Planning Your Move to the Cloud

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OAKWOOD
Powering Transformation. *Together.*

Agenda

1. **Cloud.Vision**
2. **Cloud.Educate**
3. **Cloud.Options**

Cloud.Vision

Business is powered by the cloud

"Cloud is a given. CIOs no longer ask *whether* they should use cloud, but rather *how*."*

Improve efficiency

"Traditional on-premises data storage is four times the cost of cloud storage."**

Reduce costs and inefficiencies

Enable innovation

"55% of CIOs indicated they would source all their critical apps in the cloud by 2020."***

Increase revenue with existing assets

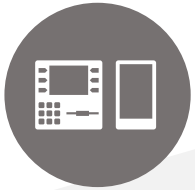
Transform your business

"Seventy percent of CIOs will embrace a cloud-first strategy by 2016."****

Create new business models

*"Cloud Evolves From Point Solution To Strategic Enabler Of The New Connected Economy," Forrester, Liz Herbert, January 2015
**Forrester, 2014
***Smith, David Mitchell et al. Predicts 2014: Cloud Computing Affects All Aspects of IT. Gartner, Inc. December 4, 2013.
****IDC, CIO webinar, 2014

Cloud Trends



Things + devices

$1.9T

Gartner estimates the total economic value-add from the Internet of Things across industries will reach US$1.9 trillion worldwide in 2020[1]

Applications

$77B

By 2017, mobile apps will be downloaded more than 268 billion times, generating revenue of more than US$77 billion[2]

Data

$1.6T

Dividend available to businesses that put new data types and analytics in the hands of more employees over the next four years[3]

Infrastructure

~50%

Agility accounts for 50 percent of the reasons for going to the cloud, versus 14 percent for cost savings[4]

Cloud

Cloud.Educate

What is the Cloud?

An approach to computing that is about Internet scaling and connecting to a variety of devices and endpoints

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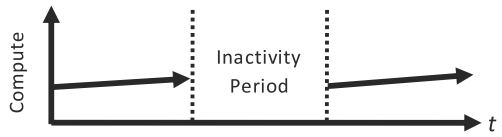
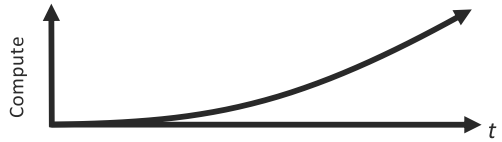
Cloud Computing Patterns



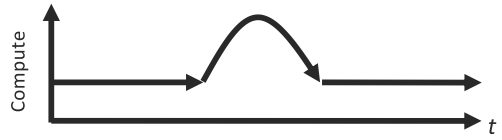
On and Off

On and off workloads (e.g. batch job)
Over provisioned capacity is wasted
Time to market can be cumbersome



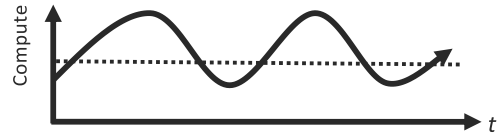
Growing Fast

Successful services needs to grow/scale
Keeping up with growth is a big IT challenge
Cannot provision hardware fast enough



Unpredictable Bursting

Unexpected/unplanned peak in demand
Sudden spike impacts performance
Cannot over provision for extreme cases



Predictable Bursting

Services with micro seasonality trends
Peaks due to periodic increased demand
IT complexity and wasted capacity

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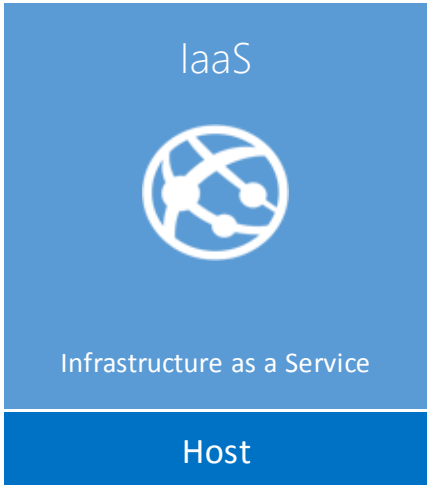
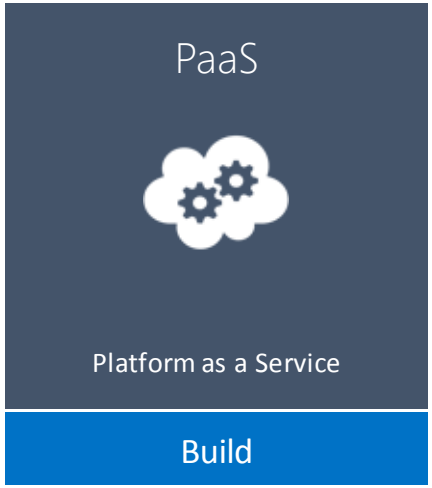
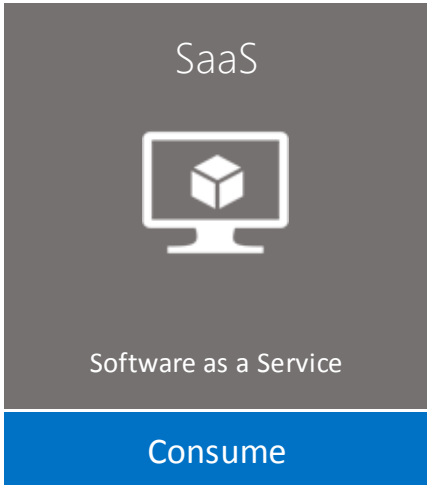
Cloud Computing

Cloud Options







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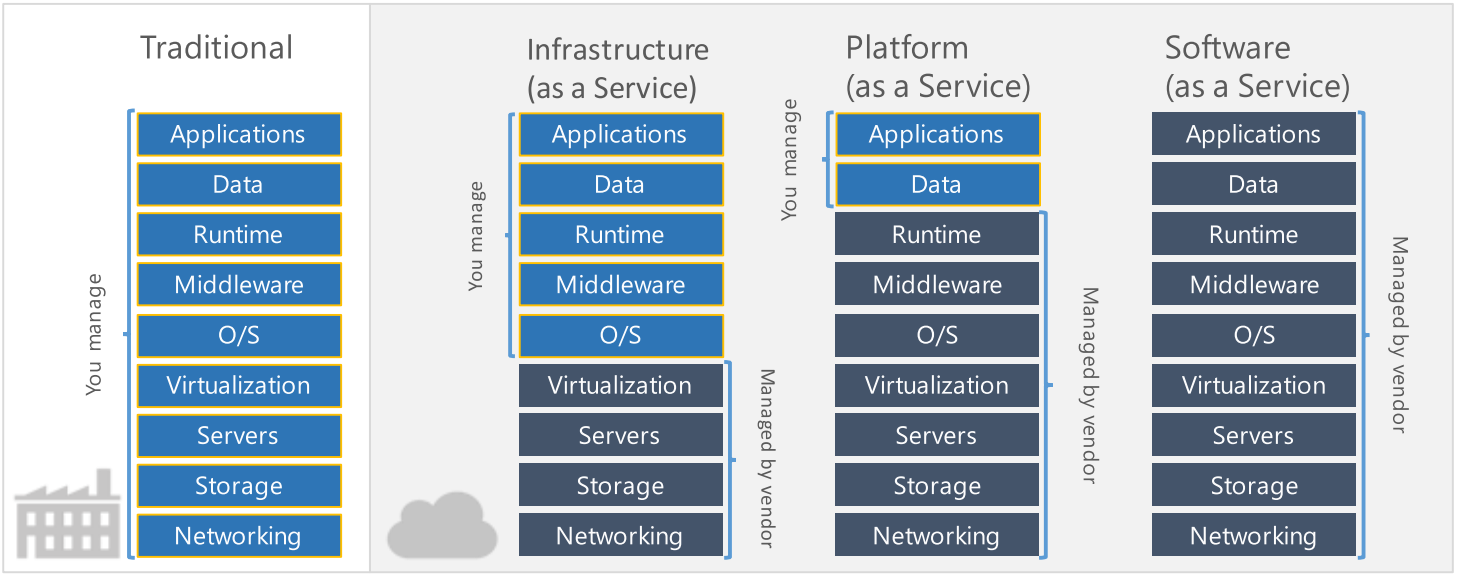
Cloud Computing (continued)



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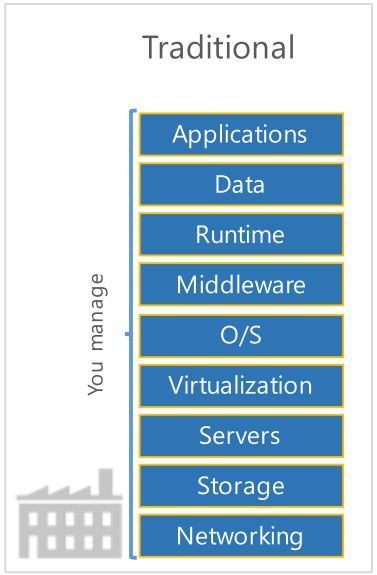
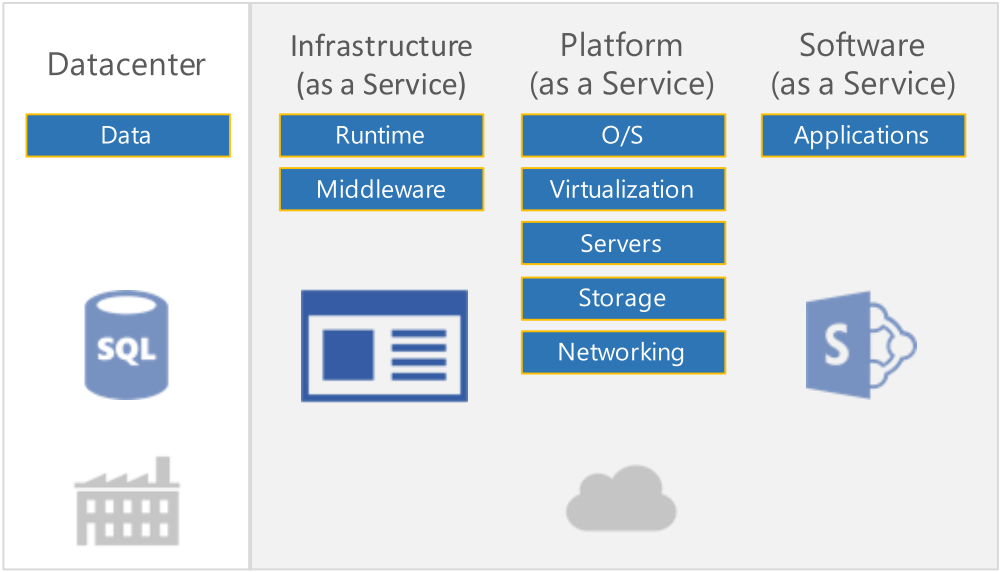
Cloud Computing (continued)





Microsoft Azure

Azure – Microsoft's Cloud

App Services

- Fully managed platform
- Variety of easily leveraged, pre-defined apps

Cloud Services

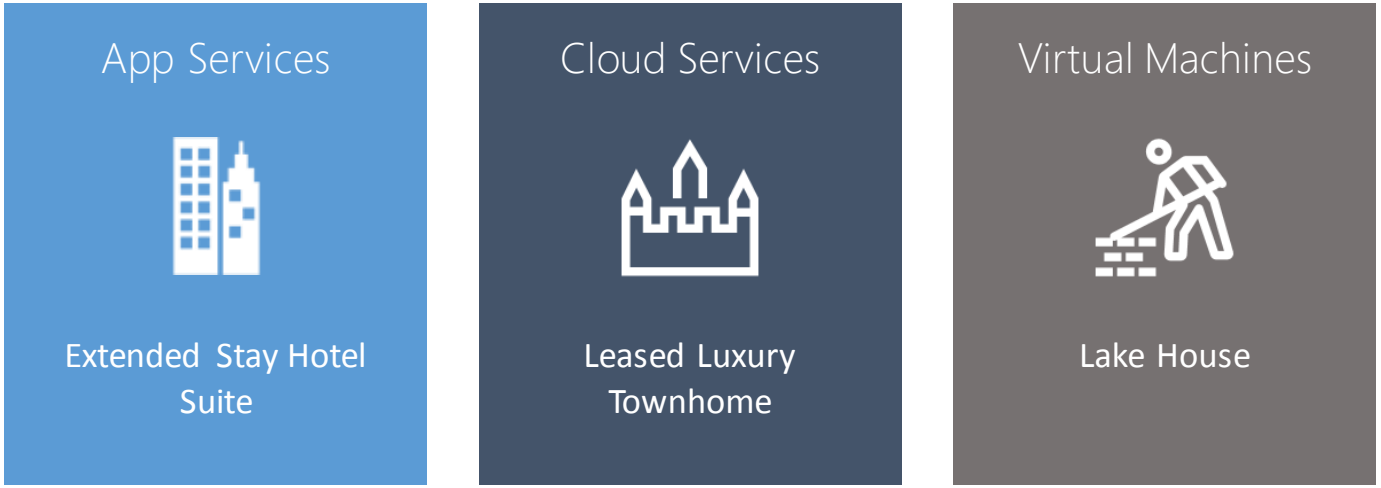
- Standardized, update managed platform
- More flexible and adaptable

Virtual Machines

- Customer managed
- Fully customizable

Microsoft Azure (continued)

Azure – Microsoft's Cloud



Cloud.Options

Next Steps

- Choose a cloud platform
- Pick a cloud topic to start with
- Get your cloud education
- Move a test workload to the cloud
- Make a plan for leveraging the cloud
- Develop your roadmap and estimate costs for cloud hosting and migration services

Onramp Topics

	IaaS Foundation	Cloud Identity	SharePoint on IaaS	SQL on IaaS
Educate	**Learn the basics of IaaS:** • Governance • Best practices • Virtual machines • Virtual cloud networks	**Identity and Authorization:** • Active Directory • Hybrid identity • Single sign-on • Access control • Multi-factor authentication • Application access	**Cloud-Hosted SharePoint infrastructure:** • Multi-tier SharePoint architecture • Configure networking to support SharePoint • Deploy SharePoint VMs • Deploy SQL and storage for SharePoint	**Deploy SQL farms on IaaS:** • SQL IaaS vs SQL PaaS • Configure networking to support SQL • Deploy SQL VMs • Deploy storage for SQL

Onramp Topics (Continued)

	Dev / Test on IaaS	Modern App Dev	Websites on IaaS	Websites on PaaS
Educate	**Development and Testing on IaaS:** • Networking for IaaS dev/test • Storage for dev/test • Deploying IaaS VMs • Dev/test tools with cloud • Deploying applications to the cloud	**Maximize IaaS and PaaS for App Dev:** • Building applications in the cloud • Deploying applications to the cloud • Storage, data and application models • Security and authentication	**Website Infrastructure on IaaS:** • Building your hosting platform: storage, networking & VMs • Hosting websites within IaaS infrastructure • Deploying website instances	**Website Infrastructure Leveraging PaaS:** • Configuring website platform services (PaaS) • Building websites on PaaS • Best practices for leveraging the flexible cloud platform

Take it to the Next Level

- Attend Oakwood's next webinar – Azure Onramp: IaaS Foundation
- Schedule a free 1-hour call to discuss an Onramp Topic
- Learn more about our Azure Fast Start engagements
  - Assess how the cloud can simplify and accelerate IT for your business
  - Get your in-depth cloud education
  - Move a test workload to the cloud
  - Make your plan for leveraging the cloud
  - Estimate the hosting and migration costs for your first workload in the cloud

Onramp Options

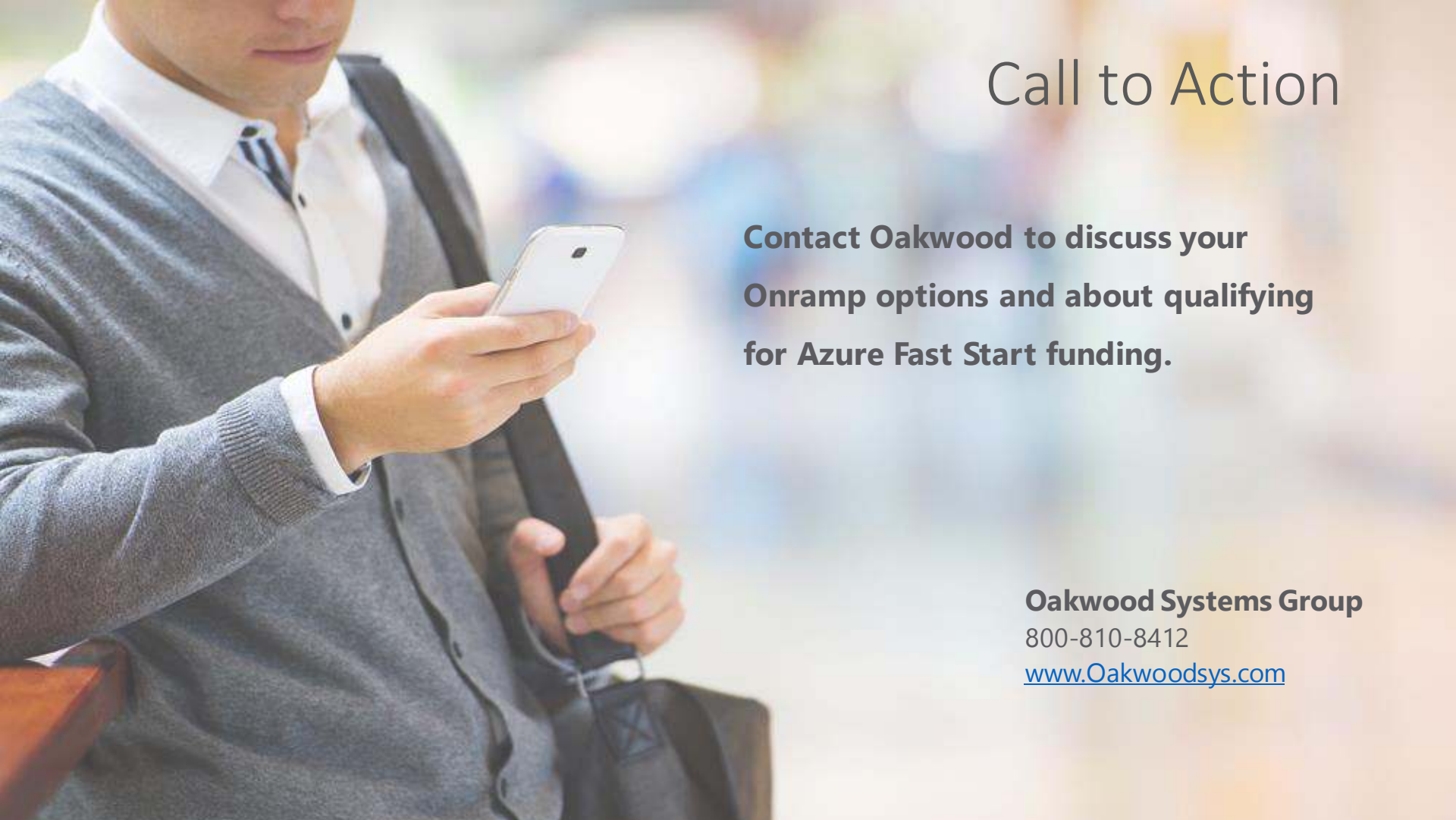
Business Value Assessment	**10 day engagement - $8,000*** ➢ Key Business and IT Leader/Innovator audience ➢ Identify opportunities to leverage Azure in support of business goals and objectives
Technical Value Assessment	**10 day engagement - $8,000*** ➢ IT Leader/Innovator and Business Owner audience ➢ Identify opportunities to leverage Azure in support of IT goals and objectives
IT Technical Assessment	**7 day engagement - $2,500*** ➢ IT Management and Delivery audience ➢ Identify opportunities to leverage Azure in the current corporate topology
Azure Fast Start	**5 day engagement – no cost*** ➢ IT Delivery audience ➢ Structured workshops/onboarding ➢ Identify potential workloads and leverage Azure Fast Start structured workshops

Collaborative approach to identify potential/key workloads for migration to Azure and transform the business

All offerings include at no cost*:

- 4 day Azure Fast Start workshop
- 1 day Azure Consumption planning
- 30-day, $1,000 Azure Pass

* Assumes qualification for $7,000 credit - pending submission by Oakwood and approval from Microsoft



Call to Action

Contact Oakwood to discuss your Onramp options and about qualifying for Azure Fast Start funding.

Oakwood Systems Group
800-810-8412
www.Oakwoodsys.com

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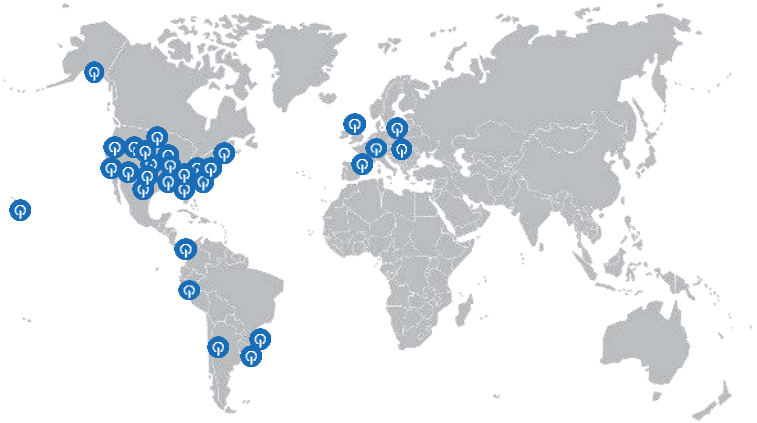

30 YEARS

11k SERVED

97% SATISFACTION

Since 1981, Oakwood has served over 11,000 organizations globally – in North America, South America, United Kingdom and Europe. Based out of St. Louis, Missouri, we provide world class advisors, technologists and consultants to architect, deploy and optimize our client's I.T. investments.

Clients

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Forest Laboratories, Inc.

BROWN SHOE

Charter

GraybaR
works to your advantage

Save a lot

ConAgra Foods
Food you love

DFA

Cabela's

Panera
BREAD

Ralcorp

FIRST BANK

BUILD-A-BEAR
WORKSHOP

Services

DATA & ANALYTICS

- Data Management
- Sentiment Analysis
- Predictive Analytics
- BI in the Cloud
- Business Insights
- Big Data
- Internet of Things

INTELLIGENT INFRASTRUCTURE

- Azure IaaS
- Dynamic Datacenter
- Desktop Delivery
- Operational Intelligence
- User Provisioning
- Enterprise Mobility Suite
- Identity & Access

PAAS & CUSTOM DEVELOPMENT

- Application Modernization
- Software Factory
- Internet of Things
- Continuous Value Delivery
- Azure PaaS
- DevOps

ENGAGEMENT & COLLABORATION

- Office On-Premise, Cloud or Hybrid
- Portals & Content
- Messaging
- Unified Communications
- Social Collaboration
- Employee Productivity

DIGITAL EXPERIENCE

- Digital Strategy
- CMS Builds
- Web Development
- Mobile Strategy
- User Experience
- E-Commerce
- Social Strategy
- Intelligent UI

MANAGED SERVICES

- SharePoint
- Office 365
- Azure IaaS
- SQL DBA
- Business Applications
- Network Infrastructure

Leadership

- Microsoft's **2015** North Central Partner of the Year
- Microsoft's **2014** North Central Partner of the Year
- Microsoft's **2013** Central Region Partner of the Year
- Microsoft's **2011** Central Region Partner of the Year
- Microsoft's North Central Area **Black Belt** Partner Business Intelligence. **1 of 20 partners have this** designation.
- Microsoft Partner of the Year Finalist – **2010**
  Customer Experience Category, Central Region
- Microsoft H1FY10 Area Award Winner – **2010**
  Customer Experience, North Central Area

- Microsoft *Partner of the Year Finalist* - **2007**
  Competency Category, Central Region
- Fifty Fastest Growing Private Companies – **2007**
  St. Louis Business Journal
- Microsoft Quarterly Partner Award - **2007**
  Competency Category, North Central District
- Microsoft Quarterly Partner Award – October **2006**
- Microsoft *Partner of the Year Winner* - July **2006**
  Marketing Excellence Category, Central Region
- Microsoft **2005** Central Region *Partner of the Year*