

Why does Exo Platform choose ATEMIS Solution instead of MISA's?

ICTnews – For Human Resource Management Software, Exo Platform has just selected [ATEMIS BUSINESS CLOUD](#) to replace the similar product that MISA Corporation provided.

The reason why [EXO Platform](#) decided to say “Goodbye” to MISA’s solution is because the solution got a lot of bugs and the way MISA charges clients is not suitable for EXO. EXO had to pay based on their storage instead of the number of users.

MISA’s solution and modules are fully integrated. MISA combines all applications (CRM, Marketing, HR,...) into one full package named AMIS.VN. It means that even if the customers want to use some features only, they still have to get full integrated features.

Meanwhile, many companies need only some specific features and still want to have softwares used previously for other operations such as marketing, help desk,...



Exo Platform, the leading open source in Vietnam, no longer uses MISA's HR management solution. Illustrated picture. Source: Internet.

Talking to ICTnews, MISA's representative admitted that [Exo Platform](#) does not continue to use their solution because MISA software is provided in the form of "package" (full integrated features), not "customized" (each feature as demand) so it may not match anymore the needs of customers.

"MISA provides software as a service to clients and charges according to the server use. MISA's system named Amis.vn provides all the features in a row. Customers can use all the features if they want. They do not have to pay for features that are not used. It does not make the effect to the operation and structure of IT systems", MISA's representative shared.

MISA representative emphasized: "The option of fee-by-use storage resources instead of charging according to the number of users will help customers save money. Customers have to pay for what they use only. It helps companies save money when our economic is still in difficulty".

The estimation are that the companies under 50 employees have less than 200 generated documents per month, then the maximum capacity used is about 1GB/year, thus they have to pay about D3.6millions/year. Meanwhile, if the fee is charged by user, the total fee will be huge. For example, [Salesforce](#) charges the fee based on the number of users, the fee per month for 1 user up to 65 USD. If the company has more employees, the fee will be higher".

However, [ATEMIS](#) representative said that the international providers of cloud computing solutions charge differently the customers, and the supplier needs to focus on the customer needs. Usually they do not charge according to the amount of data used by customers. An IT manager can quickly approximate how many GB Data that the company/organization uses per month. But a marketing manager or general director do not mind about this point and will spend a lot of time to analyze and estimate the future amount of datas. If the number of documents increases sharply, the amount of data can hardly be predicted, as well as the future application's cost. If using the solution charged by user and by module as [Atemis](#) does, the managers/directors only need to consider the software's features and efficiency. They simply need to define the price for the integration and the monthly costs to be sure that their budget will be spent in the best way.

Currently, customers who buy ATEMIS cloud solution are able to use unlimited database capacity. 3,000 users can use this solution simultaneously and the customer can expand the [others modules and features](#) when it needs.

<http://ictnews.vn/cntt/vi-sao-exo-platform-che-phan-mem-cua-misa-114674.ict>