A sanity check on Cloud from a Benelux point of view

EEMA Event: To Cloud or not to Cloud ...

BART DEPRETER, MANAGER PRESALES & CONSULTANCY, CEGEKA

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Agenda

• Is Cloud turning into Fast-Food?
  – Are we conscious of the “health” risks?

• How can we adopt a healthy Cloud lifestyle?
  – The added value of a Local Partner

• Case stories and examples:
  How are Benelux companies tackling these challenges
IS CLOUD TURNING INTO FAST-FOOD
The risks of Consumerization

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Is Cloud turning into Fast-Food?
Some “Health Risks”

1. **Control**: What you see is what you get...
   Are compliancy and security good enough for you?

2. **Fat**: Over-consumption is Easy
   Constraint (Capacity Management) is Difficult

3. **Addictive**: Exit is difficult. Vendor lock-in is real

4. **Service**: (not) included. What parts will you have to manage yourself?

5. **Ingredients/Requirements**: Do you know WHAT you are consuming?
   What essential parts are missing? What options are there if you really need them?

6. **Dependencies/Scope**: what you like today, may not be there tomorrow.
   Lifecycle Roadmap catering to the lowest common denominator

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Cloud “Health” Risks

2.3 To the Service Level Agreements. We may change, discontinue or add Service Level Agreements from time to time.

Location of Data Processing. (…) Data may be transferred to, and stored and processed in, the United States or any other country in which Microsoft or its affiliates or subcontractors maintain facilities.

2.1 To the Service Offerings. We may change, discontinue, or deprecate any of the Service Offerings.

The termination of service component deals with the exit process, where the use of a cloud service is terminated and there is an orderly process by which the cloud service customer stops using the cloud service, obtains a copy of the cloud service customer data which is then deleted from the cloud service provider’s systems.

What if the CSP changes the contract clauses?
What if the CSP transfers your data to other countries or continents?
What if the CSP decides to change features in the contract?

What in casu Exit?
Cloud “Health” Risks

What happens with my data in casu Exit?

The Real Question on Cloud

It’s not about “my datacenter”. It’s about delivering compute resources to the business in the best way possible.
A HEALTHY HYBRID CLOUD LIFESTYLE
Added value from a Local Partner

Cegeka’s vision on Cloud

Local Datacenters
Local Partner

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Added Value of a Local Partner

Cloud Services Integrator

Consultant + Integrator + Broker

Cegeka as a CONSULTANT
Based on business drivers we support the projection of the infra/application landscape on a competitive cloud portfolio.

Cegeka as an INTEGRATOR
Integration of cloud services into hybrid solutions.

Cegeka as a BROKER
Selection of competitive solutions, offered through the 'Chinese Menu' philosophy.

Cloud Implementation Roadmap

1. GROUND RULES
   - Guiding Architecture Principles:
   - Sourcing rules, T&C’s
   - Partnerships
   - Compliance, Security, Privacy, Data sovereignty
   - Quality, Availability, Reliability
   - Exit strategy

2. READINESS
   - Determine cloud readiness:
   - Security
   - Market availability
   - Technology lifecycle
   - Latency and bandwidth
   - Data streams and volumes
   - Licensing

3. VALUE
   - Identify sources of value for cloud migrations:
   - Efficiency
   - Flexibility and Agility
   - Innovation, datacenter or server refresh
   - Cost transformation from CAPEX to OPEX
Cloud Implementation Roadmap

High-value and Fit-for-platform services should move first

Added Value

Platform Readiness

Three Pivotal Roles

CONSULTANT

SELECT
CEGEKA AS A CONSULTANT
Based on business drivers we support the projection of the infra/application landscape on a competitive cloud portfolio.
How to migrate Exchange to Office 365?
How to set up a security policy?
How to define my future workplace?

INTEGRATOR

PROVISION
CEGEKA AS AN INTEGRATOR
Integration of cloud services into hybrid solutions
Competence Center of Cloud Services & Technologies

BROKER

MANAGE
CEGEKA AS A BROKER
Selection of competitive solutions, offered through the ‘Chinese Menu’ philosophy.
Multi vendor strategy
Single point of Contact
SOLVE YOUR CLOUD HEADACHES
With a Trusted Partner

Case 1 – O365 – Commodity via SaaS

CONSULTANT
- Migration Strategy
- Calculate Business Case and optimize TCO

INTEGRATOR
- Provision cloud mail tenant
- SSO through AD integration

BROKER
- End-2-end service including service desk & user management
- Billing
- Endpoint configuration: workplace and smartphones
Case 2 – Global Datacenter Strategy

CONSULTANT
- Cloud Readiness Assessment
- Determine cloud partner landscape
- Assess service gaps between cloud providers

INTEGRATOR
- Design and implement Global Service portfolio
- Integrate Global Cloud landscape

BROKER
- Single Point of Contact re. all underlying Cloud Providers
- Manage all Global Services, with uniform SLA's

Case 3 – Reconcile “as a Service” with security and compliance

Financial Sector Customer Requirements:
- Security
- Compliancy
- Reliability
- Continuity
- Flexibility

Cegeka designed a private cloud, augmented with engineered systems
- High Elasticity and Scalability
- Physically contained
- Guaranteed Continuity (HA, redundancy, BC-DRP)
- Lower TCO

CONSULTANT
- Private Cloud platform technology selection
- Calculate Business Case and optimize TCO
- Align technology roadmap with corporate IT

INTEGRATOR
- Guarantee interoperability, especially with existing 3rd parties
- Execute migration with maximum business availability

BROKER
- Flexible PxQxQ consumption model
- Yearly ISAE3402 report
- Support with regulatory audits
- Perform regular DR and continuity tests
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