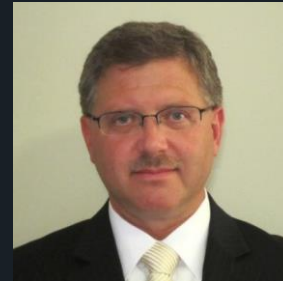


WHAT TO EXPECT WHEN CONSIDERING THE CLOUD



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#ILTACON
#ILTA090
#ILTACloud





CLOUD INTRODUCTION



CLOUD DEPLOYMENTS

- Private
- Public
- Hybrid
- Combination
- Application vs. Infrastructure
- IaaS / PaaS / DaaS – Huh?....



WHY CLOUD?

- Less about saving money – more about doing things differently
- Shifting CAPEX to OPEX
- Flexible and dynamic infrastructure
- Security posture / risk mitigation
 - HIPAA, ISO27001, 27018 and SSAE16 SOC1 and SOC2



WHY CLOUD?

- Shift from operations focus to innovation focus
- HA/DR/BC = complex and costly
- Data backups – explosive data growth while needing to shrink performance impacting maintenance windows



CHALLENGES

- Managing expectations
 - Firm management
 - Data privacy and security
 - Service availability
 - ROI
 - Staff
 - Fear of outsourcing
- Change control / maintenance



WHAT TO CONSIDER

- Cloud strategy
 - Application/service focus?
 - Infrastructure focus?
- Security
- HA/DR/BC/Backups
- User experience (test/pilot/deploy)
- MPLS versus Internet connectivity?



WHAT TO CONSIDER

- WAN and Internet
 - Capacity
 - Redundancy (paths, providers and DNS)
 - Acceleration
 - Public vs. private

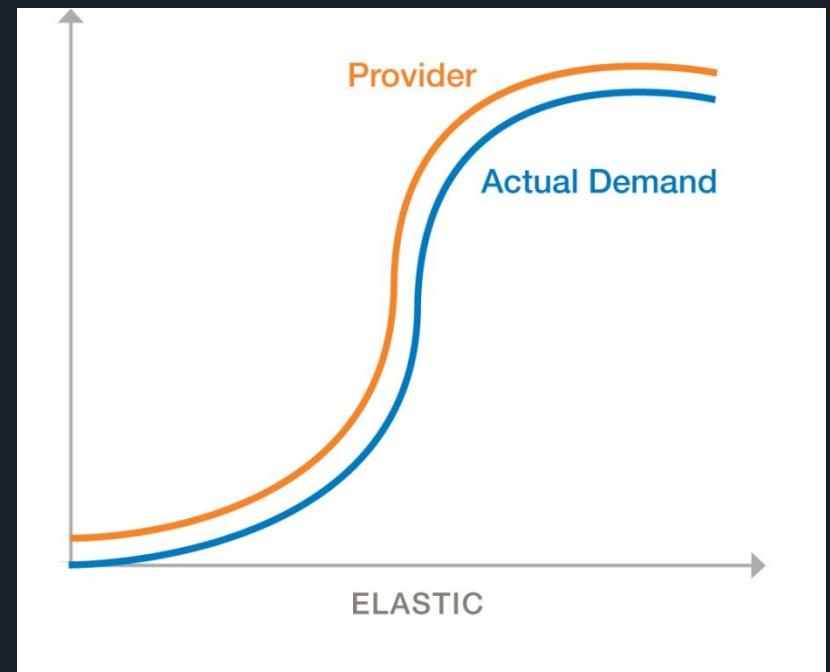
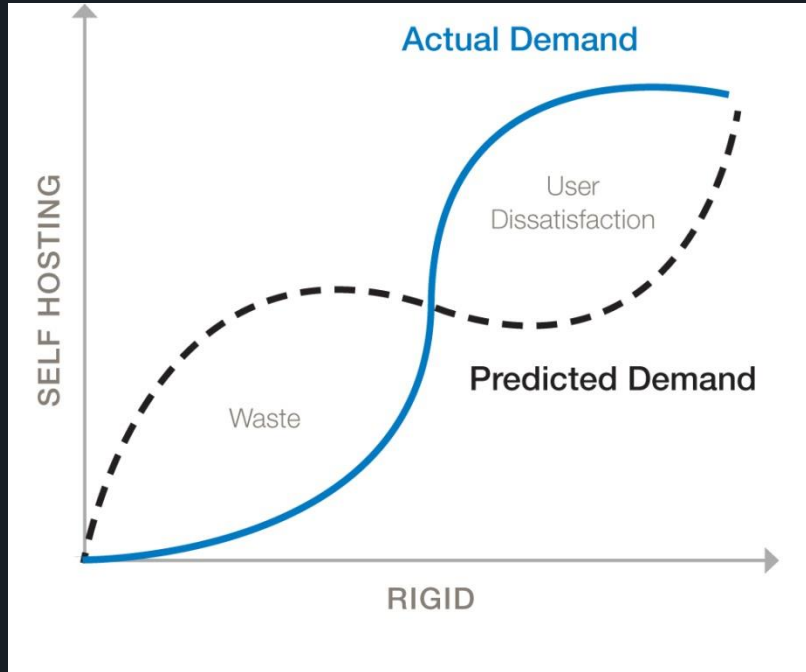


WHAT TO CONSIDER

- Regions – where is your data?
 - Location – compliance
 - Accessibility
 - Performance – latency
 - High availability
- SLA's
- Exit strategy
- Cost



A NEW WAY OF THINKING

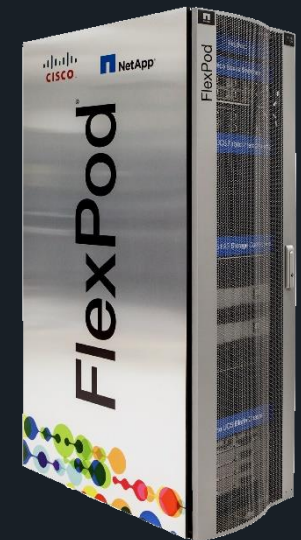




NEW APPROACH TO THE DATA CENTER



HEWLETT®
PACKARD





APPLICATION DRIVEN





INFRASTRUCTURE DRIVEN





NEW APPROACH - REFERENCE ARCHITECTURE

- Certified Solutions created through Partnership
- Turn Key Solutions
- Scale based on Need
- Best of Breed
- One Throat to Choke?





NEW APPROACH - HYPER CONVERGED

- What is Hyper-Convergence?
 - Single vendor
 - Proprietary hardware / software
 - Inline data de-duplication / compression
 - Small footprint
 - Lower TCO/RPO



NUTANIX





COMMODITIZE - HYBRID CLOUD





SECURITY AND COMPLIANCE

- New model
 - Default ports and public access closed
 - Encryption, High Availability, Penetration Testing
 - Certified / Accredited / Validated / Monitored



SHARED RESPONSIBILITY

Our Expertise

Facilities
Physical Security
Computer Infrastructure
Storage Infrastructure
Network Infrastructure
Virtualization Layer



Your Setting

Operating Systems
Applications
Security / Firewall
Network Configuration
Cloud Acceleration
Account Management
Monitoring



A Secure Environment



FISMA





SUPPORT & LICENSING

- Demand 24x7x365
- Dedicated / Unlimited
- Contractual Requirements
- Knowledge Levels and Escalations
- Operating System Platforms
- Vendor licensing requirements
- Microsoft Software Assurance



BACKUP AND DISASTER RECOVERY

- Impact on:
 - Recovery Time Objective (RTO)
 - Recovery Point Objective (RPO)
- Location of data
- Cost
- Ease of Use



VENDOR MARKETPLACES

- Third party infrastructure and apps
- Automated simple deployments
- Ability to resell reserved instances



IT'S NOT IF... IT'S WHEN!

