



# **Cloud: Is it Ready for Prime Time?**

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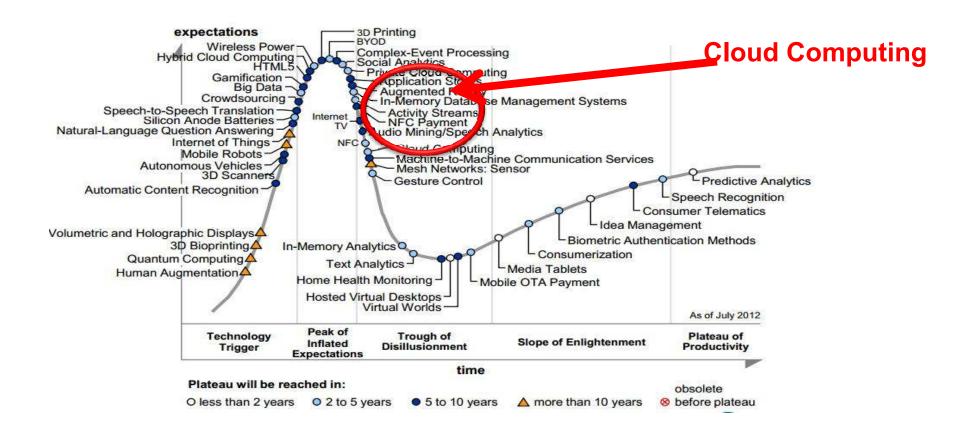
# **Customers Have Multiple Options with Cloud**

Deployment Model	Service Model	Operating Model			
Private	Applications (SaaS)	Customer Owns Customer Operates			
Public	Platform (PaaS)	Customer Owns Provider Operates			
Hybrid	Infrastructure (laas)	Provider Owns Provider Operates			



# What We Are Seeing?

# **Gartner Gets it Right!**



# **Euphoria to Reality**

Run anything on Cloud and Save Money – No CAPEX!

- Funding model challenges
- Variable OPEX restricts "off-premise" clouds
- Color of Money Chargeback and Ownership

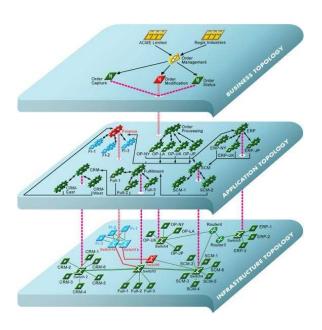


# **Euphoria to Reality**

Cloud Guarantees High Availability and Disaster Recovery!

- Cloud Providers Limited to Understanding Infrastructure
- Application Knowledge Critical for Disaster Recovery





# **Euphoria to Reality**

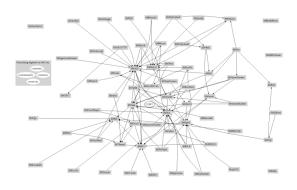
It is Easy to Move to a Cloud environment!



- Need to understand Data
- Need to understand Application Dependencies
- Be aware and cognizant of Vendor lock-in







## **Cloud – Current Trends**

### **Data Center Consolidation is the new Private Cloud**

- Server Consolidation
- Service Consolidation Database as a Service

What are customers looking for?

- Integrated Pre-Engineered Hardware-Software solutions
- Improve manageability
- Improved Security

## Software as a Service - Messaging, Productivity, HRMS, CRM

What are customers looking for?

- Secure data and user integration with existing legacy systems
- How to avoid vendor lock in?

# Flexible Adoption – Roadmap to Cloud



### **Traditional Silos**

- Physical
- Dedicated
- Static
- Heterogeneous



### Consolidated

- Virtual
- Shared platform & shared infrastructure
  - Dynamic
  - Standardized platform & infrastructure



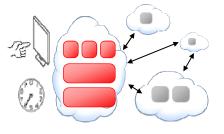
### **Private Cloud**

- Self-service
- Auto-scaling
- Metering & chargeback
- Capacity planning



### **Public Cloud**

- Specialized
  - Shared
- Standardized



### **Hybrid Cloud**

- Federation across public & private clouds
- Interoperability
- Cloudbursting

Start with consolidation • Extend to private cloud • Use public cloud where appropriate

# Private laaS vs. Private PaaS

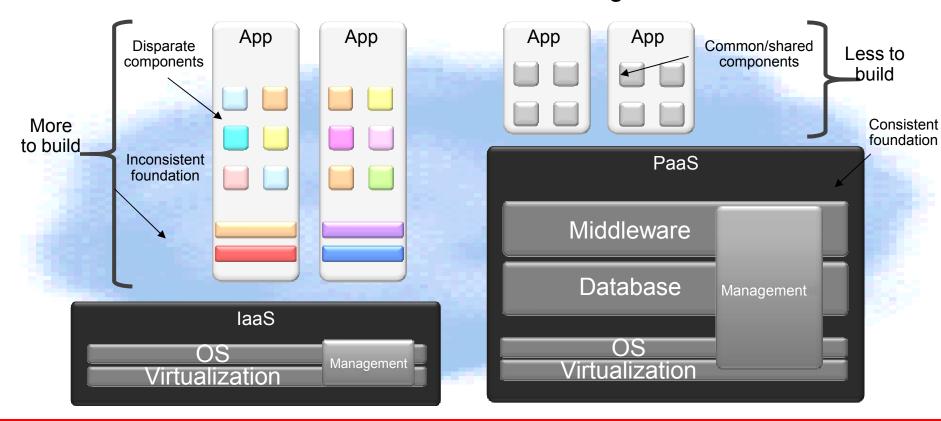
### PaaS Is the Natural Strategy for S&L Enterprises

### <u>laaS</u>

- More freedom
- More work

### **PaaS**

- More secure
- More manageableMore efficient
- More agile



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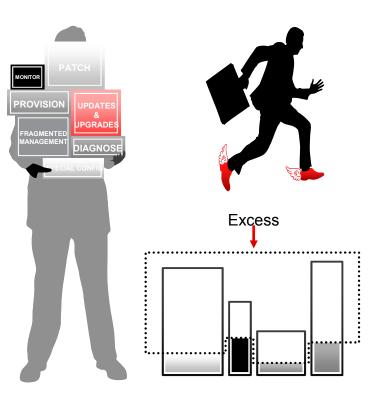
# PaaS Real World Example – State of Texas IT (DBaaS)

## **Texas Government IT Transformation**

### **Business Drivers and Challenges**

- Meet 2013 Texas Legislative Goals HB 1516
- Control Costs
- Create OpEx IT Business Models
- Re-align with Strategic Initiatives
- Meet IT Demand Reduce Backlog
- Silos & Underutilized Assets
- Government Budgets
- Complexity & Security risks
- Reduce Time to Deployment
- texas.gov Success Set New Expectations



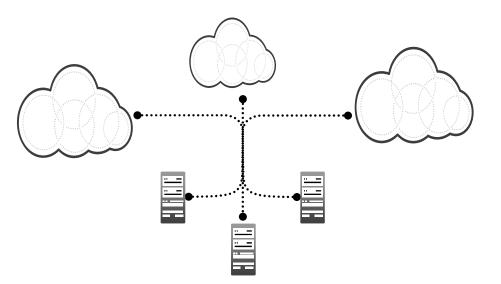




# **Texas Government IT Transformation**

## Why a private Cloud?

- Promote "Shared Services" paradigm
- Consolidation of Underutilized Assets
- Standardization & Simplification
- Control & Transparency
- Quick Time to Value
- State Wide Application



# **DBaaS Phased Roadmap**





### Phase 1

### Phase 2

### Phase 3

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Reduction in IT Delivery Time through Standardized Software and Infrastructure

Reduction in IT Delivery Time through Pre-Deployed and Configured Platform

Reduction in IT Delivery Time through DBaaS

echnology Strategy

- √ Standardized Database Platform
  - ✓ Standardized Database
- ✓Increased Database Capacity
- ✓ Established Platform for Consolidation

- ✓ Database Service Portfolio
- ✓ Database Service Delivery
- ✓ Business Service Portfolio
- ✓ Consolidated Database Platform

✓ Consolidation of Database Resources and Management

✓ Metering & Charge-Back / Utilization Accounting

Operational Changes Skills - Customized Exadata Training

Skills - DBaaS Service Management Resource Planning and Balancing

Skills - Service Delivery and Tracking

Process – Service Development Process and DB Service Design

Process – Consulting to Develop Packages and Development Factory, Utilization Reporting – for budgeting history Process – Provisioning, Chargeback, and Accounting

Risk

Initially use for Development and Testing in support of Business Initiatives

Consulting Support for Initial Service Design

Skills for Cloud and Database Resource Management – Mitigated Managed Services / Phase for Operational Practice Scope of IT Operational Change – Mitigated with previous Phase and scope management to DBaaS

Outcome

Incremental Infrastructure Build-out
Increased Resource Utilization
Foundation for DBaaS
Added Capacity for Business Initiatives

Scalable / Demand based Infrastructure Investment

Limited Scope / Repeatable Service Management Model DBaaS Rapid Provisioning – reduce time by 300%

Shared / Automated Resource Management and
Delivery

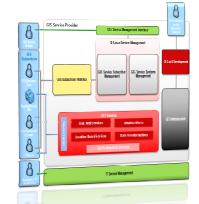
## **Texas IT Transformation**

### **TRACKS**

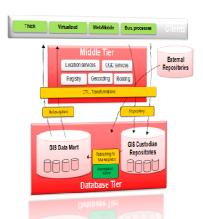
- DBaaS Migration Stage
  - Exadata
- PSFTaaS Projected June 2013
  - Exadata & Exalogic
  - BRM + BI + Content Value Add
- Unix-aaS Projected CY 2013
  - SSC
- Security-aaS Projected CY 2013

### **COMMON SOLUTION FRAMEWORK**

- Use Cases
- Capability Model
  - Business Service Catalog
    - Logical Architecture
- Technical Service Catalog
- Busine\$\$ Architecture / Cost Recovery Model



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# Summary

# **Governance Steps to Building Cloud**

**Service Catalog** 

What to build?

Demand Management

Is there demand for what is to be built?

Financial Management

How do you arrive at an economical and predictable cost model?

Capacity Management

Ability to Provision and De-Provision based on demand usage Oracle Cloud Computing
Solid foundation.
Elastic cloud.

Q&A

# Hardware and Software

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# **Engineered to Work Together**

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