User- One Business Automation tool that replaces up to HALF of all SaaS apps used in a Business.

Headlines

How much does your company spend on SaaS apps every month?

Buy once and use forever. Stop funding shark investors funding SaaS companies

Stop funding venture capitalists – BUY your apps for life

Your SaaS payments fund adverts that find more mugs to pay monthly SaaS fees.

Stop paying every month for apps you can buy outright

Get the same performance and same features for free after 3 months (average ROI).

Why pay every month for apps you hardly use?

Small business is being ripped off by VC driven SaaS companies

SaaS is like crack. Once you start paying the supplier you can never stop. Buy your apps outright and release your company from the demands of the SaaS dealers.. Here's how..

Same features, same service. 90% cheaper.

Sub-Headlines

It takes a bit of effort to move information over, but every month you stall costs you £100's of pounds more.

Most of your monthly payments could be replaced by a one-off purchase and save you £1,000 every year for every person you employ.

ROI in most cases in 3 months or less.

Most 3-year-old businesses use 29 SaaS apps they pay for EVERY month. You could stop paying for at least half of these.

SaaS payments will NEVER go down. They always increase faster than your prices. When are you going to act?

Introduction

A money saving B2B sale. Transfer to one-off payment for lifetime right to use license and save over $1,000 per year per user. ROI in most cases in 3 months.

The most recent report (2024) on Software as a Service usage in UK and US businesses has been completed by Productiv in their "State of SaaS" report.

It shows that 99% of companies now pay for at least 1 SaaS product and the average for a 3-year-old company is 29 separate paid applications. By the time a company is over 5 years old they have (on average) over 100 SaaS applications adding costs of over $10,000 every year to their business if they employ 5 or more staff.

But here is the most frightening statistic: On average these companies spend $2,623 every year PER EMPLOYEE on SaaS applications.

Comparison calculation

SaaS	Various Apps		Zway Business Suite	
Employees	Years	Cost per Year	Employees	Cost Total
5	3	$2,623	5	
	Total Cost	$39,345.00	Total cost	$995.00

Saving of $18,677.50 over 3 years, if only half are replaced by Zway Business Suite for 5 employees.

Zway has produced a replacement Business Automation Suite that can replace more than 50% of these SaaS applications without the users suffering any loss of functionality or features.

Applying this solution to the average UK and US company would save over $5,000 every year for each company or at least $1,000 every year per employee.

The cost of a replacement service sold with a lifetime membership is just **£995.00 once-off payment.**

The most common SaaS applications replaced are:

- Product and Services Catalogues and BOM tools
- Contacts and Lead Management
- Integrated Calendars for meeting booking
- Estimates and Quoting
- Opportunity & Proposals Management

- Sales and Purchase Orders Processes
- Contracts Lifecycle Management
- Secure Document Storage, Tracking, Version Management & Distribution
- Standard Operating Procedures (SOP) Automation
- HR functions such as Holidays and Attendance Processes, Timesheets Expenses
- Project and Team Task Management (Kanban boards and Gantt charts)
- Asset & Resources Management and Tracking
- Suppliers and Stock Management
- Service and Help Desk Ticketing applications.

The most displaced suppliers of these expensive and largely unnecessary applications are:

Zoho, Pipedrive, Freshsales, Monday, Zendesk, Insightly, Sugar, Salesforce, MS Dynamics, Netsuite, Clickup, Asana, Basecamp, Trello, Dropbox, Sharepoint, Docusign, Panda, SAP Ariba, Capdesk, MaintainX, Bamboo, Cezanne, Workaday, Tradify, Brightpearl, Netstock, Freshworks, Agileloft, Tidio, Helpscout, Clockify, Buddy Punch, and many more.

All these products are sold on a pay monthly or annually basis per USER. This mounts up to a huge investment for most companies.

The $495 ONCE-OFF investment to acquire Zway Business Automation suite covers up to 5 users, with the ability to add extra "code stacks" at £995 for each group of 5 users, until your entire workforce is covered if you wish. This amounts to an investment of less than $100 per user for life.

As an example: If a normal user wanted to use a CRM tool for 5 staff (Zoho or Pipedrive) and then wanted to connect an HR tool (Cezanne) but wanted to use Timesheets (Clockify) that could be invoiced onto client facing Projects (Asana), this single solution alone would cost over $65 every month for every user. Replacing this with the Zway solution would save more than $30,000 in the next 3 years and the entire solution would pay back ROI in just 6 weeks!

There is an added benefit to the purging and replacement of these legacy SaaS applications. In most cases these SaaS apps have been purchased and signed up for monthly plans by Departmental Managers using them in isolation from the rest of the business. Then, when discovered, extra effort and cost must be applied to integrate them to the other applications in use (purchased by others). This integration often adds to the overall cost as extra tools such as Zapier and Make.com are utilised to create processes that use more than one individual app.

The Zway Business Automation Platform is pre-integrated. This means that no matter which apps you use, every other app will automatically use the information stored, creating a single point of truth for all data, and creating end-to-end processes without any effort.

Apps we don't want to replace.

Of course, there are some applications that are now irreplicable such as Adobe and MS 365. But many others provide much less value and the users report using just 10% of the features available. The main apps we don't try to replace:

- Apps that support document creation such as Microsoft Word, Powerpoint, Excell etc.
- Apps that manage large-scale email sending and, email campaigns such as MailChimp, Lemlist etc.
- Apps that manage security and password storage such as 1Password.
- Apps that create websites such as GoDaddy, Canva, Wordpress etc.
- Apps that create e-Commerce shopping experiences on websites eg. Shopify
- Really industry specific apps that are specifically made for one industry only.

However, for all other generic apps the Zway Business Automation Suite is perfect.

ROI Justification – An easy decision to make for most business owners.

Because this is a one-off purchase with a 30-day money back guarantee, there is no need to closely examine the exact features and cost justification of each app. Just gradually transfer data from old legacy SaaS deals and change over to the new Zway Business Automation suite as soon as you are ready.

And there is no rush to ransfer your data. You have been paying through the nose for apps for years. The replacement Zway service (once purchased) does not cost you a penny extra, no matter how long you keep it.

This suite of applications will completely replace the need to buy or create your own excel / spreadsheet templates and has one major advantage: Because it is in the cloud, there is no need to use "Google Sheets" to keep colleagues updated. Software in the cloud means that every eligible colleague can see exactly the information they need at any time, from anywhere on any device.

Specific features and use cases for the Zway Business Automation Suite.

All these features are automated so that you look as professional as possible whilst taking the least amount of time possible to complete each task. There is not a single task below that takes more than 2 minutes to complete.

In the Contacts Management (CRM)

The ability to import (Directly from spreadsheets, excel file or CSV or even directly from Google records) all your existing names, addresses, numbers, emails and other contact details for an unlimited number of: (A few for example):

- Suspects
- Prospects
- Contacts

- Friends and Family
- Opportunities
- Students
- Patients
- Clients
- Suppliers
- Members
- Partners

All this information can be stored in one place and every member of your team can see the latest information 24 hours every day from any device anywhere in the World.

In the CRM Leads Management
The ability to see where every enquiry originated and exactly where in the buying process, each lead sits. Extensive information can be seen in one view, including all the communications you and your team members have with the contact, access to quotes, offers and emails sent and received, all in the same form view. With this functionality, multiple people can work on one database of leads and see the status in real time.

In the CRM Leads Management
You get an enquiry from a potential new customer. You store his name, email and mobile number. As soon as the "Lead" is added to CRM, the system will send a pre-designed campaign of emails and texts to the client over any period of time you want. If you are a Tradesman, you will want an email that introduces the main person coming to his home and tell them all about your skills etc. You will want to send them another message with a copy of your company insurance certificates. You will want to show the a few references and photos of your other work and the communications go on and on. This creates a felling with your client of "Know, Like and Trust". By the time you eventually visit to see the job and to measure for the final quote, the client will already know the job is yours. This system kills competition and allows you to add at least 30% to your prices.

In the Estimates and Quotes planning (CRM)
The CRM is fed by information about YOUR specific products, services, and prices. It will create an automated BoM (Bill of Materials) and create a fully itemised quotation. It is topped and tailed with your own personalised logo and information about your payment terms etc. This solution screams "I am a Professional" and elevates you above other Tradesmen or other companies quoting for the same business.

In the Quotes section of CRM
The system already knows the email of the client, so a single click sends the quote to the customer and asks him to check and agree it if he wants to place an order. You can add your own contract and payment terms and when the order is placed the next automated step begins.

In the Orders section of CRM

The automated process continues. What was originally a phone call from a stranger is now a fully documented, priced, and legally agreed order. The system now knows what percentage to invoice for the deposit and it sends a payment link automatically, this can all be done when you are still with the client if you want!

In the Stock Management application
If you are a company that keeps and sells and uses stock to fulfil orders, the system automatically handles the stock inventory. Warnings can be set when pieces are in low numbers and this part of the system can even be linked to the Contracts Management apps in the suite to order from suppliers when needed!

In the invoices section of CRM
The system now tracks the project (job) management information and when certain milestones or dates are reached, it can automatically invoice the remaining percentages as you choose.

In the Payments section of Invoice Management
The Zway Automations can be linked to your choice of Accounting and Book-Keeping software such as Xero. The system will also chase outstanding payments with automated reminders and tell you when payments are received.

In the Opportunities section of CRM
For the sort of business that handles longer and more detailed sales cycles that require teamwork and interaction across several months and several stages of relationship, the Zway CRM handles the whole "Opportunity Journey" and allows you to answer Tenders, manage trials and complex visit reports and at different levels of communication, helping you to manage the relationship. This is where the more complex reporting is used to forecast each sales persons' numbers and performance against targets.

In the Communication section of CRM
Track information you request from your clients. The "Requested Information Tab" will allow you to request documents (great for compliance businesses) and track when the information you wanted is received.

In the e-HR application
Personnel activities to help your staff to manage their own expenses, timesheets, and holidays with flexible processes to sign off and agree. Create organisation charts and manage the employee status and personal files for everyone that works for your business. Create 365 reviews for performance management and manage and track individual performance against set and tracked objectives.

In the Service Desk application
For teams that wish to provide support to external clients that would call, email or message support requests, we have a full ticketing system available to help accept, notify, track, and allocate these tickets to any member of the support desk. This can be set up in minutes and

keeps a log of the status of each ticket and each task towards resolution. When the ticket is resolved, the information is held in an archived file. The resolution for internal and external information can be held in a knowledge base, for future access.

In the Service Desk application
For a business that wishes to offer an SLA (Service Level Agreement) for Internal or External clients, each company can have their own SLA level set up and monitored for performance against that standard. Early warnings are available to notify staff if SLA's will soon be broken. Communications and Notifications via email can be pre-set to automate the support process.

In the Help Desk application
For teams that wish to support internal activities, you may set up any number of helpdesks and automate processes to support internal users. This application can be used to support every process from "new employee on-boarding" to "Room booking". The process works in a similar way to the service desk application and can be used in conjunction if needed.

In the Documents Management application
You can store, archive, and keep track of versions for any digital asset such as documents or files. For times where you want to ensure that only one single point of Truth exists for each piece of company information, this is ideal. Once uploaded to the repository, any user (with access permissions) can find, download, edit and re-upload any document or digital asset in storage. This application is linked to EVERY APPLICATION in the Zway Suite, so attachments are automatically stored, and available inside of each application without further searching.

In the Contracts Lifecycle Management application
You may store, archive and view and follow progress for any contract your business has. This is used to track contracts with suppliers and customers and employees alike. It has tightly controlled access restrictions to ensure any one user can only view contracts suited to them. This application is ideal for any firm or team that wishes to link their contracts, due diligence processes with supplier Management and sales orders. This application monitors renewal dates, SLA's Budgets and Contract Values as well as tracking residual values for assets under contract.

In the Projects Management application
For the type of business that manages complex projects and programmes with multiple inter-dependent tasks where close tracking of status and progress is required, this application enables unlimited projects to be handled with unlimited tasks and unlimited resources. Track changes and the on-going budget against the original target. Delegate jobs and tasks to individuals and monitor when completed. Share with internal and external clients and report on progress.

In the Projects Management application
Gantt charts that reflect the overall project health and show the on-going real-time status of each task within a project.

In the Resources Management application
If you ever need to match jobs to the available staff and allocate tasks or jobs to team members and want to manage resources available for each new job that comes in, this is where it can be done easily. Each new job your business wins can automatically be assigned to the most suitable person and the approximate time for each job can be added to the resources calendar. This is an ideal application for Workforce Management as it provides reminders and notification to all involved in each job. You can apply multiple staff to each job if you wish or apply multiple jobs to staff at the same time. As each new job is added, you can track the approximate income from each job and attach job specifications, work packages, method statements, and risk assessments etc as required.

In the Activity Manager application
You may track and assign tasks to teams or individuals and see, in real-time, the status of each task. Using Kanban boards, you can set up templates of tasks for each project or just use as a list of to-dos. As each new task is added, you can see the timeframe required, prioritise, delegate to whomever you wish and track and categorise tasks.

In the Stock Manager application
Any business that sells stock from a stock list and wants to track the stock required to fulfil each order can use this application. This application is obviously closely linked to CRM orders and can also be used in conjunction with supplier management and contracts applications.

The Cost of the Zway Business Automation Suite
- The total investment for the Zway Productivity Suite is just £995 for each pack of 5 lifetime licenses.

Example:
10 Employee company will pay once-off for a lifetime license to use:
2 x £995. = **$1,990 = Total for life.**

- Savings of 10 X $1,311 per year for 3 years = **$36,375** if only half of the used apps were replaced.

- The savings grow every year and for companies with more employees the savings grow exponentially.