Why Automic SaaS

Rowland Armstrong
Partner Manager

10th July 2026

Target Customers

- Upcoming Renewals:
  - Move to execution-based licensing
  - Not on current Automic version
  - Lack of Automic SMEs
- TCO reduction, modernization / cloud
- SaaS mandate
- Toil reduction
- Talent de-risking
- Avoid talking to the Automic admins, talk to their management

Why SaaS

Reduce costs

Infrastructure
Staffing
Maintenance / upgrades

- Latest features sooner
- More time to focus on delivering business value
- More predictable OpEx
- Up-to-date security
- Optimized environment for peak workloads
- High availability
- Increased agility to support digital transformation

Why SaaS – Partner Perspective

Market Opportunity

Transformation initiatives driving top down mandate for SaaS

High cost of ownership for on-premise WLA (esp. smaller) customers

Almost every new RFP inquires about a SaaS offering

12 out of 18 WLA vendors offer a SaaS solution

Customer Value

Lowers total cost of ownership for enterprise automation platform

Frees up time and resources for COEs to focus on creating biz value

Reduces cost & toil around security, compliance, and upgradeability

Simplifies hybrid and multi cloud workload integrations

Partner Value

Improves customer retention, stickiness, and fair value for Automic

Opens up new sales opportunity where SaaS is mandated

Provides cleaner, better data to understand consumption and capacity growth

Supports cloud marketplace driven consumption model

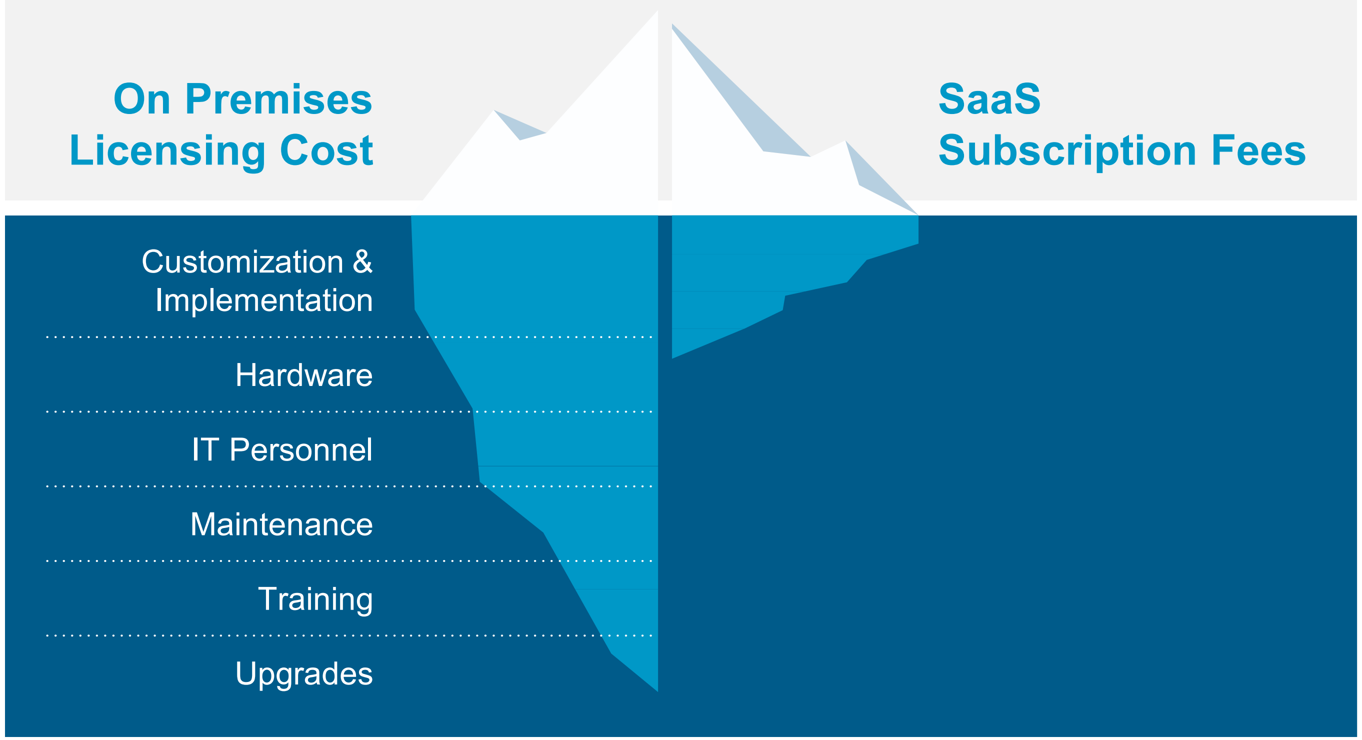
Automic SaaS

Feature parity with Automic on-premises

What You Get

- Feature parity with Automic on-premises
- Centralized and simplified agent deployment and upgrades
- Automatic upgrades – always have the latest features
- No infrastructure costs for automation engine and database
- Secure networking through TLS
- Specialist partners accelerate transition to SaaS
- Certified for RISE with SAP to support SAP cloud migration

Cost of Ownership vs. Value



Reliable, Scalable, Secure

How Does Your TCO Optimize With a SaaS Deployment?

- Automic license cost
- Database license cost
- Hardware costs
- Automic admin time
- DBA time maintaining database
- OS admin time managing automation engine servers
- Time to manage and maintain Disaster Recovery instances
- Patching (SP 4x / year, HF 4x / year)
- Upgrades (Major upgrade 1x / 2 years
- Multiply above times # environments (dev, test, pre-prod, prod)

 |

BROADCOM

How Broadcom Makes it Easy

Transition from On Premises to Automic SaaS

Transition is as easy as a new system upgrade

Take a phased or complete object migration

Strong partner ecosystem

Proven methodology using Transport Cases in Automic

BROADCOM

Automic SaaS Architecture

Automation platform as a service; backward compatible with agents

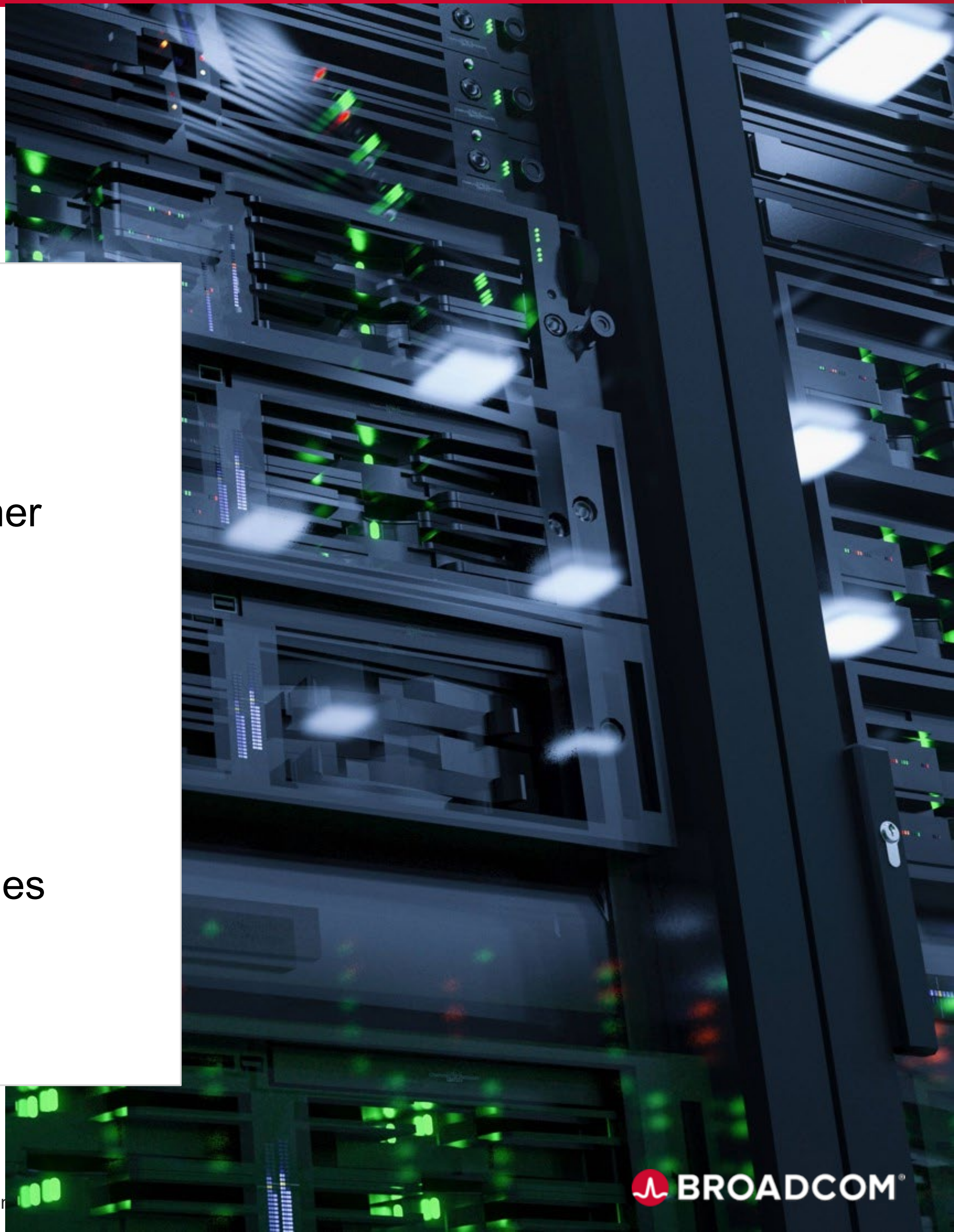
Production and non-production environments for each customer

Agents in private data center or public cloud; managed and owned by customers

TLS based HTTPS communication between agents and the service (engine)

Data transfer and processing compliance per Broadcom policies

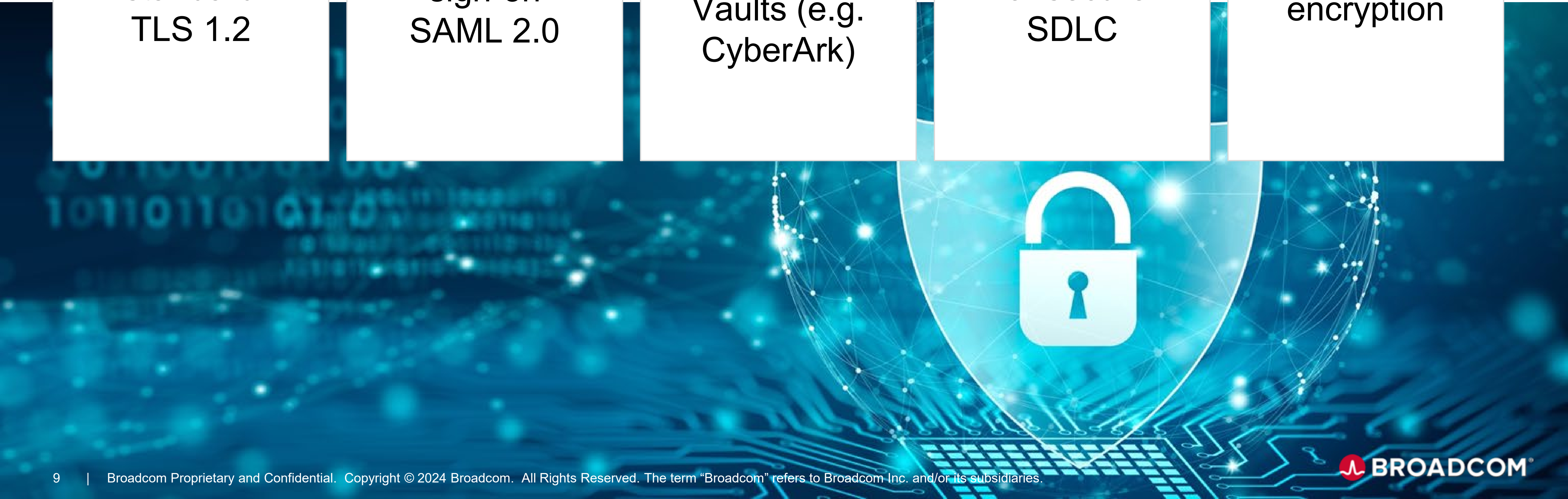
U.S. and European hosting locations



BROADCOM

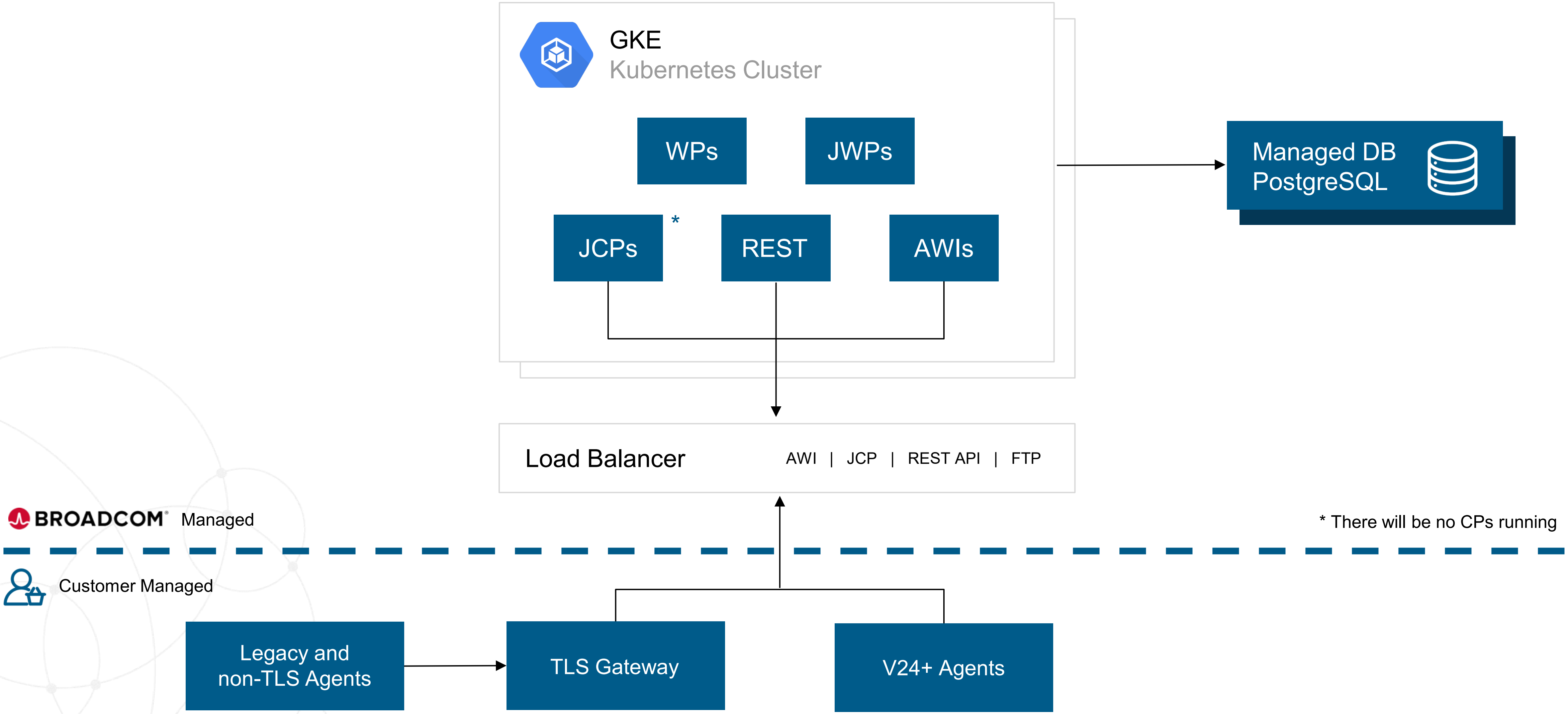
Automic SaaS Security

- Industry standard TLS 1.2
- Single sign-on SAML 2.0
- Enterprise Password Vaults (e.g. CyberArk)
- DevSecOps for secure SDLC
- AES256 encryption



BROADCOM

Automic SaaS Architecture



Broadcom Hosted & Operated on Google Cloud Platform

- Broadcom hosted and operated
- Full version of Automic Automation running on Google Cloud
- A production and non-production environment
- Primary and secondary geographically separated for failover
- Two data centers in the U.S.
- Two data centers in Europe

BROADCOM

Apparel retailer chooses Automic SaaS for improved enterprise-grade automation

- Challenge: Outgrew their native ERP scheduler and needed more enterprise-grade orchestration capabilities to support their business
- Wanted to consolidate disparate automation tools into an enterprise automation platform for unified visibility and control
- Chose Automic SaaS for its Oracle ERP integration, cloud integrations to support other use cases, and file transfer support
- Enabled their IT team to focus on delivering value to their business vs. managing multiple automation solutions

European insurance provider chooses Automic SaaS to accelerate digital transformation

- Challenge: Migrate automation from mainframe and implement a new batch strategy
- Workload will be moved to Automic SaaS over an 18-month period without any delays to business application services
- They choose Automic SaaS after completing a competitive evaluation
- Services and trust in Broadcom and services partner played significant role in decision as well as financial services proven compliance features
- Automic SaaS will help them reduce TCO and continue their digital transformation journey

BROADCOM®

connecting everything®