#### Cisco Press/Analyst Event: Building the Cloud

#### **Show Airs at:**

- 1:00 p.m. Singapore Time
- 10:30 a.m. Bangalore Time
- 5:00 UTC

#### **Presenters:**

- Arun Natarajan, director, APAC Data Centre Sales, Cisco
- Peter Nikoletatos, CIO, Curtin University of Technology
- Scott Mason, director of Strategy and Fixed Marketing, Optus Business
- Andrew Vranjes, practice manager, Data Centre Technologies, Alphawest

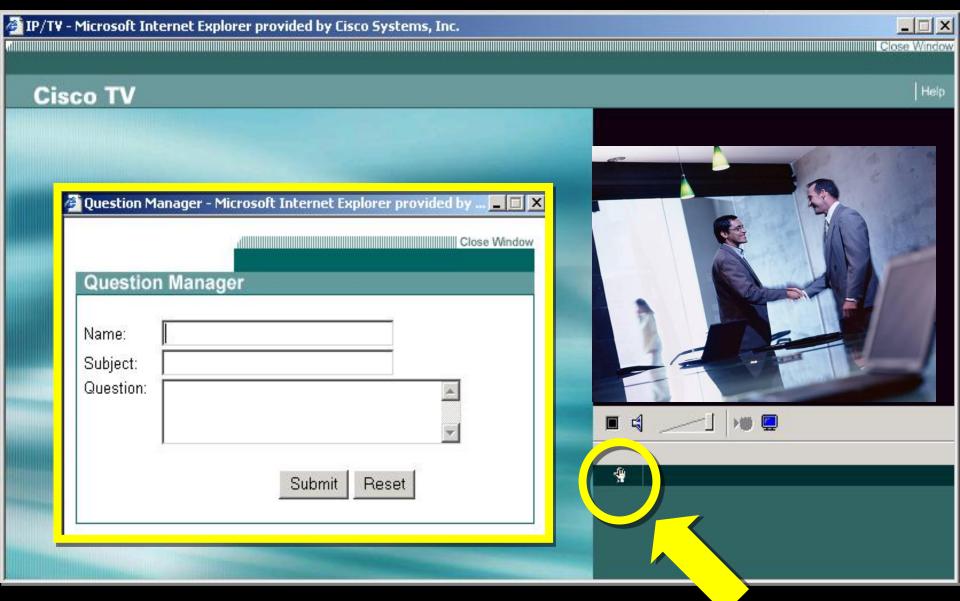
Allow Up to One Minute for Video to Buffer. Slides will Be Synchronized at Next Slide Advance.

## cisco

### Media/Analyst Event: Building the Cloud



#### Ask a Question (Click the Hand Icon)



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#### GAAP Reconciliation and Forward-Looking Statements

#### **GAAP Reconciliation**

During this presentation references to financial measures of Cisco will include references to non-GAAP financial measures. Cisco provides a reconciliation between GAAP and non-GAAP financial information on our website at www.cisco.com under "About Cisco" in the "Investor Relations" section.

www.cisco.com/go/gaap\_recon

#### **Forward-Looking Statements**

This presentation contains projections and other forward-looking statements regarding future events or the future financial performance of Cisco, including future operating results. These projections and statements are only predictions. Actual events or results may differ materially from those in the projections or other forward-looking statements. Please see Cisco's filings with the SEC, including its most recent filings on Form 10-K and Form 10-Q for a discussion of important risk factors that could cause actual events or results to differ materially from those in the projections or other forward-looking statements.

#### Agenda



Journey to Cloud – Scott Mason, Optus Business and Andrew Vranjes, Alphawest

**Live Q&A Discussion** 

# Towards Cloud Computing

**Peter Nikoletatos** 

**Chief Information Officer** 





#### **Curtin University: Who are we?**

 Curtin University of Technology is Western Australia's largest university. Around 43,000 students attend a total of 16 Curtin locations, including campuses in Sydney, Singapore and Sarawak, East Malaysia.

#### Vision

 To be an international leader shaping the future through our graduates and research, and positioned among the top 20 universities in Asia by 2020.

#### **Mission**

 Curtin is committed to innovation and excellence in teaching and research, for the benefit of our students and the wider community.

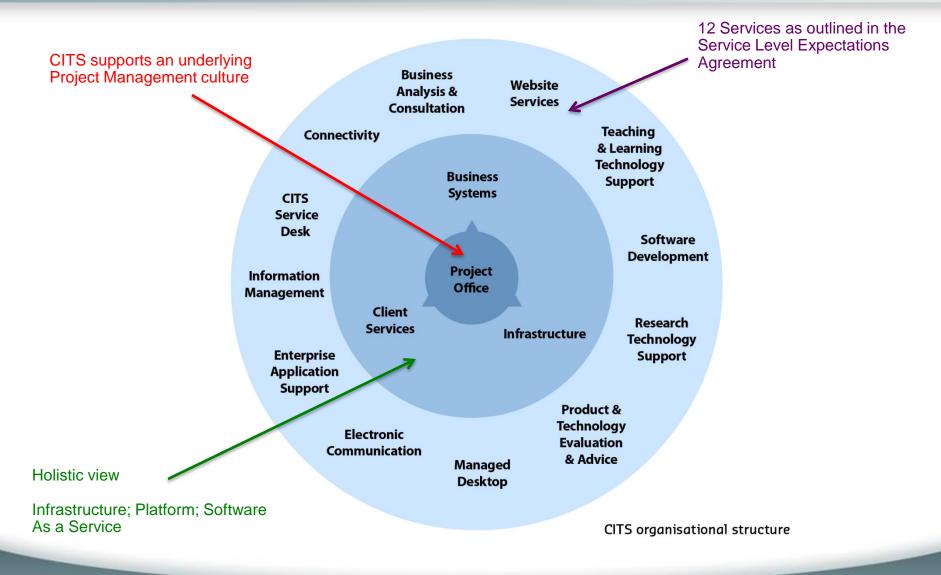




#### Strategy determines Structure

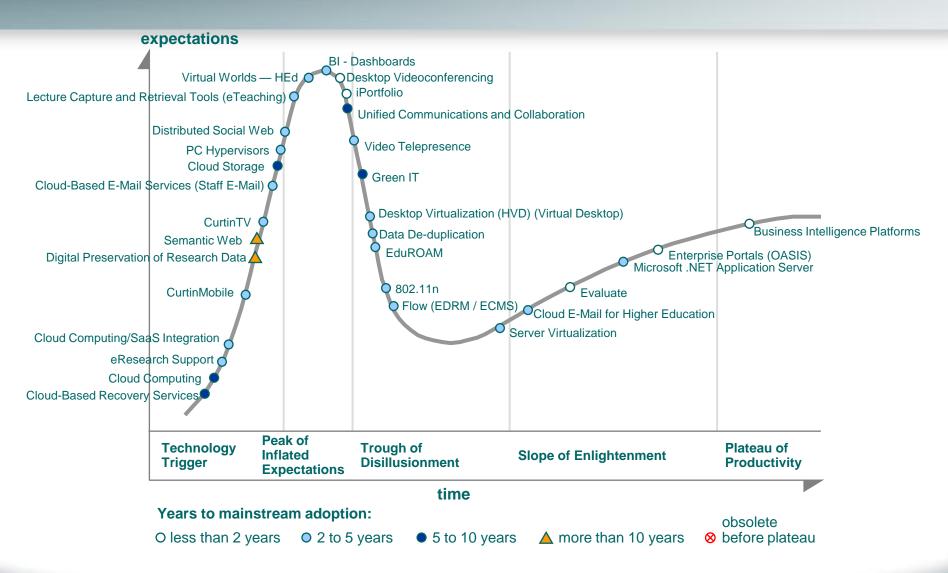












DRAFT MODEL OF CURTIN ICT HYPE CYCLE (BASED ON GARTNER MODEL)



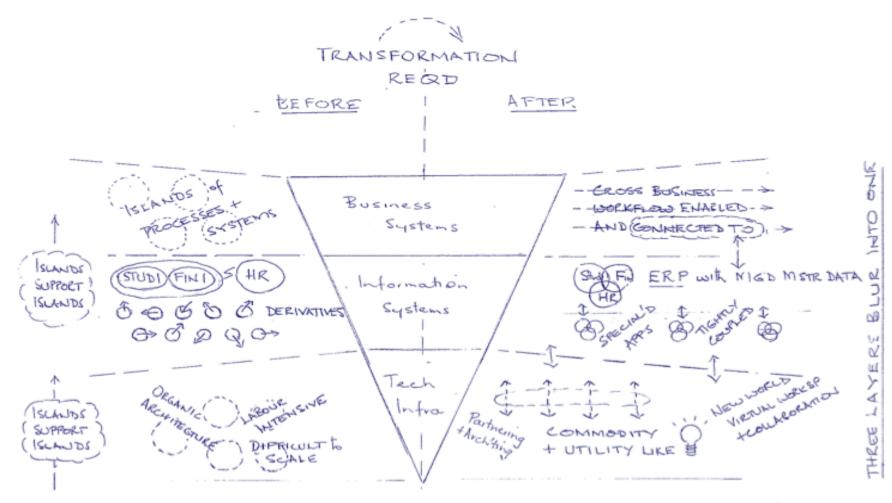


#### **Defining Cloud Computing**

- Evidence Based Practice
- Leading change through innovation
- Elastic; Scalable, On Demand
- Catalyst for tectonic change
- Valued strategic partnerships
- Map cloud architecture to enterprise architecture (ICT roadmap)
- Key ICT functions: Agility and Flexibility







Slide 3./3.

A VISION for CURTIN'S SYSTEMS + INFRASTRUCTURE





 The impact of consumer based technologies is a reflection of the aspirations of a generation, the need for participation, the desire to contribute and the sense of being part of a community.



Microsoft<sup>\*</sup>
Live@edu

















#### Ascilite 2009



 Building engaging physical and virtual learning spaces: a case study of a collaborative approach.

Reference:

Oliver, B. & Nikoletatos, P. (2009). Building engaging physical and virtual learning spaces: A case study of a collaborative approach. In *Same places, different spaces. Proceedings ascilite Auckland 2009.* 

http://www.ascilite.org.au/conferences/auckland09/procs/oliver.pdf













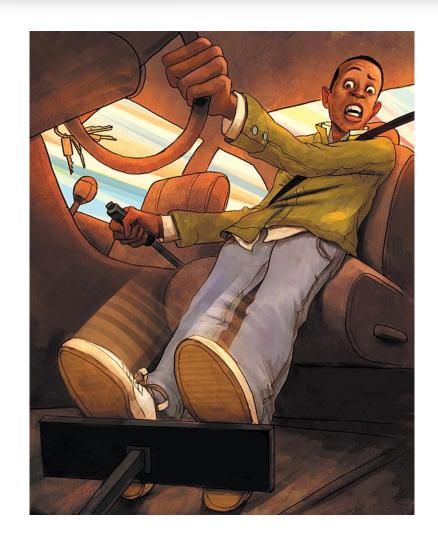
#### Cloud Governance

- Moving away from managing assets to managing information
- Information classification
- Data Governance
- Data Security
- Governance, Risk Management and Compliance
- Privacy
- On-shore v Off-Shore





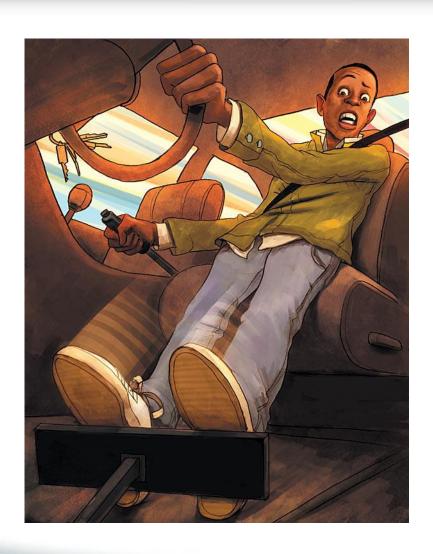
#### Why do cars have brakes?







#### Why do cars have brakes?



To make them go faster





#### Strategic Partnerships





















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# The Optus Business Journey to Cloud

**Scott Mason** 

Director, Enterprise Fixed Marketing, Optus Business



#### The Optus Business Journey to Cloud

**Technology** 



IP adopted as default network architecture

91% of enterprises now have a converged network\*

**Availability** 



Optus Evolve™ offers MPLS based IP VPNs

Delivers performance via end-to-end quality of service (QoS)

Market Propensity #1



Enterprises adopting XaaS delivery methodology

18% have already deployed; 47% considering deploying\*

Market Propensity #2



Server virtualisation moving to BAU

~50% of server 'workloads' virtual by 2012\*\*

Commercial Maturity



Optus and Alphawest leverage Cisco, VMware, EMC

VCE coalition drives interoperability

\*\* Gartner, October 2009

\* Optus Business IP Index 2009



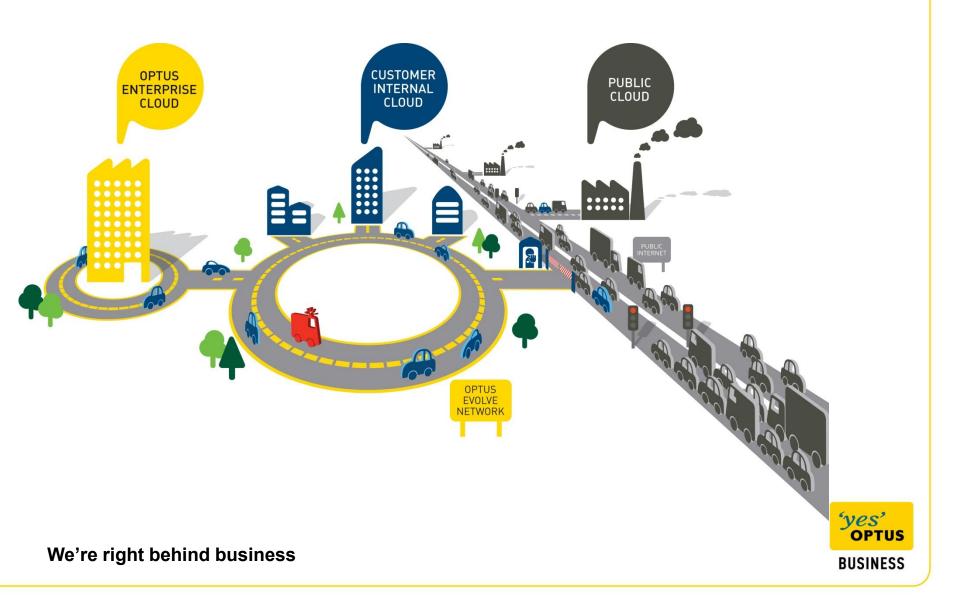
We're right behind business

#### **Getting Ready for Cloud**

**Andrew Vranjes** *Practice Manager, Alphawest* 



#### Enterprise Private Cloud



#### Helping Our Customers 'Get Ready for Cloud'





#### Panel Discussion - Live Q&A

Moderator	Arun Natarajan, director for APAC Data Centre Sales, Cisco
Panelists	Peter Nikoletatos, CIO, Curtin University of Technology
	Scott Mason, director of Strategy and Fixed Marketing, Optus Business
	Andrew Vranjes, practice manager, Data Centre Technologies, Alphawest
	Mark Read, director of the Virtual Computing Environment (VCE) Initiative for Asia Pacific & Japan, EMC

#### Live Q&A – click the hand icon to ask a question of our panel

Andre Kemp, product marketing manager for APAC, VMware

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#### **Audience Q&A**

To ask a question, please click the hand icon.



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