Think it.

Strategize how to use cloud to drive revenue growth and efficiencies.

Build it.

Build and run your private or hybrid cloud.

Tap into it.

Utilize cloud services delivered from IBM SmartCloud.

Austin Pierson – C&SI Cloud Sales Leader, Europe
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Agenda

- Think It, Build It, Tap into it??
- Build it – IBM Cloud Orchestrator
- Customer stories
- Where to start
- Questions

IBM's cloud portfolio

Think it.

Strategize how to use cloud to drive revenue growth and efficiencies

Build it.

Build and run your private or hybrid cloud

Tap into it.

Utilize cloud services delivered from IBM Cloud

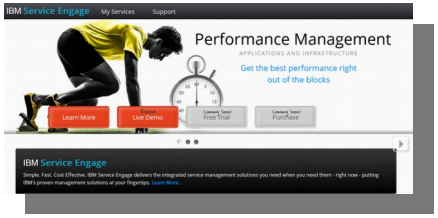
$2B
SoftLayer Acquisition

$1.2B
Data Center Expansion

$7B+
Acquisition Investment

100+
SaaS Offerings

40,000+
Experts



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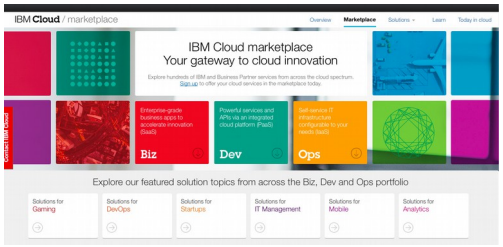
SOFTLAYER an IBM Company

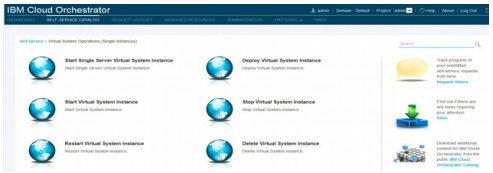
KeneXa



Build It - What is IBM Cloud Orchestrator?

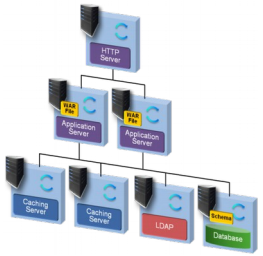
Create | Deploy | Manage | Kill

Empower your end-user with a self-service delivery of infrastructure and software



Integrate deployed applications automatically to your management tools and processes

Accelerate application and middleware deployments through workload patterns and Chef recipes



*Get started on our SaaS solution with flexible subscription pricing and minimal upfront investment

Customer stories

"With one click in four minutes we can give the fully managed server to our customer. The history has been that when we create the new solution, we need to make sure the backups are up and running, secure, patched, monitored and it needed to go through five to six teams inside Enfo...With SCO, we can actually do it with one click in a matter of minutes." -- Juha Kukka, Enfo

Government of the Netherlands

THE CHAMPIONSHIPS WIMBLEDON

swisscom

TSYS

at&t

TOSHIBA
Leading Innovation

INTERNATIONAL FINANCIAL DATA SERVICES

SOGETI
Local Touch - Global Reach

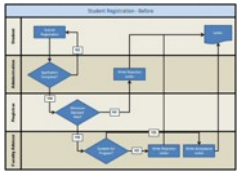
SCC
Technology Solutions Provider

Where to start? Cloud Adoption Workshops

1. Business Drivers

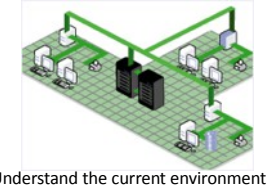
Describe the key business drivers for the project, the KPIs or CSFs, and how they align with Cloud computing.

2. Business Process



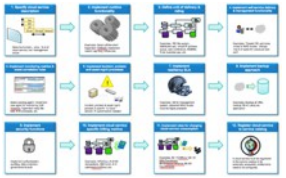
Understanding the existing "As-Is" process, and how this must change in order to meet the business drivers.

3. Current IT Environment



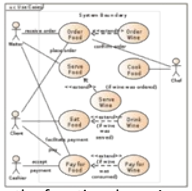
Understand the current environment where the Cloud will be deployed, what systems, technology, capacity, constraints.

4. Candidate Cloud Services



12-step process to defining the services and the attributes of the candidate Cloud services.

5. Use Cases & Actors



What are the functional requirements expected from the Cloud and who are the key actors. Expressed as Use Cases.

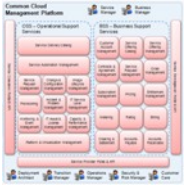
6. Non-Functional Requirements

NFRs should be defined to cover the volumes, capacity, scale, availability, security, operational and monitoring aspects of the Cloud solution.

7. System Context

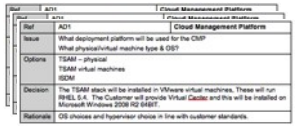
The system context should define the boundary of the Cloud, and the integrations with OSS / BSS systems

8. Architecture Overview



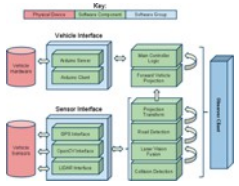
Architecture overview diagram should define the high level components, their placement and topology, using CCRA.

9. Architecture Decisions



Clearly documented decisions on key architectural points including the rationale for the decision.

10. Operational Model



Design and consider the components of the solution both at a physical and logical level, and their interaction.

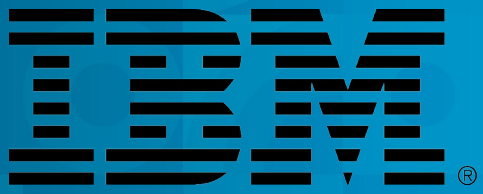
11. Roadmap

Define the overall timeline, phases, and key milestones that will shape the plan and overall delivery.

12. Scope

Define the boundaries of the project, inclusions, exclusions, dependencies, and align phases with milestones in the roadmap.

Questions?



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