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Cloud Adoption Services Summary

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CLOUD ADOPTION

Requirements	Strategy	Migration	Mature

BENEFITS

Requirements	Strategy	Migration	Mature
• Define the organisational changes needed. • Identify where cloud will bring the greatest benefits. • Define adoption roadmap and timeline. • Outline the expected ROI.	• Define architecture, and associated service models to meet specific business needs. • Assist in vendor selection and contract definition. • Define project and business case to gain funding.	• Migration of applications and services with minimal business impact. • Provide specialist skills to supplement in-house teams or out-task complete project.	• Benchmark your implementation against best practice. • Improve the security of your data within the cloud. • Define how to mature and expand cloud usage further.

SERVICES

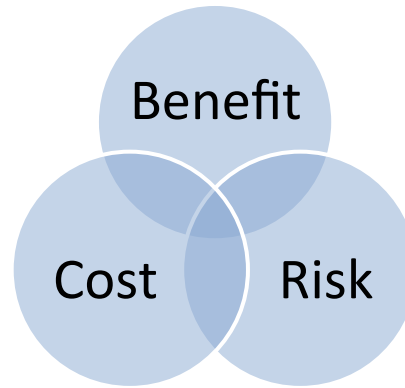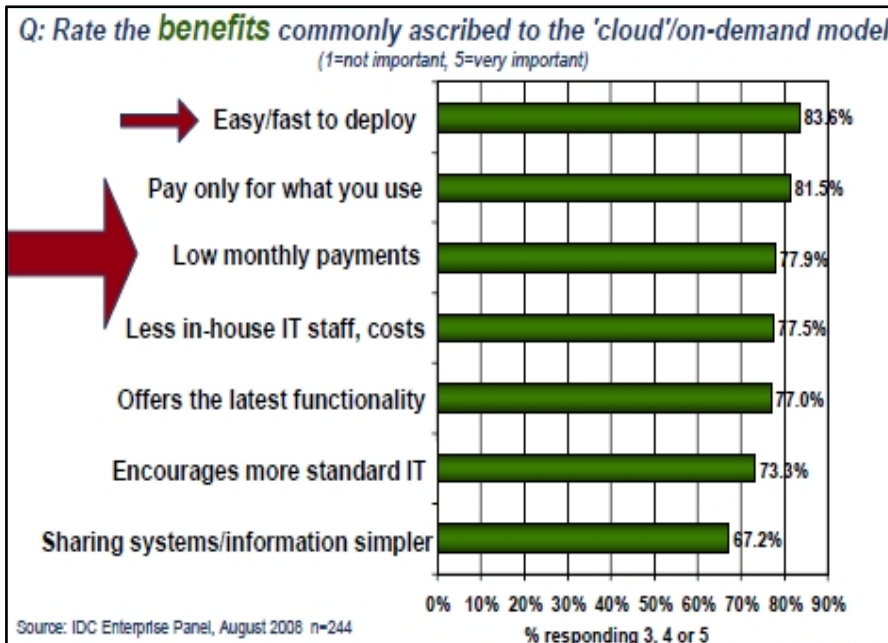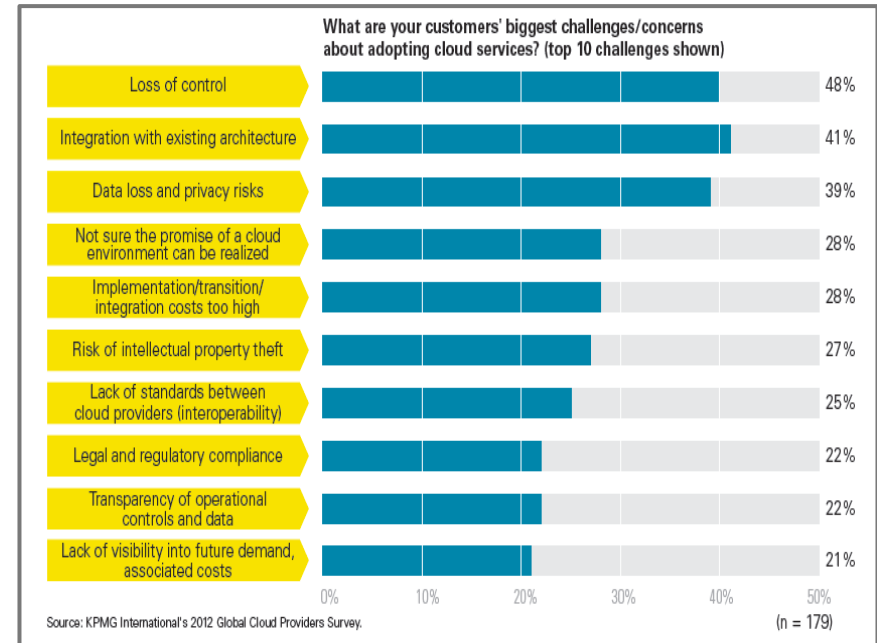| Requirements	Strategy	Migration	Mature
CLOUD READINESS ASSMT.	CLOUD ARCHITECTURE	PROJECT DELIVERY	CLOUD MATURITY ASSMNT.
CLOUD STRATEGY DEFN.	CLOUD SERVICE DEFINITION	INTERIM OPERATIONS	CLOUD STRATEGY DEFN.
APPLICATION PROFILING	BUSINESS CASE DEFINITION	CLOUD TO CLOUD	CLOUD SECURITY ASSMNT.

Is cloud right for you?

Benefit

Cost   Risk

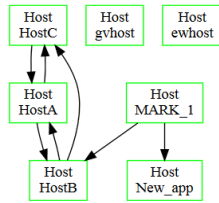## Reasons to move to cloud

Q: Rate the benefits commonly ascribed to the 'cloud'/on-demand model
(1=not important, 5=very important)

Benefit	%
→ Easy/fast to deploy	83.6%
Pay only for what you use	81.5%
Low monthly payments	77.9%
Less in-house IT staff, costs	77.5%
Offers the latest functionality	77.0%
Encourages more standard IT	73.3%
Sharing systems/information simpler	67.2%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90%

Source: IDC Enterprise Panel, August 2008 n=244

% responding 3, 4 or 5

Reasons not to move to cloud

What are your customers' biggest challenges/concerns about adopting cloud services? (top 10 challenges shown)

Challenge	%
Loss of control	48%
Integration with existing architecture	41%
Data loss and privacy risks	39%
Not sure the promise of a cloud environment can be realized	28%
Implementation/transition/integration costs too high	28%
Risk of intellectual property theft	27%
Lack of standards between cloud providers (interoperability)	25%
Legal and regulatory compliance	22%
Transparency of operational controls and data	22%
Lack of visibility into future demand, associated costs	21%

0% 10% 20% 30% 40% 50%

Source: KPMG International's 2012 Global Cloud Providers Survey.

(n = 179)

FT Cloud business case

Business Drivers

- Shift from print to on-line
- Pressure to be faster to market
- New markets APAC and South America

IT Drivers

- Keeping up with Agile Development
- Shorter development lifecycle
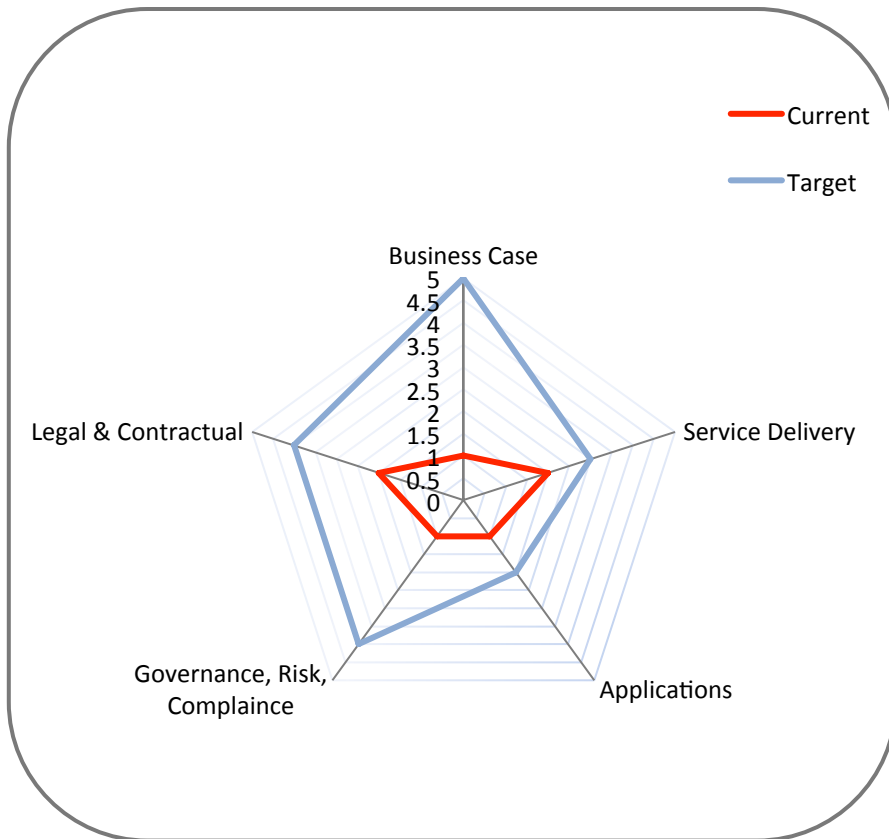- Need for more environments

Infrastructure

- Slow Provisioning
- No Capacity
- Slow Procurement
- Legacy platform
- High Cost

Infrastructure became the bottle-neck directly impacting business growth
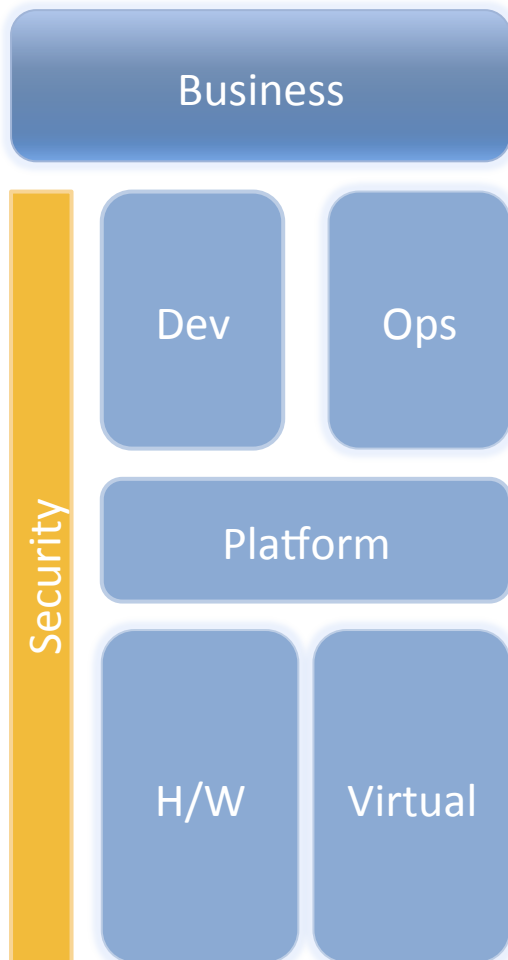
Readiness Assessment

Radar chart showing Current and Target across Business Case, Service Delivery, Applications, Governance, Risk, Complaince, Legal & Contractual.

Maturity	Focus	Benefit
Device & Product Management	Tactical fix & resource	Stabilisation
Delivery Management	Process Reporting	Control Measurement and visibility
Solution Management	Solution Design Standardisation Capacity managed	Solution Focused Reduced variation Capacity High Success rate
Service Management	Service Levels Control of solution Policy Driven	Service Focused High Success rate Efficient service High Value Service
Private Cloud Service	Auto-provisioning Self Service	Focus on business value Value chain solution Rapid Service Delivery

'Commodity' Infrastructure Stack

Cloud Automation

Cloud Service Model

Hybrid Cloud
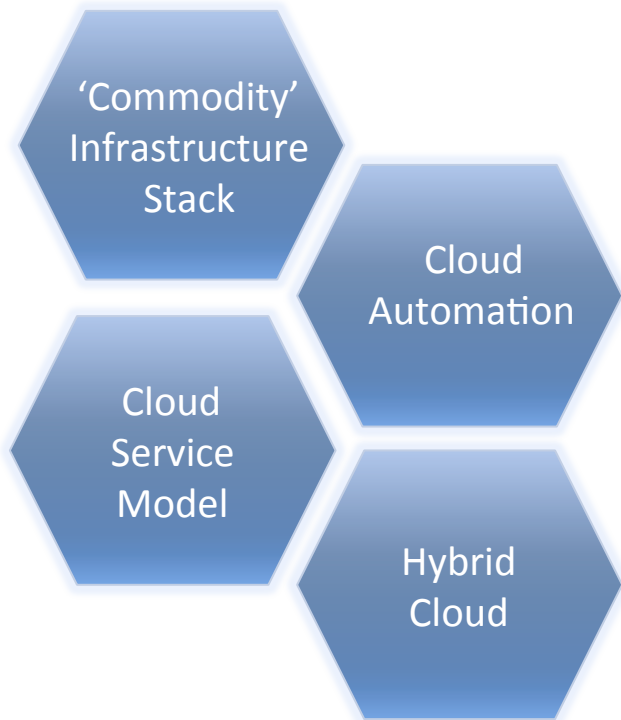
✓ Flexible infrastructure to support agile development.

✓ Reduced capital investment required for increase in capacity.

✓ Reduction in application-ready provisioning times.

✓ Remove key-man dependencies from provisioning process.

❖ Not Ready for Public Cloud

❖ Large effort to migrate legacy application environment

IT Transformation

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TODAY

Business

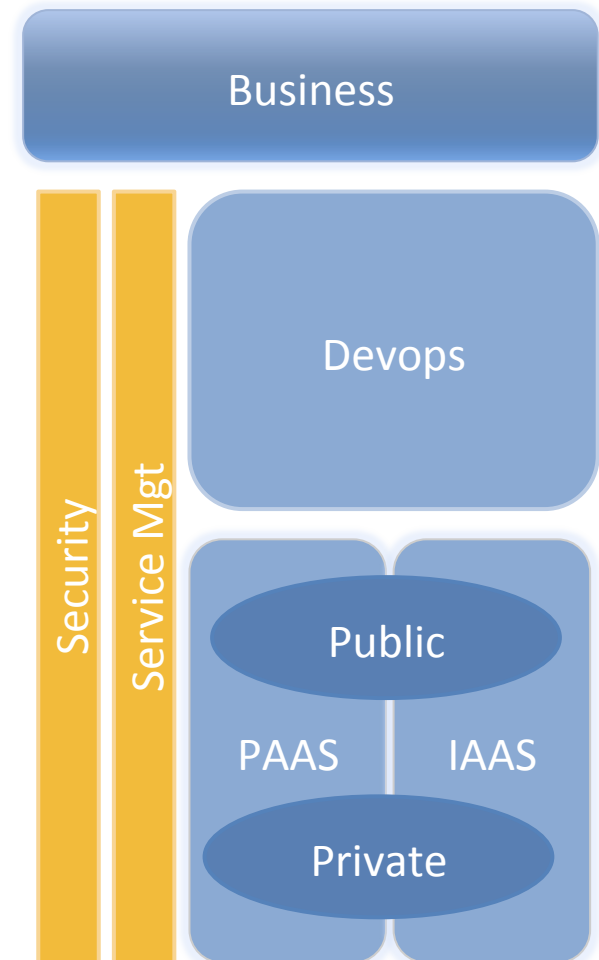Security | Dev | Ops
Platform
H/W | Virtual

Transform Development Org and Processes to DevOps.

Mature Cloud Service Mgt and Governance.

**In the interim maximise existing infrastructure investment.**

FUTURE

Business

Security | Service Mgt | Devops
Public
PAAS | IAAS
Private

Service Management Requirements

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- Risk and Security Management
- Lifecycle/Orchestration
- Service Levels
- Release/Change Management
- Demand Management

✓ User-initiated provisioning

✓ Life cycle management

✓ Show-back usage

✓ Capacity-based procurement process

✓ Service catalog

✓ Highly Available Solution

✓ Applications tolerant of change

✓ Patching and upgrade schedules

✓ Agile security model
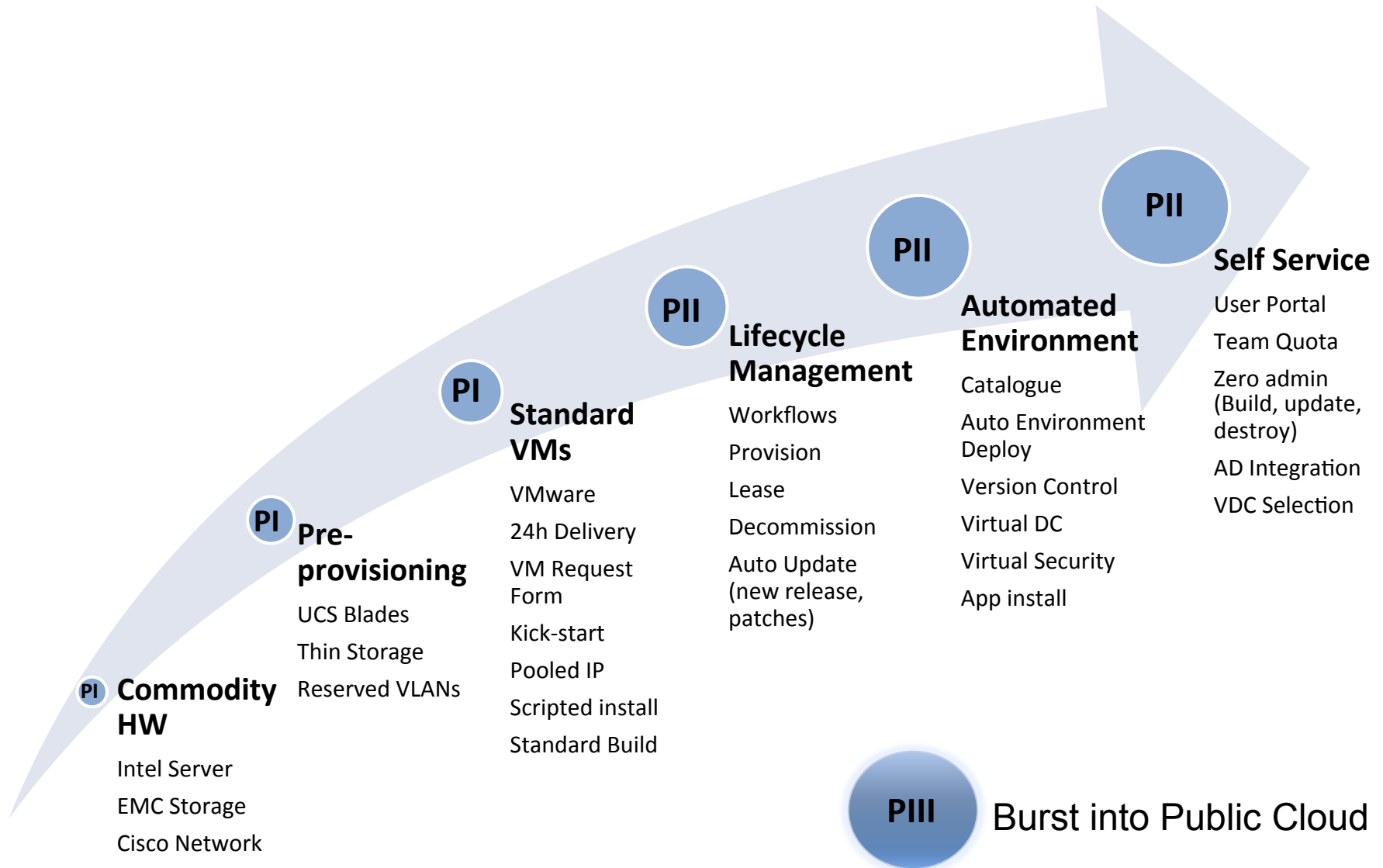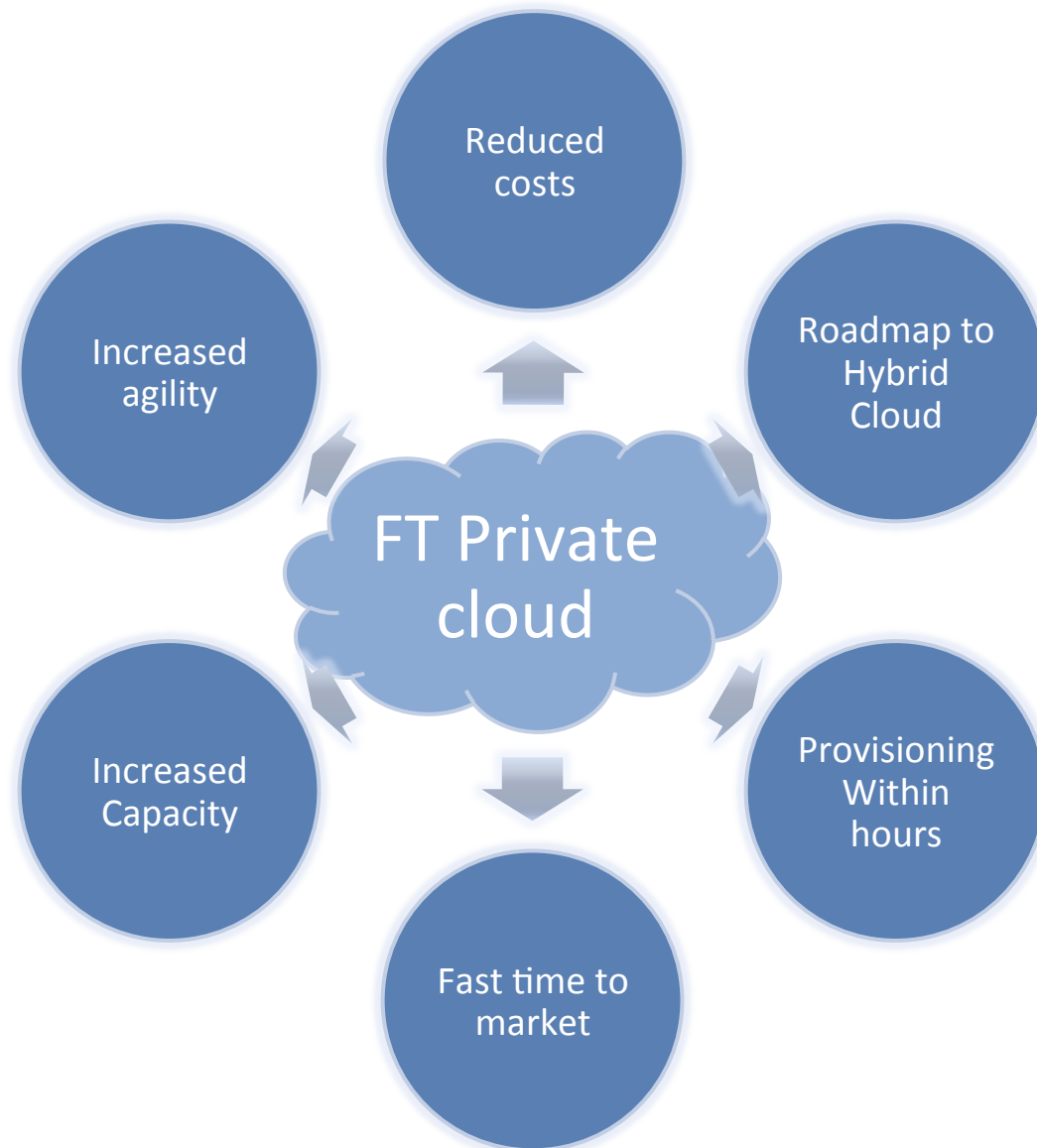
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Questions?