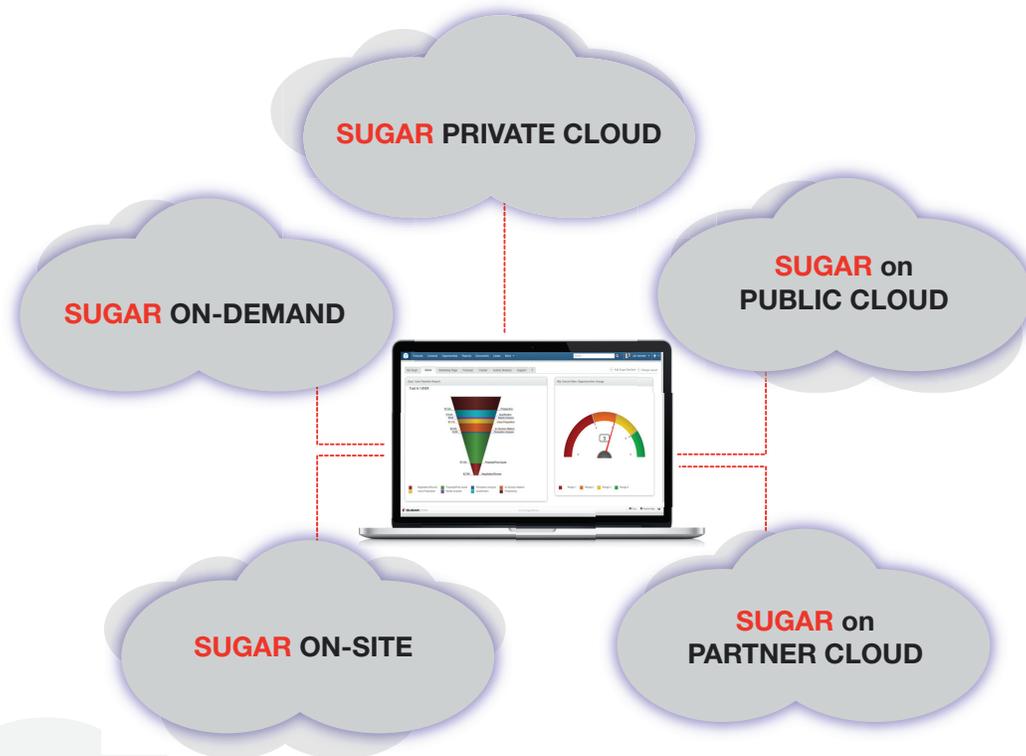


# SUGAR DEPLOYMENT OPTIONS

## Get More Choice and Control with Sugar



SugarCRM offers the only solution that doesn't require you to compromise on hosting and management. Most CRM solutions box you into a specific deployment model that may not meet all your requirements. These solutions limit your freedom of choice and control over your data.

As a SugarCRM customer, you can choose from a wide variety of deployment options. Our open architecture lets you select from either cloud or on-site deployment. Pick a cloud option for quick implementation without capital investment, or deploy behind your

firewall to address business compliance requirements. Also, since your business needs may change over time, Sugar allows you to move easily from one option to another.

With Sugar, you have the freedom to select the right deployment model for today's and tomorrow's needs. Choose from these 5 options:

- Sugar On-Demand: Our standard software-as-a-service, cloud offer. Sugar hosts and manages your instance in our cloud at no additional charge.

- Sugar Private Cloud: Sugar manages your instance while providing you with a greater level of control.
- Public Cloud: Manage your Sugar instance from your choice of cloud services. Choose hosting from Amazon EC2, Rackspace, Microsoft Azure, or IBM SmartCloud Enterprise.
- Partner Cloud: Let your Sugar partner host your instance on their cloud.
- Sugar On-Site: Host Sugar on your own network and servers and run it behind your firewall.

## A Dedicated Database for Every Customer

Unlike other CRM solutions that keep customer data in a shared (multi-tenant) database, Sugar's unique architecture ensures that your customer data resides in its own dedicated database. This offers you more control and allows you the flexibility to move your Sugar instance easily among cloud options.

## True Cloud Computing Requires an Open Cloud Architecture

When you deploy your Sugar instance in the cloud, you'll save on hardware expense, maintenance, and power, while

benefitting from faster implementation and easier expansion. Only Sugar's open architecture gives you a choice of cloud alternatives including standard software as a service, SaaS with advanced capabilities, self-management in the public cloud, or entrusting one of our partners to manage your cloud instance. As your needs or experience shift, you can easily move between clouds. And because you have your own database, regardless of your choice, with Sugar you'll always have full data access and control.

## The Same User Experience In All Deployments

Both On-Site and Private Cloud deployments use the same Sugar software as our other cloud options. So if your

business needs change, it's simple to move your Sugar deployment from the cloud to your site, or vice-versa. Your employees will never see a difference. Their easy to use, modern, user-centric CRM experience is guaranteed to remain the same.

## Make a Smart Investment with Future-Proof CRM

Sugar's flexibility ensures that you won't outgrow your CRM investment. As your business expands, you can change your deployment to meet new challenges and expanded geographic requirements. Since Sugar always gives you control over your data, you'll never be forced to keep your data in a single cloud location.

	Sugar On-Demand	Sugar Private Cloud	Sugar on Public Cloud	Sugar on Partner Cloud	Sugar On-Site
<b>Business Requirement</b>	<b>Deployment Options</b>				
Fastest one-stop deployment	✓				
Sugar instance management:	SugarCRM	SugarCRM	Customer	Partner	Customer
Source code access			✓	✓	✓
ODBC database access			✓	✓	✓
MySQL database access					✓
Additional Microsoft SQL, Oracle, and IBM® DB2® database support				✓	✓
Global data center locations	✓	✓	✓		
Data isolation		✓			
Data resides/managed behind your firewall					✓
Dedicated system resources		✓	✓		✓