Agenda

• Setting the scene
• The Journey
• What has actually been achieved?
• Challenges
• What next?
Background
Typical Enterprise Transition to "Cloud Ready"

**Consolidation and virtualisation**
- **Stage 1 - Intro**
  - CAPEX: **Red**
  - OPEX: **Blue**

- **Stage 2 - Advanced**
  - CAPEX: **Red**
  - OPEX: **Blue**
  - Availability: **Blue**
  - Responsiveness: **Blue**

- **Stage 3 - Cloud**
  - CAPEX: **Red**
  - OPEX: **Blue**
  - Availability: **Blue**
  - Responsiveness: **Blue**
  - Compliance: **Yellow**
  - Time-to-market: **Green**

**Business value**
- **Consolidate**
- **Standardise**
- **Virtualisation 1st**
- **Protect**
- **Management & Automation**
- **Orchestration**
- **Self Service**

**Typically no SLA’s defined**
**Typically notional SLA’s defined**
**SLA’s critical to adoption**

**Typical s-shaped development curve**
The journey

First phase

**optimization and transparency**

Second phase

**trend and forecast use**

Third phase

**review improvements**
General:
• Transparency in cost of delivery

OpEx reductions
• Increased efficiency and reduction in cost

Business risk mitigation
• SLA monitoring and enforcement 24/7
Challenges

- Legacy solutions & Thinking
- Change Windows
- Staffing
- Budget
- Cloud & Operational maturity
Where to from here?

• Operational readiness
• Communicate thinking internally
• Continue to consolidate physical systems
• Cloud initiatives
In Summary

Thank You