

The background of the slide is a complex, abstract digital landscape. It features a dense field of glowing, semi-transparent blue cubes of various sizes, some of which are interconnected by small red lines. Overlaid on this is a grid of bright blue lines that recede into the distance, creating a sense of depth and perspective. The overall color palette is dominated by deep blues and bright whites from the glowing elements.

**DELIVERING WITH
CLOUD: ARE YOU
DOING IT WRONG?**

DOING IT WRONG?

8 THINGS WE SEE CUSTOMERS DOING WRONG WITH CLOUD ADOPTION

NO REAL STRATEGY

POOR ASSESSMENT & PLANNING

INADEQUATE DESIGN

WEAK BUSINESS CASE

INSUFFICIENT & UNFIT TESTING

LACK OF TRAINING

POOR COMMUNICATION, TRANSITION, ADOPTION

INAPPROPRIATE OR NONEXISTENT GOVERNANCE

WHO AM I?

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DISCLAIMER

The stories, all names*, characters,
and incidents portrayed in this
presentation are entirely ~~fictional~~ true.

*Some names changed to protect the guilty

THE BACKGROUND

WHY ARE WE TALKING ABOUT CLOUD IN THE FIRST PLACE?

IT IS GETTING HARDER

DESIRE TO OUTSOURCE

SPEED & FLEXIBILITY

REDUCING FIXED COSTS

SECURITY?!

COMPETITION & SHADOW IT

BECAUSE EVERYONE ELSE IS

CLOUD-FIRST STRATEGY

DOING IT WRONG?

8 THINGS WE SEE CUSTOMERS DOING WRONG WITH CLOUD ADOPTION

NO REAL STRATEGY

WHY?

POOR ASSESSMENT & PLANNING

HOW?

INADEQUATE DESIGN

HOW MUCH?

WEAK BUSINESS CASE

HOW?

INSUFFICIENT & UNFIT TESTING

HOW?

LACK OF TRAINING

HOW?

POOR COMMUNICATION, TRANSITION, ADOPTION

HOW?

INAPPROPRIATE OR NONEXISTENT GOVERNANCE

HOW?

BUT WE HAVE A STRATEGY!

ACME's 3 year vision for **IT Infrastructure** is based upon a...

"**cloud-first strategy** for **applications** utilising hybrid cloud model as appropriate"...

however, due to the current number of applications (and associated servers)...

a **hardware approach** has been decided.

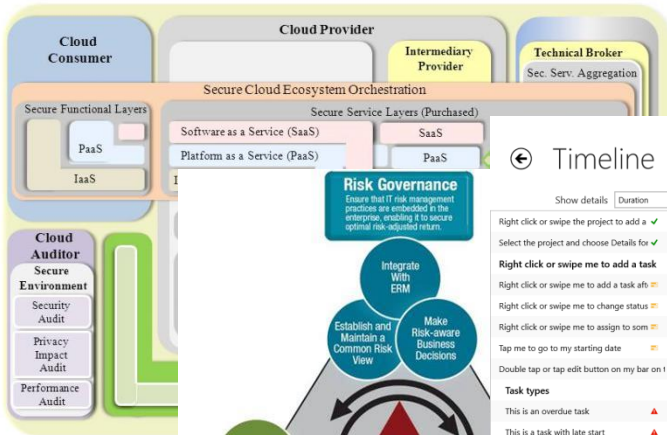
HONEST!



Derby City Council

REALLY WE DO!

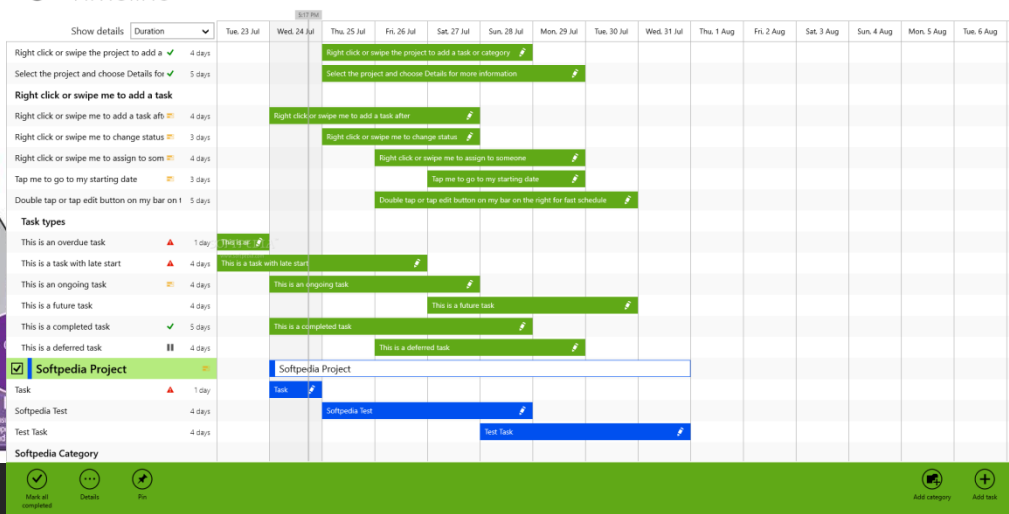
NIST Cloud Computing Security Reference Architecture



Security as a Service Architecture



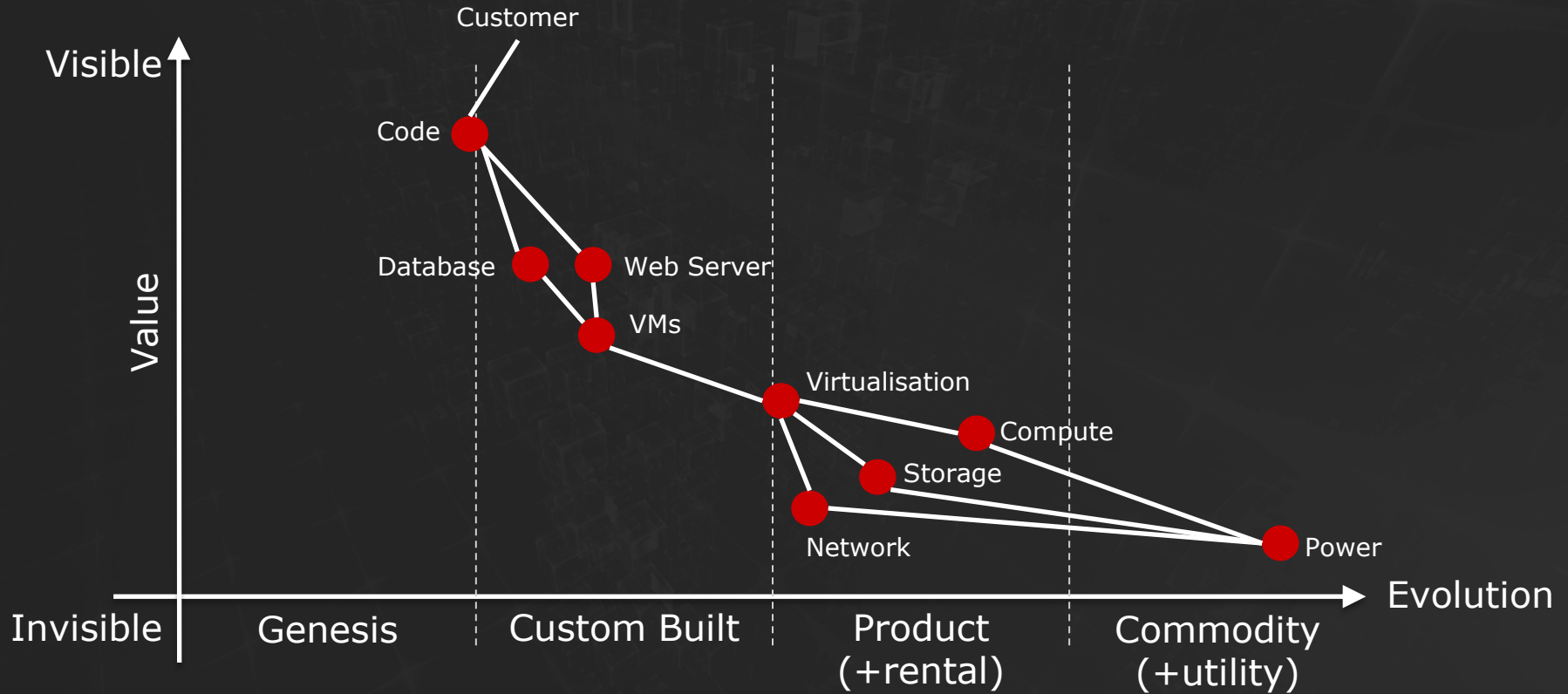
Timeline



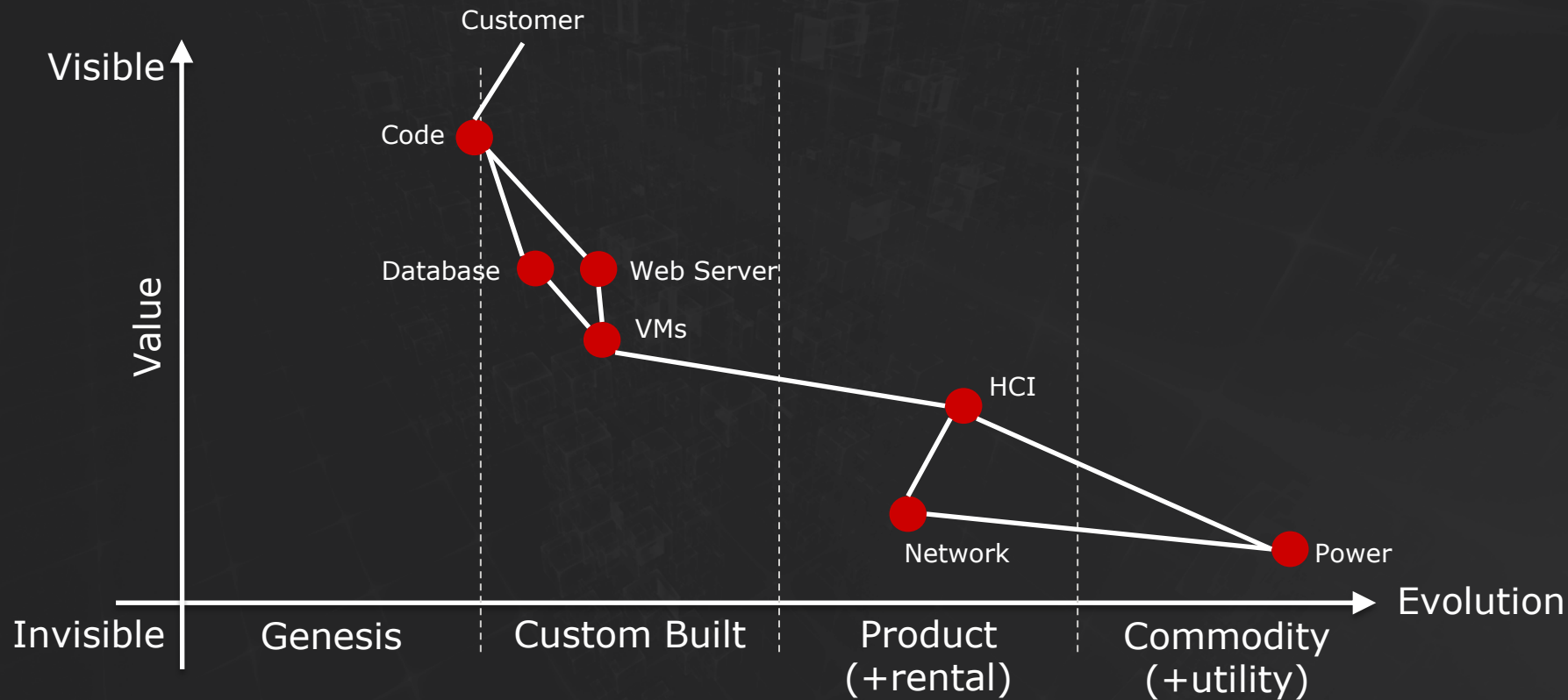
**HAVEN'T WE
FORGOTTEN
SOMETHING?**



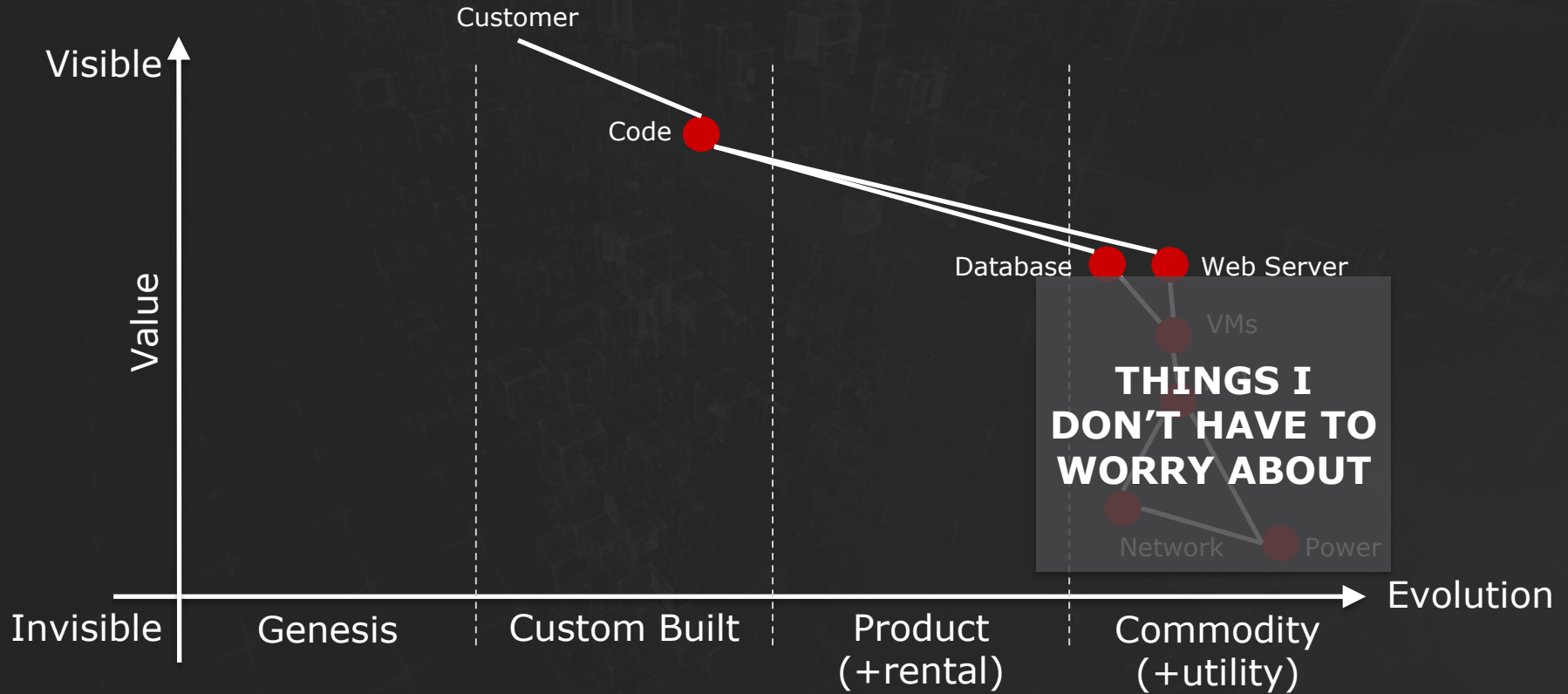
VALUE CHAIN MAPPING



VALUE CHAIN MAPPING



VALUE CHAIN MAPPING



The background is a dark blue field filled with a complex, glowing network of light blue lines that resemble a circuit board or data pathways. These lines are interconnected with small circles, some of which are bright white, creating a sense of digital activity and connectivity. Several bright, multi-pointed starburst effects are scattered across the circuitry, adding to the high-tech aesthetic.

**WHAT EVEN
IS A CLOUD?**

SERVICE ORIENTATED IT

Staff



IT

End Users

Infrastructure

IT Administrators

SERVICE ORIENTATED IT

Customers



Service
Consumers

Developers

Application
Managers

Cloud Delivery

Service Administrators



IT

SERVICE ORIENTATED IT

Customers



**Service
Consumers**

Developers

**Application
Managers**

Cloud Delivery

Service Administrators

Infrastructure Administrators



IT

SERVICE ORIENTATED IT

Customers



IT

Service
Consumers

Developers

Application
Managers

Cloud Delivery

Service Administrators

Infrastructure Administrators



SERVICEWORKS



CLOUD CHARACTERISTICS

DYNAMIC

POOLED
RESOURCES

RAPID
ELASTICITY

HIGHLY
AUTOMATED

SOFTWARE
DEFINED

SERVICE CENTRIC

EAAS

SERVICE LEVEL
AGREEMENTS

STANDARDISED

SELF SERVICE

HIGHLY
ORCHESTRATED

MULTI-TENANT

IDENTITY
DRIVEN

HIGHLY AVAILABLE

IN-BUILT DATA
PROTECTION

TIGHTLY
MONITORED

HIGHLY SECURE

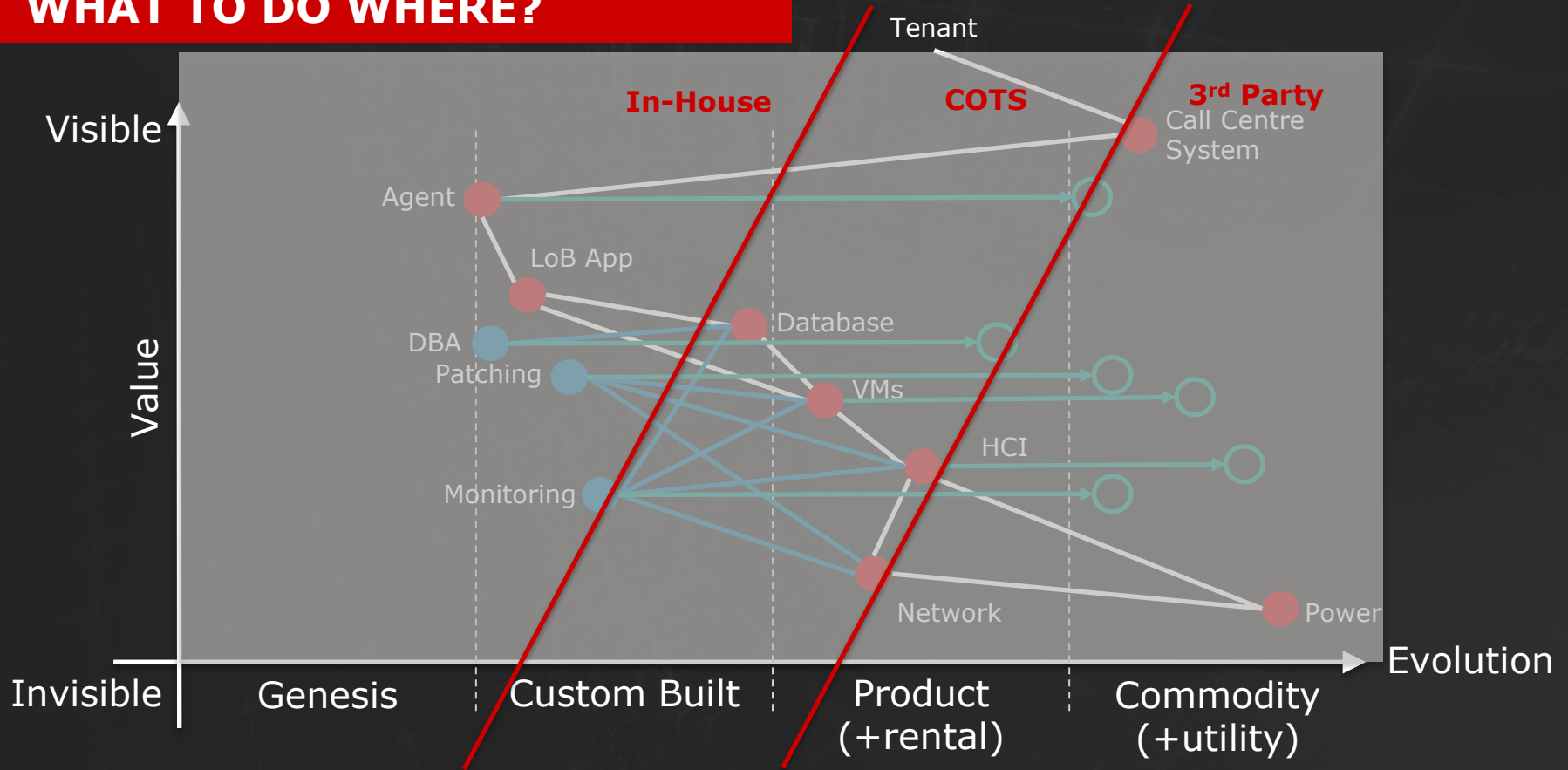
CONSUMPTION BASED

SHOW-BACK

CHARGE-BACK

LIFECYCLE
MANAGED

WHAT TO DO WHERE?



SOME THOUGHTS ON COSTS

**IS YOUR
BUSINESS
CASE
REALLY
CLOUD
READY?**

CONSUMPTION = COST VISIBILITY

COST VISIBILITY = DRIVE FOR CHANGE

CLOUD = OPEX

OPEX = LIFECYCLE COSTS

YOUR STAFF = YOUR GREATEST RESOURCE

SOME THOUGHTS ON CULTURE

**DO YOU AND
YOUR TEAMS
EMBRACE OR
FEAR THE
CHANGE?**

FOCUS ON USER NEEDS

STOP FIGHTING FIRES

BECOME ENABLERS OF CHANGE

TRAINING AND AFTERWARDS

TRY, PILOT, LEARN, DEVELOP, ITERATE

SOME THOUGHTS ON SECURITY

**ARE YOU
SECURE BY
DEFAULT
ACROSS ALL
AREAS?**

DATA & DATA MOVEMENT

USERS & IDENTITIES

DEVICES & ENDPOINTS

APPLICATIONS & BUSINESS SYSTEMS

INFRASTRUCTURE & PLATFORMS



**PEOPLE
WHO
GET IT™**

HOW WE CAN HELP

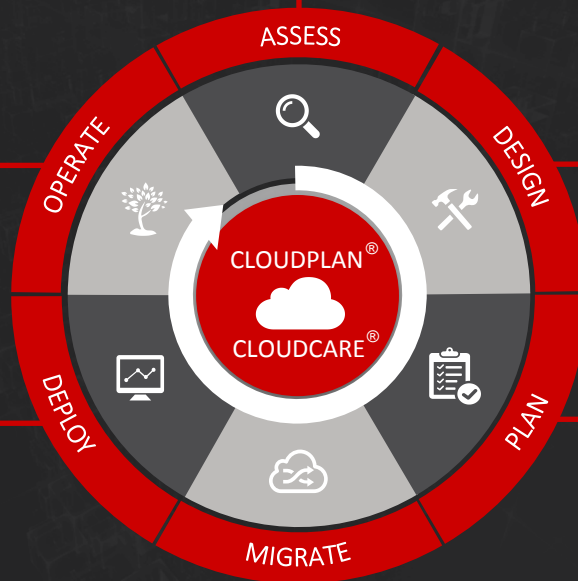
CloudCare: Ongoing management and cost optimisation of cloud estate.

Managed Services: Broad catalogue from break-fix to application managements.

JumpStart: Packaged service delivering a secure and well-governed foundation in Azure/AWS.

Bespoke: Array of specialist skills across IaaS, PaaS, SaaS, Data, IoT and more.

Services: Dedicated cloud Consultancy and Project Management teams. Over 4000 migrated workloads.



CloudPlan: Packaged assessment service with cost analysis. Optional dependency mapping and move group planning.

Solutions: Bespoke application re-platforming analysis.

Technical: 50+ presales coworkers.

Services: Dedicated sales and architecture teams.

Experience: Best practices built up from dozens of large-scale engagements.

RIGHT SERVICE/PLACE/TIME

ON-PREMISES

CAPEX OR OPEX
LOCAL PROCESSING
LEGACY WORKLOADS

SERVICWORKS

CONSUMPTION
BASED
IN-BUILT BACKUP &
DR
LEGACY WORKLOADS
ADDITIONAL
SERVICES

PUBLIC CLOUD

CONSUMPTION
BASED
100+ SERVICES
BEST TIME TO VALUE

CLOUD COMMUNITY

OPEX BASED
SPECIFIC USE CASES
BEST IN CLASS

CLOUD COMMUNITY



CLOUD



CONNECTIVITY



COLOCATION

SERVICES CUSTOMERS

HEALTH



SERVICES



RETAIL & FMCG



FINANCE



CHARITY & NP



TECH & TELCO



TRANSPORT & INDUSTRY



SO IN SUMMARY

**“Hey, the service is great
because it runs on a
Blue/Grey/Yellow box!”**



The background is a complex, abstract digital visualization. It features a dense field of glowing blue cubes of various sizes, some of which are interconnected by thin, bright blue lines. The overall effect is one of a vast, interconnected network or data space. The lighting is predominantly blue, with some warmer tones visible within the cubes themselves.

THANK YOU