


## MESPAS cloud solution wins over inhouse-installed software

 <b>MESPAS</b>	<b>CONCEPT</b>	<b>Traditional / inhouse-installed software</b>
Cloud-based system 1 off-site central server infrastructure, i.e. software and central server hardware accessible via standard IT equipment from anywhere with internet access → State-of-the-art / future-proof solution	Technology	Traditional software Clients run multiple servers, maintained and hosted on-site. Software installed on local computers; changes & enhancements to be implemented individually → Cost- and time-intensive solution
Multi tenancy to share hardware, memory and software among multiple tenants (clients) Software can easily be updated for all users via central server.	Multi tenancy vs. single tenancy	Single tenancy means the system houses data and software for each company or vessel on a separate server. Time- and infrastructure-consuming; difficult to compare data and to ensure that users run the same version of the software
Available 24/7 via secure internet connection; server-farm that meets highest standards re: server redundancy, power backup, data backup, internet connection, fire protection, environmental control	Availability, security & disaster recovery	Local solution features significant lower physical and digital security. Higher disaster recovery costs
MESPAS software is constantly being enhanced and advanced. Improvements and additions are made available to customers free of charge, and deployed with little or no client involvement.	Software development	Software updates incur costs such as upgrade fees to software provider, deployment costs, as well as considerable costs for testing in own environment.
Customization is possible within limited scope. In general, enhancements are deployed to all clients simultaneously. Interfaces to ERP & acc. software	Customization	Customization possible, but usually means “golden handcuffs” (keeps clients from switching to another software provider)
IT is core competence of MESPAS.	Status of IT	IT is not core competence of company.
	<b>COSTS</b>	
- No CapEx (only standard IT equipment needed) - Predictable OpEx according to actual usage	Cost types	- Large initial CapEx - CapEx for upgrades & adding new users/vessels - Large and unpredictable OpEx
	<b>SOFTWARE</b>	
All must-have modules available; easy-to-use to ensure running of software with no or little training	Products / Modules	Typically, considerable training is needed until users are familiar with system.
Feedback from many users reflected in software, all clients benefit from improvements automatically	Experience	No cross-industry experience reflected in software
	<b>DATA</b>	
Data specialists implement master data according to stringent rules and industry requirements. All data is entered once only → no data duplication, ensuring highest data quality and comparability	Data quality	Company must define and enforce own standards and regulations. No industry comparisons; compatibility restricted to own company; often not even vessel-to-vessel comparisons available
	<b>OPERATIONS</b>	
Implementation & deployment of software within few weeks, no need for time-consuming setup of in-house IT infrastructure (evaluation, acquisition, setup)	Speed of deployment	Deployment can be started only when inhouse IT infrastructure (evaluation, acquisition, setup, maintenance) is up and running
No client-based staff needed to manage synchronization; sync can be automated. Assured reliability of sync process and data quality	Synchronization ship-shore	Reliability of sync process not guaranteed; typically time-consuming process
Sophisticated reporting tool available to generate real-time reports (standard or customized) for single vessels or across fleet	Reporting	Very limited reporting; comparisons restricted to data on same server; manual intervention and processing before data can be used for reporting
Ongoing support via web, telephone or e-mail	Support	Extensive inhouse support needed in terms of IT, software and business know-how
PMS is type-approved by DNV and GL, allowing to change from continuous machinery survey to planned maintenance. MESPAS supports compliance with MPMS requirements of classification societies such as LR, BV or RINA.	Certification / Classification	Certification is a prerequisite, any reputable competitor will be certified.
	<b>IT &amp; SYST. ADMIN</b>	
Clients do not need dedicated IT staff; during implementation a project manager is advisable.	Personnel	Dedicated system administrator, IT staff to manage dedicated IT infrastructure
With MESPAS, clients need no software-specific IT know-how.	Know-how	IT specialists required; diligent know-how transfer must be ensured with any personnel change.