Industry Brief

The Rise of SaaS and Agentic AI

—A Perfect Storm for ISV Modernization

The SaaS industry is entering a transformative era with Agentic AI, enabling ISVs to build autonomous, intelligent, and customer-centric applications. This technology redefines SaaS development, helping ISVs meet evolving demands, unlock operational excellence, and stand out in a competitive market.

The Growing Demand for AI-Powered SaaS

According to IDC's 2024 SaaSPath research[1], **77% of buyers are willing to pay 10% to 30% more for SaaS applications with Generative AI capabilities.** AI-driven features are no longer optional—they're essential for ISVs seeking to capture market share and deliver greater value.

AWS: The Ideal Platform for SaaS and Agentic AI

Transitioning to SaaS requires more than cloud migration—it demands reimagined solutions aligned with customer needs. **AWS provides the ideal ecosystem**, offering robust infrastructure and advanced AI capabilities that empower ISVs to integrate Agentic AI into SaaS offerings, delivering innovation, exceeding expectations, and ensuring long-term success.

1. The Next Generation of Intelligent, Composable Applications

Accelerate Your SaaS Transformation Journey with AllCloud and AWS

AllCloud guides ISVs through every phase of their SaaS transformation, leveraging AWS's robust infrastructure and proven methodologies. From data migration and generative AI integration to compliance support and business model innovation workshops, AllCloud equips ISVs to modernize offerings, optimize operations, and accelerate time-to-market, ensuring success in a competitive marketplace.

Use Cases

Embedded SaaS Providers

SaaSify existing hardware or services, enhancing functionality, scalability, and efficiency on AWS.

Digital Transformation Leaders

Modernize business models with innovative, AI-powered AWS solutions.

Product-Led Growth (PLG) Companies

Transition to digital platforms, driving engagement and scaling infrastructure with AWS tools.

Software-Enabled Businesses

Diversify revenue by adopting SaaS frameworks, reducing complexity, and improving customer experiences.

Key Benefits



Accelerate SaaS adoption and scale with ease.



Optimize operations to enhance customer experiences.



Drive innovation with advanced AI and cloud capabilities.

Customer Results

Cellebrite

Accelerating Growth Through Cloud Migration and Modernization

Cellebrite, a global leader in digital intelligence, partnered with AllCloud to migrate its platform to AWS using Landing Zone solutions and AWS Migration Acceleration Program (MAP).
The migration delivered a **5x increase in cloud consumption, $500K in AWS funding acquired by AllCloud,** and significant cost savings through data center closures. AllCloud's expertise enabled Cellebrite's transformation from a startup to a public company, driving rapid growth and modernization.

trisk

Building a Secure, Scalable AI-Driven Platform

Trisk, a no-code SaaS provider, partnered with AllCloud to address scalability and security challenges. Leveraging AWS Bedrock, AllCloud **enabled SOC 2 Type 2 compliance** and implemented AI-driven automation. This transformation reduced disruptions, enhanced scalability, and established Trisk as a leader in AI-powered SaaS solutions.

Get Ready for What's Ahead with AllCloud

As the AWS Global SaaS SI Partner of the Year for 2024, AllCloud empowers ISVs with tailored solutions, accelerating SaaS transformation, modernizing operations, and delivering measurable outcomes like faster onboarding, reduced costs, and increased revenue.

Its partnerships with Anthropic, Datadog, Salesforce, Tackle, and Wiz amplify these benefits, offering unmatched support for AWS Marketplace readiness, observability, and enhanced customer engagement.

Learn More

Take the next step toward your SaaS transformation

Take the AllCloud:

- SAAS READINESS ASSESSMENT
- GENERATIVE AI ASSESSMENT

AllCloud for AWS Resources:

- AWS MARKETPLACE
- AWS PARTNER DIRECTORY