CA SaaS & Service Level Management Business Case

Wendy Arthur
SaaS Sales & Customer Enablement
SaaS Operations & Delivery

October 6, 2016



Business Challenge:

- CA has a diverse SaaS Portfolio: Many Solutions with unique functions.
- Our SLAs vary by Solution and in some cases by Customer
- The Customers' requirements are getting more detailed: Customers want and care more about performance and not simply availability.
- We needed to find a way to monitor and report on all of our Solutions working with multiple monitoring systems.



Business Requirements:

- Single Source of Truth: SLA metrics need to be in a combined so that reporting can be generated from a Single repository.
- Compliance & Audit requirement: Multiple Monitoring Sources
- Simple Report Generation, Increase quality and reduce cost: Move from manual creation of monthly SLAs to automated, paving the way to SCALE for More customers, more services and customer demand for performance SLAs and detailed reporting.
- Data Editor: Correct and add comments for acts of force majeure within SLA Reports prior to distribution.
- Multiple user personas by same system: Produce secondary and tertiary reports for metrics like breach reports
 for Customer Support, financial impact of missed SLAs, and obligation reporting.
- Scalable Dashboards for Executives, Business Service Owners and Customers



Useable Today and Scalable for the Future

	Today	Future
Available SaaS Services	15	30+
SaaS Seats	~19,000	∞
Services with Customer SLA Reports	5	30+
Customer Reports Produced	~400	1000+
Obligations Tracked per Contract	2	20+
Scheduled Maintenance	Manually adjusted	Auto scheduling
Trust Site Announcements	Manually Populated	Auto Populated
VIP & Private Trust site	Simple availability Graph	Interactive Customer Dashboard
Executive Reports	Manual	Enhanced Executive Dashboard



SLA Reporting Current State

Data Source

Manual Effort

Manual Review

Output

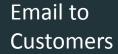
Service Group #1





- Business Operations
- Business Service Owners
- Global Service **Operations Center**



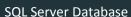




Service Group #2

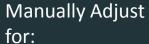


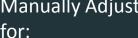






Apex Application





- Scheduled or Unplanned Maintenance
- Unplanned Outages





Service Group #3



Monitor App #1

Monitor App #3









Executive Reporting Current State





PowerPoint Emailed to Executives

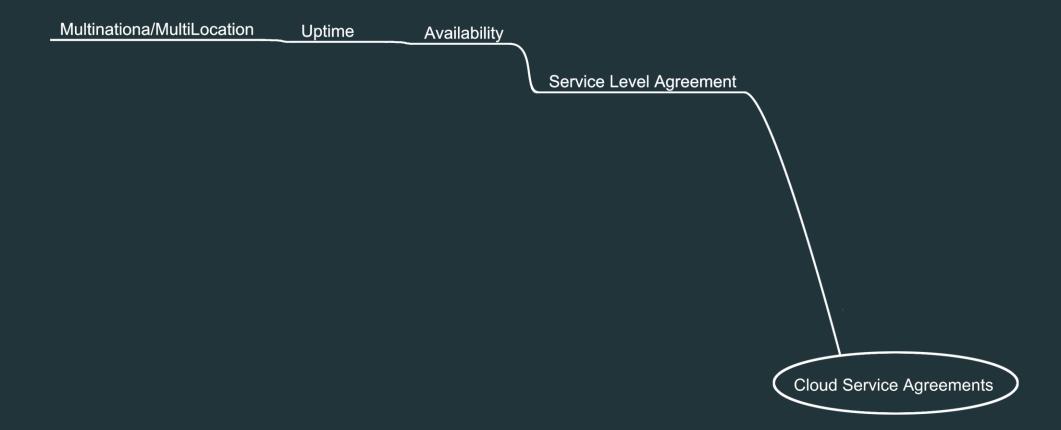


PDF placed on SharePoint



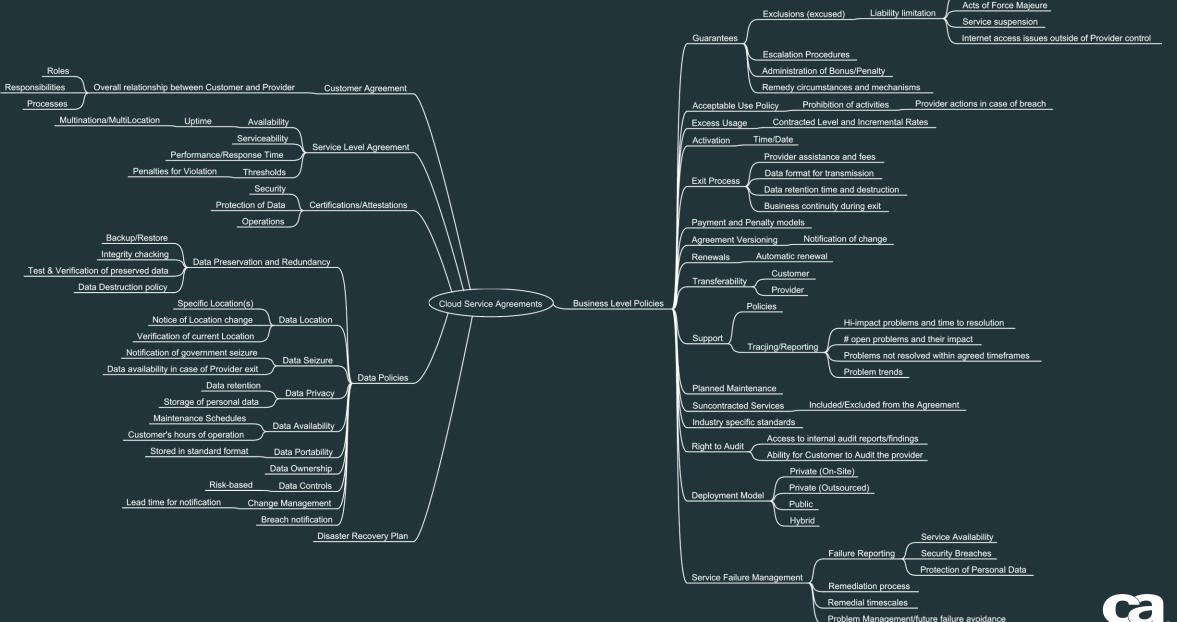


Current Service Level Obligation Reporting





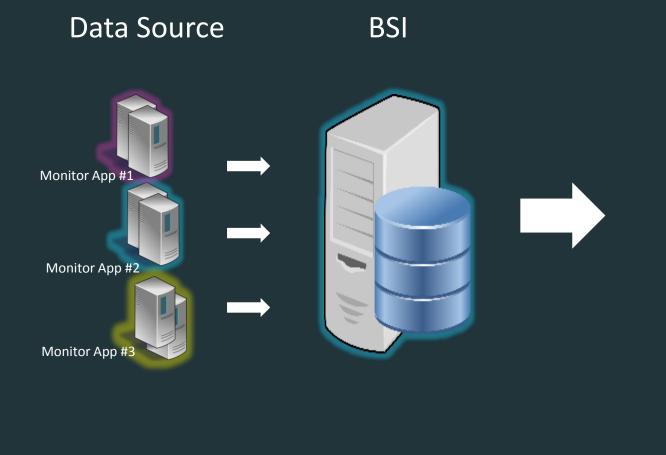
Potential of Service Level Obligation Reporting Using BSI



Schedules and Emergency outages

Service Level Reporting with BSI

All SaaS Solutions



Output

Enhanced Customer Booklets email Auto

Detailed Dashboards

- Executive
- Operational
- Customer







Wendy Arthur

SaaS Sales & Customer Enablement wendy.arthur@ca.com







ca.com/SaaS