



Details of programme
and application

SaaS Enablement Programme

October 2011

1. INTRODUCTION

1.1 The Info-communications Development Authority of Singapore (“IDA”) has launched the Software-as-a-Service (SaaS) Enablement Programme (“SEP”) to provide funding support for SaaS enablement projects in Singapore.

1.2 SaaS is a model of software deployment whereby a provider licenses an application to customers for use as a service on demand over the Internet.

1.3 SEP targets Independent Software Vendors (“ISV”) in their effort to SaaS-enable their software. It excludes new SaaS development.

2. IMPORTANT NOTICES

For the avoidance of doubt, this document shall be read with and shall be subject to the important notices as set out in Annex A.

3. OBJECTIVES

- a. To lower the barriers for traditional model ISVs for SaaS enablement.
- b. To expedite the SaaS enablement process.
- c. To upgrade the capability of ISVs in SaaS enablement.

4. FUNDING SPECIFICATIONS

The funding for selected project(s) will be determined upon assessment of the impact and scope of the project. All terms and conditions of any such approved funding will be agreed between selected participants and IDA.

4.1 Support Level

Co-payment funding support for the Qualifying Costs (QC), capped at 30% of total of all QC and up to S\$50,000.

4.2 Qualifying Costs

a. Manpower Costs

Local Manpower

Citizens or permanent residents of Singapore who are hired by the grant recipient as full-time employees and are directly working on the project.

Foreign Manpower

Individuals who are neither Singapore Citizens nor Permanent Residents of Singapore, but are hired by the grant recipient as full-time employees and are directly working or contributing to the project.

b. Training Costs

Trainee enrolls in a commercial course or trainer is sent to train.

c. Professional Services

Local Professional Services

Services provided by third parties (which may or may not be related to the grant recipient) and are registered and operational in Singapore. Services provided must be substantially developed and delivered in Singapore. Consultants and sub-contractors shall not be staff of the grant recipient.

Foreign Professional Services

Services provided by third parties (which may or may not be related to the grant recipient) and are NOT registered or operational in Singapore. The services subcontracted must not be available in Singapore. Foreign Professional Services must be specifically indicated and support will be considered in the

context of the project to be undertaken. Similarly, consultants and sub-contractors shall not be staff of the grant recipient.

4.3 Eligibility Criteria

- a. Only SaaS enablement work is applicable.
- b. Applicant must be a Singapore registered company.
- c. Applicant must possess the financial strength to complete the project.

4.4 Application Requirements

- a. At the time of application, applicant must be able to provide
 - i. Documentary proof of an installed user base of the software under traditional license model.
 - ii. Assessment study report by a SaaS expert (refer to the suggested list of SaaS Enablement Service Providers at <http://gsp.ngp.org.sg/saas/#enablers>).
- b. After completion of the project, applicant must be able to provide
 - i. Documentary proof of a minimum of 6-month hosting service contract with a Singapore-based Cloud Service Provider.
 - ii. Documentary proof of at least 5 paying users of SaaS version of the software.
- c. All works must be carried out in Singapore.
- d. Project must not have started (i.e. works have not commenced, no payment has been made) before receipt of Letter of Offer.

5. SELECTION PROCESS

5.1 Evaluation Process

The applications will be reviewed, evaluated and approved by an Approval Committee nominated by IDA for consideration for award of grant.

5.2 Selection of Application(s) for Consideration for Award of Grant

- a. Only complete applications will be evaluated by IDA for consideration for the award of a grant. Short-listed applicants may be required to make a presentation of their application(s) (at their own cost and expense) and answer questions on the project in response to IDA's Approval Committee.
- b. IDA reserves the right to reject any or all applications submitted pursuant to this document for the SEP. Where an application is selected by IDA for consideration for the award of a grant, the relevant applicant will be notified by IDA.
- c. For the avoidance of doubt, the selection of any application by IDA may not necessarily lead to the award of a grant.

5.3 Disclaimer

IDA shall have the absolute discretion to accept or reject any application submitted to IDA without being liable to give any reason thereof. IDA reserves the right to retain the application submitted by all parties without liability for the costs of such documents.

6. SUBMISSIONS

6.1 Format of Submissions

The application submission should contain the following documents

- a. SEP Application Form.
- b. Copy of the latest Accounting & Corporate Regulatory Authority (ACRA) search.
- c. Copy of past three (3) years of audited financial / management report.
- d. Copy of documental proof of installed user base.
- e. Original SaaS enablement technical assessment study report by a SaaS expert.

6.2 Place and Time of Submission

1 hardcopy and 1 softcopy (in a CD-ROM) of the application should be submitted to IDA. All applications must be clearly marked as SaaS Enablement Programme, and addressed to:

Attn: National Grid Office
Infocomm Development Authority of Singapore
10 Pasir Panjang Road
#10-01 Mapletree Business City
Singapore 117438

IDA reserves the right not to accept late submissions.

Applications may also be submitted in person at the IDA reception desk on the 10th floor of Tower 10 of Mapletree Business City.

6.3 Contact Details

Enquiries regarding this programme should be addressed to IDA_Cloud@ida.gov.sg.