# Navigating the Cloud

April 17, 2018

# Agenda

- Cloud Basics
- Cloud Adoption Trends
- Is the Cloud Right for You?
- Selecting the Right Cloud and Vendor
- Managing Multiple Clouds

# What is Cloud Computing?

Cloud computing is the use of computing resources (hardware and software) that are delivered as a service over the internet with the following characteristics:

- On-demand Self Service
- Broad Network Access
- Resource Pooling
- Rapid Elasticity
- Measured Service

# Other Reasons for Moving to the Cloud

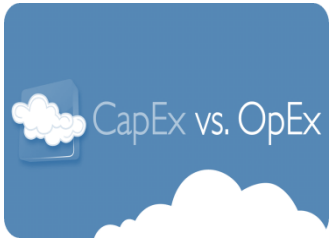
Downtime

Better Service

Regulations

Reduced expertise

Corporate Structure




Budget Structure

Reduce Expenses

# Key Cloud Trends

Cloud First strategies affecting IT budgets

Perceived benefits of public cloud surpassing private cloud

Public BENEFITS

Cloud architecture shifting from private to hybrid

Private → Hybrid

Sensitive data moving to the public cloud

SENSITIVE DATA

Skills shortages affecting cloud adoption

Integrated security better at securing sensitive data

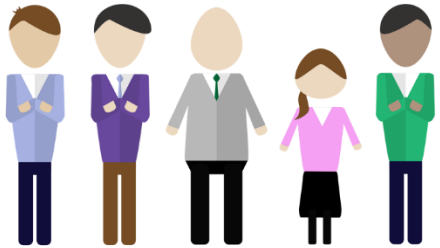
Senior management more understanding of the risks and rewards

*Source: McAfee*

# Is the Cloud Right for my Business?

Variability in Demand for IT?

Geography & Control?



Internal IT Skills & Resources?

Appetite for Refresh?

Capital Budget?

Security Concerns?

Internal 24x7 Support?

# “Pay As You Go” vs. Managed Cloud

- Self-provisioning
- On-demand scalability
- Self-managed
- Little customer support
- Variable pricing
- Re-factor Applications

- Managed provisioning
- Rapid scalability
- Extensive managed support
- 24/7 customer support
- Fixed, monthly pricing
- Lift and Shift Applications

Which Model makes the most sense for your IBM i Environment?

# Options for Managed Cloud Services

Cloud Migration

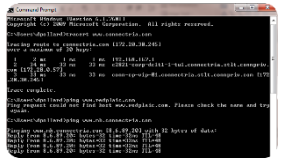
Monitoring

Cost Optimization

Security & Compliance

Comprehensive Customer Portal

**Support & Account Management**



Systems Administration

Enhanced Management Services

Data Backup & Restore Services

Software Updates

Database Management Services

Application Management

# Top 3 Challenges in Managing Clouds

## 1 PERFORMANCE & BEST PRACTICES

- Monitoring environment
- Escalating issues
- Resolving issues
- Tracking & Auditing
- Change Control
- Backup/Restore
- Network/OS/DB Admin

## 2 SECURITY & COMPLIANCE

- Security Monitoring
- Intrusion Detection/ Prevention
- Vulnerability Scans
- Event Correlation
- Anitvirus/antimalware
- Hardened O/S
- Compliance Services (HIPAA, PCI)

## 3 COST OPTIMIZATION

- Usage Monitoring
- Identify unused, idle, underutilized or duplicated resources
- Resource Resizing
- Invoicing and Billing Control

# Choosing The Right Cloud Provider

**Skill Sets**
Does the company have significant expertise in the technologies you need? Number of people? Number of years experience?

**Track Record**
How long has the company been providing cloud/hosting services? Are they a startup?

**Connectivity**
How will you connect to the environment? How much bandwidth is available?

**Security**
What types of certifications do they hold? SSAE16, PCI, HIPAA, FISMA, FEDRAMP?

**Corp Structure**
How many sales people vs technologists? Private or Public? VC or PE funding?

**Culture**
How do they treat customers & employees? Do they measure customer satisfaction? Do they give back to the community?

**Data Center**
Will they let you tour the data center? How is it secured? Is it organized and efficiently laid out? What levels of redundancy are present?

**Mgt. Tools**
What tools do they use to monitor and manage and backup the infrastructure?

**DR**
What technologies do they use to provide disaster recovery? What options are available?

**Pricing Structure**
What is "included" with your monthly fee? What is an additional charge?

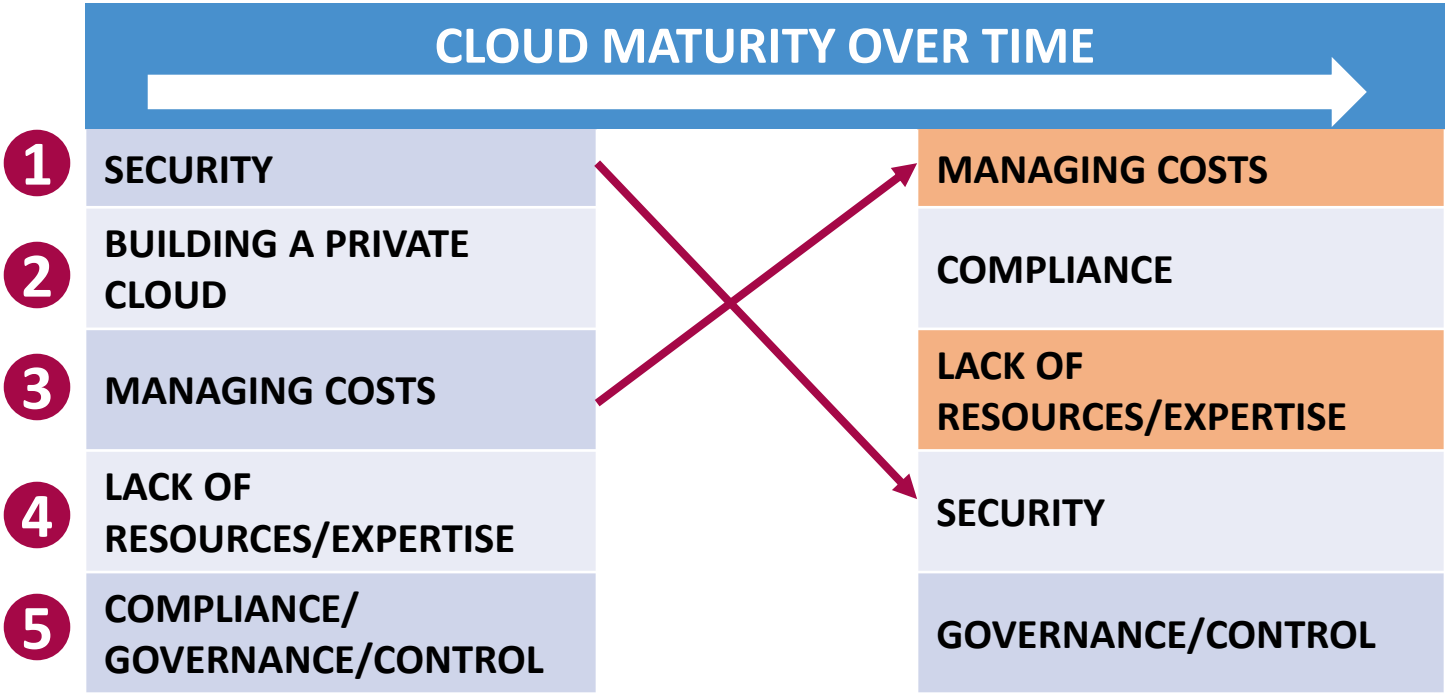
**References**
Can they provide references to customers with similar environments?

**Relationships**
Do they have relationships with key individuals at the H/W mfr? Are they active in the user group community?

**Exit Strategy**
Most vendors have a well-defined on-boarding strategy but do they have an exit plan which won't leave you vulnerable should time come when you no longer need their services?

# Cloud Challenges Over Time

Over time, though the mix of top cloud challenges remain the same, the level of priority placed upon each changes with cost a top concern among mature cloud users.




*Source: Rightscale*

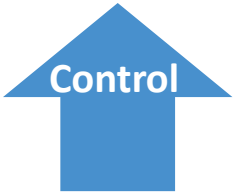
# Types of Clouds

**Public Cloud**

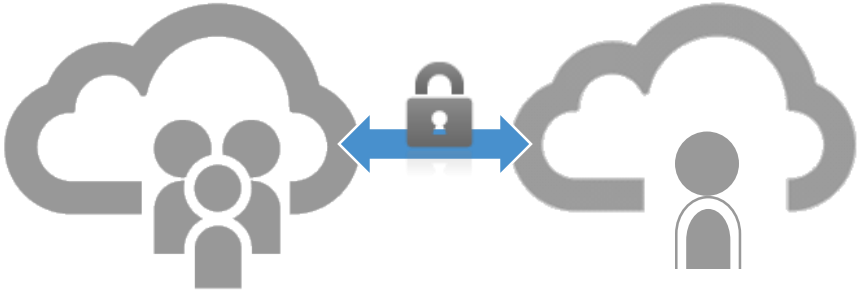
Multiple customers sharing same cloud resources

**Private Cloud**

A cloud dedicated to a single customer



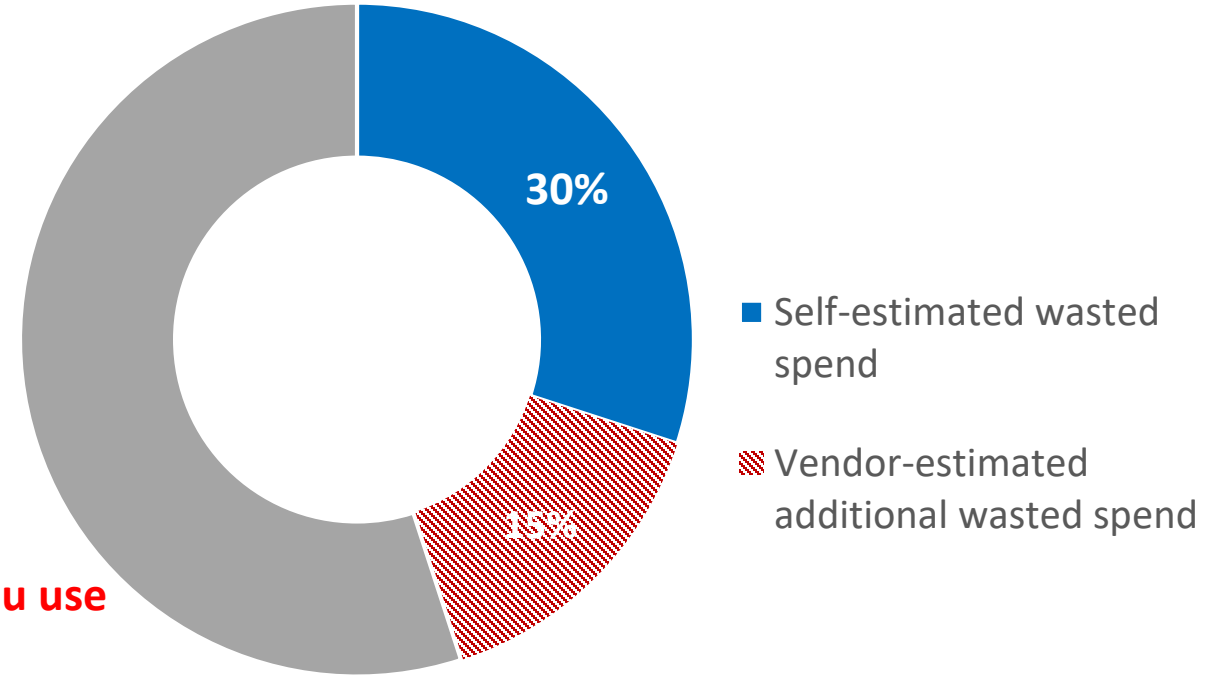

**Hybrid Cloud**



A combination of multiple clouds (e.g. public/private, types of clouds)

# Wasted Cloud Spend

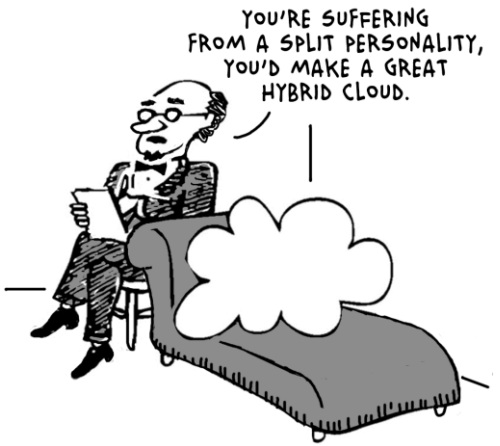
- Enterprises estimate 30% of their cloud spend is wasted
- Vendor estimates cite an additional 15% is actually wasted



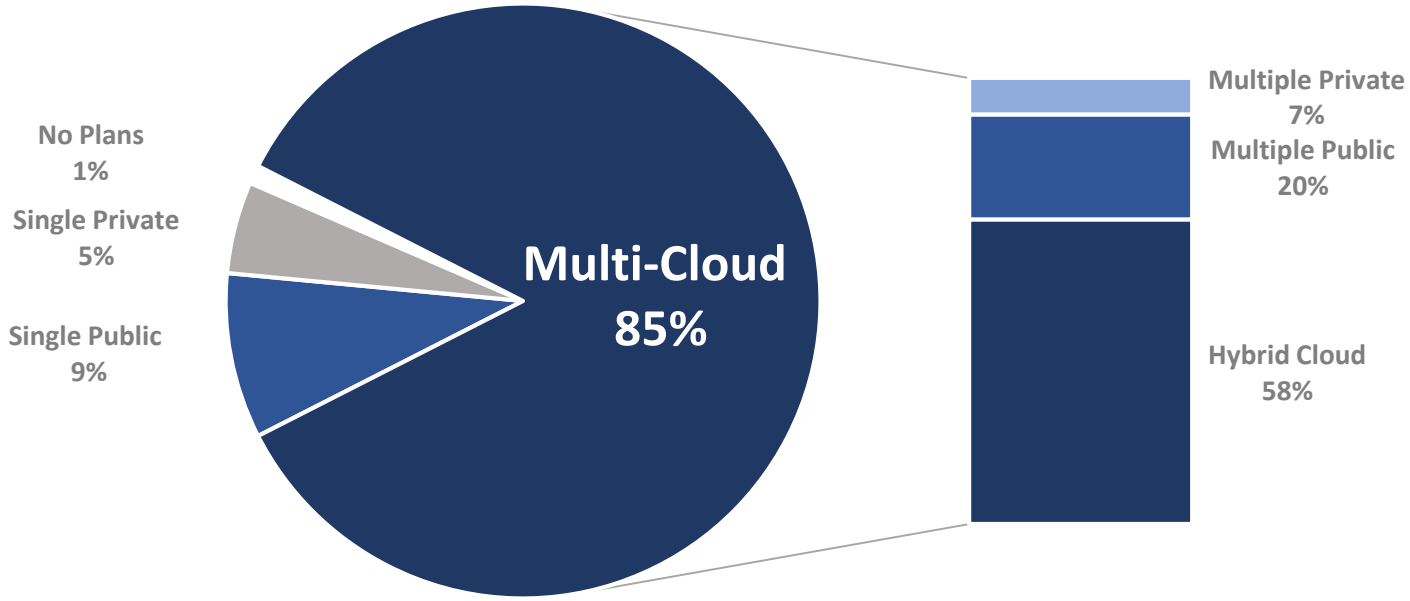

**Pay for what you use**
**vs.**
**Pay for what you provision**

*Source: Rightscale*

# Cloud Challenges Heightened with Multi-Cloud & Hybrid Cloud



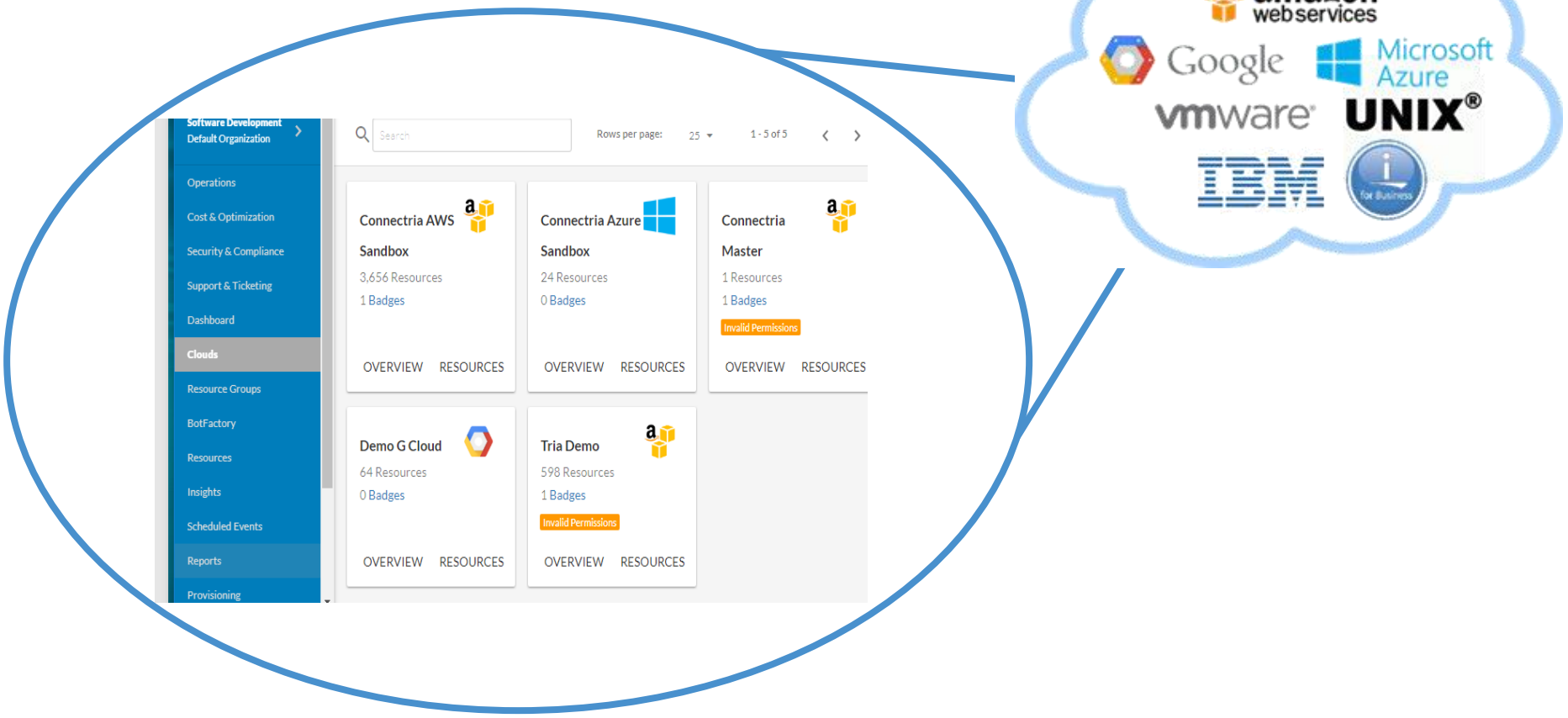

- 85% of enterprises have a multi-cloud strategy
- 58% of those have hybrid cloud plans




*Source: Rightscale*

# Managing Multiple Clouds

Consolidated cloud visibility, automation and management through a single dashboard



# About Connectria

Connectria is a global cloud services provider with customers in over 30 countries. We manage the widest range of clouds in the industry, whether hosted in our data centers, with partners such as AWS and Microsoft Azure, or on-premise at customer locations.

As an IBM partner for nearly 20 years, Connectria has unique expertise and knowledge surrounding the IBM i platform. We offer IBM i dedicated, cloud and remote management services and are regarded as one of the largest IBM i hosting providers outside of IBM with over 350 LPARs under our management.

Leveraging our extensive cloud management expertise across a diverse set of platforms, Connectria has recently introduced TRIA Multi-Cloud, the only multi-cloud management solution that enables management of AWS, Azure, VMware, UNIX and IBM iSeries cloud environments from a single dashboard.

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Q&A