

CIO

PERSPECTIVES

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CIO Executive Council
Leaders Shaping the Future of Business

6 Reasons Why You Should Embrace the Cloud Now!



Hudson | IT

Local Connections on Global Issues

- Defined
- 6 Reasons to Embrace Cloud Computing Now
- Strategy
- Q&A



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Infrastructure



Platform



Software



Microsoft BPOS

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1. Cost
2. Scalability
3. Speed
4. Usability
5. Security & DR
6. Management

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Reason #1: Cost



**Rent &
Configure**



Buy & Customize

vs.

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CLOUD ROI: EMAIL COST SAVINGS ANALYSIS

IT DIRECT COSTS

		Year 1	Year 2	Year 3	Net 3 Year Costs
Current 3 Year IT Costs	Messaging	\$82,000	\$74,000	\$224,000	\$380,000
	Planned Messaging Upgrades	\$0	\$0	\$100,000	\$100,000
	Collaboration / Planned Upgrades	\$0	\$0	\$0	\$0
	Subtotal	\$82,000	\$74,000	\$324,000	\$480,000
	Proposed IT Costs				
	Messaging & Collaboration	\$58,338	\$33,338	\$33,338	\$125,014
	Subtotal	\$58,338	\$33,338	\$33,338	\$125,014

BUSINESS BENEFITS

		Year 1	Year 2	Year 3	Net 3 Year Costs
Business Cost Avoidance	Reduce Travel for Meetings	\$75,000	\$75,000	\$75,000	\$225,000
	Reduce Training Costs	\$35,000	\$40,000	\$43,000	\$118,000
	Subtotal	\$110,000	\$115,000	\$118,000	\$343,000

BUSINESS OPPORTUNITY/ PRODUCTIVITY BENEFIT

		Year 1	Year 2	Year 3	Net 3 Year Costs
	Faster Project Completion	\$0	\$0	\$0	\$0
	Increase End-User Productivity	\$15,000	\$20,000	\$25,000	\$60,000
	Improve Security				\$0
	Reduce the cost of Compliance	\$0	\$0	\$0	\$0
	Subtotal	\$56,667	\$61,667	\$66,667	\$185,000
	Total 3 Year Business Benefits	\$166,667	\$176,667	\$184,667	\$528,000
Total Benefits (cost savings + business benefits)		\$190,329	\$217,329	\$475,329	\$882,986

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Reason #2: Scalability



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Outside the Cloud

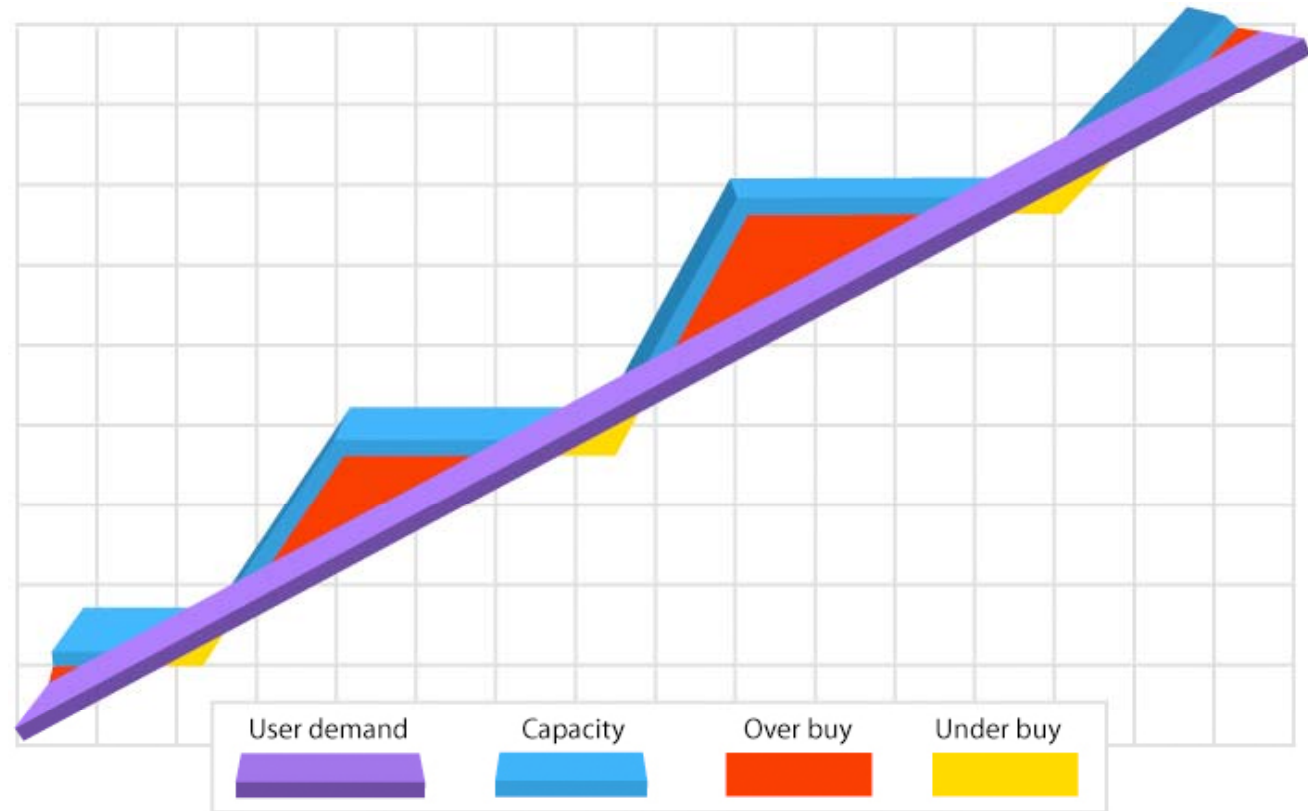


Chart courtesy of GoGrid

Local Connections on Global Issues

Inside the Cloud

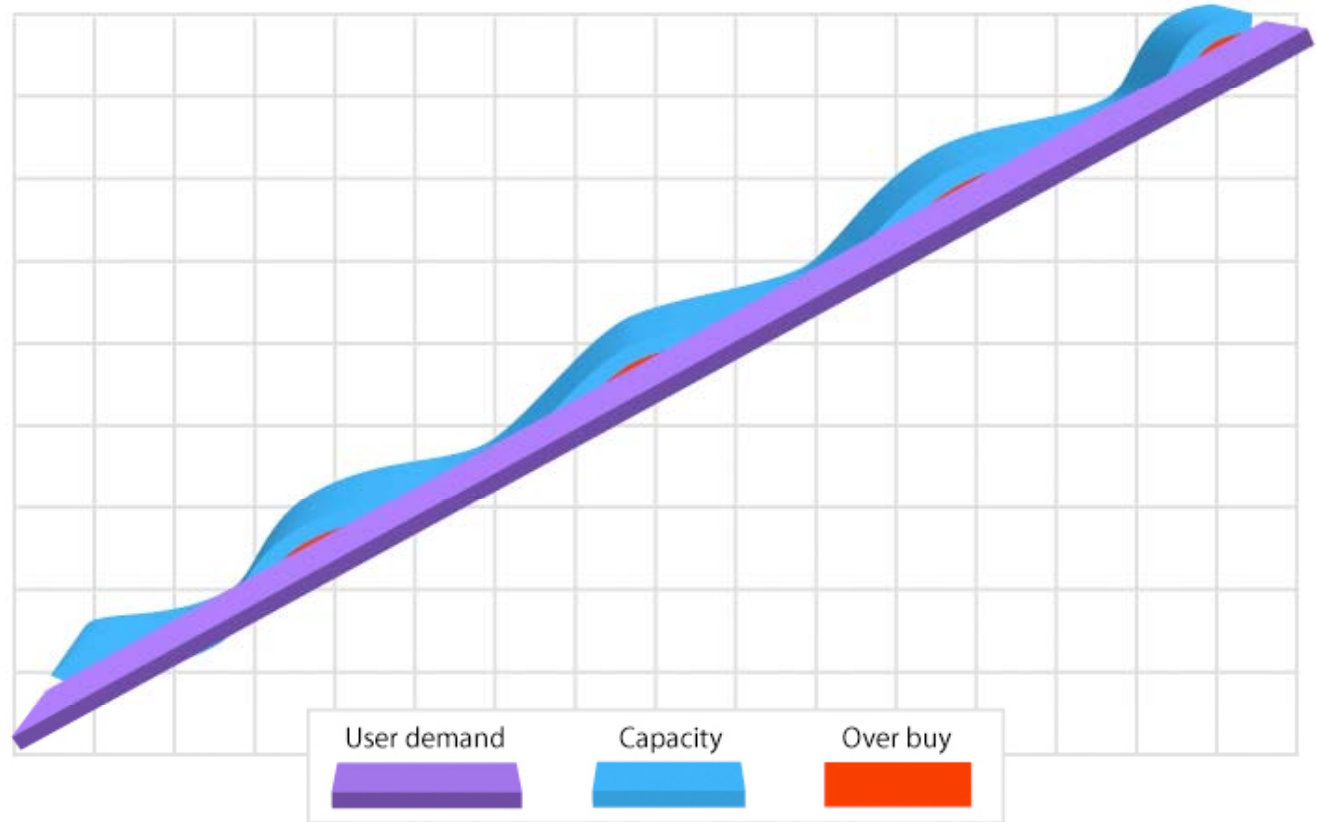


Chart courtesy of GoGrid

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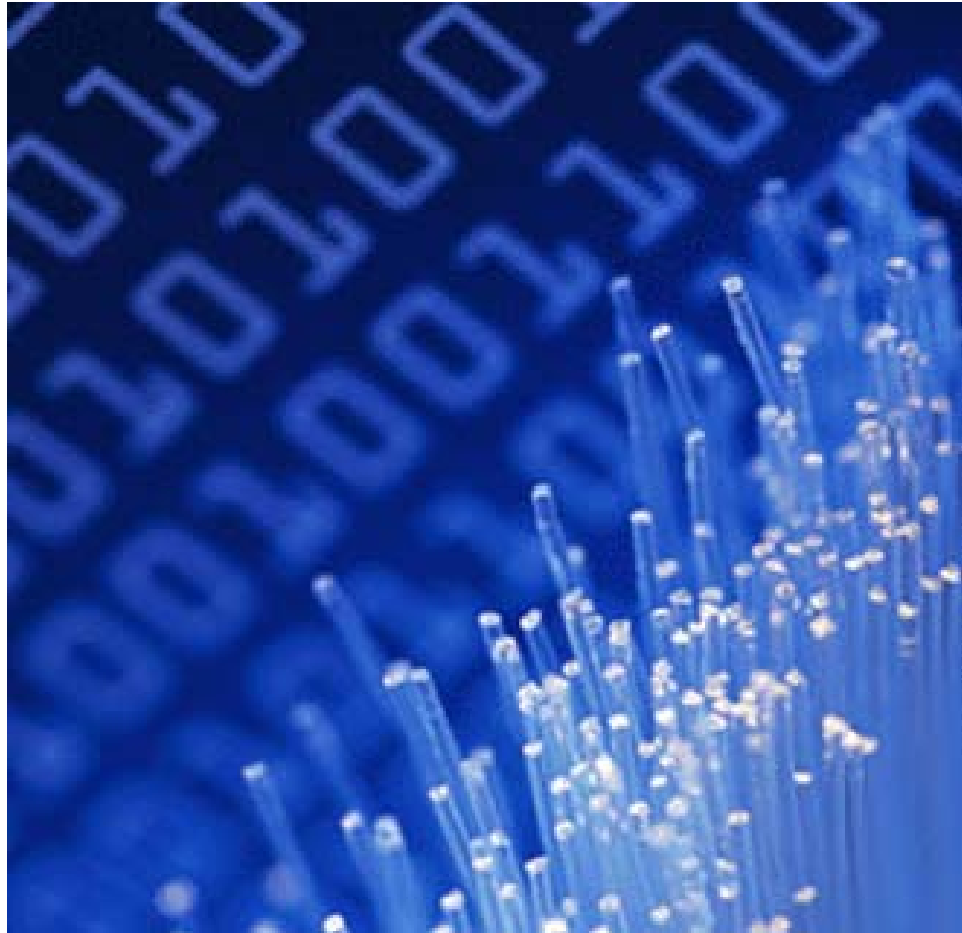
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Reason #3: Speed of Technology



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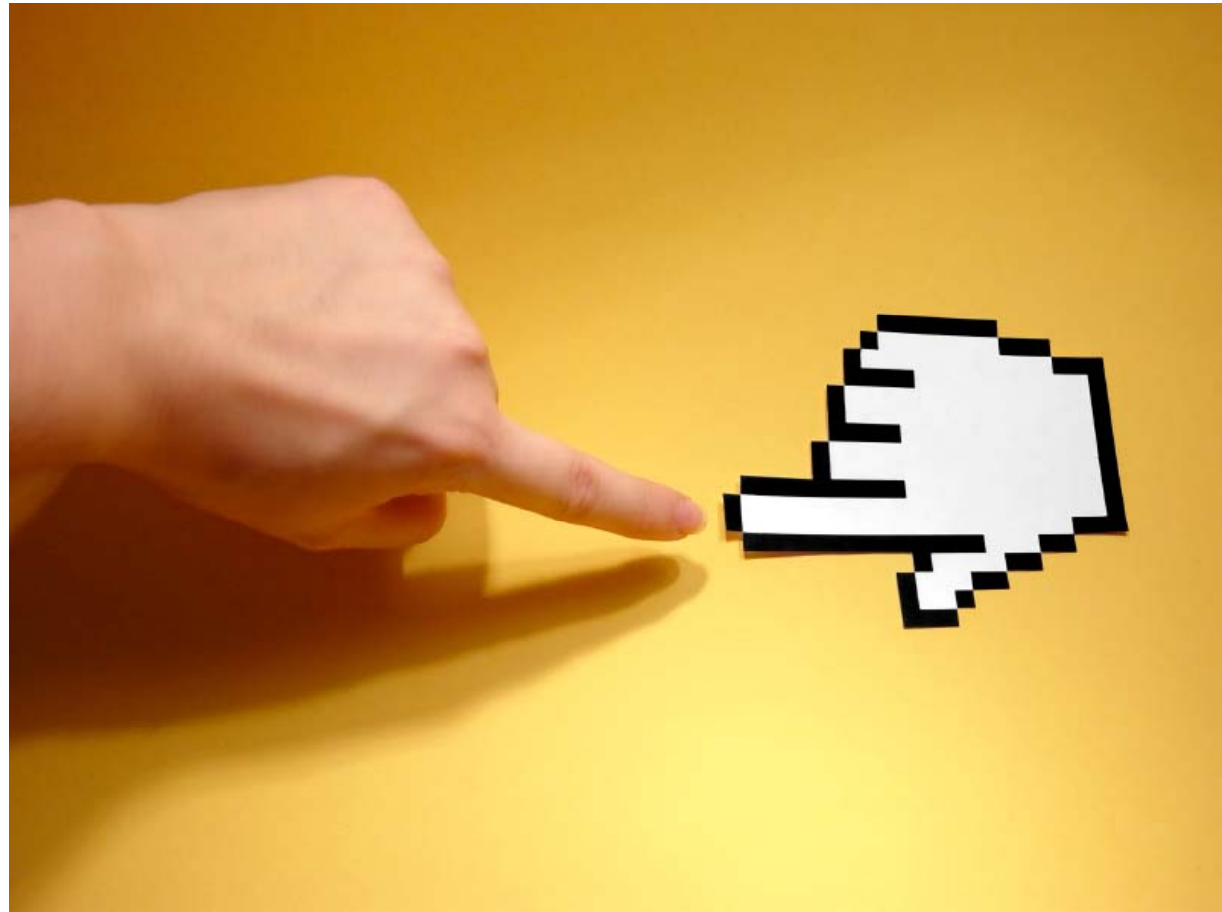
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Reason #4: Usability



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Reason #5: Security & DR



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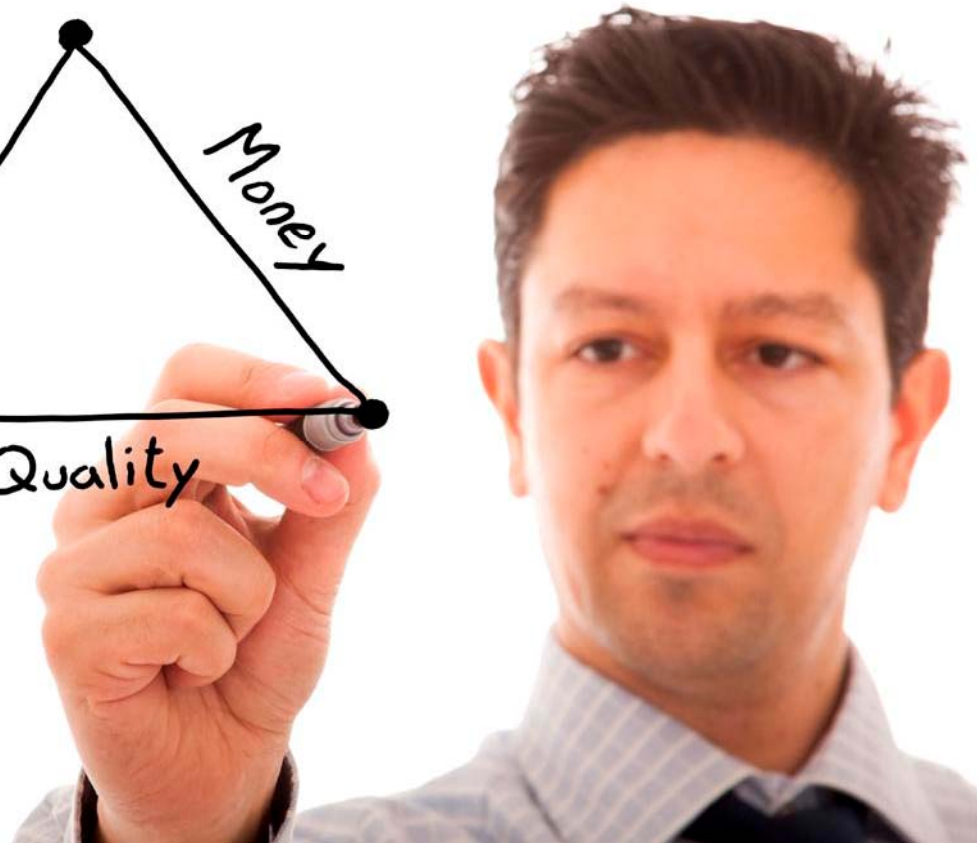
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Reason #6: Management



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Before the Cloud vs. After the Cloud

Network Engineer

Systems Manager

Storage Manager

Network Architect

Open Source Specialist

Cloud Service Manager

Virtual Systems Manager

Cloud Architect

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Risk Mitigation

- Have strong SLAs in your contract
 - up time
 - support process
- Ask for SAS 70 Type I or Type II or ISO 27K series certs
- Visit their data center facilities
- Talk to references

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Hybrid Strategy



Part Traditional + Part Cloud

- Leave some applications with your current infrastructure
- Move at least 1 or 2 apps into the cloud
- Allows you to add value to your organization today!

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Dip Your Toe In!



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