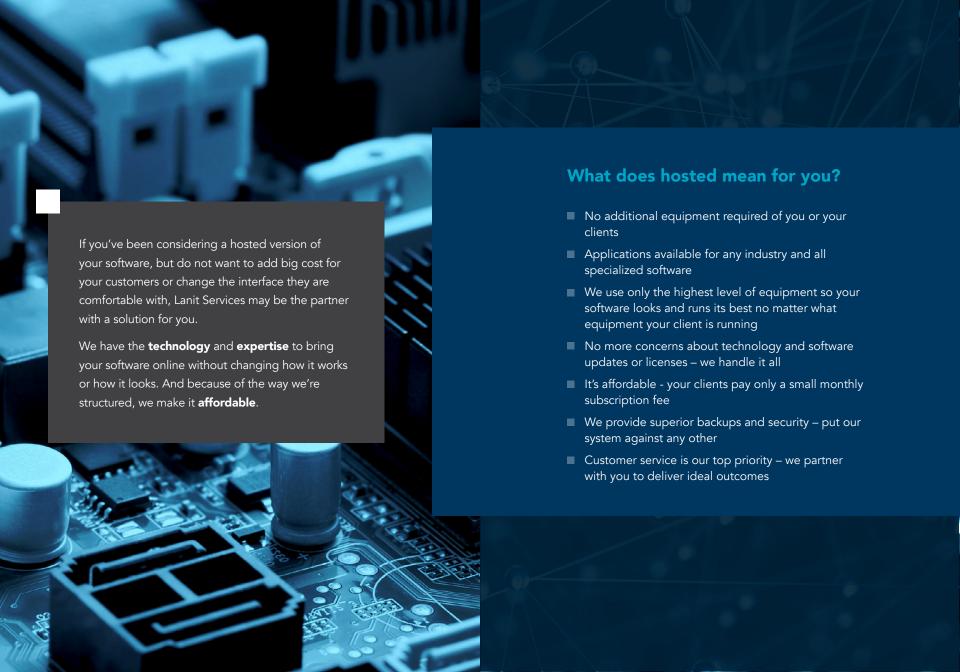
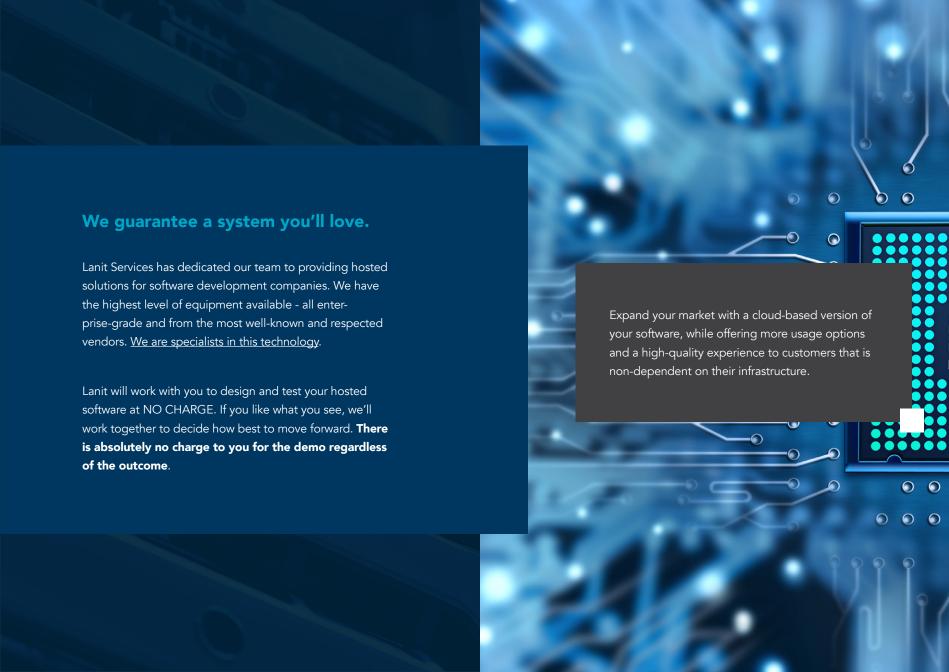


////// Unlock the true potential of your software.

## lanit





## **Frequently Asked Questions**

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My software is very specialized – are you sure you can develop a hosted version for it?

At Lanit, hosted software applications is our specialty. We're so sure we can work with you to develop a hosted version you'll love, we'll build it and test it for free, so you can decide for yourself.

What about security? How can I guarantee my clients that their system will be secure?

Lanit employs the highest level of security in the industry, adhering to all SSAE Type II standards. We use only the best available equipment from trusted, renowned vendors. We invite you to test our security system and processes against any other.

Our software is the result of many hours of development, testing and refinement. We are understandably particular about the partners we choose to work with. How can we be sure that Lanit is a good choice?

Tony Painter, CEO of Lanit Services, has spent a lifetime in the industry, and he understands not just the technology but also the people in it. Lanit's approach is to partner with clients, working together to bring about a solution that is effective for everyone.

We are a small company. Can we afford to develop a hosted version of our software?

The investment for your hosted application is minimal, and far outweighs the benefits provided. You may choose to distribute the investment among your clients, so that no one client or you has a prohibitive cost.

Do we connect our clients directly with Lanit or can we white label the service?

It's your choice. Some companies choose to recommend Lanit and the hosted version to clients, and put us in touch with clients who want to access. We take it from there. Other clients choose to keep our services behind the scenes, serving as liaison between the client and the application. We are happy to work in whatever capacity you prefer.

Our industry is slow to transition to new technology. Does this investment even make sense for us?

We all know that technology changes quickly and is ever-developing. Even those industries that are slow adopters have made significant changes just in the past five years. We invite you to look at other software applications prevalent in your industry to see how many are already offering hosted versions – you might be surprised.

So what we're really taking about here is "cloud". I've had experiences with cloud before and I'm not sure it's the best way to go. What makes your service different?

Unfortunately, ours is an industry that is yet to be regulated, and that means that anyone can call their system "cloud" with no requirements to demonstrate proper security or backup practices. Lanit Services offers hosted solutions that utilize our specific secured cloud system – we employ extensive backup processes and security systems to ensure reliability, security and continuity for all of our customers and yours.



You are the experts on your software. We are the experts to make it hosted.

At Lanit Services, **we partner with you** to make what you've created a more dynamic tool for your customers. We're so committed to demonstrating this partnership that **we'll build and test your demo at no charge to you**.

<u>Give us a call</u> to start the conversation – we'd be happy to answer your questions and help you decide if a hosted application is the right solution for you and your customers.

