techcello
SaaS Made Easy !

Case Study

TechCello powers US based HealthCare ISV's SaaS subscription business

CUSTOMER

A US based healthcare solution provider that offers technological solutions to capture, exchange and analyse data, enabling outpatient facilities to optimize revenue. More than 35,000 healthcare professionals use their services.

CHALLENGES

Customizations for customers were manually done by deriving instances from the original software to create products on demand. This process was cumbersome due to minimal configuration options and absence of a multi-tenant subscription solution that brought their process-efficiency down.
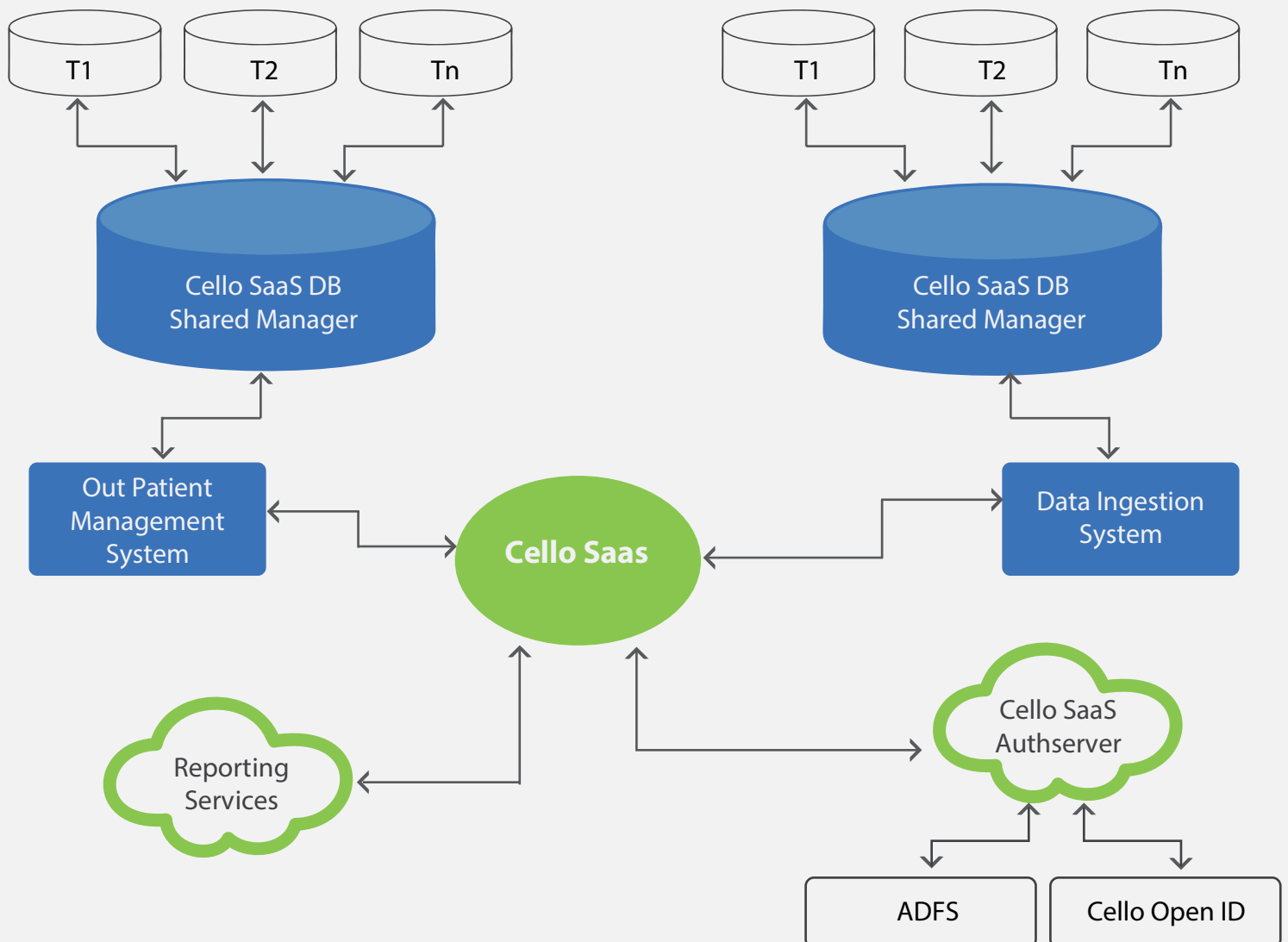
Without a self-signed subscription model, business chances with potential customers were hindered.

SOLUTION

TechCello was recommended as a multi-tenant SaaS application development framework that offered all the answers to their subscription woes. The framework's multi-tenant architecture allows software instances/modules to be hosted in the server for multiple tenants to use simultaneously.

Solution in Detail:

T1   T2   Tn   T1   T2   Tn

Cello SaaS DB Shared Manager   Cello SaaS DB Shared Manager

Out Patient Management System   Data Ingestion System

Cello Saas

Reporting Services   Cello SaaS Authserver

ADFS   Cello Open ID

Solution in Detail:

☑ TechCello's architecture simplified subscription tasks through its simplified SaaS enablement.

☑ TechCello's solution allowed a management module that has multiple products to be published for the customers to choose.

☑ Their unified security engine gave a single pane view with a control of all security aspects for the customer to have a greater grip over their modules.

☑ Techcello's solution intrinsically automated subscription procedures thereby relieving the customer from all the manual enrolment processes.

☑ TechCello enables effective alignment of its features with the customer's existing apps, specifically:

- Integration with cello "auth server" across multiple servers for authentication to let the enterprise admins seamlessly use the enterprise active directory on the cloud as well as enable the staff to use other modes of login to gain access to the application.

- Managing tenants and user's privileges and security access controls.

- Easier customizations per tenant, with Cello SaaS, to enable them to have a controlled workspace setup with solid inter-service communication.

- An elaborate subscription setup for metering and billing so that the customer can have all the information about the tenants' application usage. This ensures that the tenants are offered an effective pay-as-you-go billing model.
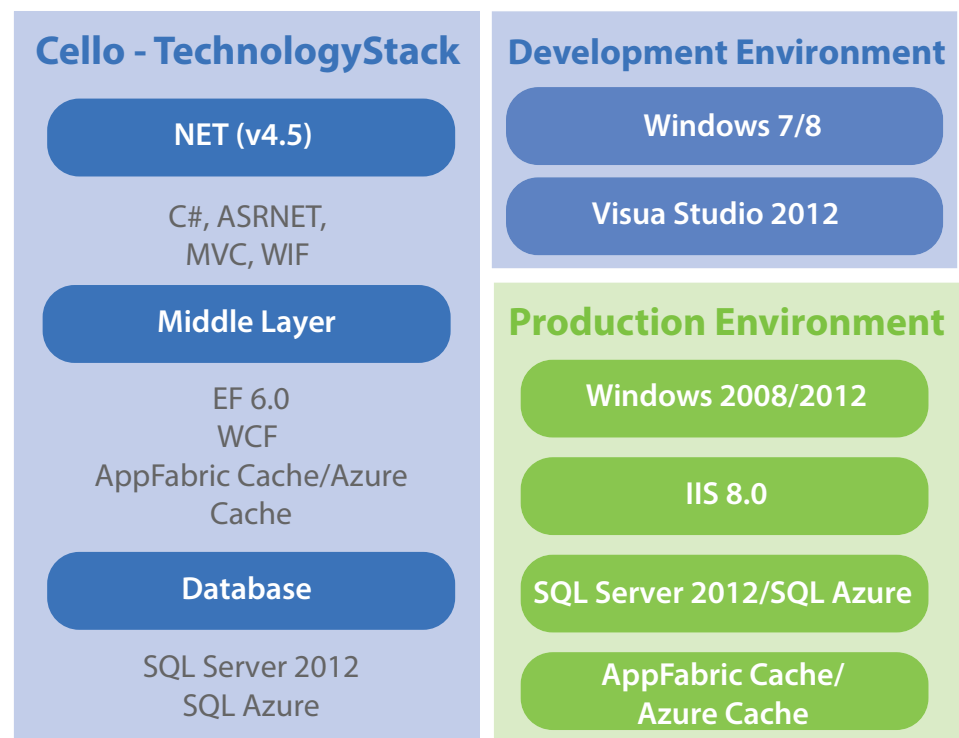
WHY TECHCELLO?

They ruled out intentions on building their very own SaaS framework when they learned the cost of setting it up would be over a half a million USD.

In 2014, TechCello, a multi-tenant SaaS application development framework, promised all the answers to their subscription woes.

Cello - TechnologyStack	Development Environment
NET (v4.5)	**Windows 7/8**
C#, ASRNET, MVC, WIF	**Visua Studio 2012**
Middle Layer	**Production Environment**
EF 6.0 WCF AppFabric Cache/Azure Cache	**Windows 2008/2012**
Database	**IIS 8.0**
SQL Server 2012 SQL Azure	**SQL Server 2012/SQL Azure**
	AppFabric Cache/ Azure Cache

Techcello framework's multi-tenant architecture offered simplified SaaS enablement and allowed software instances/modules to be hosted for multiple tenants in the server.
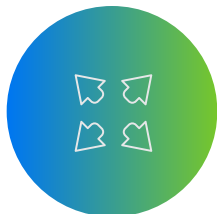
SUBSCRIPTION MODEL MADE EASY

Techcello encompasses all the features that can help in managing subscriptions, invoicing and payments with minimal integration. It intrinsically automated subscription procedures thereby relieving the customer from various manual enrolment processes.

SAAS SECURITY

The unified security engine gave a single pane view controlling all security aspects to have a greater grip over their modules.

RESULTS AND ROI

- By adopting an existing multi-tenant SaaS framework like TechCello, the customer saved a year and over half-a-million USD in developing a framework of their own.

- The customer was able to inherit the advantage of TechCello's security tested and certified solution.

FUTURE BENEFIT

TechCello's one-stop-shop multi-tenant solution will help the customer to effortlessly scale and put together customizable software solutions in a rapid pace, thereby increasing business opportunities.

About us

Founding team of Techcello has worked on several SaaS initiatives for various ISVs and observed the challenges that every engineering team faces while building a SaaS product. Success of the product depended on the team's prior expertise in building SaaS. Every team has re-invented the SaaS architecture to suit their needs. Lot of time and money gets burnt in putting together the SaaS foundation before a single line is written on business application (eg.Healthcare, CRM, Procurement Software, etc.)