

Leveraging Cloud As Part of a Strategic IT Plan

September 2nd , 2010

Business and Technology Working as One

Why Is The Timing Right For Cloud?

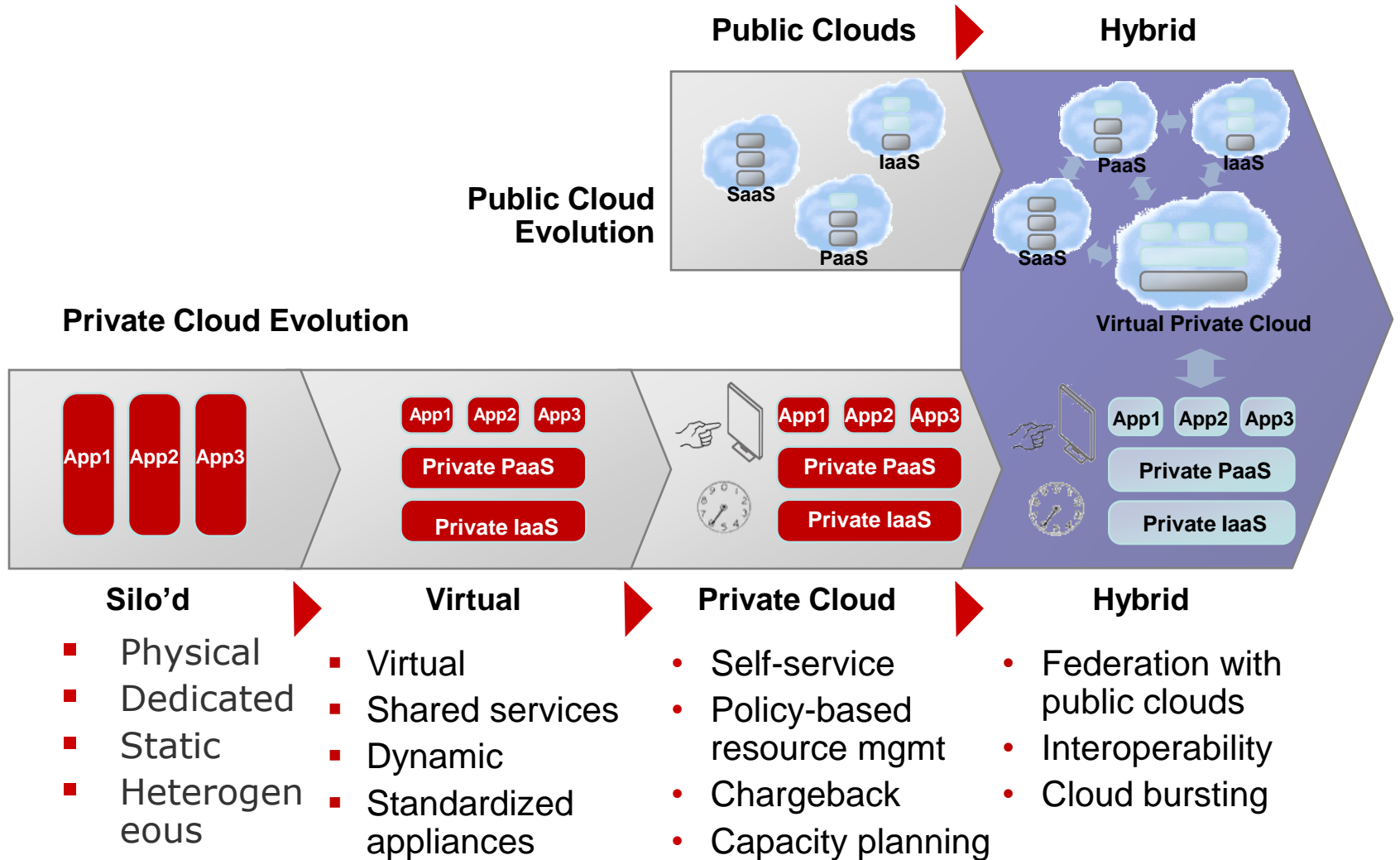
- Business pressures to meet financial objectives
- Speed to market
- Flexible cost structure
- Do more with less
- Data center headache
- Focus on core business



The Allure of Cloud

- Reduce amounts of IT capital equipment spending:
 - Pay only for what you actually need
 - Lower implementation costs
 - Costs are treated as operating expense
- Service Improvement:
 - Shorten time to deliver projects
 - More robust system availability
 - Enhanced disaster recovery
- Better management of staff resources:
 - Software maintenance and upgrades handled by providers
 - Focus on highest value activities
 - Align IT to driving business innovation

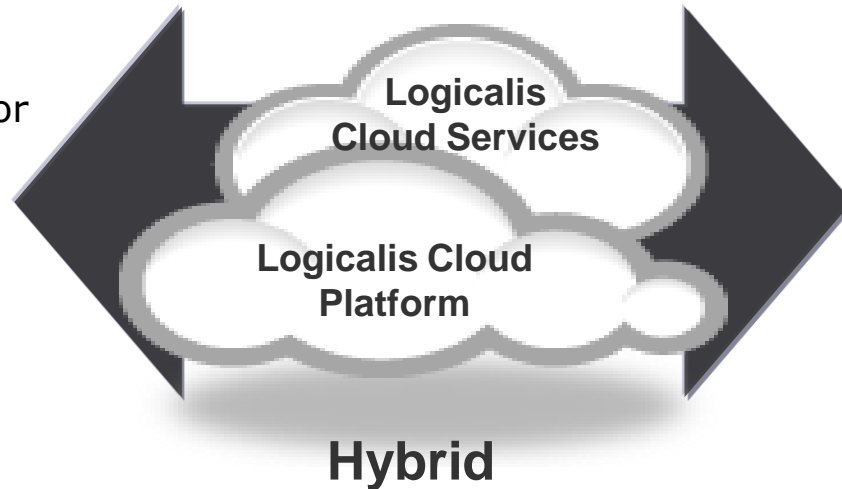
The Evolution To Cloud



Cloud models drive new sourcing options and business flexibility

Private ...

- Client owned
- Managed by client or services provider
- CapEx
- Access defined by client



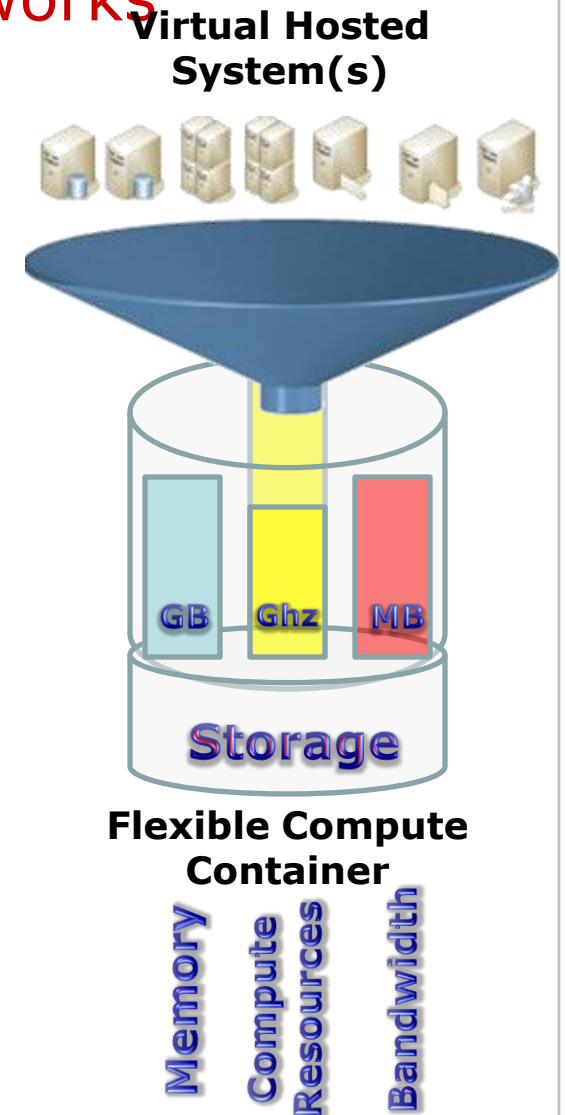
Public ...

- Standardized services on the provider's cloud
- OpEx
- Access by subscription

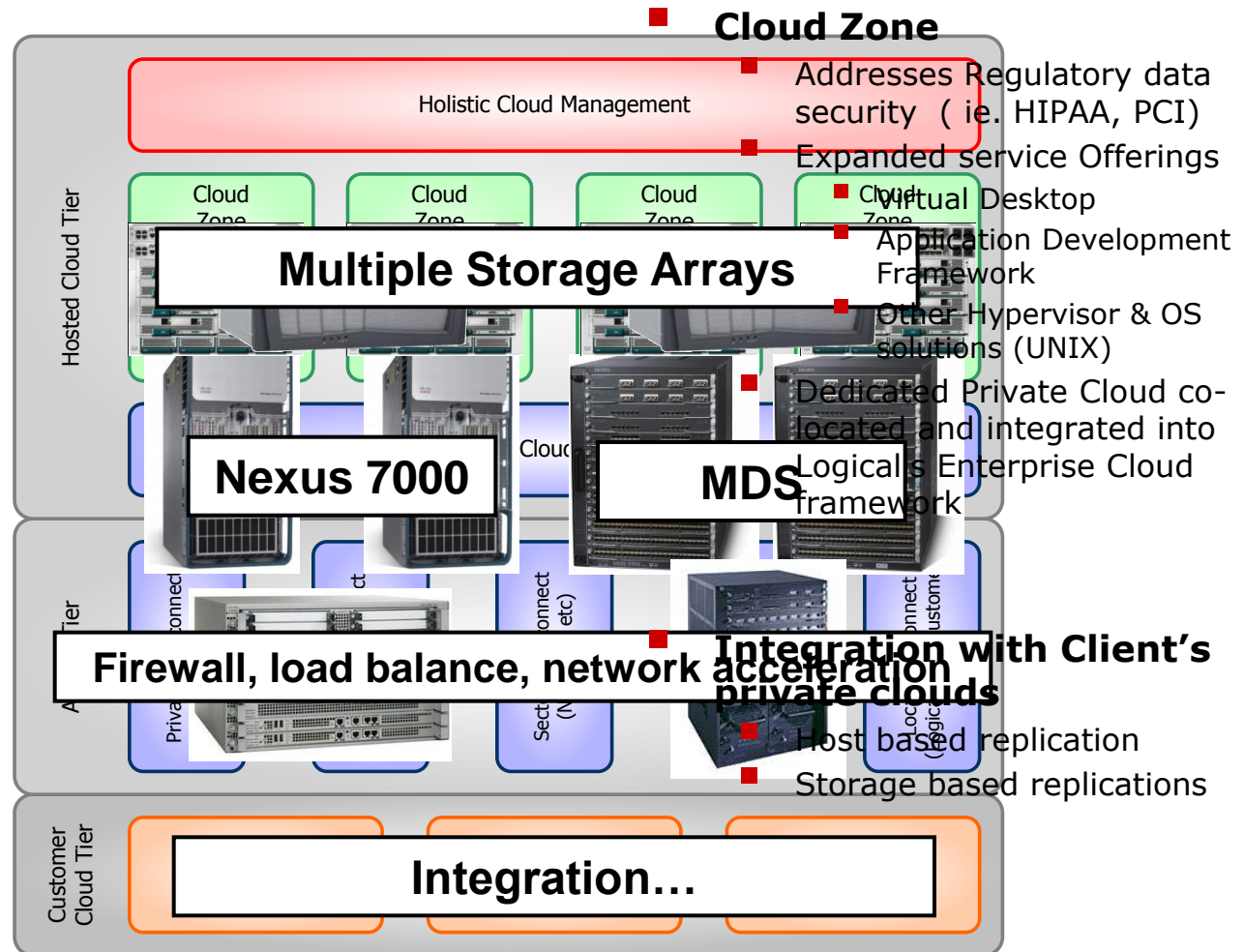


Logicalis Enterprise Cloud - How it works

- Customer leverages Logicalis **Flexible Compute Container**
 - Storage
 - GB memory
 - GHz Compute
 - Bandwidth
- Customer defines what **Virtual Hosted Systems** they want run within Flexible Compute Container
- Compute container independent of Virtual Hosted Systems (can run as many in container as wanted)
 - Virtual Server by OS
 - Monitor & Managed 24x7 (patched & backed up)
 - Antivirus / security of OS
 - Platform Software if needed (DB, middleware, terminal server, etc)



Logicalis Cloud Platform

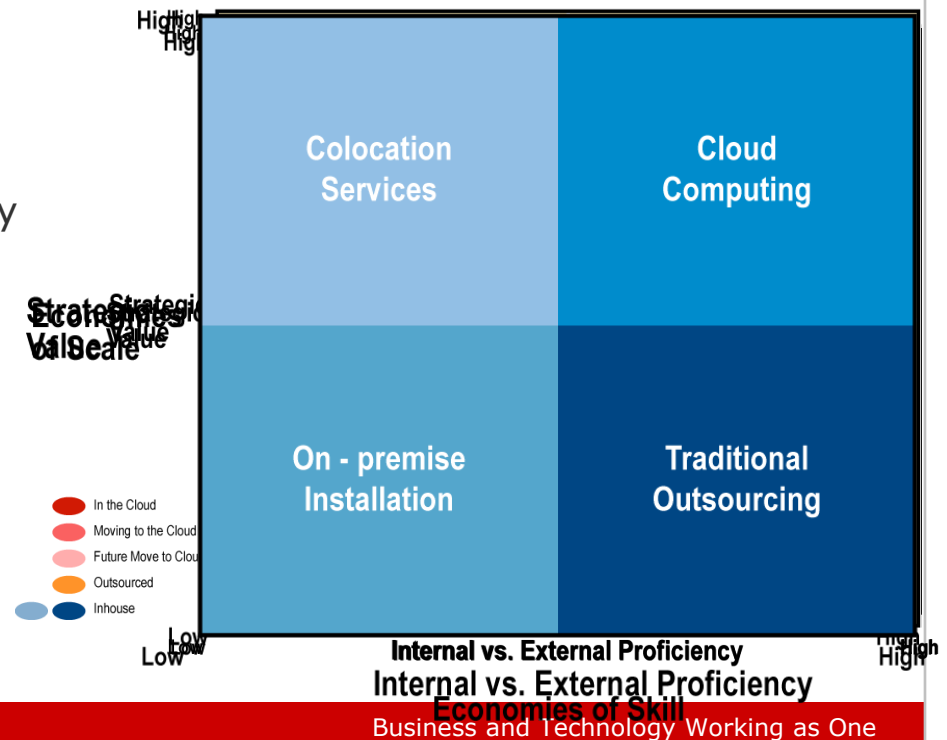


Developing Your Cloud Strategy

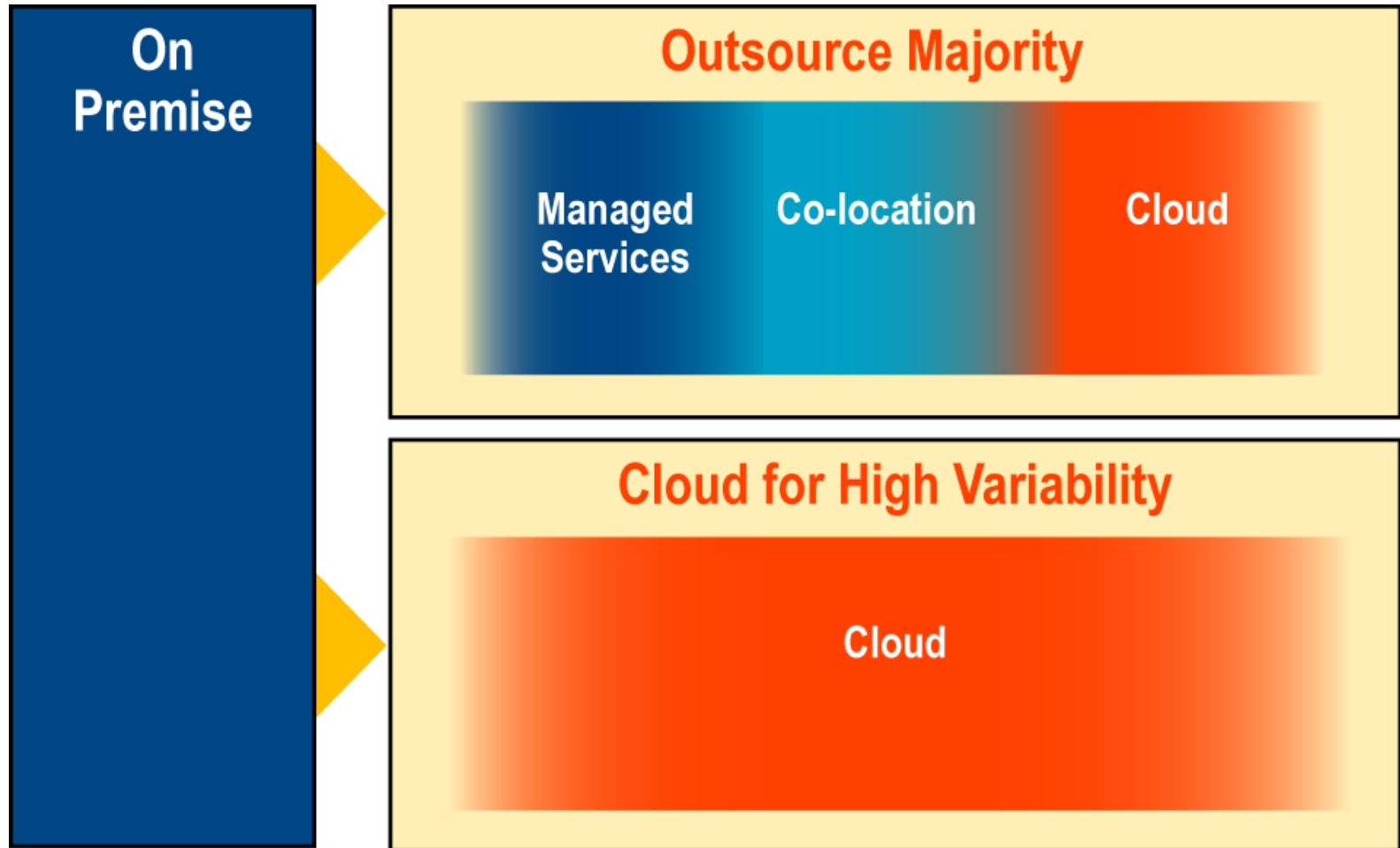
- Recognize that Cloud Computing is a formal Business to IT Strategy Alignment
 - Requires both "Private" & "Public" cloud solutions
 - Requires long term strategy & partnerships
 - Needs to be a defined strategy with controls established to ensure success

- Assess Business Needs
 - What's core?
 - What's a commodity?
 - Where are my cost alignment today
 - What are my key business needs
 - How does this effect regulatory requirements?

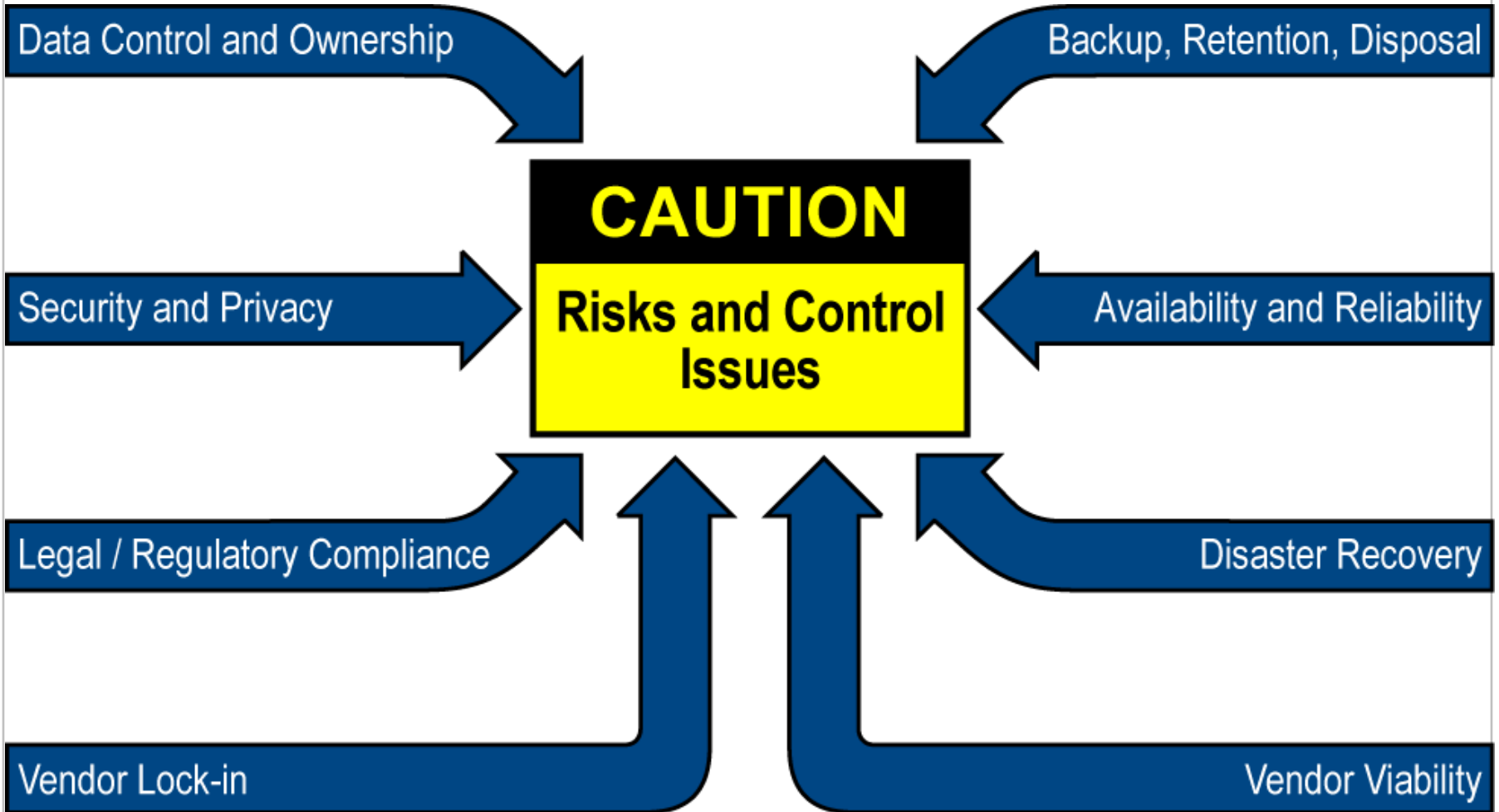
- Application Mapping
- Infrastructure Mapping



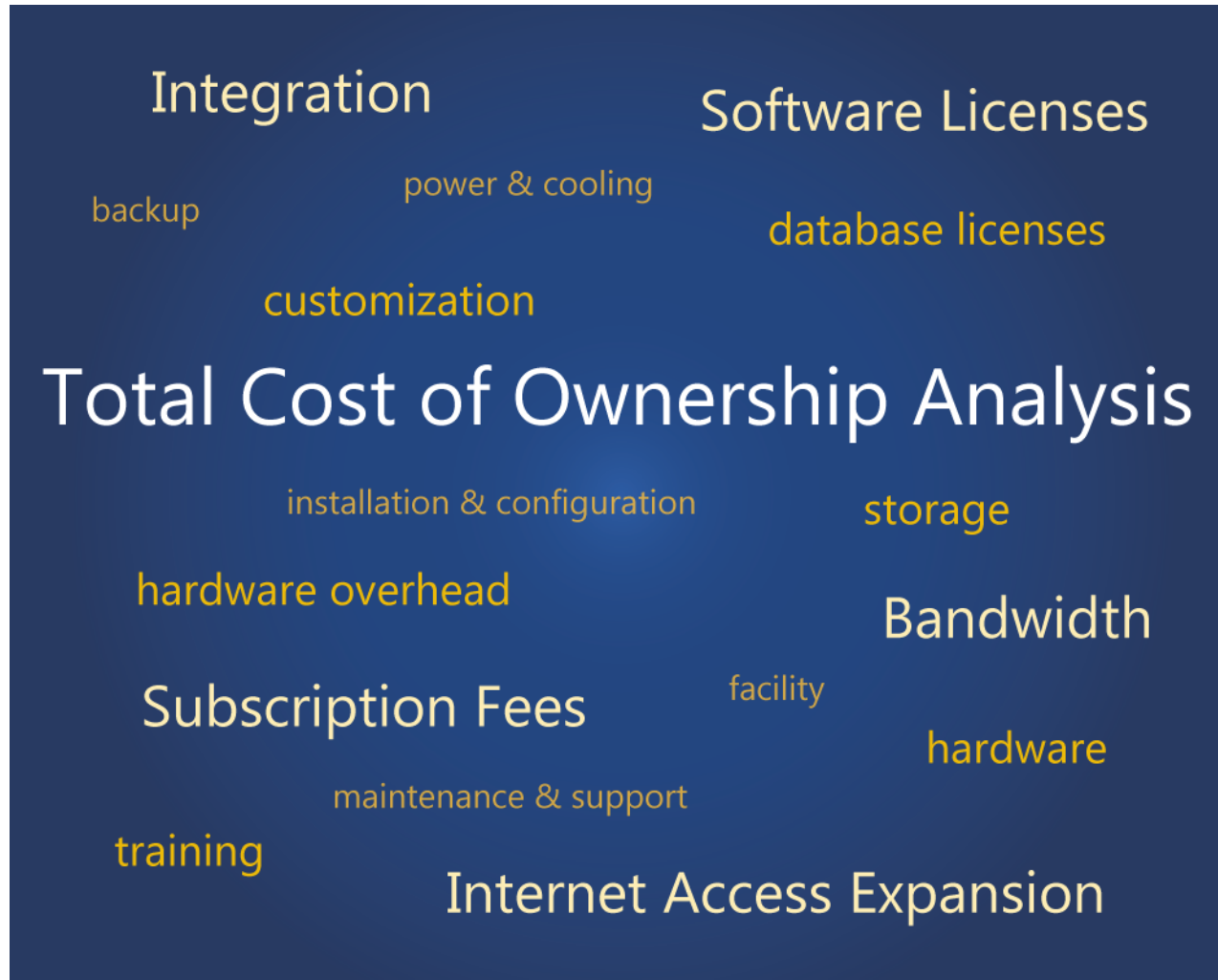
Back-end Infrastructure Cloud Strategy



Key Risks



Cost of Ownership



Why Logicalis Enterprise Cloud?

- Enterprise class data center and computing capabilities
- Cloud computing without the complexity (consult, design, deploy, and manage it)
- Combines 10 + years of manage services with enterprise class cloud infrastructure
- ITIL v3 management infrastructure
- Private & public cloud integration and management
- Service level manager
- 24x7 monitoring and managing of your cloud solutions



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Thank You

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