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
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
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Questions?