



Strategy: Migrate Data & Applications to Cloud-based Infrastructure to Reduce IT Spend

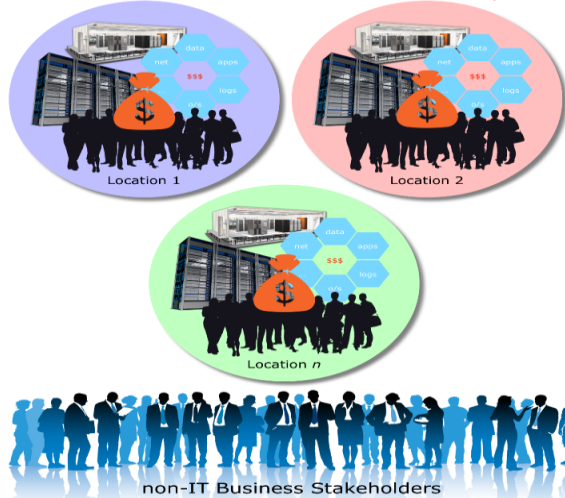


ENTERPRISE TRANSFORMATION

maps the enterprise course from here to there via strategic planning (e.g. motivation modeling, strategies, decision calculus, ...)



CURRENT STATE



- 1 or more data center(s)
- substantial hardware investments
- substantial software investments
- large IT support staff
- substantial maintenance budget
- high h/w & s/w upgrade costs
- high system integration costs
- h/w & s/w vendor lock-in
- h/w & s/w compliance risks
- h/w & s/w change control costs
- high IT application dev costs
- high disaster recovery costs
- high business continuity costs

- no data center(s)
- no hardware investments
- min software investments
- small IT support staff
- min maintenance budget
- no h/w & s/w upgrade costs
- min system integration costs
- h/w & s/w vendor independence
- no h/w & s/w compliance risks
- no h/w & s/w change control costs
- min IT application dev costs
- min disaster recovery costs
- lower business continuity costs

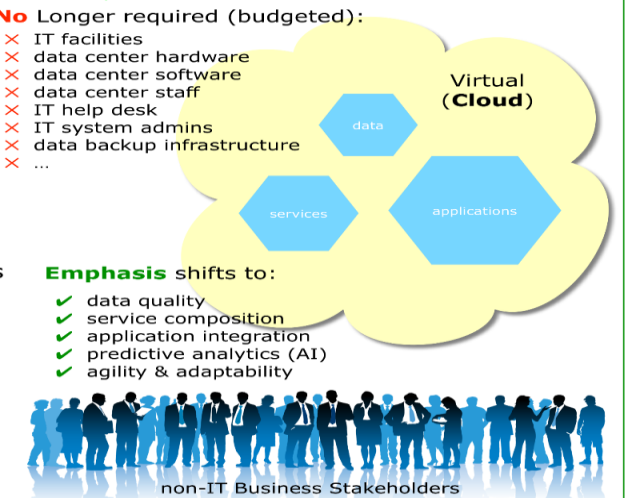
No Longer required (budgeted):

- ✗ IT facilities
- ✗ data center hardware
- ✗ data center software
- ✗ data center staff
- ✗ IT help desk
- ✗ IT system admins
- ✗ data backup infrastructure
- ✗ ...

Emphasis shifts to:

- ✓ data quality
- ✓ service composition
- ✓ application integration
- ✓ predictive analytics (AI)
- ✓ agility & adaptability

FUTURE STATE



often called the Fourth Industrial Revolution

In a nutshell ...

Your organization has invested heavily in IT over the years: **facilities** (e.g. *data centers*), **infrastructure** (e.g. *hardware, networking, power, environmental controls, etc.*), **software** (e.g. *operating systems, database platforms, enterprise application suites, proprietary applications, etc.*), and **people** (e.g. *developers, administrators, project managers, systems analysts, DBAs, etc.*). However, that investment has likely yielded a situation best described as excessively and increasingly **expensive**, overly **complex**, **fragile** and **difficult-to-change** ... and a **dubious** and **difficult-to-defend** ROI.

By strategically migrating your organizations data and applications from internal, capital-intensive data centers to external, commodity-based cloud computing platforms and services ... IT capital investments can be substantially reduced, the financial burden of IT operations and support can be outsourced and materially reduced, IT-related risks can be transferred to the cloud services provider, and your organization can shift its emphasis away from expensive commodity-IT issues, and back to business basics where it belongs, e.g. customer product/service development, business system optimizations, strategic partnerships and acquisitions, better data-driven business decisions, and an overall performant and agile business enterprise.