

**cisco** 5 ways to get more from your cloud

As the world becomes increasingly dependent on technology, businesses need IT environments that can quickly adapt and deliver new services, and their expectations are growing. Adopting cloud services will help you fuel business growth and innovation—helping ensure that you maintain your technological and competitive advantage.

Cisco UCS® with Intel® Xeon® processors



*When considering their primary cloud platform, most enterprises (46 percent) and small and medium-sized businesses (41 percent) prefer an internal private cloud—one that they own and manage.*

— "Business Technographics Global Infrastructure Survey," Forrester, Q3 2014.

### 1. Develop a strategy.

You must first gain full visibility over your organization's adoption of cloud services, associated costs, and risks before you can build a plan based on your organizational objectives. Your plan should be comprehensive and able to deliver a broad cloud strategy that promotes innovation while increasing operational efficiency.



### 2. Choose a private cloud consumption model.

You should integrate automation into your IT environment at a pace that's comfortable for you. Cisco offers flexible private cloud management capabilities and consumption models to match your financial, organizational, and data privacy needs, helping your IT department remain competitive and accelerate the delivery of business services.

### 3. Complement your IT environment with public cloud services.

Use of ready-to-consume public cloud services (infrastructure, platform, and software as a service [IaaS, PaaS, and SaaS]) with a distributed architecture can vastly improve the agility of your IT department. With our broad partner ecosystem, you can add public cloud services when business demands it, without being slowed down, locked in, or limited.



*37 percent of organizations are currently using or have firm plans to consume public cloud services.*

— "CloudView Survey," IDC, 2014.



### 4. Expand to hybrid cloud.

Find the right balance. Combine the control, security, and performance of private clouds with the scale, economics, and speed that public clouds can offer. Cisco Intercloud Fabric helps you build a hybrid cloud that's open and highly secure and that operates as one unified environment—with you in control.

*55 percent of the organizations surveyed have plans to adopt hybrid clouds during the next two years.*

— "Cloud Segmentation Global Study," Cisco, Aug. 2014.



### 5. Simplify service delivery.

Import from a global cloud marketplace the cloud services that you need for your on-premises IT environment. Act progressively as a broker of IT services by integrating, aggregating, and customizing the delivery of IT and business services to meet the needs of your business. Cisco Cloud Consulting Services along with the services of our partners can guide your cloud journey.



## Top 5 ways Cisco increases agility with the Intercloud

Digital transformation is shaking up traditional business models. Agile organizations will not only adapt—they will turn disruption into opportunities for growth. IT can increase agility by tapping into the speed and flexibility of the Intercloud.

### What is the Intercloud?

Built by Cisco and our partners, the Intercloud is the only globally connected network of clouds capable of delivering highly secure cloud applications and infrastructure anywhere in the world.

## 1. Insight

Understanding how the cloud will increase revenue and foster innovation is critical to choosing the right cloud consumption model. In collaboration with IDC, Cisco has looked at the cloud environments of more than 3400 organizations in 17 countries. Cisco has developed a framework that helps you shape the best cloud strategy for your organization.

*54% of organizations expect the cloud to help them strategically allocate their IT budgets.<sup>1</sup>*

## 2. Choice

If your options are limited, your potential for agility is limited. That's why rigid cloud structures can actually hold you back. Cisco enables choice with:

- Flexible cloud consumption
- Multiple Cisco UCS Integrated Infrastructure delivery options
- Paced cloud automation
- Cisco Powered cloud services
- OpenStack cloud solutions
- Thousands of integrated applications

## 3. Control

Shadow IT is a problem in many organizations. Line-of-business teams need cloud access but are unwilling or unable to wait for IT to allocate cloud resources. Not only does this create unnecessary costs—it is a threat to security.

Cisco gives you control by:

- Helping you turn IT into a service broker
- Unifying service management
- Controlling workload placement
- Using application and data across clouds

40

*Cloud services that IT thinks are running<sup>2</sup>*

645

*Cloud services that are actually running*

## 4. Consistency

Cisco enables consistency by implementing policy-based automation, extending your private cloud environment into the public cloud, and giving you a homogeneous set of tools that works across clouds.

64%

*of organizations expect to have two or more major cloud providers (infrastructure, platform and applications) to meet their needs.<sup>1</sup>*

## 5. Compliance

Security is still the number-one concern for customers moving into cloud services. Agility becomes irrelevant without the industry regulations, data sovereignty laws, and security policies that protect your business.

Cisco helps ensure compliance by:

- Providing security solutions for the cloud
- Curating an ecosystem of trusted Intercloud providers
- Enabling workload portability and placement

1. Don't Get Left Behind: The Business Benefits of Achieving Greater Cloud Adoption, IDC sponsored by Cisco, March 2015.

2. Business Value Brief: Cisco ACI, IDC, May 2014.

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The not-so-sunny truth about cloud usage

All data comes from Cisco® Cloud Consumption Services engagements with customers.

# Shadow IT

Noun

1. When business units and departments in your organization purchase and consume cloud services without going through your IT department.

IT departments assumed their companies use **51** cloud services

Reality check: They actually use an average of

**730**

(That's **15x more** cloud services.)

Let's bring cloud usage out of the shadows.

The costs:

Hidden costs of public cloud

**4-8x higher**

Business risk

**4-5x higher**

Operations and integration

**2x higher**

Network security

**1x higher**

## 3 ways to reduce shadow IT

### 1 Know what cloud services are being used.

If you can see everything being used, you can identify your risks and next steps.

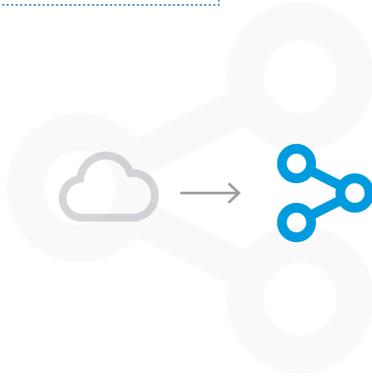


### 2 Simplify cloud management.

With the right people, processes, and tools, you can better manage cloud adoption across your entire organization and help your business innovate and grow.

### 3 Evolve to hybrid cloud.

If you evolve to a hybrid IT environment and embrace **Intercloud**, you can enable the speed and efficiency required to meet business needs.



Results

MORE SAVINGS:

**15%**

reduction in costs through consolidation

LESS RISK:

Reduced risks for cloud security, data security, privacy, and compliance

## Cisco Cloud Consumption Services

Do you know what cloud services you're using? Cisco Cloud Consumption Services can help you discover your public cloud use, understand cloud business risks and costs, and govern your public cloud consumption.



<http://www.cisco.com/go/cloudconsumption>

[Find out more >](#)