



Pervasive DataSolutions™ Uses AWS to Drive Down Costs, Provide Affordable Automated Integration Solutions

Cloud-based approach also proves highly reliable, scalable and secure

Pervasive DataSolutions' Customers Say...

"We save at least one hour every day just from the improved functionality and shared data system, eliminating errors and time delays from manual entry and re-entry of data."

Jereriah Manning
Director of Information
Renewable Choice Energy

"The most compelling reason for the integration with Pervasive DataSynch was that I could quickly deploy the solution without getting our internal IT staff involved."

Philip Walton
VP of Business Development
Fulcrum Biometrics

"With Pervasive DataSynch we were installed and running in one evening. The 'do-it-yourself' configuration wizard was super-easy."

Mark Morris
President
ClosedWon, LLC

"We do a lot more today than we ever did on the first vendor and support twice as many users, and we have not yet reached 50% of the prior cost level."

– Bill Jacaruso, Senior Director
Pervasive DataSolutions

EXECUTIVE SUMMARY

Pervasive DataSolutions, part of data infrastructure software provider Pervasive Software, offers packaged connections to link data between the most popular business and consumer applications. Customers receive cost-effective, easy to use, reliable and scalable solutions that meet their automated integration requirements. Offerings include Pervasive DataSynch™ for QuickBooks and Salesforce, Pervasive DataSynch for QuickBooks Online and Salesforce, Pervasive DataSynch for QuickBooks and Microsoft Dynamics CRM, Integrated Credit Card Processing and Pervasive DataRep for Salesforce, among others.

After using a traditional hosting service, Pervasive DataSolutions made the decision to move to Amazon Web Services (AWS). Besides having significant cost advantages, AWS has proven to be reliable, scalable and secure. AWS has helped Pervasive DataSolutions grow its customer base to 175—and counting.

CHALLENGE

Pervasive DataSolutions uses a hosting model to provide the kind of affordable, reliable, scalable and secure automation solutions its customers want. However, according to Senior Director Bill Jacaruso, not all host environment price models are the same. Jacaruso notes: "Our customers expect Pervasive DataSolutions to perform automated integration with high reliability, scalability and security—with fast speed to market at reasonable prices."

SOLUTION

Pervasive DataSolutions Senior Director Bill Jacaruso determined AWS provided a compelling cost alternative to the hosting service his group was using. Moreover, AWS allowed Pervasive DataSolutions to maintain control over its server needs. “It’s a major benefit of AWS,” Jacaruso points out, “We pay for what we use, and AWS has the scalability that allows us to grow as our customers increase. The other hosting vendor charged us whether we were actively using the hardware or not. AWS is elastic and we can use as much or as little as we want, whenever we need it.”

Pervasive DataSolutions also benefits from other AWS services, including queue-based services, persistence services and the ability to scale power. Jacaruso explains, “We may need a two-core server today, but an eight-core server tomorrow—we can run the same code base on different servers every day.” He adds, “In the previous vendor’s infrastructure, we had to build each server as a custom image. With AWS we build a single image, and we can use it over and over, on demand. This is a big deal.”

BENEFITS

Cost Effective

AWS’ elasticity allows Pervasive DataSolutions to scale up or down, paying for and using only exactly what it needs based on customer demand. This “pay for what you use” approach allows improved cost management for Pervasive DataSolutions, which translates to reasonable prices to customers.

Speed to Market

AWS structure facilitates faster new customer implementation.

Reliability

AWS high reliability allows Pervasive DataSolutions to stay focused on application innovation.

Security

AWS encryption and other security features “sold” Pervasive DataSolutions. AWS is a SAS 70 Type II audited site and meets the requirements of the PCI Security Council. Pervasive uses the Secure Sockets Layer (SSL) protocol with AES 128-bit encryption protocol for the TLS connection and PGP Encryption.

CONCLUSION

Pervasive DataSolutions gained significant savings by converting to AWS from its previous provider. According to Pervasive DataSolutions Senior Director Bill Jacaruso, “Savings was a big influencer. We do a lot more today than we ever did on the first vendor and support twice as many users, and we have not yet reached 50% of the prior cost level.”

He stresses, “Our operation is about meeting the immediate needs of customers, so speed to market is essential. AWS gives us this edge. We now have over 175 customers, and all our processes tied to AWS are working well.”

About Pervasive Software

Pervasive Software provides agile data integration software that speeds the flow of data between applications and between organizations. Our robust technology addresses SaaS, SOA and traditional integration modes and allows customers to re-use the same software for integration scenarios that span data warehouses, real-time application integration and data exchange with trading partners.

www.pervasiveintegration.com
 email: info@pervasivedataintegration.com
 1-888-296-5969 (North America)
 1-512-231-6000 (Main Office)

For other international contacts, please visit
http://www.pervasiveintegration.com/company/Pages/contact_pervasive_software.aspx