

The Public Cloud

And its Challenges

Agenda

- Why Move to the Public Cloud?
- How do I Migrate to the Public Cloud/Where do I Start?
- What Challenges do I Have in the Public Cloud?

Question:

Who Here *Works for an Organization
Currently Planning on Migrating to the
Public Cloud?*

(raise your hand)

Analysts Say:

90%

Of Companies Use The Public Cloud

Question:

Why *is Your Organization Planning on going the **Public Cloud**?*

(raise your hand)

Why Move to The Cloud?

- Cost
- Speed/Agility
- Scalability

Analysts Say:

52%

Due to on premise cost

On Premise Infrastructure Waste

28%

Of Servers are unused

40%

Of Storage is unused

Customer Example

(Large Bank on the East Coast)

- Leveraging the Public Cloud
 - Peak Processing of Transactions
 - Use Cloud Bursting
 - Reduce Costs of On Prem Resources

How do I Migrate?
Where do I Start?

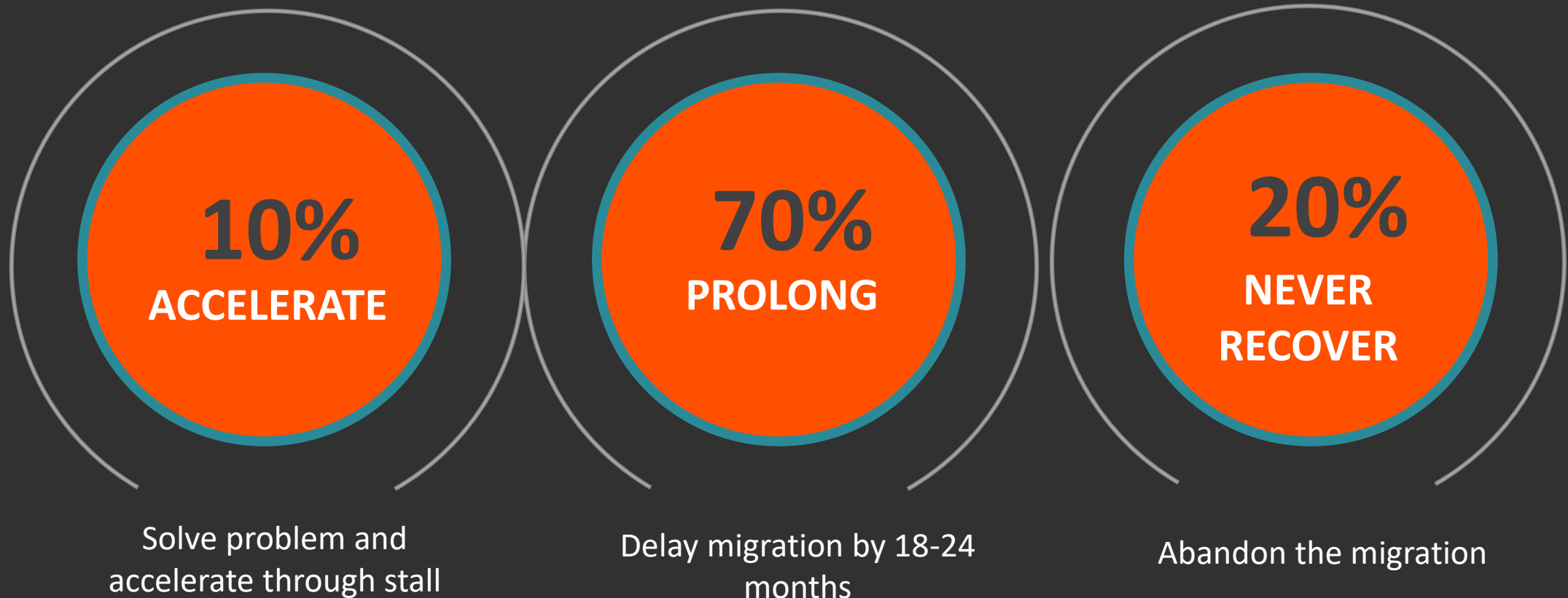


How do I Migrate? Where do I Start?

- Lift and Shift
- Best Guess
- Optimization/Utilization based

The Big Stall

Organizations are not prepared for migrations and experience stalls in their projects



Migrating to Public Cloud

40%

Migrate Applications Back

**According to IDC

Scary Truth

Through 2020, 45% of organizations that perform "lift and shift" to cloud IaaS without proper cost optimization governance will be **overprovisioned by as much as 55%, and will overspend by 70% during the first 18 months.**

Gartner – February 13, 2018

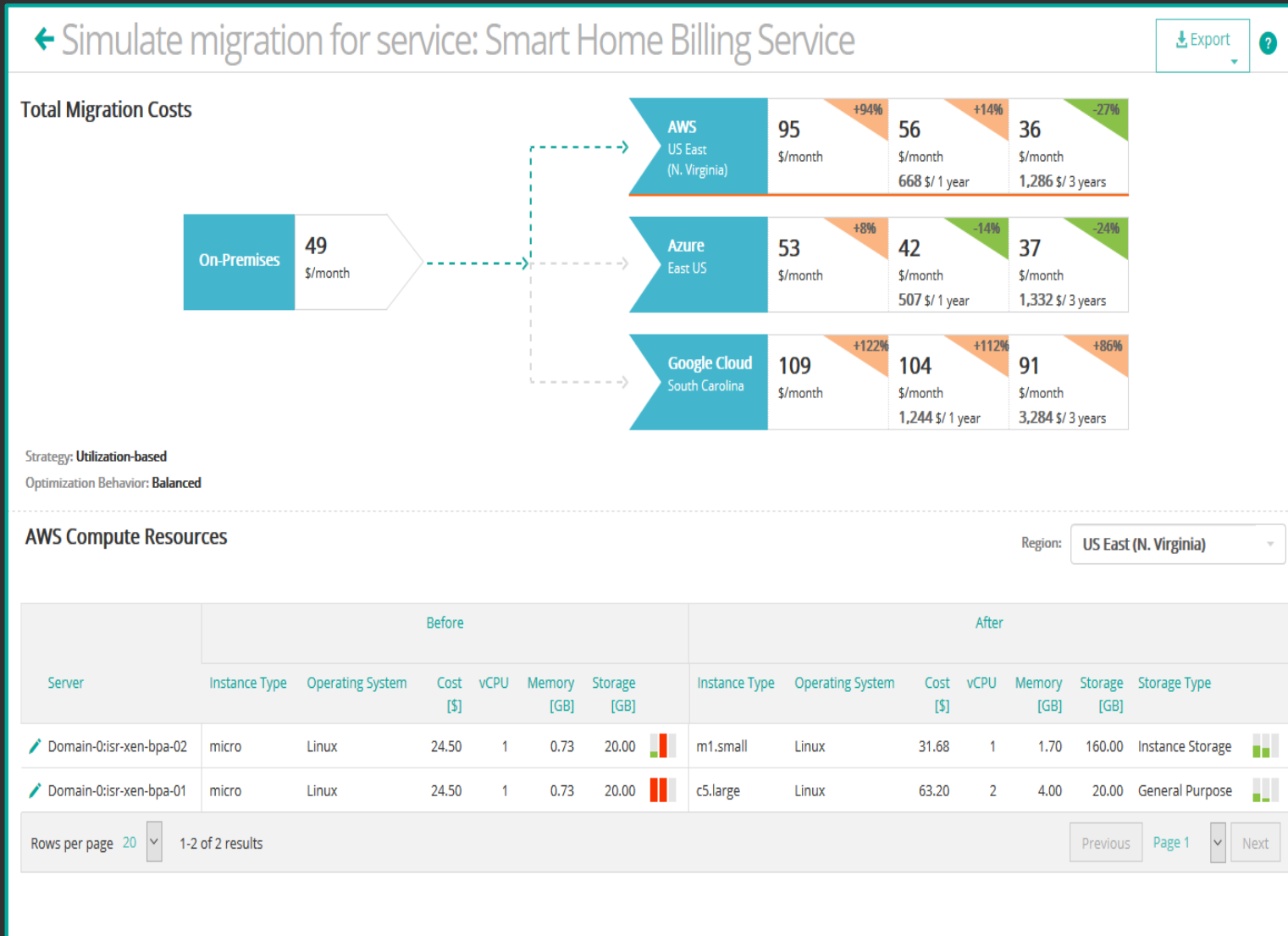
10 Best Practices for Azure Cloud IaaS Cost Optimization

Solution

Leverage a **Capacity Optimization** solution that can:

- **OPTIMIZE** On-Premise resources and business services **prior** to migrating to the public cloud
- Accurately **SIZE** necessary **public cloud** instances for associated resources and business services

Cloud Migration Simulation



- Simulate Migration of a service across public and private clouds based on performance benchmarks of underlying hardware
- Optimized recommendations for instance sizes with workload comparison
 - Lift-and-shift
 - Utilization-based
- Simulation of better options within same provider
- Quickly identify projected costs for running on target cloud
- Export migration plan to pdf and excel for offline discussion

Value



80%

Reduction in effort for
application mapping



30%

Reduction in
resource usage



90%

Reduction in staff effort to
gather and analyze data

What Challenges do I Have in the Public Cloud?

What Challenges do I Have in the Public Cloud?

- Migrate (*to be or not to be*)
- Cost
- Security
- Governance

Scary Truth

Through 2020, **80% of organizations will initially overshoot their cloud infrastructure as a service (IaaS) budgets**, due to a lack of cloud cost optimization governance or misguided upfront cloud spend commitments.

Gartner – February 13, 2018

10 Best Practices for Azure Cloud IaaS Cost Optimization

Customer Examples

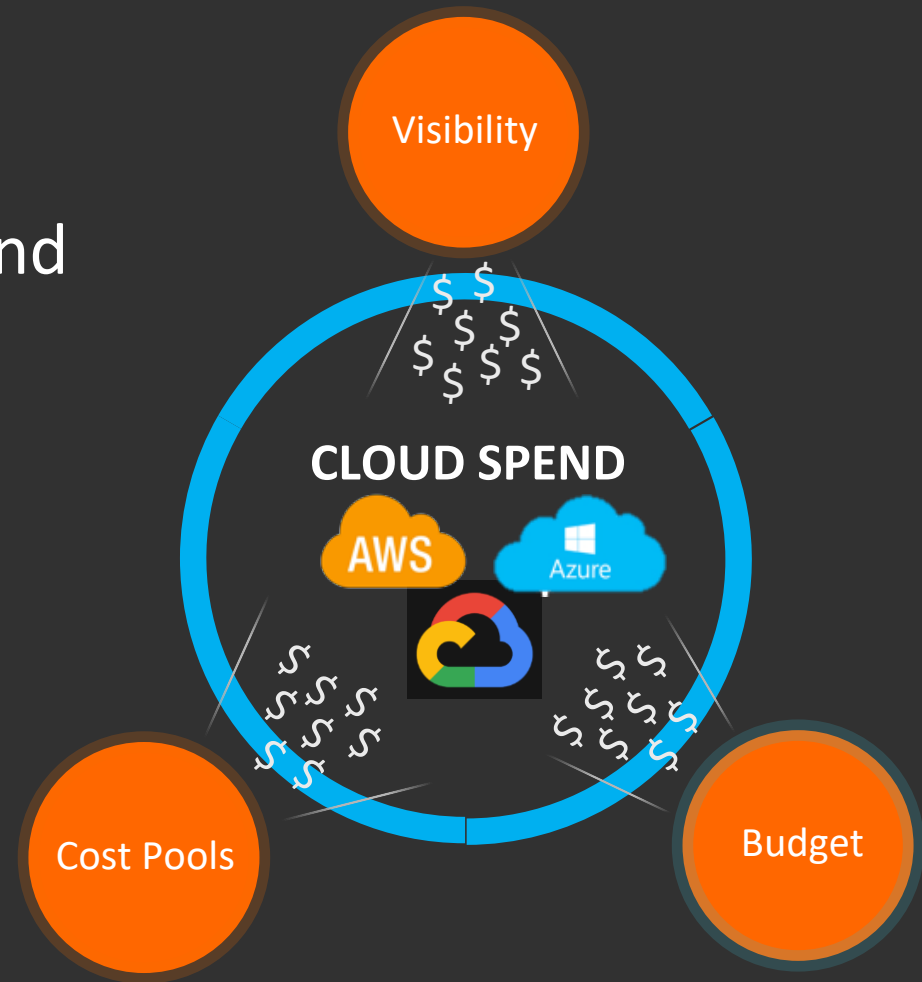
(Large Technology Manufacturer)
(Company in Educational Industry)

- Spending 200-300% more than anticipated on public cloud
- Expected \$3M monthly bill
 - Received a \$32M bill
 - 10X what was expected

Control Spend and Budgets

Gain visibility and control of cloud spend and budgets

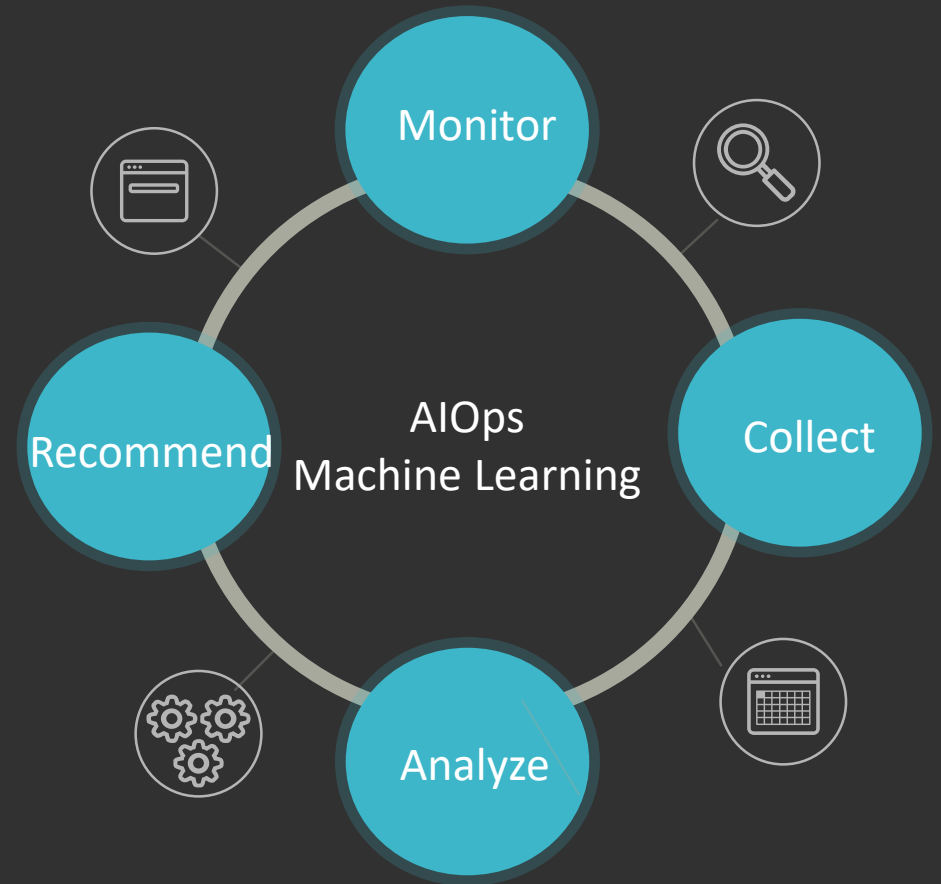
- Visibility of current and upcoming spend
- Business service views
- Dynamic cost pools
- Predictive budget management
- Budget thresholds and alerts



Cost Optimization

Use the right resources and cost model

- Right-size resources
- Terminate idle resources
- Maximize use of Reserved Instances
- Power scheduling
- Optimization expertise



Value



40%

Reduction in
cloud spend



50%

Increase in staff
efficiency for
budget planning



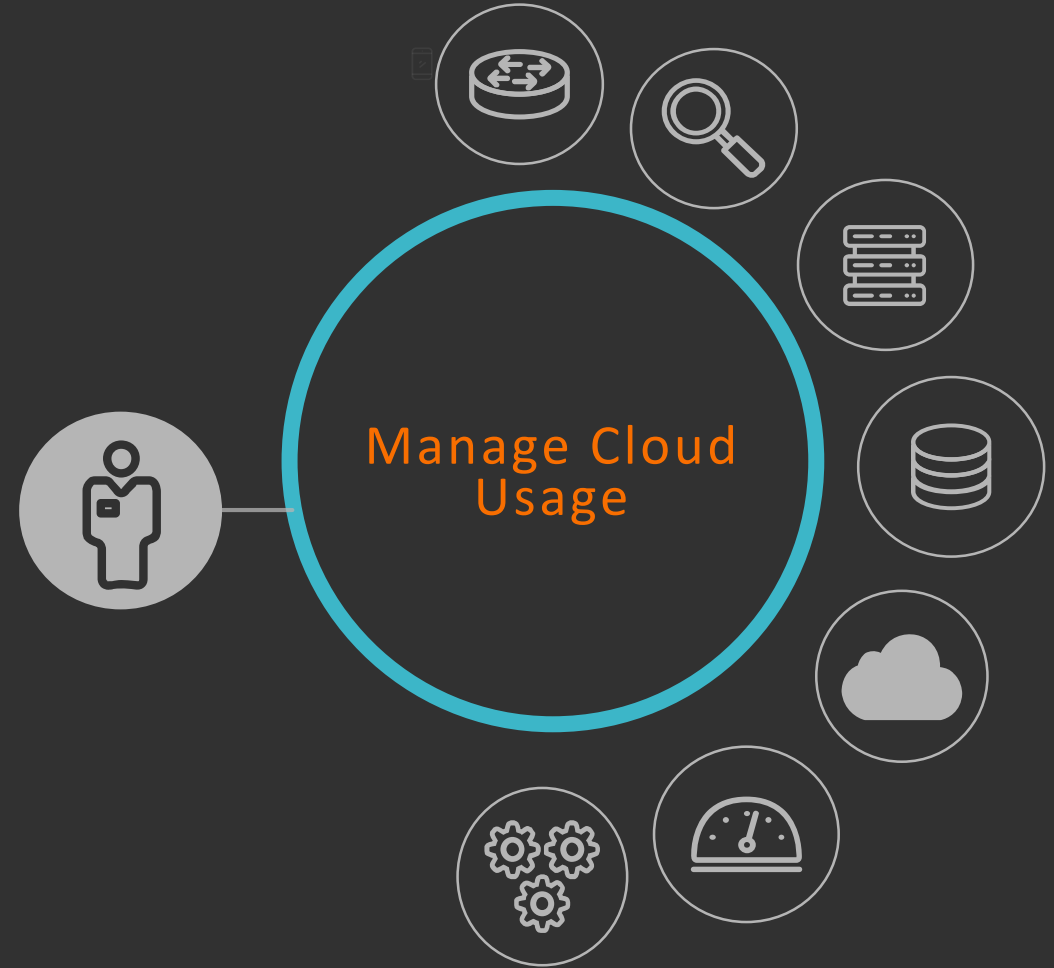
75%

Reduction in staff effort
to analyze cloud spend

Governance

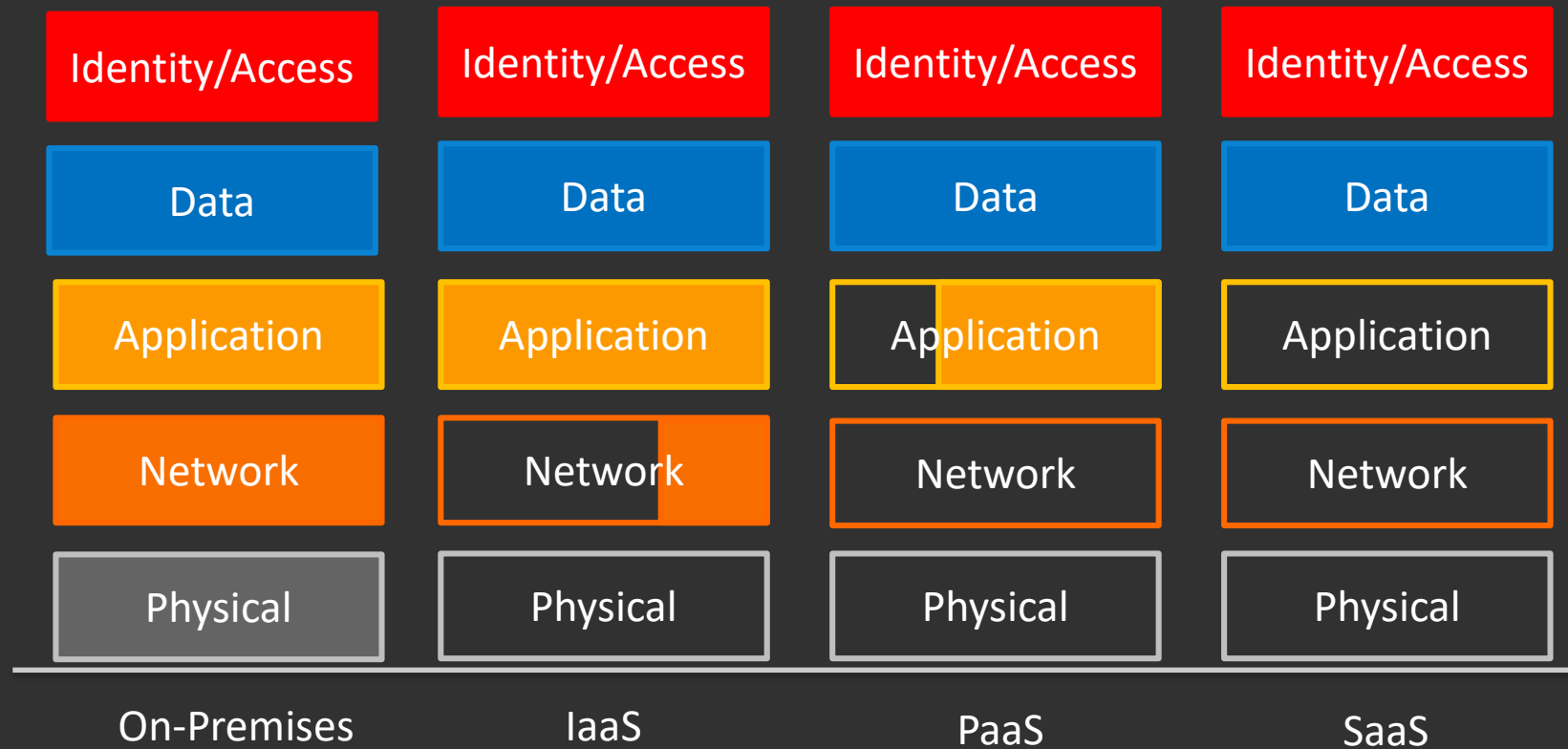
Use cloud in a safe and efficient manner

- Rules framework
- Automate actions
- Expertise for developing an operating model



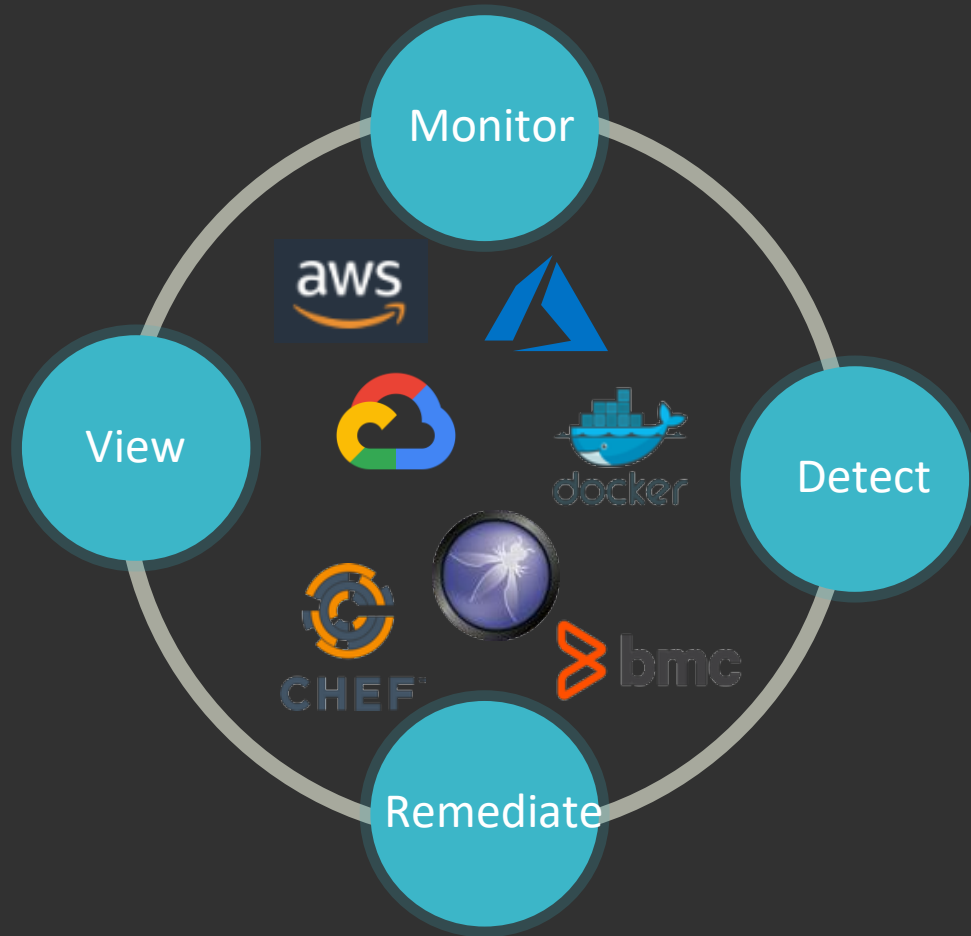
Tesla Hackers Hijacked Amazon Cloud Account to Mine Cryptocurrency

Shared Responsibility



Secure Cloud

Secure cloud infrastructure and native cloud applications



- Misconfigurations
- Identity & Access Management
- Containers
- Operating system
- Integration with DevOps tools

Value

One AWS account with 1,122 services



233

High Risk CIS
policy violations



158

Cloud services (14%)
non compliant



4

Remediation's completed
successfully in under 10 min

In Summary

Most of you are moving to Public Cloud

- Be PREPARED
- It is complicated
- Leverage the right tools to help you manage the new challenges
- You are not alone





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