

To submit a member deal, send the following information to [Katie Carlson](#) :

- Company Name
- Offer description (100 words or less)
- Offer start & end dates
- Company Contact (name and email/phone)

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## Deals from Software Division Members

### **Asteor Software**

[SaaS 1.0 Transformation in a quick and easy manner through Techcello](#)

Techcello is a SaaS framework and is Gartner rated cool vendor + CODiE Finalist + Microsoft Partner of the Year 2013 Finalist. Using Cello's innovative framework, you can migrate your onpremise product to SaaS better and faster.

- Migrate your product to SaaS model
- Integration with Cello Core Modules
- 1 week consultation by our SaaS architect at your office
- Cloud deployment
- Engineering effort: 6 person months at our office
- 2 server licenses of Techcello
- 1 Cello Developer License

Offer Period: September 15, 2013 - October 15, 2013

*For more information, contact:*

Sai Pradeep [Saipradeep.t@techcello.com](mailto:Saipradeep.t@techcello.com)

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### **OPEXEngine**

#### [Annual Software and SaaS Benchmarking Report](#)

Through the years, we have found that successful software companies tend to be very metrics-driven and use benchmarking frequently throughout the year as a key management process and information tool. OPEXEngine offers the annual Benchmarking Survey to SIIA members. Check out [this report](#) which highlights the latest changes going on in the market.

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### **Outside GC & Patent GC**

[Outside GC](#) is a partner-only team of senior business lawyers with substantial in-house experience who act as part-time in-house counsel to their clients at a fraction of the cost of either hiring a full-time in-house attorney or relying exclusively on traditional law firm counsel. For companies with no in-house legal staff, they act as the as-needed general counsel, doing the company's day-to-day legal work and helping to manage the legal services provided by outside counsel. For companies that have a general counsel or in-house staff, they act as overflow attorneys, serving as an extension of the in-house team, either on a regular or a periodic basis. Their sister firm, [Patent GC](#) is also a partner-only firm, and is comprised exclusively of former senior in-house IP counsel. Patent GC handles patent and trademark prosecution work on a fixed-fee basis, but also performs portfolio management services, and can even serve as a company's part-time in-house IP counsel. Both Outside GC and Patent GC have specific domain expertise in software.

As a special benefit for SIIA members, Outside GC and Patent GC will offer their "volume discount" rates (ranging from \$210 to \$275 per hour) to all SIIA members, irrespective of work volume.

Interested SIIA members should contact Jon Levitt ([jlevitt@outsidegc.com](mailto:jlevitt@outsidegc.com), 617-548-1289) or Bill Stone ([stone@outsidegc.com](mailto:stone@outsidegc.com), 617-501-8158) for more details and mention that you are an

SLIA member. If you have any further questions please feel free to give me a call.