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About us

Cloudware, or Software as a Service (SaaS), has been around for a long time. Think of Hotmail or Salesforce.com and you get the picture. What hasn't emerged until now is a one-stop resource for the research, comparison and selection of cloudware.

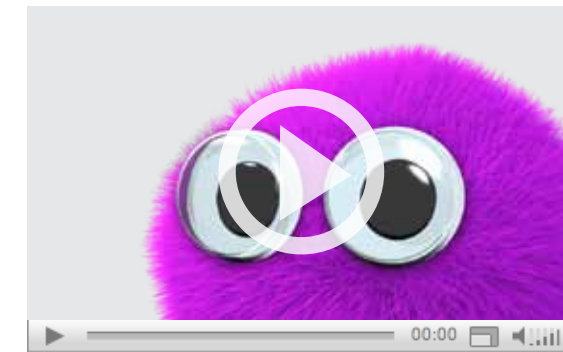
That's where Compare Cloudware steps in. As the first website to recognise the importance of choice, independent advice and easy access to cloud providers, we cut through the hype and confusion of choosing on-demand software and services.

With a solid understanding of marketing and sales, cloud technologies and services, we provide the first comprehensive digital sales channel for vendors and a trusted source of advice for growing businesses.

For vendors and businesses alike, Compare Cloudware offers a user experience that is focused on what they really need. Vendors can target growing businesses efficiently and cost-effectively. Businesses can access a unique guide to services and applications available in the cloud and use an online comparison tool to find the perfect solution.

Compare Cloudware. We're opening the cloud for business.

Discover how cloudware is
changing the way we work.



Find out how business are making huge savings using cloudware.



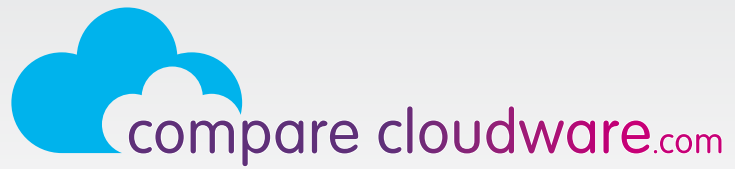
Take a look at the ten things you didn't know about cloudware.

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Who is Compare Cloudware aimed at?

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How does Compare Cloudware operate?

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Do I pay Compare Cloudware when I trial or subscribe to Cloudware? [Read more >](#)

[Read more >](#)

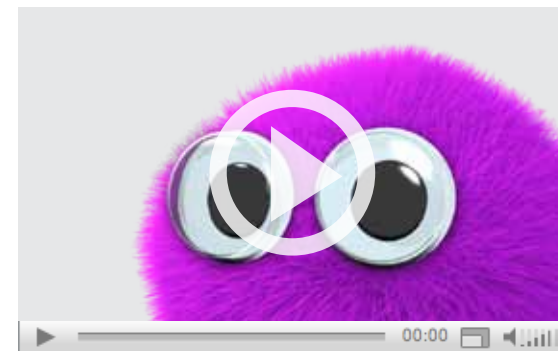
Can I register my cloudware service or application for inclusion? [Read more >](#)

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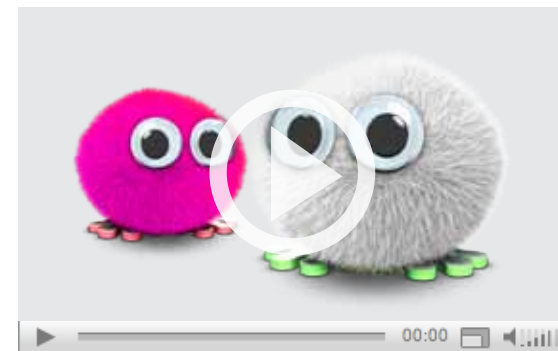
Is Compare Cloudware really vendor neutral?

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What is Compare Cloudware?

Compare Cloudware is the first ever website to provide a comprehensive, neutral and user-friendly online guide to services and applications available in the Cloud. In seconds, potential users can identify and find the cloudware they need, alongside reviews and user opinions that will inform them if it is the cloudware they really want.

Who is Compare Cloudware aimed at?

There are two audiences for Compare Cloudware. Potential users can use a dynamic comparison tool to find the cloudware they need — and compare it with similar offerings. Vendors, meanwhile, can access a cost-effective route to the growing businesses they want to talk to.

How does Compare Cloudware operate?

At Compare Cloudware, we actively seek cloudware vendors and offer them the opportunity to feature their services and applications on the website. In every cloudware category, we are building relationships with every established and emerging vendor, so that potential users have a genuine opportunity to compare similar products and decide which is the best option for their needs.

Do I pay Compare Cloudware when I trial or subscribe to Cloudware?

No — Compare Cloudware operates on a commission basis with cloudware vendors. End-users enjoy every commercial advantage normally offered by vendors, including free trials and low price subscriptions.

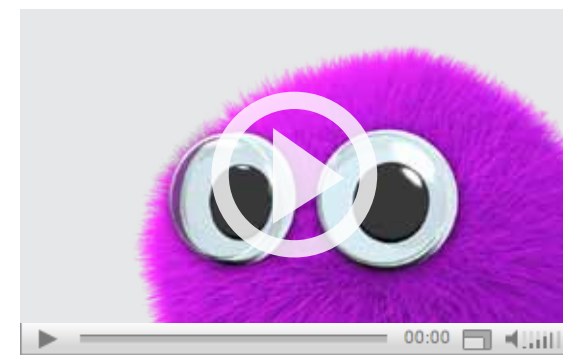
Can I register my cloudware service or application for inclusion?

Yes — we're always looking for cloudware vendors who want an easy, cost-effective route to demonstrate and market their products. Call us on 0000 000000 and we'll arrange a meeting to discuss the opportunities in more detail.

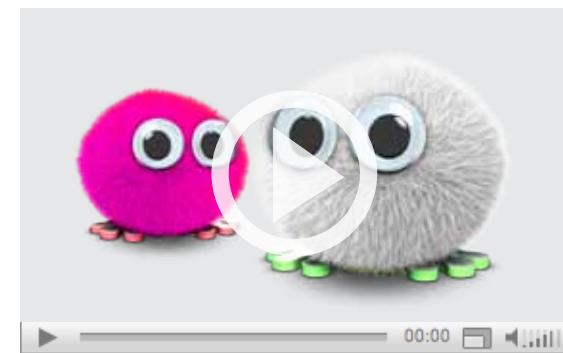
Is Compare Cloudware really vendor neutral?

Yes, it is. The comparison engine that drives Compare Cloudware has been developed to provide a true comparison of cloudware services and applications based on a fixed set of features. End-users gain because the comparison is factual. Vendors gain because it highlights the key advantages of their products.

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Careers at Compare Cloudware

Compare Cloudware is growing fast. Based in a Grade 2 listed building half an hour from London, we're the pioneers in a rapidly transforming and dynamic market.

We're always interested in hearing from sales and marketing professionals with significant experience in the cloud and broader IT solutions. If you'd like to join an exciting and expanding business at the forefront of cloud technologies, please contact us.

Please email us at careers@comparecloudware.com or fill out the inquiry form below:

Name:

Your email

Subject:

Message:

Upload attachment

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00:00

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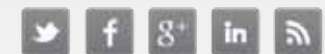
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IT World Dec 15 - 2012

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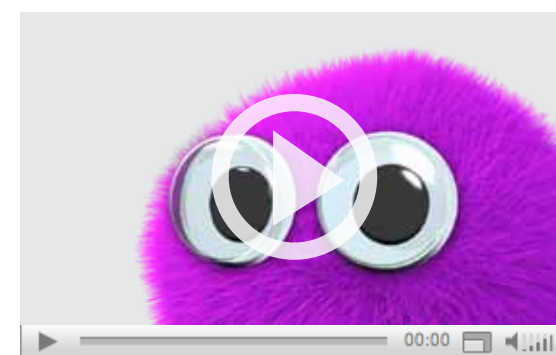
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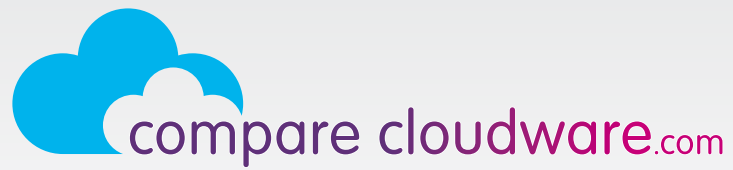
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Compare Cloudware
87-91 Springfield Road
Chelmsford CM2 6JL
United Kingdom

T: +44 (0)1245 258700

E: info@comparecloudware.com

Alternatively you can submit your inquiry using the form below:

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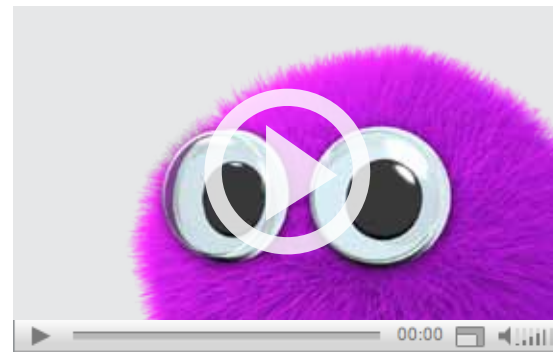
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Cloudware explained

10 reasons for using cloudware

What does my business need to run cloudware?



Cloudware is changing the way companies, enterprises and organisations work, but what exactly is it, what are the advantages and why is it generating so much interest? This short guide will give you the answers and turn you into a cloudware expert.

What is cloudware?

Cloudware is any application or service delivered through an internet browser to PCs, laptops or smartphones. Users don't need to buy and install software on their machines, and neither do they need high-end hardware. Because everything is accessed through the cloud, an internet connection is all that is required.

Why 'cloud' and 'cloudware'?

The term 'cloud' derives from the use of a cloud-shaped symbol in system diagrams that show the set of services and technologies required to deliver applications over the Internet in real-time. 'Cloudware' is a natural and logical extension to express how it differs from traditional hardware and software.

How long has cloudware been around?

Longer than you think. Hotmail, for example, has been providing its web-based email service since 1996. Salesforce.com, one of the world's most popular Customer Relationship Management solutions that is delivered online and paid for on a subscription basis, started up in 1999.

Why the increased interest in cloudware?

The spread of the internet, in particular broadband access on a range of devices, has moved cloudware from a niche position into the mainstream. Users now know that, wherever they are, they can access cloudware applications and services on their PC, laptop or smartphone.

What are the operating benefits of cloudware?

The three major operating benefits are time, simplicity and flexibility. With a traditional hardware/software-based setup, companies and organisations need to install, maintain and update applications on multiple machines. In addition, servers are often required to store and back up data. Because Cloudware is accessed online, all of the maintenance and storage is handled by the cloudware provider. Users can literally sit down and work without having to address any technical issues. Companies and organisations, meanwhile, can make moves, adds and changes in seconds.

What are the cost advantages of cloudware?

The first major cost advantage of cloudware is that it moves the cost of using applications and services from capital expenditure to operating expenditure. Rather than paying a large up-front sum for software, it is paid for on a subscription basis, so businesses only pay for what they actually need. The second cost advantage is that cloudware can be accessed on any PC, laptop or smartphone with an internet browser, reducing the need to invest in the latest hardware. The third advantage is that cloudware applications and services can be turned on or off as required, so seasonal fluctuations in business can be accommodated without penalties.

What types of organisations use cloudware?

Every type of organisation, business, enterprise and public sector body is now turning to cloudware as a viable, cost-effective solution. For enterprises, it simplifies complicated IT infrastructures. For growing businesses, it allows them to access applications and services that, until now, have been prohibitively expensive.

What is available as cloudware?

Think of e-mail or project management, CRM or web conferencing, storage and backup or finance, security or office applications, and there will be a cloudware solution that can help your business. You can check the full listing of categories here but check back soon. The cloudware market is growing quickly.


What does my company need to run cloudware?

A broadband internet connection and a PC or laptop. That's it. Because cloudware is delivered through the cloud, and because the data it generates is stored in the cloud, all you need to run cloudware is access to the internet and a web browser like Internet Explorer.


Can I integrate cloudware with other applications?

It depends on the cloudware itself. Some cloudware applications and services can be integrated with standard business applications, others are independent. The best way to find out is to use our online comparison tool which will show you where integration is a key feature.

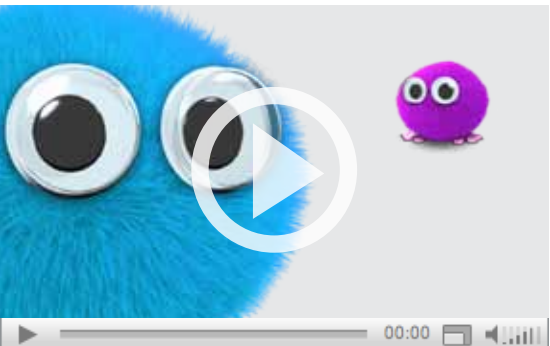
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What does my business need to run cloudware?

Cloudware is changing the way companies and organisations do business. Naturally, however, there will be some reservations about turning to a subscription-based software service.

We've tried to answer the most commonly asked questions about how to ensure your business is ready for cloudware below, but if you have other questions, take a look through the Forums to see if they have been asked before, or raise the question yourself.

What versions of browsers are required?

Most cloudware applications and services run with all of the most popular internet browsers including Internet Explorer, Firefox and Safari. They will normally run using older versions of the browsers, but for optimum performance we recommend downloading the latest version. For specific details, check the 'Internet Browser' section of the comparison table.

What broadband speed is required?

Cloudware applications and services are designed to run on any broadband connection, whether at home, in the office, or through a mobile. Do be aware, however, that typical business broadband speeds are around 20 Mbps, while broadband speeds at home and on mobiles are lower. Applications and services will therefore always run faster in office environments.

How many users can access the same cloudware at the same time?

This depends on the cloudware application or service being used. Some products are limited to a small number of users, others can be accessed by hundreds of users. Check the 'Users' section in the comparison table to confirm the exact number.

What mobile platforms are supported?

The three major mobile platforms in the UK — Apple, BlackBerry and Android — are supported by cloudware applications and services, with some vendors working on one or two platforms and others working on all of them. When you compare different products, check the 'Mobile platform' feature to ensure your mobile platform is included.

What level of mobile broadband is required?

One of the big advantages of Cloudware applications and services is their ability to be accessed on mobile devices like smartphones. To ensure the optimum performance, we recommend a minimum 3G connection. Check with your mobile phone provider to ensure your mobile devices are 3G.

What firewall considerations are required?

... to be researched ...

What's required for internet telephony/VoIP?

... to be researched ...

What settings need to be turned on within the O/S

Cloudware applications and services typically use a combination of plug-ins and Java. This allows them to work on multiple devices. You should therefore check the preferences in your browser settings to ensure plug-ins, Java and JavaScript are all enabled.

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