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Impact2012

Comes To You

Smart Strategies for Moving into the Cloud

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AGENDA

- Cloud Deployment Considerations
- Smart Strategies for Moving into Cloud
- Conclusion

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Cloud Deployment Considerations

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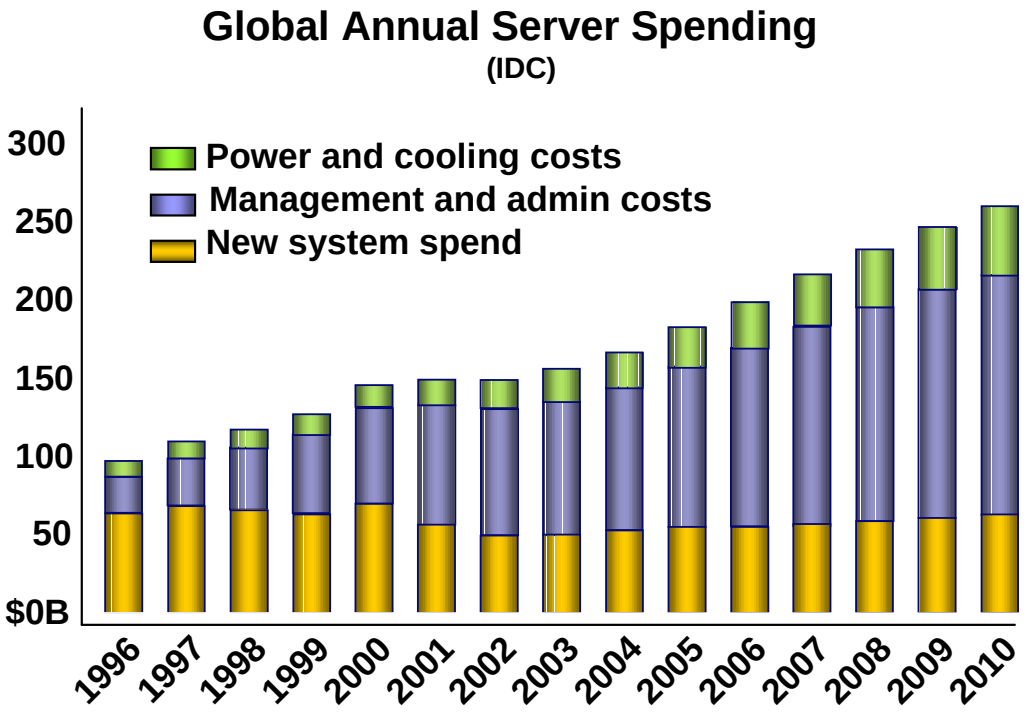
A Crisis of Complexity. The Need for Progress is Clear.



Uncontrolled management and energy costs

Steady CAPEX spend

To make progress, delivery organizations must address the server, storage and network **operating cost** problem, not just CAPEX

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Industrialization of IT drives the cloud

By 2014, 69 percent of an IT organization's application portfolio will be run via public, private or hybrid cloud.

Analyst Firm, 2011

By 2012, there will be a shift from end-to-end IT service delivery to business services delivery.

Analyst Firm, 2011

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In Summary - IT needs to become smarter

… about delivering “services” and service management

- Standardized processes
- Service management systems provide visibility, control and automation
- Lower operational costs and higher productivity

… about optimizing workloads

- Rate and degree of standardization of IT and business services
- Complex transaction and information management processes
- Rapid return-on-investment and productivity gains

… about deployment choices

- New models are emerging for the enterprise
- Self-service, economies-of-scale, and flexible sourcing options
- New choices of deployment – define these new models

Analytics

Collaboration

Development and Test

Desktop and Devices

Infrastructure

Business Services

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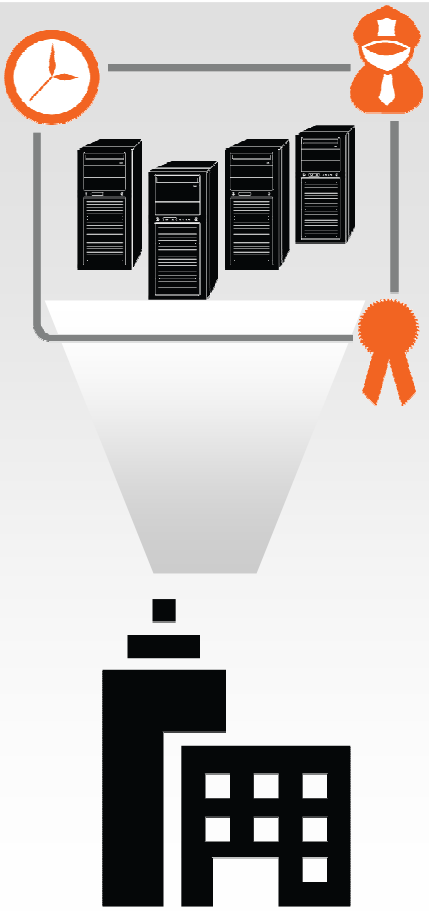
Challenges for cloud adoption

Today's data center

We have control:

- It is located at X
- It is stored in server Y
- We have backups in place
- Our administrators control access
- Our uptime is sufficient
- The auditors are happy
- Our security team is engaged



Tomorrow's cloud environment

Who has control?

- Where is it located?
- Where is it stored?
- Who backs it up?
- Who has access?
- How resilient is it?
- How do auditors observe?
- How does our security team engage?

Technical concerns:

- Isolation failure
- Insecure or incomplete data deletion
- Extended network security
- Additional software layers

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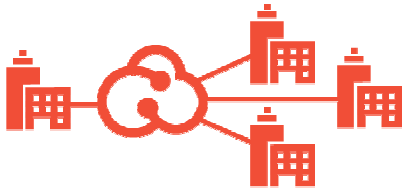
Variety of cloud models to meet their unique needs and priorities

Private cloud



Public cloud

Hybrid IT

Traditional IT

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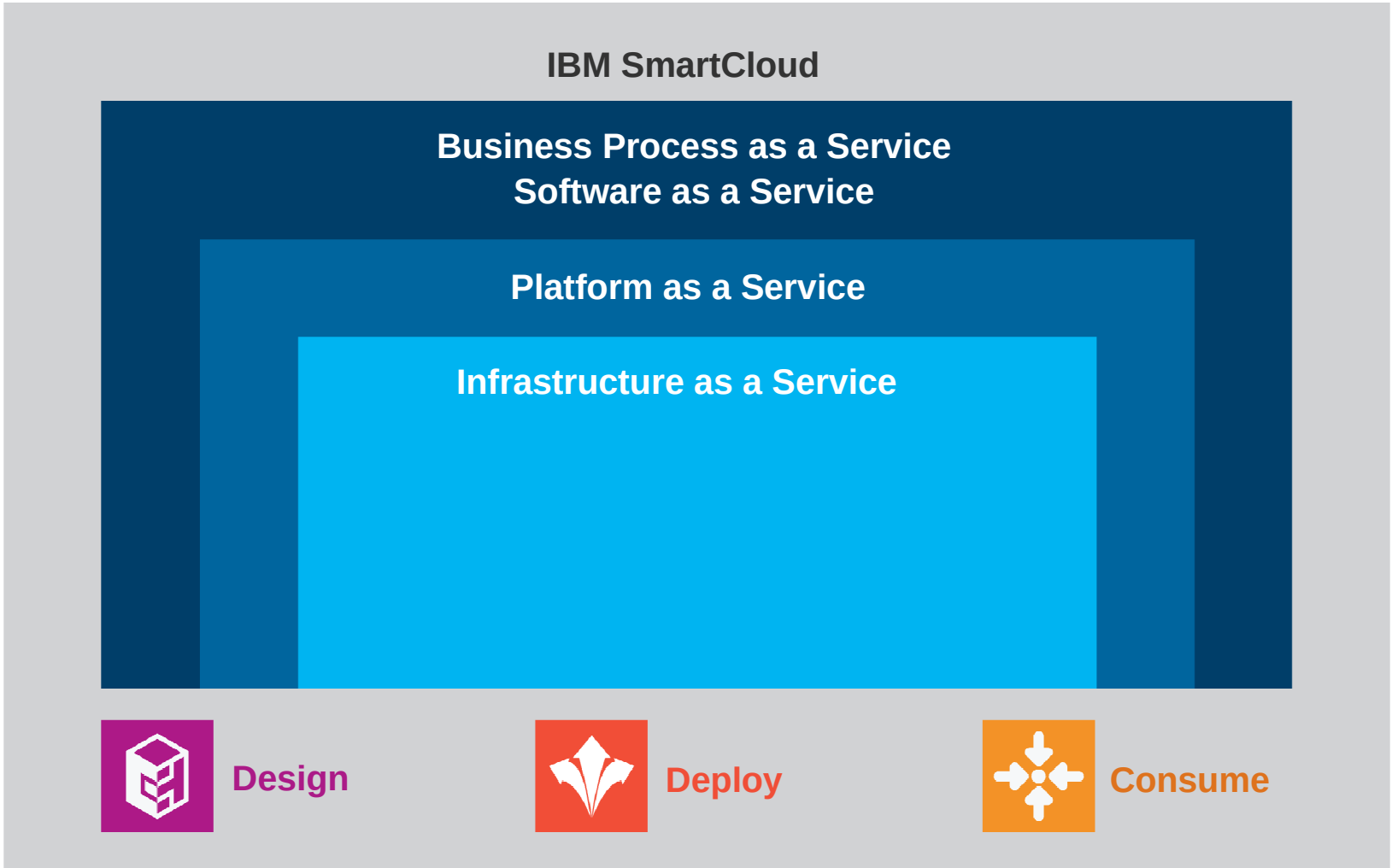
Think about comprehensive cloud capabilities



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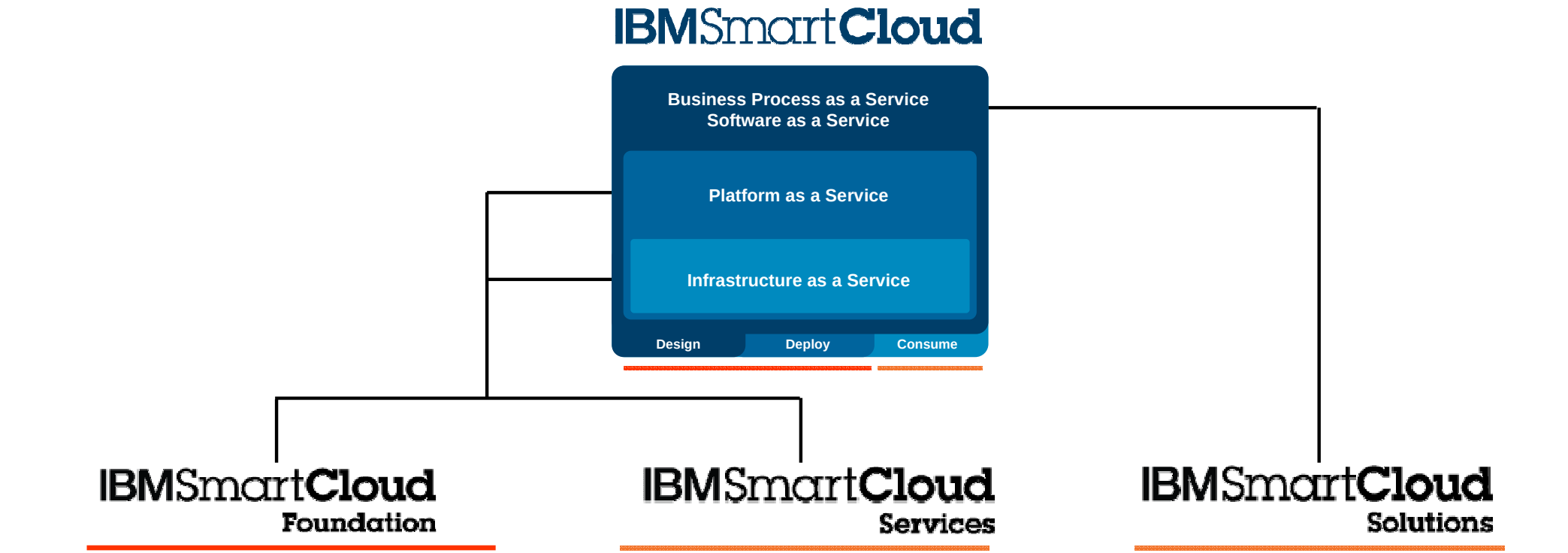
Use common cloud framework



Private & Hybrid Clouds

Cloud Enablement Technologies

IBM PureSystems

Expert Integrated Systems

Managed Cloud Services

Infrastructure and Platform as a Service

Cloud Business Solutions

Software and Business Process as a Service

Commitment to open standards and a broad ecosystem

Smart Strategies for Moving into Cloud

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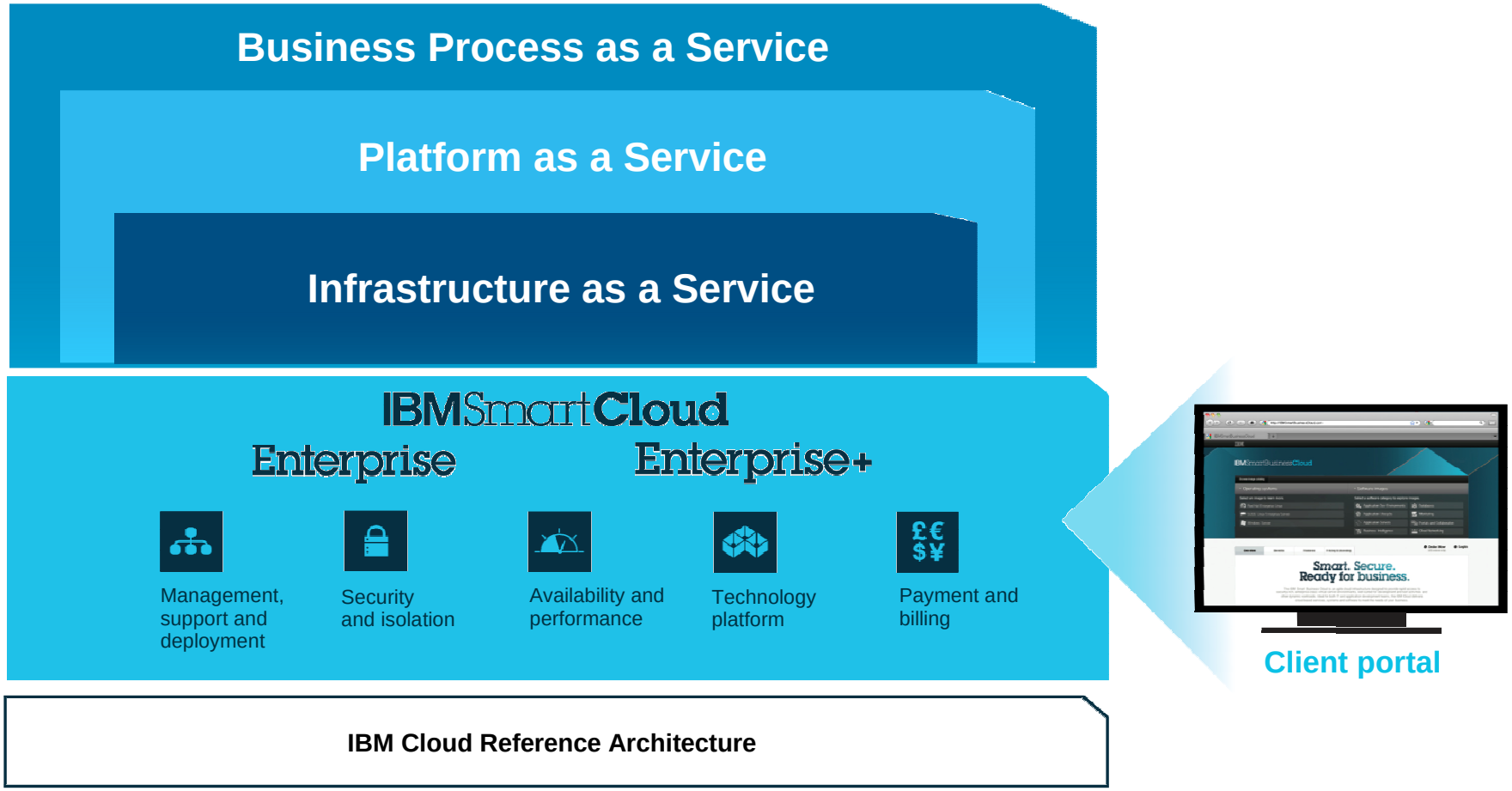
IBM SmartCloud Platform



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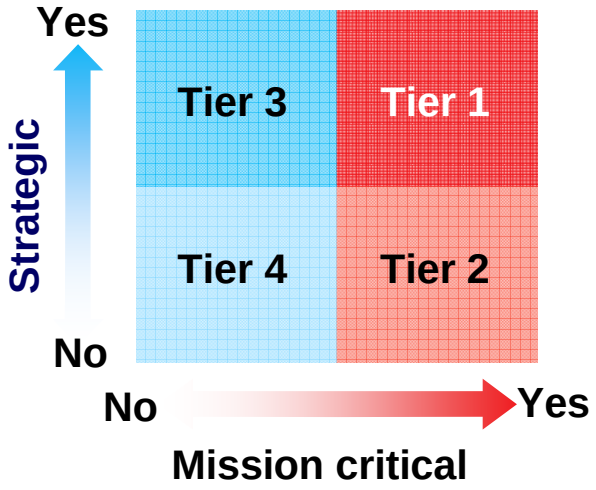
Workload Tiering for Defining the Right Choice



	Tier 4	Tier 3	Tier 2	Tier 1
Application Class	**Not strategic or mission critical**	**Strategic but not mission critical**	**Mission critical**	**Key – Most critical**
Typical distribution	55%	20%	20%	5%
Availability required	Low 95% or less	Medium 95-98.5%	High 98.5-99.7%	Very high Never down
Support effort	Best effort	Business hours	24*7	24*7
Monitoring	No monitoring	Basic server	Infrastructure	Application level

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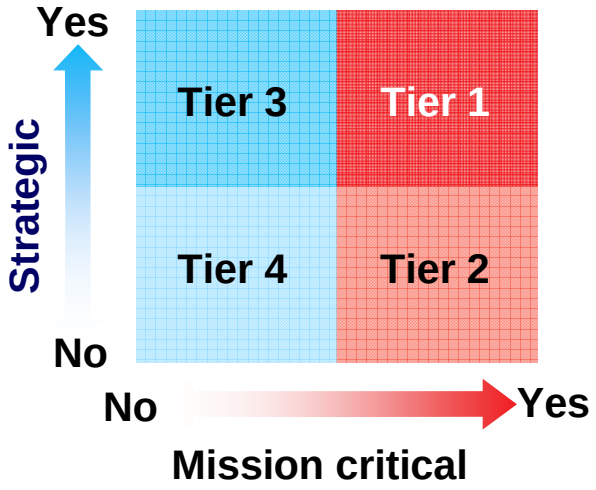
Workload Tiers 3 and 4 – Use İnternet



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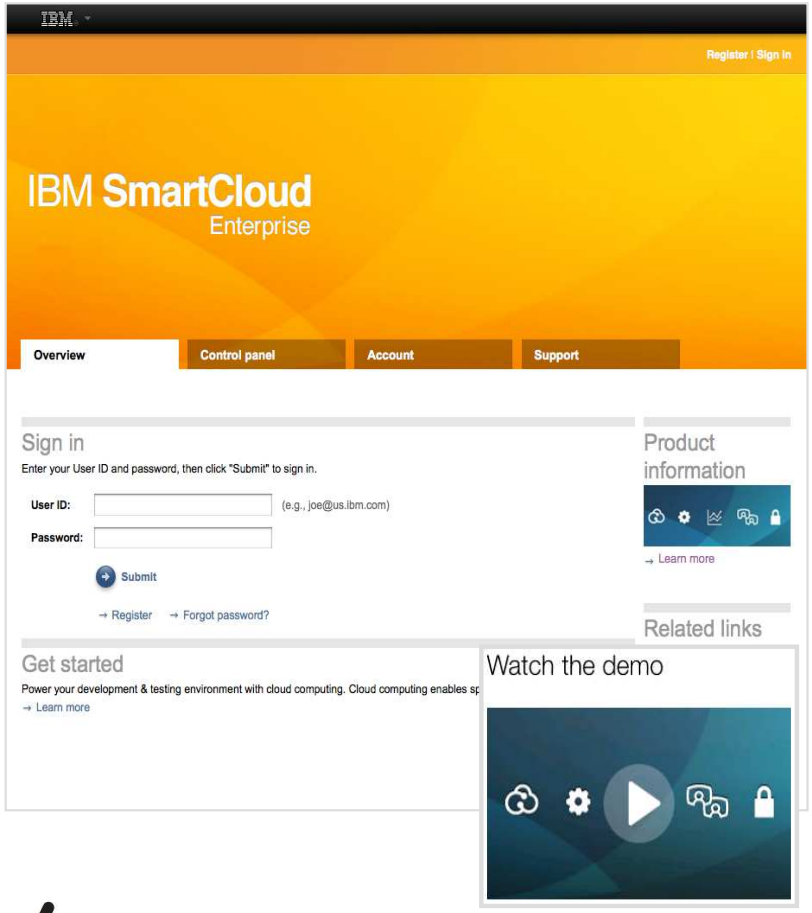
IBM SmartCloud Enterprise(SCE)



SmartCloud Enterprise provides

- Nine virtual server configurations
- Microsoft® Windows® Server and Linux®
- Ready for SaaS
- Build private image libraries
- Option to add multiple blocks of persistent or object storage
- VPN/VLAN options
- Premium support options
- Choice of six sites (US – two sites, Canada, Germany, Japan and Singapore)

Payment options:

- Pay-as-you-go

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Ideal Workloads to Move to SCE

- Test and Development
- Batch Processing
- Big Data Analytics
- Web Applications
- System integrator projects
- Professional Services
- Disaster Recovery
- File Server
- Temporary servers

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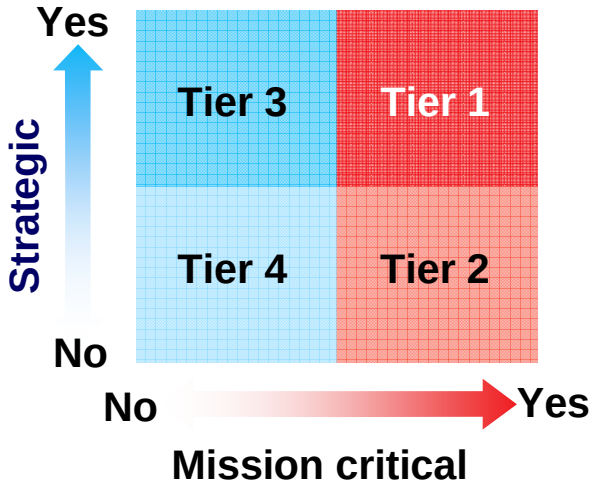
Workload Tiers 1 and 2- Use internet and Hybrid Environments



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Conclusion

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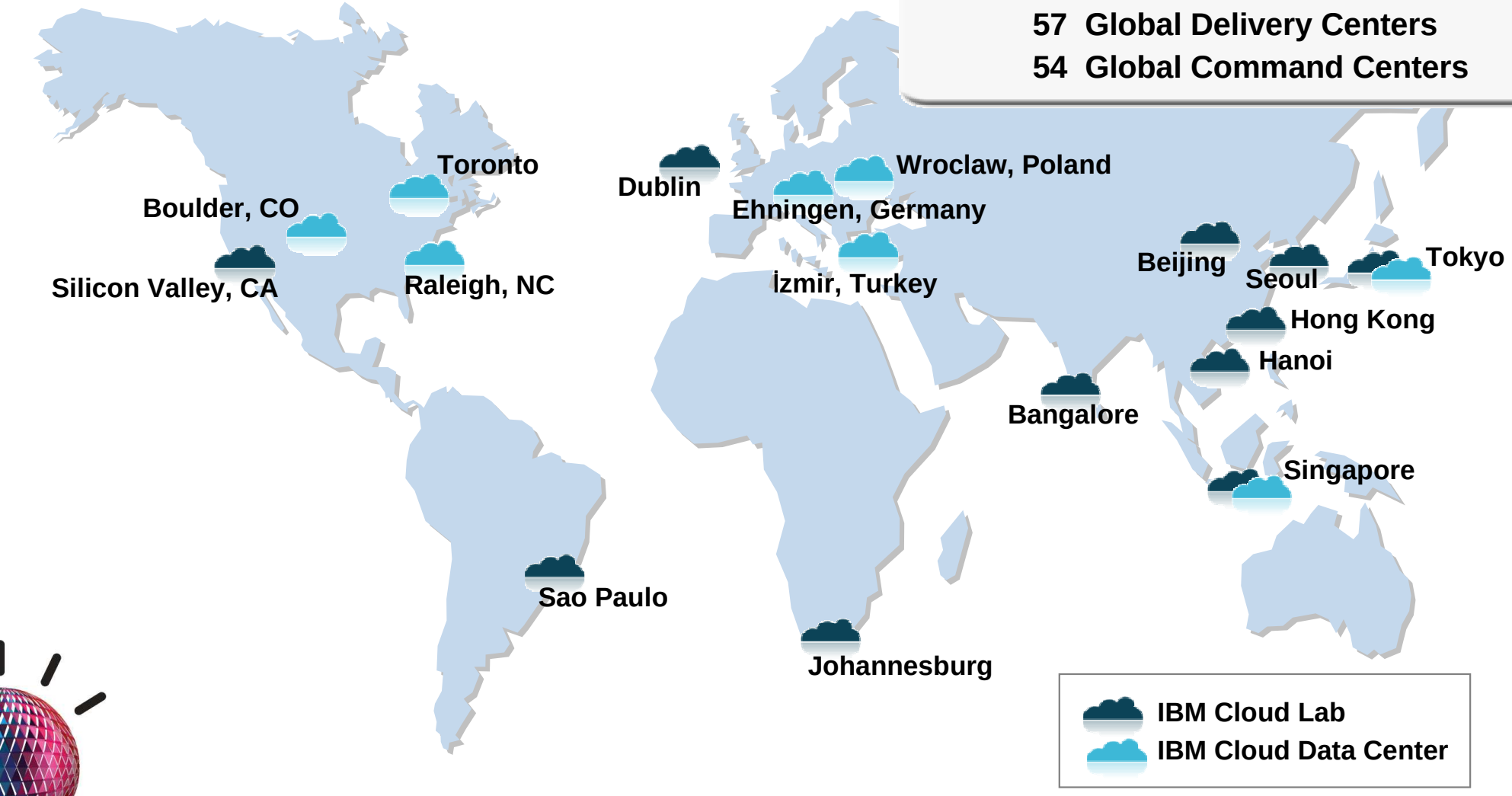
IBM Worldwide Support Centers

8 Cloud Data Centers
11 Cloud Labs
57 Global Delivery Centers
54 Global Command Centers



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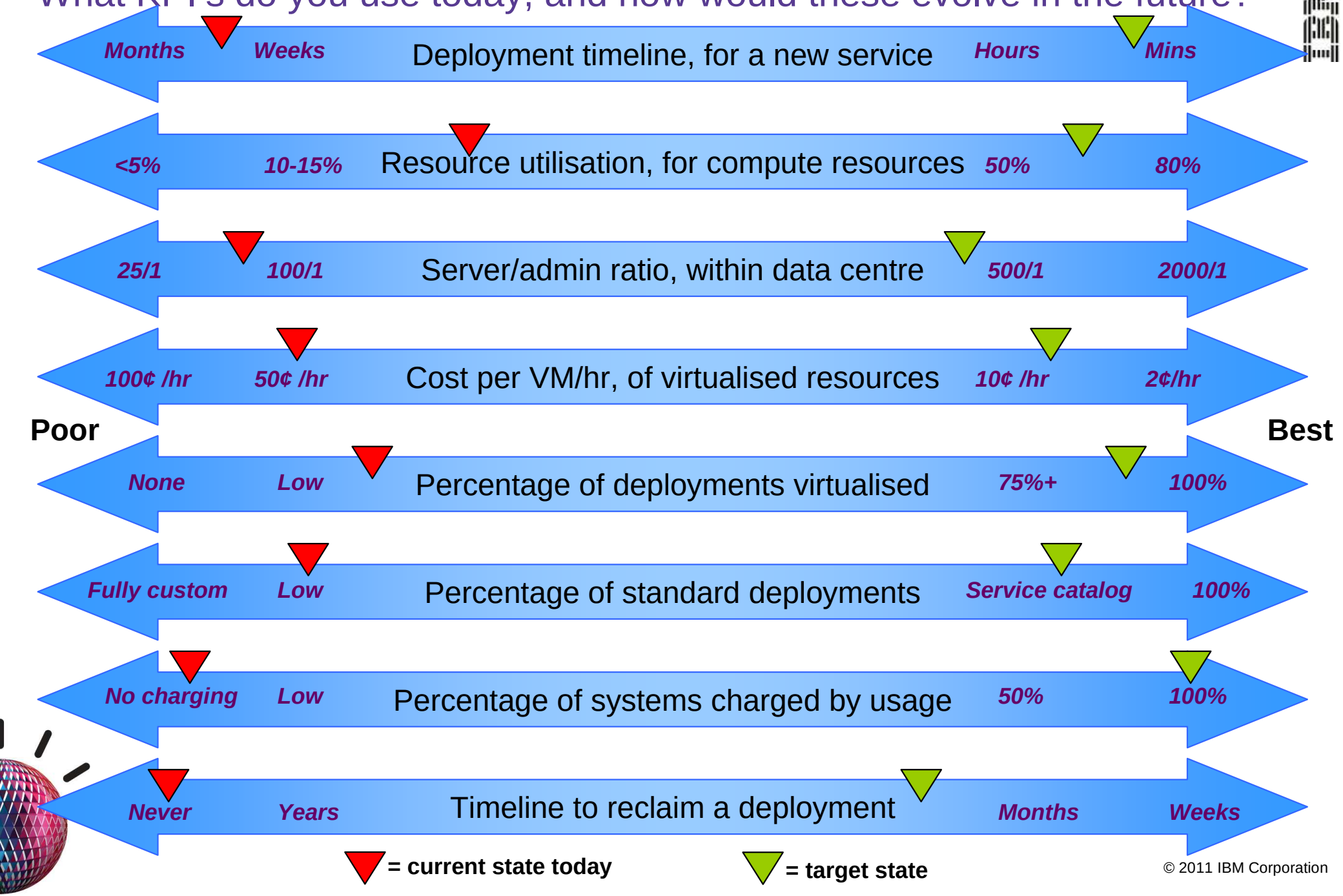
What KPI's do you use today, and how would these evolve in the future?



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THANK YOU

ANY QUESTIONS?

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