

Tim: Arnold Palmer's finally we get a chance on the patio. We couldn't ask for a better day this is great

Bryan: This fantastic, yep.

Tim: I came prepared

Bryan: Uh oh, here we go again.

Tim: I took some notes have some questions

Bryan: Okay

Tim: Acronym crazy industry again

Bryan: yeah we're good at that

Tim: So here we go SaaS

Bryan: Yep

Tim: IaaS

Bryan: IaaS

Tim: and PaaS. You know what PaaS are right? Kids using those at Easter time to color the Easter eggs

Bryan: Well it might be just as sweet but it's not quite the same thing.

Tim: Explain them. Confusion to me, got to be confusion to our clients.

Bryan: Yeah so so software-as-a-service is basically where you acquire your software application in the cloud and it actually comes with all the servers and infrastructure required for you to gain access to it and for it to run at its peak performance for you on a daily basis

Tim: but it's kind of, it's just limited to the use of that software

Bryan: That's correct

Tim: No other software we're just renting that software back

Bryan: It is a, it is a bundled package ok infrastructure-as-a-service or IaaS is just that it is actually buying computing resources and take things that are traditionally sold as hardware solutions buying them as a service so think about your servers and your load balancers and your

firewalls and your routes which infrastructure all that comes bundled is infrastructure we pay one monthly fee to acquire those resources that we can really deploy on those service really the applications we want to

Tim: So when we purchase infrastructure as a service

Bryan: mm-hmm

Tim: We could buy applications or put our own applications on that and it gives us more access kind of have to the level that we would typically find if that were in our office?

Bryan: yeah that's correct

Tim: The operating system level.

Bryan: Yeah, that's correct. And so really we can do with what we want the difference is is that we're buying it on a per use basis and it's really in an opex model definitely having to spend a lot of capital expenditure on those actual assets

Tim: Perfect. So that seems actually sometimes now there gets to be trade-offs between software as a service and infrastructure as a service sometimes we may need to have multiple applications running or maybe need more operating system-level access

Bryan: yeah

Tim: So that gives us that

Bryan: yes

Tim: Okay now that sounds to me and I'm not real sure what then platform-as-a-service would be

Bryan: So platformer services is think about just that is if we're taking platformer elements and this is gonna get a little more technical but we'll try to roll it up but you know things that really help you define an enterprise architecture for your organization so there would be things like database back-end engines other things like service-oriented architecture tools like maybe abyss talk or something of that nature that helped you sort of put together true enterprise platform solutions on top of that infrastructure that you're buying as a service and then you lay your applications on there it pipes communication between them and facilitates database

Tim: so that typically is going to be maybe a larger organization more sufficient it means

Bryan: Yeah, more sophisticated needs is the key. Size doesn't really matter, it's the sophistication of the of the applications.

Tim: Okay so let me just kind of recap a bit

Bryan: yep

Tim: SAS software primarily software were we renting the software

Bryan: correct

Tim: any specific application as a service

Bryan: yep

Tim: IaaS

Bryan: Yeah, IaaS

Tim: IaaS, yeah that's an entire infrastructure that's available to us to load our applications or other applications we may buy

Bryan: yep

Tim: and then platform-as-a-service more sophisticated

Bryan: correct

Tim: Environment

Bryan: Yeah for more sophisticated application needs

Tim: Yeah okay, that's those are great little talking points I think that helps us differentiate those

Bryan: Yep

Tim: Arnold Palmer's

Bryan: cheers buddy

Tim: I um, I've got a run shortly let's finish these up but remember we've got the wives together next week for grilling out

Bryan: yeah yeah yeah

Tim: And I'm looking forward to it we can have a couple beers by the grill

Bryan: Master chef

Tim: Perfect, thanks buddy.