



Assessing IT for Cloud Readiness

Frank Heard

Executive IT Architect & Consultant

IBM Software

PCTY2010 
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Optimising the World's Infrastructure

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The IT infrastructure poses some serious challenges today, even with multiple server virtualisation and optimisation programmes we have seen, many IT environments are not optimised for business needs or able to provide delivery options for the business

In distributed environments, up to 85% of computing capacity sits idle

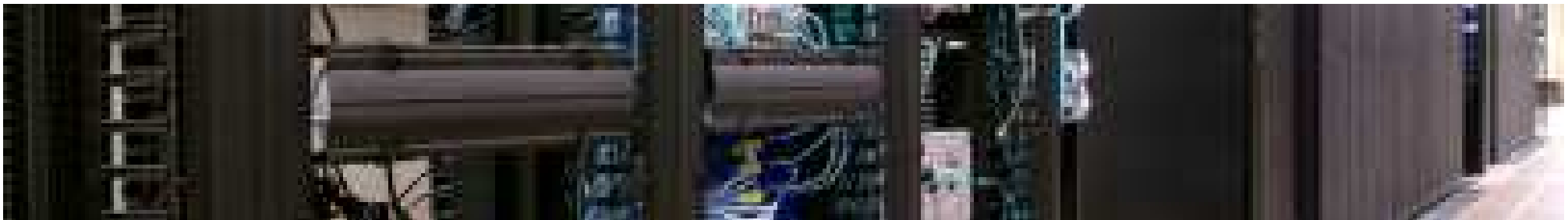
Meanwhile the energy required to power and cool these systems is wasted, along with valuable data center floor space

On average, 70% of the IT budget is spent on maintenance

Operational budgets are growing, causing development budgets to shrink and making it difficult to build new capabilities, services and applications

Many legacy systems are brittle, inflexible and obsolete

Not only are they unable to keep up with rapidly escalating business demands and regulatory requirements, they are driving operational cost and complexity to unsustainable levels



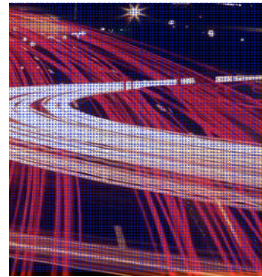
The IBM approach and solution for developing a smarter way of managing the IT environment is to define a Dynamic Infrastructure.

NEW INTELLIGENCE



To manage the mountain of information generated daily by increasingly connected systems, devices and people, while extracting richer insights and making faster, better decisions

DYNAMIC INFRASTRUCTURE



To provide the operational efficiency to drive down costs and the flexibility to assimilate change and drive competitive advantage

SMART WORK



To improve the agility of enterprise business processes and the organization's ability to benefit from and enhance the expertise and creativity of its people

GREEN & BEYOND



To support initiatives in response to escalating energy, environment and sustainability concerns, and stakeholder requirements for social responsibility

A Dynamic Infrastructure provides the efficiencies in IT but importantly, it also provides a platform for delivery options, well managed traditional IT, Cloud and beyond, IT is not just in the data centre.

PROVIDES DELIVERY OPTIONS

New models are emerging for the enterprise, Self-Services, economies of scale and flexible sourcing options are available allowing for the best delivery approach including Hybrid solutions.

OPTIMISED FOR BUSINESS NEED

A workload optimised approach provides orders of magnitude, better performance, scale and efficiency



INTEGRATED MANAGEMENT

Visibility of Business Services, Control - .Manage Risk and Compliance , Automation – Build agility into operations

To meet the demands of the business today and to build a Dynamic Infrastructure, the traditional approach to running an IT environment needs to be challenged. New approaches to business and IT innovation will help remove the boundaries that contribute to many operational and cost issues.

IMPROVE SERVICE

Not only ensuring high availability and quality of existing services, but also meeting expectations for new services: real-time, innovative and automated

REDUCE COST

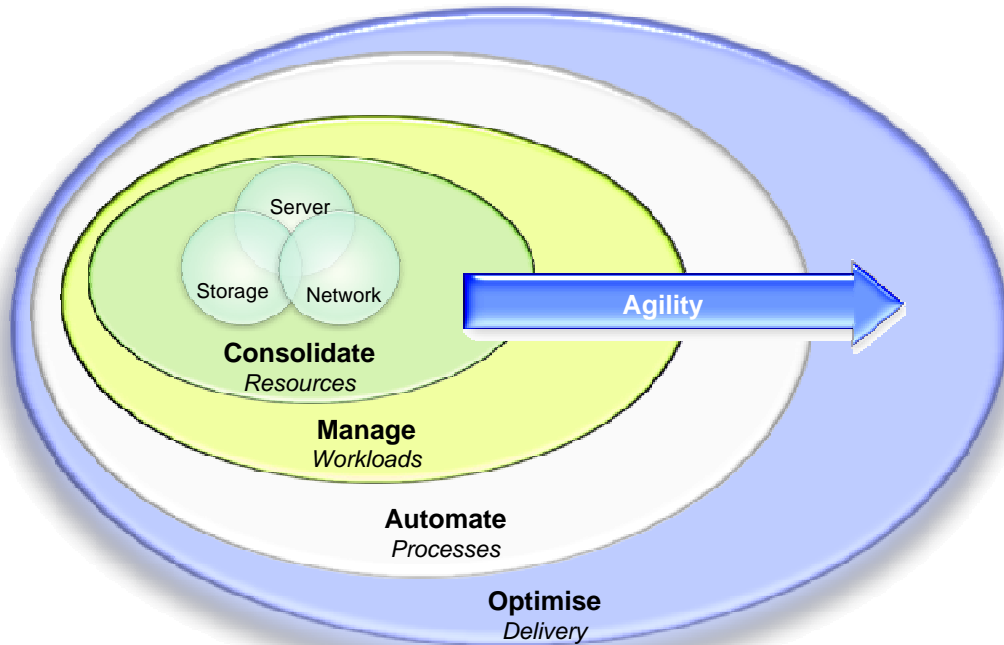
Not just containing operational cost and complexity, but achieving breakthrough productivity gains through automation, virtualisation, optimisation, energy stewardship, and flexible sourcing



MANAGE RISK

Not only addressing current security, resiliency, and compliance challenges, but recognising new risks posed by an increasingly connected and collaborative world for what they are—business opportunities

The transformation to a Dynamic Infrastructure begins with understanding where the journey starts, but you also have to define the target end point. We can help do this using the Dynamic Infrastructure Innovation Workshop Methodology.



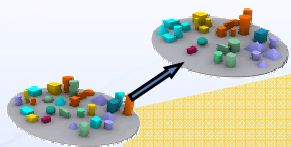
- PROVIDES DELIVERY OPTIONS
- OPTIMISED FOR BUSINESS NEED
- INTEGRATED MANAGEMENT

Dynamic Infrastructure

Cloud Enabled



Physical Consolidation



- Data Centre Consolidation
- Application Migration & Consolidation

Virtualisation

Image Library



- Capture and catalogue virtual images used in the data centre.
- Standardise virtual image building blocks.
- Customise virtual environment runtime requirements.
- Simplified deployment with virtual appliances.

- Pool standardised virtualised building blocks.
- Many managed as one.
- Automatic placement for new workloads.
- Aggregated monitors and event management.
- Unified update management profiles for firmware.
- Durable, Plug-and-play capacity across HW generations.

- Workload centric management based on service level goals.
- Assure SLA achievement.
- Integrated virtualisation management with IT processes.
- Always available.
- Elastic scaling.
- Pay for use.
- Automated provisioning.

Building a dynamic infrastructure involves many elements of Service Management and Optimisation, Service Management will provide the *Visibility, Control and Automation* of the environment.

Service Management – Provide visibility, control and automation across all the business and IT assets to deliver higher value services.

Asset Management – Maximising the value of critical business and IT assets over their lifecycle with industry tailored asset management solutions.

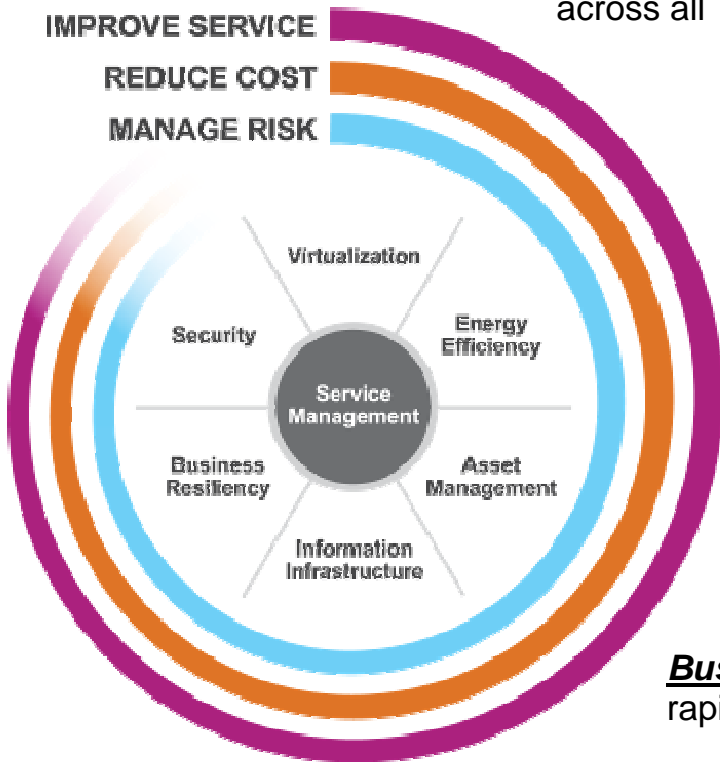
Energy Efficiency – Address energy, environment, and sustainability challenges and opportunities across your infrastructure.

Virtualisation – Leadership virtualisation and consolidation solutions that reduce cost, improve asset utilisation, and speed provisioning of new services.

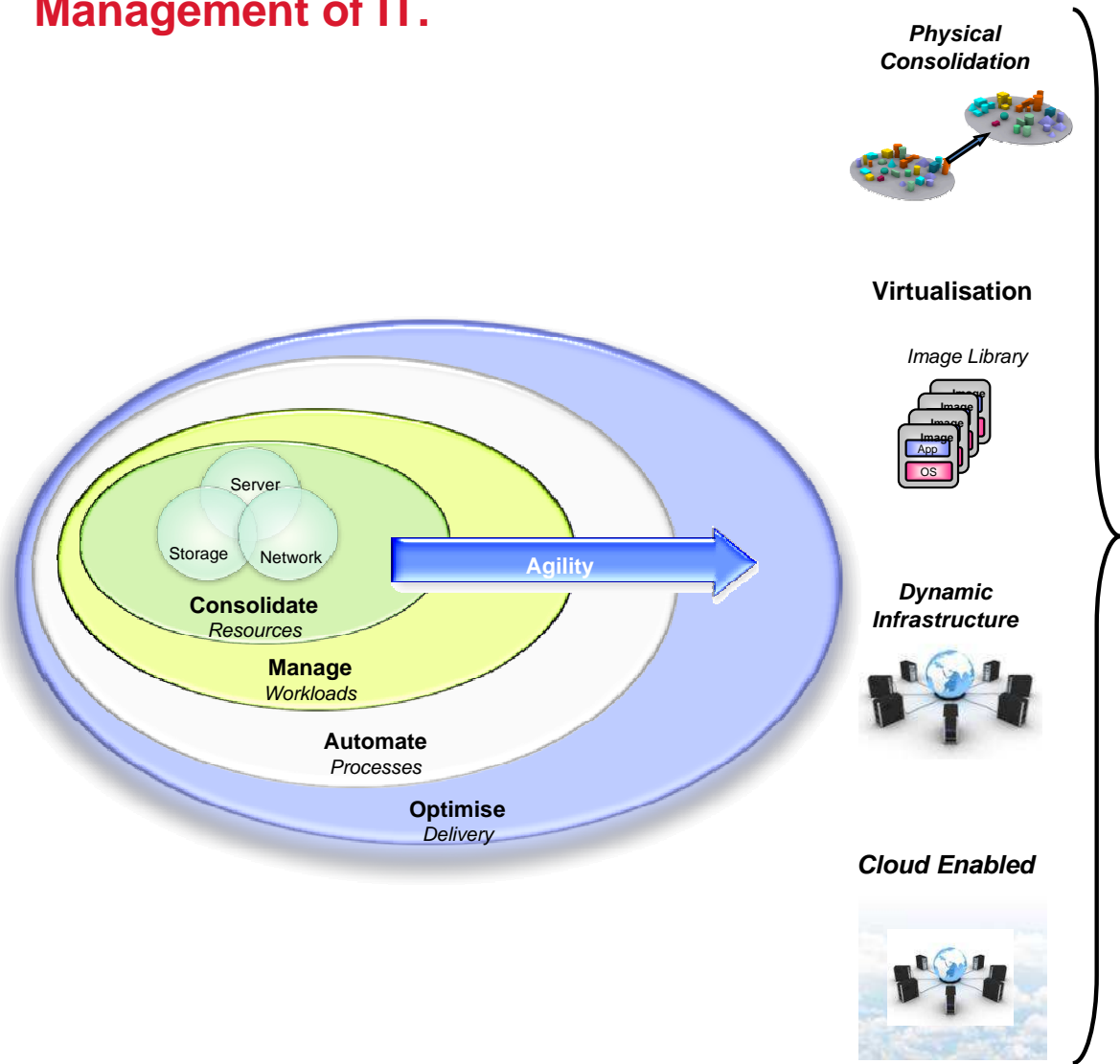
Business Resiliency – Maintaining continuous business operations while rapidly adapting and responding to risks and opportunities.

Security – End to end industry customised governance, risk management and compliance solutions.

Information Infrastructure – Helping businesses achieve information compliance, availability, retention, and security objectives.

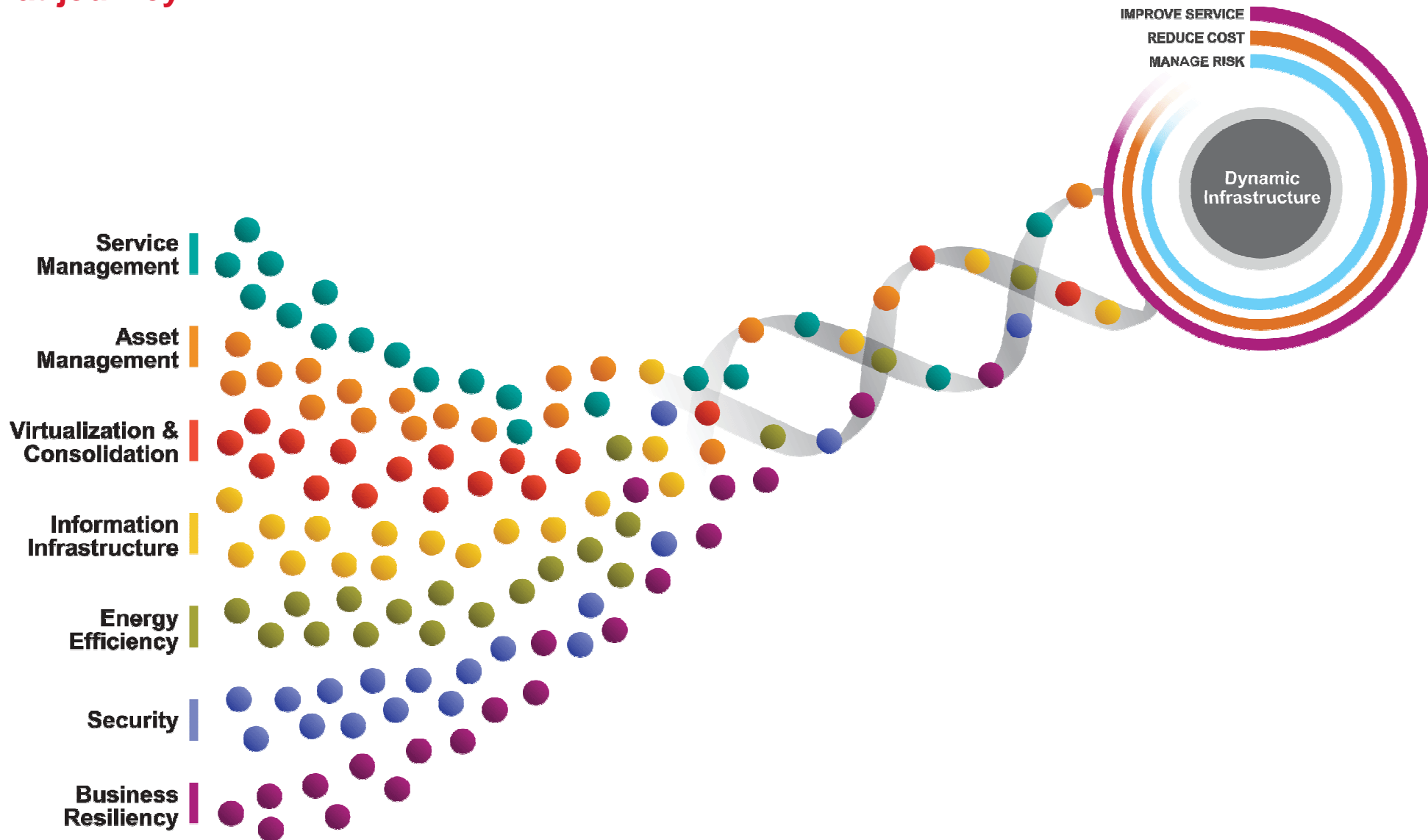


Transformation projects for this journey are driven out of an initial workshop based upon a maturity assessment. Our approach is to primarily assess seven interrelated domains common to any IT environment and the focus is split between the Technology and the Management of IT.



Domain	Characteristic
Architecture & Governance	Enterprise Architecture IT Governance
Finance	Financial Management Asset Management
Process	Service Support Solutions Deployment Service Delivery IT Service Continuity Management Service Automation Security & Compliance
Environment	Site and Facilities Data Center Energy Efficiency
Network	IT Network Resources
Storage	IT Storage Resources ILM
Compute	IT Host Resources Unix Servers X86-based Servers Midrange Servers

In summary, building a Dynamic Infrastructure is a journey and the interrelated initiatives we define as outputs from our workshop will provide the foundation for that journey.



Our approach and starting point is to look at building the Dynamic Infrastructure and Cloud Computing environments and resolve the issues around the cost and management of the current environment.

Value Proposition

- ⑩ Facilitates 'Big Picture' thinking
- ⑩ Facilitates long-term planning for the infrastructure transformation
- ⑩ Links IT transformation to business initiatives, IT initiatives and projects.

The outcome: A roadmap to align the strategy with the IT programme goals and objectives

A roadmap that helps you understand where you are and where you need to go and what you need to do to get there.

An initial transformation blueprint tailored to you supported by industry best practices



The objective of the workshop is to create a prioritised plan that will take you on the journey from your current state to a Cloud Computing / Dynamic Infrastructure environment.

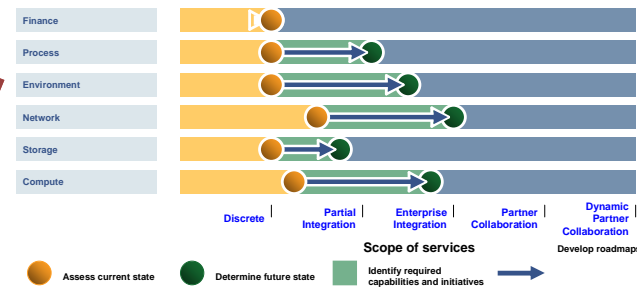
What it is:

- A technique to assess IT capabilities against a set of characteristics
- Identify specific IT capabilities to be adopted
- Provide roadmaps to achieve selected IT capabilities based upon industry best practices



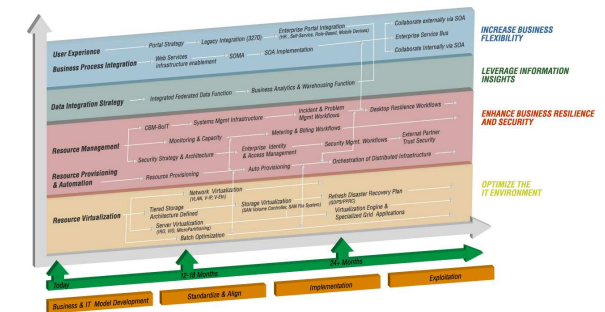
What it entails:

- A one or half day exploratory on-site workshop
- Examination of current IT capabilities (within the workshop scope) relative to a desired state

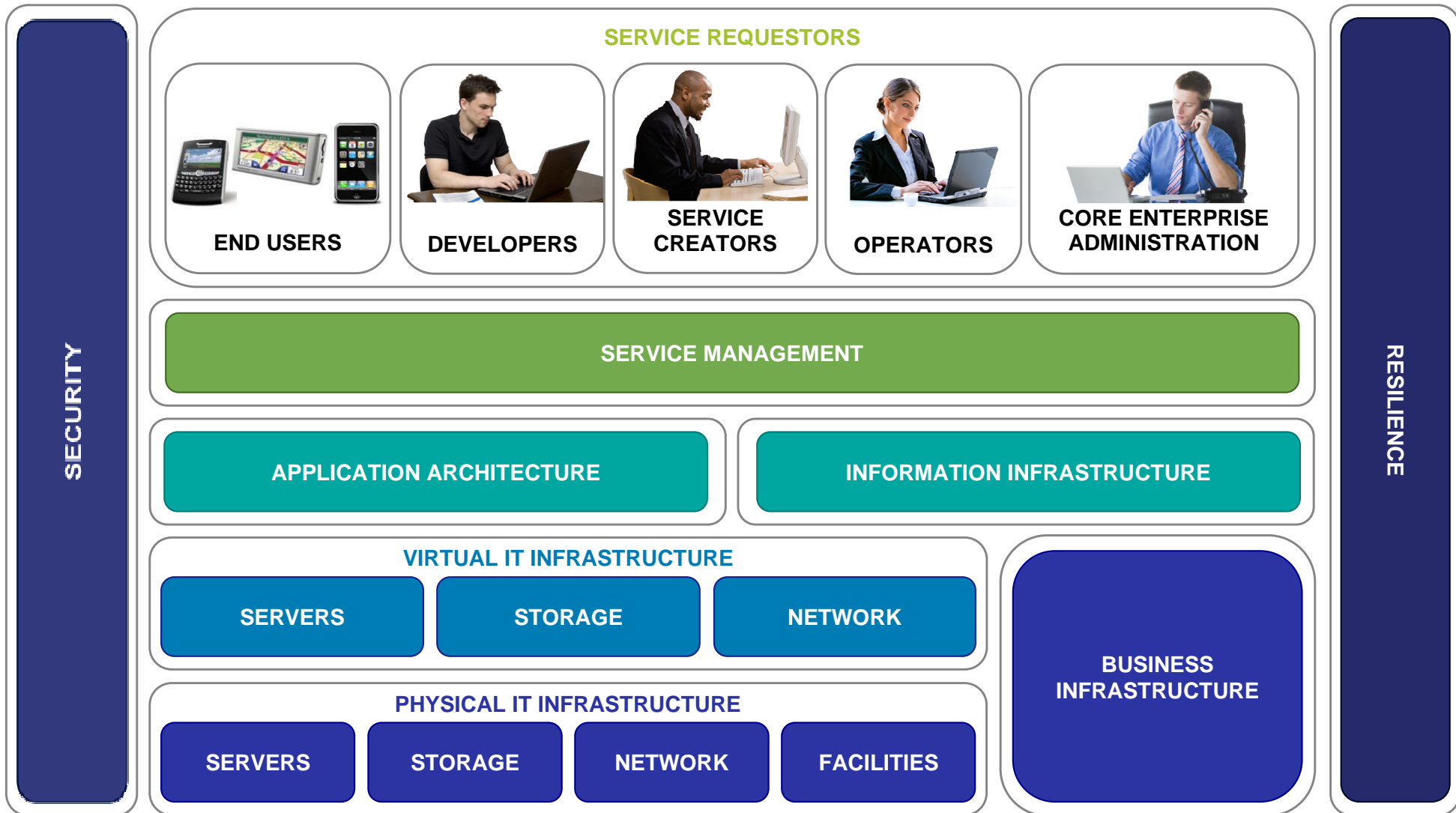


What is produced:

- Assessment of current IT environment
- Observations and recommendations
- Customised IT roadmaps
- Candidate initiatives/projects



The outputs from the workshop can help customers develop an Architectural Model for a Dynamic Infrastructure / Cloud environments



Each Domain, Sub-Domain and Characteristic Set is defined with the tool where we plot 'where you are today' and 'where you need to be in x years'

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Mapped against Business Initiatives, IT Initiatives and IT Projects

In the Dynamic Infrastructure environment, we explore the specific aspects of the current IT environment in detail and the customer chooses the end state target maturity.

10 Compute

- 10 IT Host Resources
 - Mainframe Servers
- 10 IT Distributed Resources
 - UNIX Servers
 - x86-based Servers
 - Midrange Servers

10 Storage

- 10 IT Storage Resources
 - Storage Area Networks (SANs)
 - Network-Attached Storage (NAS)
 - Direct-attached Storage
 - Tape Storage
- 10 Information Lifecycle Management
 - ILM for Storage Optimisation
 - ILM for Compliance

10 Network

- 10 IT Network Resources
 - Local Area Network (LAN)
 - Wide Area Network (WAN)
 - Wireless Network (e.g. WiFi)
 - Network Security Zones
 - Remote Access Services (RAS)

10 Environment

- 10 Site and Facilities
 - Site and Facility Strategy Implementation
 - Facility Resiliency
 - Facility Connectivity
 - Energy Management and Reporting
 - Facility Physical Security
- 10 Data Centre Energy Efficiency
 - 10 Energy Management & Reporting
 - 10 Facility Cooling

10 Process

- 10 Service Support
 - Service Desk
 - Incident Management
 - Problem Management
 - Monitoring and Event Management
- 10 Solution Deployment
 - Configuration Management
 - Change Management
 - Release Management
- 10 Service Delivery
 - Service Level Management
 - Capacity Management
 - Availability Management
 - IT Service Continuity Management
- 10 Security and Compliance Management
 - Security and Risk Management
 - Access and Identity Management
 - Privacy and Protection Services
 - Audit and Compliance Infrastructure
- 10 Service Automation
 - Provisioning Automation
 - Workload Management and Orchestration

10 Finance

- 10 Financial Management
 - Asset Management
 - Rating
 - Metering
 - Chargeback Process Infrastructure

10 Architecture & Governance

- 10 Enterprise Architecture
 - Business Architecture Alignment
 - IS Architecture
 - Technology Architecture
 - Transition Planning
 - Enterprise Architecture Governance
- IT Governance & Management Controls
 - Plan & Organise
 - Acquire & Implement
 - Deliver & Support
 - Monitor & Evaluate

For customers more advanced in their strategy for implementing a Cloud environment, we can also explore the specific aspects in accordance to the Cloud Adoption Model and Service Layer selected – IaaS as a Service.

⑩ Infrastructure Services

- ⑩ IT Host Resources
- ⑩ IT Distributed Resources
- ⑩ IT Storage Resources
- ⑩ IT Network Resources
- ⑩ Site & Facilities
- ⑩ Data Centre Energy Efficiency

⑩ Common IT Services

- ⑩ Service Support
 - Service Desk
 - Incident Management
 - Problem Management
 - Monitoring and Event Management
- ⑩ Solution Deployment
 - Configuration Management
 - Change Management
 - Release Management
- ⑩ Service Delivery
 - Service Level Management
 - Capacity Management
 - Availability Management
 - IT Service Continuity Management
- ⑩ Security and Compliance Management
 - Security and Risk Management
 - Access and Identity Management
 - Privacy and Protection Services
 - Audit and Compliance Infrastructure
- ⑩ Service Automation
 - Provisioning Automation
 - Workload Management and Orchestration
- ⑩ Integrated Infrastructure Services
- ⑩ Collaboration Services
- ⑩ Subscriber Management Services
- ⑩ Offering Support Services

⑩ Application Services

- ⑩ Enterprise Architecture
- ⑩ IT Governance & Management Controls
- ⑩ SOA Capabilities
- ⑩ Development Services
- ⑩ Solution Development
- ⑩ Application Portfolio
- ⑩ User Interaction Services
- ⑩ Business Process Management
- ⑩ Business Innovation Enablement

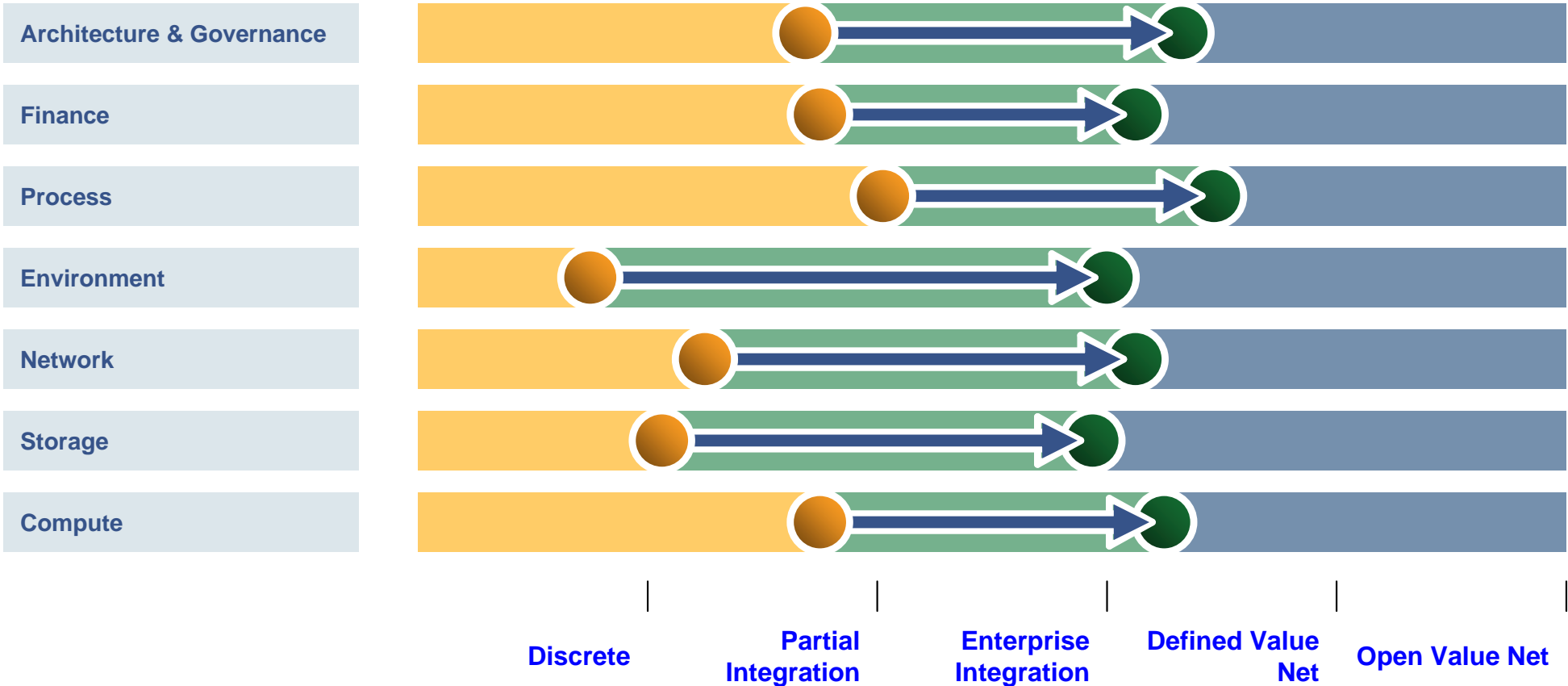
⑩ Business Process Cloud Services

- ⑩ Contract
- ⑩ Business Process Management
- ⑩ Policy
- ⑩ Business Governance
- ⑩ Knowledge Management
- ⑩ Customer Care
- ⑩ Enterprise Architecture

⑩ Information Services

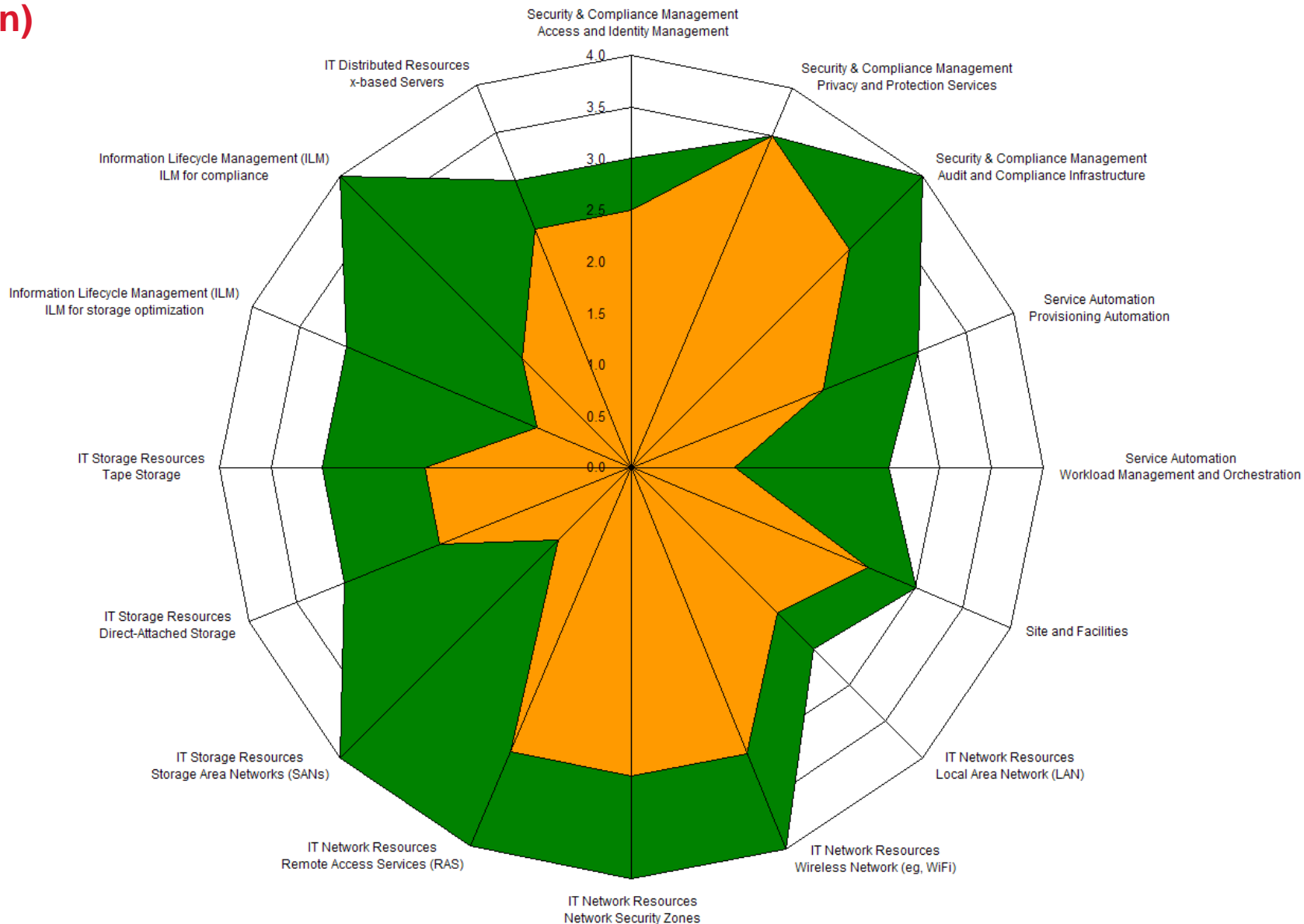
- ⑩ Master Data Management
- ⑩ Information Integrity Services
- ⑩ Database & Implementation Access Services
- ⑩ Business Intelligence
- ⑩ Content Management
- ⑩ Information Lifecycle Management

Customer Example - Summary Assessment



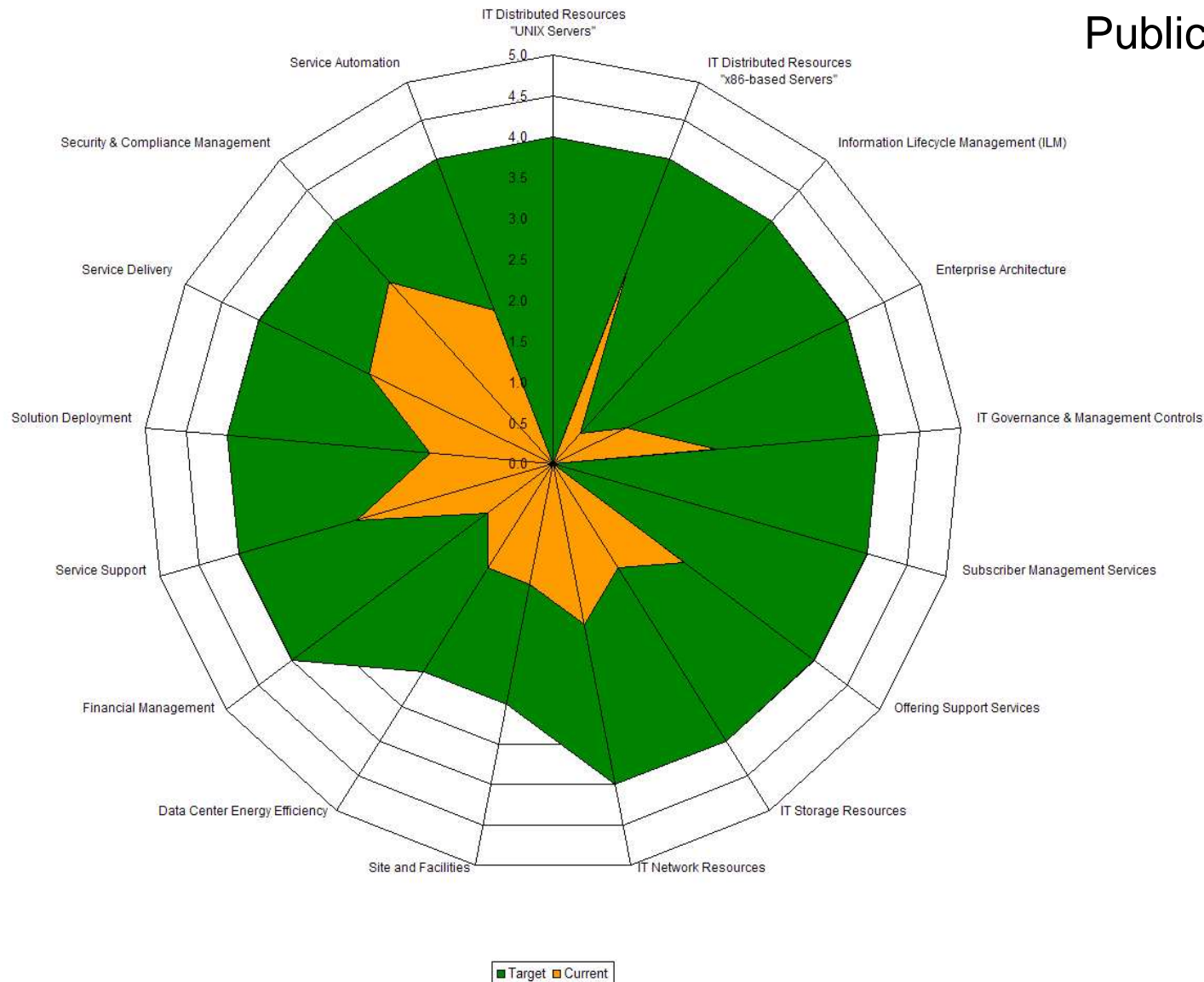
● Assess current state
 ● Determine future state
 → Develop roadmaps

Another output from the assessment is a simple Spider Diagram that will show where you are today (Amber) and where you need to be for the selected Cloud Environment (Green)

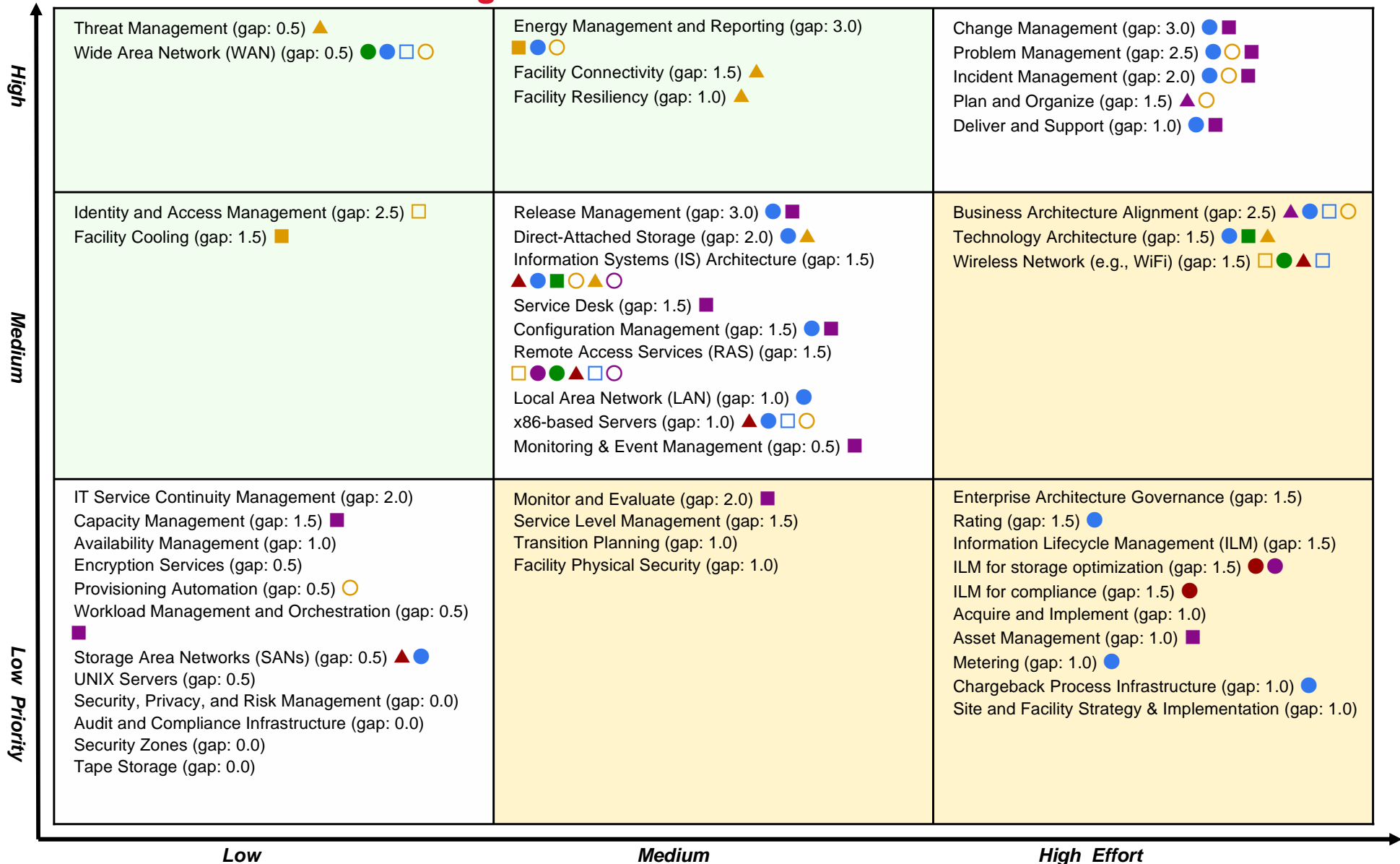


The same output format is provided for the Dynamic Infrastructure environment, however, the Cloud Adoption Model dictates the target state maturity for their IT.

Public - Exclusive



The information provided here reports the priority and Effort associated with each Sub-Domain assessment against the Business and IT Initiatives.



The IBM Assessment and Roadmap Tool that we use helps analyse the data and generate the workshop outputs and deliverables

Workshop Report Template

IBM Solutions Technical Sales

A Big Company Component Infrastructure Roadmap (CIR)

<Replace this box with list of team members>

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IBM Solutions Technical Sales

IBM's Component Infrastructure Roadmap Workshop

- Clarify IT goals based upon business and IT strategy
- Facilitates long-term planning for infrastructure transformation
- Links IT transformation to Business Requirements
- Allows you to capitalize on IBM's expertise

The outcome: a roadmap

A roadmap helps you understand where you are and where you need to go... It provides an IT transformation blueprint fully customized to your business needs

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Project Details

IBM On Demand Business Technical Sales

Candidate Initiatives and Projects for Common IT Services

Common IT Services: Capacity Management	Common IT Services	Current: Critical Priority: Medium	Target: Enterprise/Partner Cost/Complexity: Low
Initiative: Enterprise - Partner Enhance the capacity management system to monitor and report on key partner initiatives to ensure they meet business performance needs.	Project: Integrate key partners' key systems to the performance test environment.	Description/Value: For key partners involved in service delivery, extend the test environment to be used for performance testing applications that are in development so that they can be tested prior to releasing to production. Performance testing is defined as understanding how a specific IT service or system, such as hardware, application or database, will perform under specific conditions. It is different from other types of testing, such as stress testing, where a load is placed on the system to find breaking points or bottlenecks. It also differs from capacity or load testing, where the objective is to see how much throughput a system is capable of handling. Performance testing is often similar, and sometimes overlaps, other types of testing, but it is focused on understanding the performance of the system being tested. Whether it is a business service, a piece of hardware, new software tools, or different database design or a larger workload. There are typically two desired results in a performance test. The first result is to understand how a system performs under certain conditions. The second result is being able to tune the performance and improve the results in order to meet required service performance criteria. This project should help determine the performance criteria, the tools to be used to conduct the performance testing (including vendor tools and test applications) and results reporting. This should be aligned with the quality assurance program to ensure consistent service performance testing regularly as part of the development cycle. (T5020P02)	
		Value: Ensure that performance requirements are tested & tuned prior to deployment which reduces redevelopment costs and minimizes risk to the business.	
		Prerequisites: ADR4038P01: Extend the test process to applications that cross partner boundaries. T5020P02R: Integrate capacity management with service automation systems.	

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The Following Business Initiatives were Considered

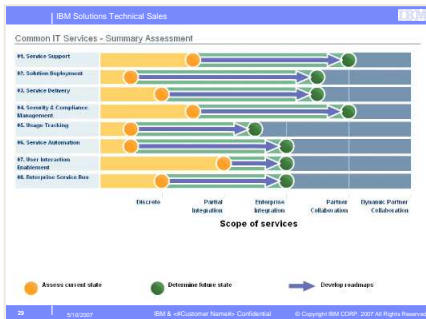
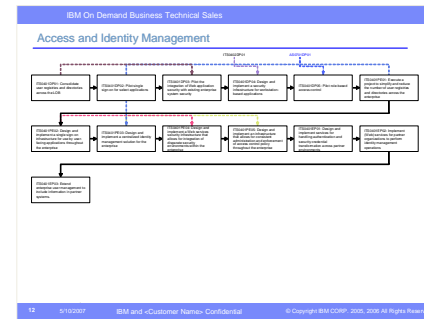
Customer Business Initiatives

<list customer's business and IT goals that impact their IT strategy or that their IT strategy must support. >

Complete integration of XYZ acquisition by 2008
Prepare for IPO in June 2008
Launch integrated dealer and agent network
Reduce cost per sales transaction by 10%

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Project Roadmap



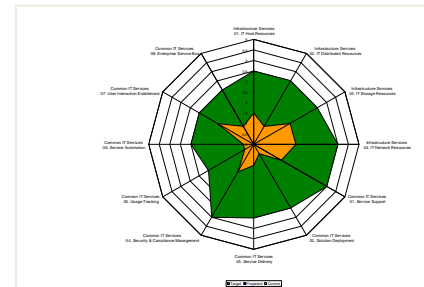
Analysis

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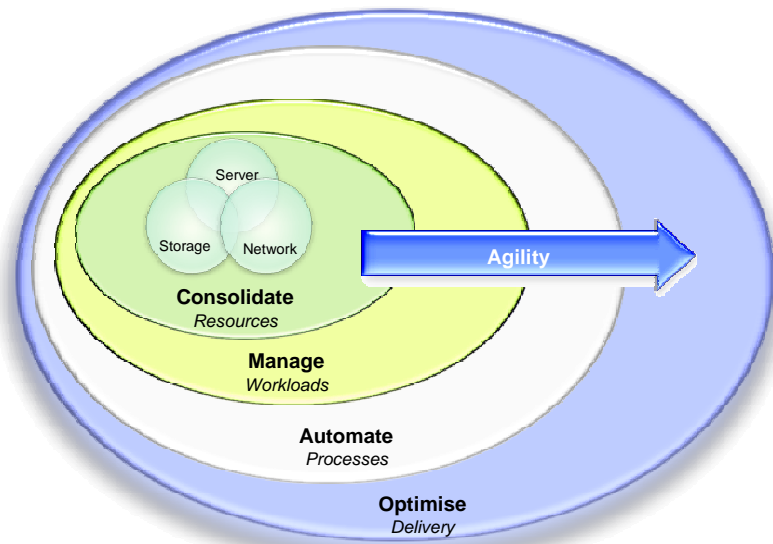
A Big Company - Infrastructure Services Ranking

Characteristic	Current	Target	Priority	Cost/Complexity
01: IT Host Resources	Discrete/Partial	Enterprise/Partner	Medium	Medium
02: IT Distributed Resources	Discrete	Enterprise/Partner	High	Medium

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Understanding the maturity of your IT and the roadmap to your target state will allow you to build an environment that will deliver services to the business and meet those business needs and demands we have today and will have tomorrow.



- PROVIDES DELIVERY OPTIONS
- OPTIMISED FOR BUSINESS NEED
- INTEGRATED MANAGEMENT



Dynamic Infrastructure

Cloud Enabled



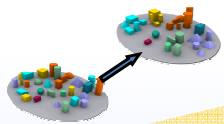
- Workload centric management based on service level goals.
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Virtualisation

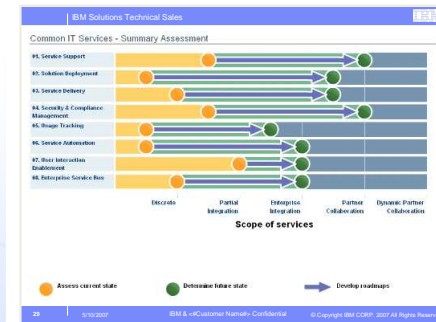
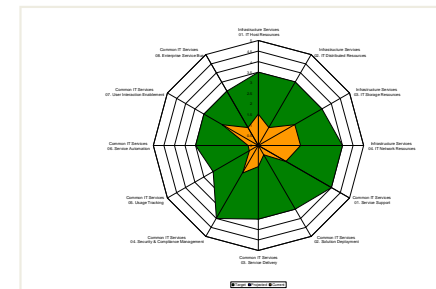
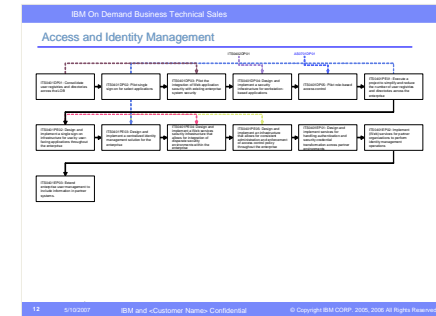


- Capture and catalog virtual images used in the data centre.
- Standardize virtual image building blocks.
- Customize virtual environment runtime requirements.
- Simplified deployment with virtual appliances.

Physical Consolidation



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- Application Migration & Consolidation





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