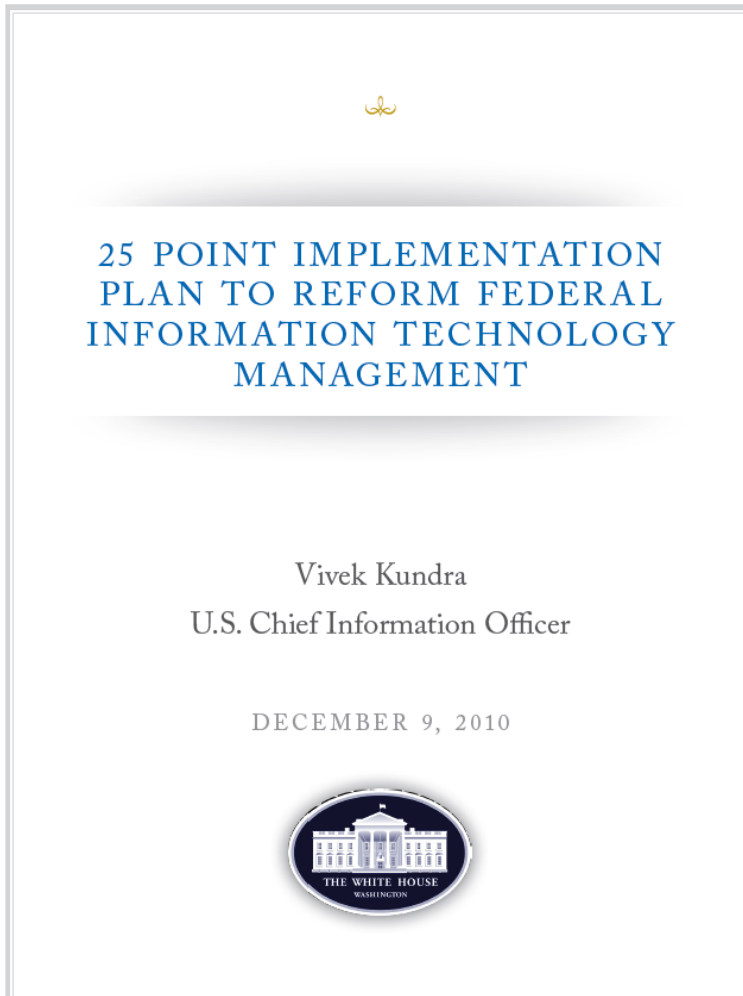


Agency Challenge



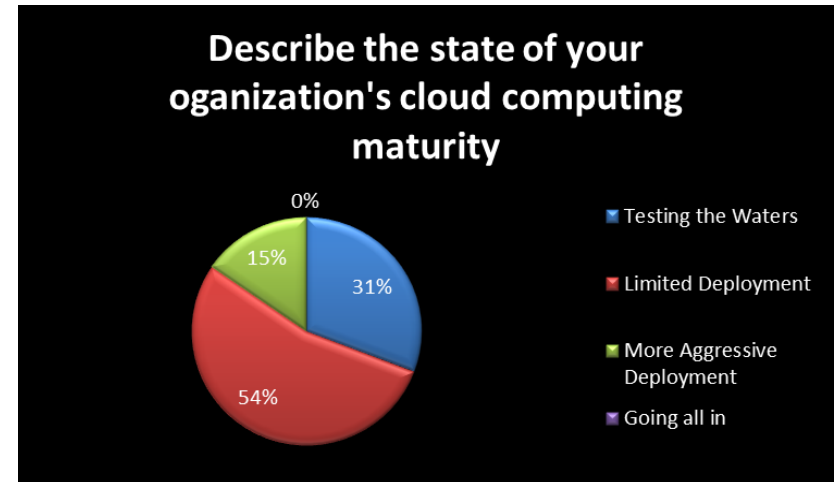
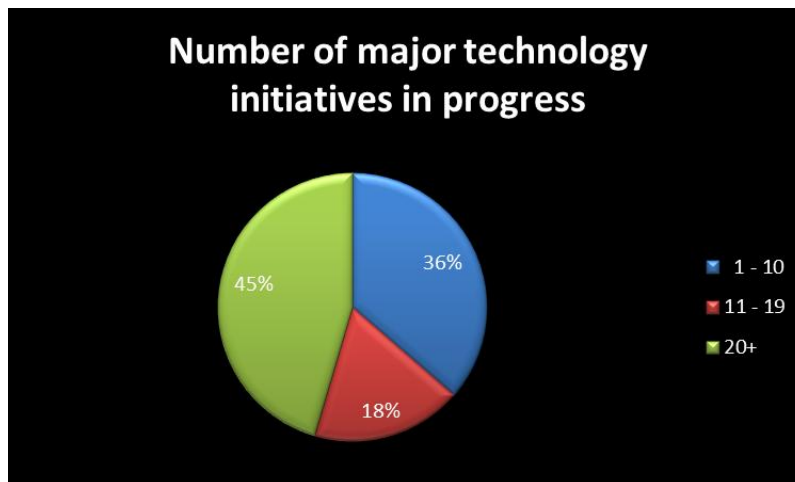
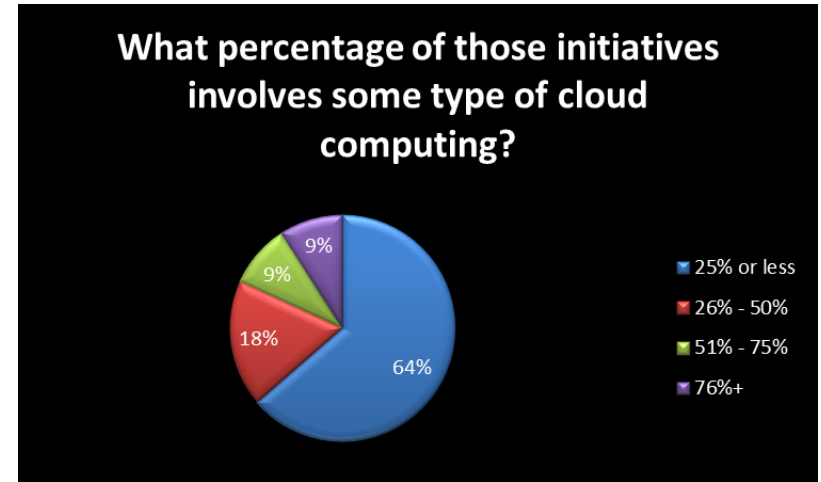
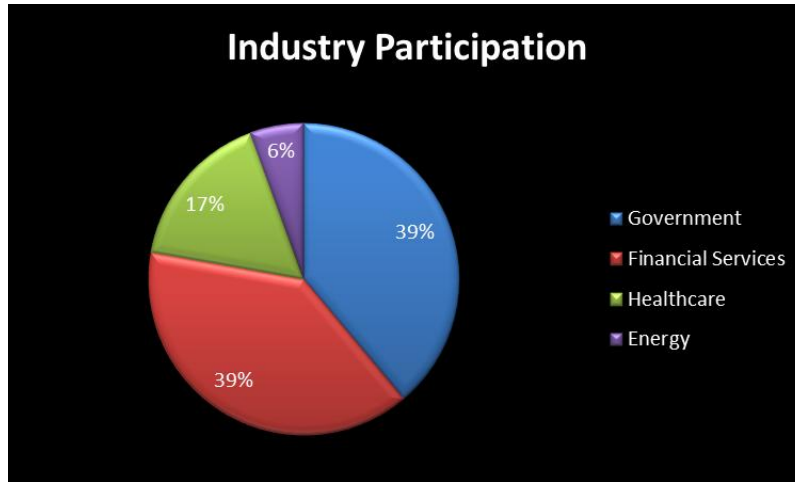
- Focus on mission, not technology
- Departments/agencies will use multiple clouds
- Normalized comparison of cloud service provider (CSP) offerings
- Holistic view for managing and monitoring CSPs
- Avoidance of vendor lock-in
- Realization of both economic and operational value of cloud computing

CIO/CTO Needs

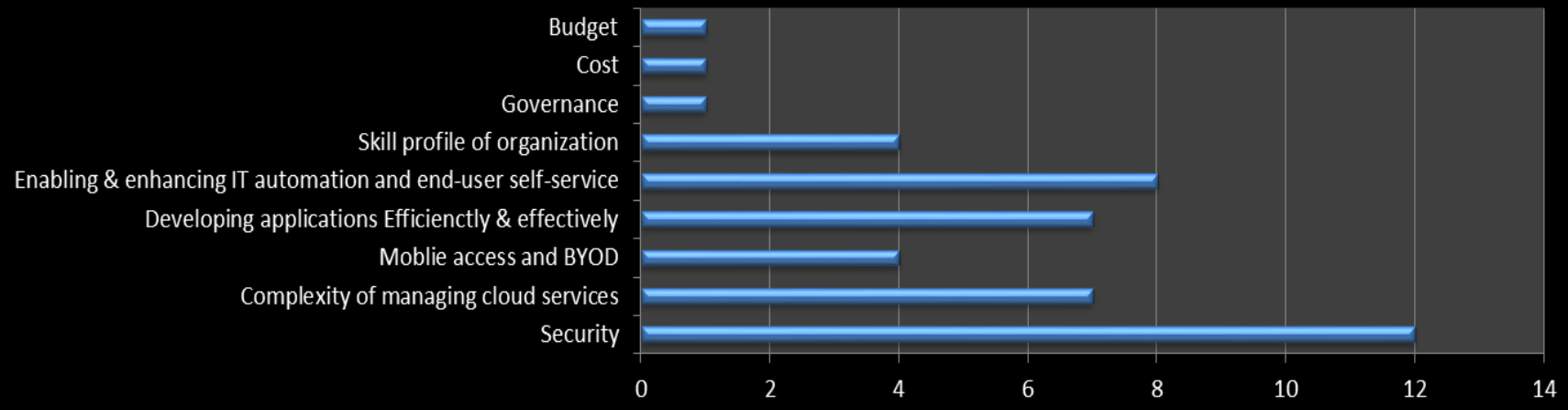
- Measured & deliberate use of cloud computing
- Understanding of the economic and operational goals
- Means to monitor and measure metrics associated with each cloud computing goal
- Visibility into available services and service level agreements
- Agile procurement process
- Rapid on-boarding and off-boarding of multiple cloud service providers
- Infrastructure (IaaS) Brokerage and infrastructure independence through the use of private platform-as-a-service (PaaS) technology

Gathered Information at a NJVC Sponsored Gartner Symposium CIO Breakfast

- ★ 18 CIOs/Deputy CIOs from the Federal Government , Financial Services and Healthcare industries



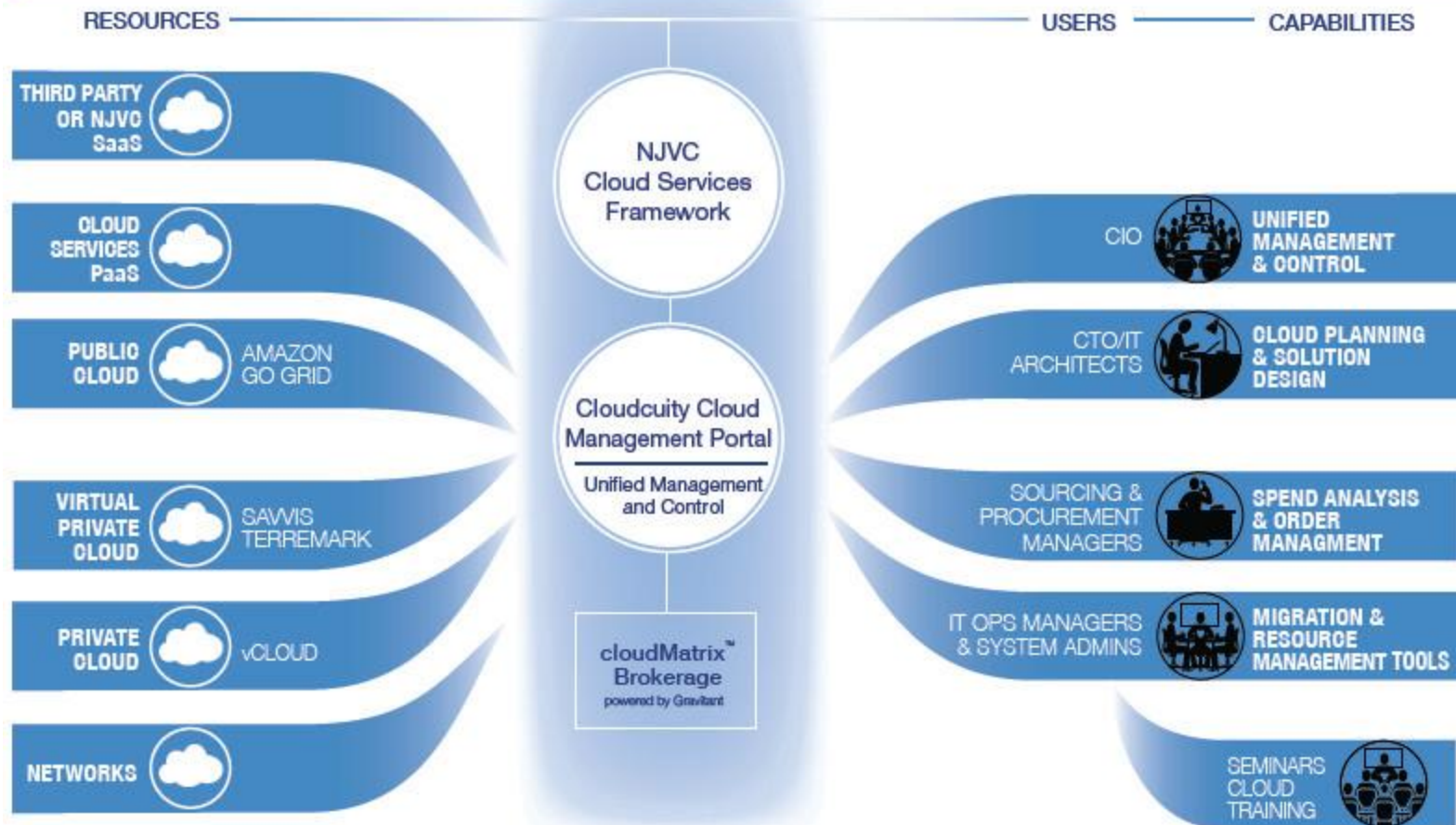
What are the key factors determining the speed of your cloud adoption?



Prediction of CIO time over the next three years dedicated to being a cloud services broker



Bridging Users to the On-Demand Technology Resources They Need



Specify Cloud

Select Add-ons

Compare Vendors

View Details

Filters:

Infrastructure

Private Cloud

- Internal
- External

Public Cloud






- Enterprise
- Commodity

Location:

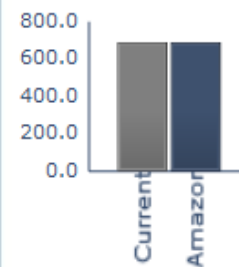
- North America
- Europe

Additional

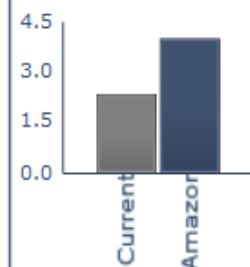
- Hybrid with Hosting
- Content Delivery
- SAN Storage
- Large Data Transfer
- VLAN Firewall
- Dedicated Network

Current Data Center	Total Cost...	Infra Cost...	QoS	Match ▼	
	\$63,388	\$51,491	4.00	100%	Sel...
	\$44,569	\$31,612	9.71	100%	Sel...
	\$49,800	\$33,663	(1.00)	100%	Sel...
	\$31,022	\$14,885	(1.00)	100%	Sel...
	\$34,887	\$18,751	4.00	100%	Sel...

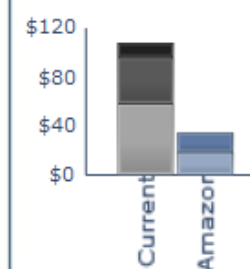
Capacity (GCU)



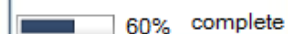
QoS (GQU)



Cost (\$1000s/mo)



[Assumptions >](#)

 60% complete

< Back

Next >

Conclusions

- Everything doesn't go into the cloud. You will still need to provide services from traditional IT infrastructures
- Plan for shared services and expect a multi-cloud environment will operate in concert with traditional data-center services
- Enterprises will either develop internal cloud brokerage capability or use cloud service brokers
- Approach cloud computing as a operational paradigm shift, not a technology shift