



Private Cloud SaaS

The Private Cloud SaaS (Software as a Service) model is one in which the customer may deploy the software as a SaaS service or as on-premise solution, with the ability to switch from one to the other as needed.

This model provides most of the advantages of the SaaS model, while mitigating the drawbacks. For example, the Private Cloud model allows companies to keep the software and data in-house when:

- They need to store highly sensitive information and are concerned that SaaS providers might have inadequate security
- They need tight integration with sensitive back-end systems and this is either technically impossible with a remote system, or their IT department is unwilling to create holes in the firewall that would permit an outside server to initiate actions on internal systems.
- They need to transfer large files and cannot afford the delay that results from the typical Internet connectivity speeds of 100kbs - 1000kbs, as compared to internal Ethernet speeds of up to 1,000,000kbs.
- They are concerned about the long term financial viability of their SaaS vendor.
- They want the ability to choose to either pay a lump sum to purchase the application outright or pay monthly SaaS charges

The core argument for Private Cloud SaaS is simple - it offers customers a choice of using whatever model best matches their needs and so reduces risk for the buying manager. Start-up risks are minimal because if the application does not meet requirements, it can be simply be canceled. But once the application has proven itself, the software may be purchased outright with recovery of the initial down payment.

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