

Security is Changing

*Don't Let It Bite You in the SaaS (Software
as a Service)*

MARINER

What is SaaS?

A way of delivering software applications over the internet, as a service, on a subscription basis.



Like A Bank

- Provides Identical Services on a Massive Scale
 - Customers Use the Same Systems & Tech
- Provides Reliable and Secure Service
- Protects Privacy of Each Customer



Traditional Approach

- Licenses, Thick Client Software, etc.
- Installing, Maintaining, Updating Systems on Each Individual Machine





Time

Risk

CAPEX

Capital Expenditure

Time

Risk

CAPEX

Capital Expenditure

Time

- Avoid the Technical Headache
 - Vendor responsible for Hardware, Maintenance, System Updates, etc.
- Faster Deployment
 - Option for Temporary Deployment (Large Special Events or Other Need)



Time

Risk

CAPEX

Capital Expenditure

Cyber Security Risk



Cyber Security Risk



Financial Risk

- Low Adoption Cost
- Try Before You Buy
 - More Informed Purchasing Decisions



Time

Risk

CAPEX

Capital Expenditure

CAPEX

- Funds Used by the Port to Undertake New Projects
- Lump Sum Payment vs. Monthly Subscription



Configurability

One Size Fits All

Vs.

One Size Fits One



SaaS

Traditional

Tech Specs (Hardware, Maintenance, etc)	Vendor Responsible	Port Responsible
Deployment	Access Today	~ 6+ Months
Cyber Risk	Ensured by Vendor	Extra Complications
Financial Risk	Low Adoption Cost	High Adoption Cost
CAPEX	Monthly	Lump Sum
Configurability	One-Size-Fits-One	One-Size-Fits-One

Contact

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Questions?