareOne's capability to support customers on their cloud journey, empowering them to become SaaS-ready through its NextGen ISV Programme.

"We are thrilled to have achieved this AWS SaaS Competency Partner status, our 10th AWS competency," said Brad Berry, Chief Strategy and Partner Officer at SoftwareOne. "SoftwareOne is uniquely positioned to support ISVs on their end-to-end SaaS ready journey, helping them reach new markets, sell at scale, and achieve their SaaS goals."

[SoftwareOne's NextGen ISV programme](#) is tailored to assist ISVs in mitigating risks and overcoming the technical and business challenges of SaaS transformation. This multi-phased journey meets ISVs at any stage of cloud maturity, from start-up to those transitioning to multi-tenant architecture, providing the necessary business and technical guidance to become a SaaS-ready organisation.

The SoftwareOne NextGen ISV journey:

- **Advise:** Aligning technological possibilities with business-defined goals and processes.
- **Modernise:** Reimagining and rearchitecting business and IT functions with an accelerated, efficient approach.
- **Optimise:** Focusing on transparency and insights into cloud costs and resources.
- **Go-to market:** Supporting ISVs to list their SaaS services on both the AWS Marketplace and SoftwareOne Marketplace, enabling ISVs to reach more end customers across multiple channels



"We understand that each ISV's journey is unique, which is why our NextGen ISV programme offers tailored support to address the individual needs of customers. Whether they are multi-tenant, SaaS ready or require GTM support, we are ready to assist customers, no matter where they are in their journey." Brad Berry added.

SoftwareOne's AWS global accreditation also marks a major milestone as one of a small number of cloud managed services providers to receive the AWS SaaS Competency in the LATAM region, reflecting its commitment to delivering cutting-edge solutions across global markets, as well as the significant market opportunity in LATAM.

Fabio Suizu, CEO, Brainiall Inc, an ISV that provides turnkey AI products that increase industrial processes productivity for the enterprise market, said: "We chose to work with SoftwareOne and move to AWS because we believe the partnership will bring us significant technological and business benefits. By leveraging AWS technologies together with SoftwareOne's expertise, we have improved the operation of our SaaS model. The SoftwareOne NextGen ISV Modernisation Programme with AWS has helped us reach new customers around the world with our AI services.

ISVs seeking guidance and support on their journey to the cloud, can get in contact with SoftwareOne at [here](#).

Contact

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About SoftwareOne

SoftwareOne is a leading global software and cloud solutions provider that is redefining how organizations build, buy and manage everything in the cloud. By helping clients to migrate and modernize their workloads and applications – and in parallel, to navigate and optimise the resulting software and cloud changes – SoftwareOne unlocks the value of technology. The company's ~9,300 employees are driven to deliver a portfolio of 7,500 software brands with a presence in over 60 countries. Headquartered in Switzerland, SoftwareOne is listed on the SIX Swiss Exchange under the ticker symbol SWON. Visit us at www.softwareone.com.

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