Southwest CMG Webinar – Aug 27 @ 12-1 pm CDT

A New Model for Cloud Adoption
Anthony “TJ” Johnson
Managing Partner and Founder of Cloud Sherpa Consulting

Meetup - Southwest CMG
Performance Engineering & Capacity Planning
CMG is a worldwide association of IT professionals committed to digital transformation initiatives and best practices, including the measurement and management of computer systems and networks from a performance and capacity perspective to drive ongoing change. Currently, more than 15,000 technology experts are within the CMG community, and our membership base continues to grow.
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INTRODUCING

FEBRUARY 09-12, 2020
LAS VEGAS, NEVADA USA
We are delighted to host IMPACT 2020 in one of the most vibrant cities on earth: Las Vegas.

IMPACT 2020 will feature conference sessions, networking events, a Tech Expo (exhibit space), training, workshops, digital badging, lightening talks, offsite activities, and more.

- 40+ conference sessions including workshops, keynotes, and more
- 10+ dedicated Tech Expo hours with CMG Sponsors
- 70% of attendees are purchasers, influencers, and decision makers
- 9 new opportunities for Technical Demonstrations

CMGImpact.com
Anthony “TJ” Johnson
Managing Partner and Founder

Headquarters: Orange County, CA
Geography: Global

Founding Principles:
• Educate, reduce complexity, and clear up the confusion around Cloud.
• Make fact based decisions using technology and economic modeling for the use and purchase of Cloud.
• Create a global ecosystem of solutions that use workload modeling as a core solution.
CHALLENGES OF CLOUD ADOPTION

Few Operational Efficiencies
Lack of Cloud Best Practices
Little Governance And Policy Controls

Little Architecture Optimization
Poor Optimization Skills and Experience
Little Cost Savings Strategies

However the most important challenge is

THEY DON’T KNOW WHAT THEY DON’T KNOW
Between month 6 and 12 after initial cloud deployment, organizations face “The Big Stall”. Experience “The Big Stall” on their Cloud Journey. Between month 6 and 12 after initial cloud deployment, organizations face “The Big Stall”. Purchase Challenges:

- With various purchase methods, often times compute is not purchased correctly for savings.

CURRENT CLOUD INSIGHTS

- **78%** Utilization Challenges
  - Often times out of migration, the workloads are not architectured properly and some fine-tuning is required.

- **>95%** Experience “The Big Stall” on their Cloud Journey
  - Between month 6 and 12 after initial cloud deployment, organizations face “The Big Stall.”

- **65%** Purchase Challenges
  - With various purchase methods, often times compute is not purchased correctly for savings.

- **10%** Continue on quickly with little disruption
- **70%** Make it through with a delay of 12-24 months
- **20%** Don’t Continue with cloud
WHERE ARE THINGS HEADED FOR CLOUD?

• **Optimization based on economic concepts** in order to effectively communicate with C-Suite and Business stakeholders.
• Cost optimization initiatives need to have strategic perspectives and **drive a program of Continuous Improvement / Continuous Optimization (CI/CO)**.
• The need to **identify drivers of cost** across the business and technology Estate.
• It is not about just cost optimization, but rather how to **look at data and make it actionable** for operations, security, governance, and optimization.
• **Continuously evaluate and architect for future state** while taking into account people, process, and technology.
• Optimization should be a **business-focused approach driving cost reduction**, while maximizing business value.
• **Development of a cost community approach** for transparency and accountability.
• And finally develop a **Cloud Economic Center Of Excellence** model based on client cloud estates, and support it with the right team to ensure success.
STARTING
THE CLOUD JOURNEY
HOW ARE CLIENTS GOING TO GET TO CLOUD?
The 6 categories of challenges are based on our years to working with many organizations and the challenges that they faced during their cloud adoption.

Over the past 9+ years the challenges faced by organizations fall into these six categories, or principles, that slow down cloud adoption.

During these years we have developed models, methodologies, strategies and best practices to help organizations overcome these challenges with a value governance approach that enabled organizations to accelerate their cloud adoption.
WE START WITH DISCOVERY

CLOUD MATURITY ASSESSMENT

MACRO OPERATIONS ASSESSMENT

Analysis of Performance & Billing Information

Cost Management Software Tool

BASE ESTATE RECOGNITION

WHERE ARE YOU ON YOUR CLOUD JOURNEY?

- Cloud architecture
- Cloud security
- Cloud governance
- Cloud operations
- Cloud performance

DISCOVERY SESSIONS

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6 PRINCIPLES FOR SUCCESSFUL CLOUD STRATEGY
6 PRINCIPLES FOR SUCCESSFUL CLOUD STRATEGY

- Economics
- Leadership
- Technology
- Communication
- Process
- People
Cloud Business Office

CBO

Our Cloud Business Office (CBO) is for the adoption and management of cloud services. When organizations begin their cloud journey, economic uncertainty can arise when cloud costs are mismanaged, and this service helps create and manage process, technology and economics.

Chief Cloud Officer

CCO

The office of Chief Cloud Officer (CCO) is for organizations that are starting on their cloud journey or are looking to review their current cloud journey and reboot. The CCO is focus on building the right strategy for the organization based on leadership, communication and people.
Chief Cloud Officer is for organizations that are starting on their cloud journey or are looking to review their current cloud journey and reboot. The CCO is focus on building the right strategy for the organization based on leadership, communication and people.

The primary goal is to lay the foundation for cloud adoption. Although cloud can offer speed and flexibility, it requires additional talent and special skills sets that can be difficult to locate. The current skill sets and, type of cloud will dictate whether it is time to retrain or hire on. Often times, when implementing a cloud strategy, a culture shift of IT, and even the entire organization, will be required for a successful cloud adoption.

When an organization’s leaders re-design an operating model, it is interfering with established power structures that need to be adapted to the new model. Therefore it is very important to manage the culture shift carefully.
Organizations that put off selecting or hiring a Cloud Steward end up adopting cloud services through ad hoc processes that lead to issues, frustrations, duplicate work cycles, general inefficiencies or inappropriate risk-filled use of cloud services.

Having a cloud strategy will enable you to apply their tenets quickly with fewer delays, thus speeding the arrival of the ultimate business outcomes. A cloud strategy should be directly tied to business goals and outcomes. Keep in mind that not all projects can utilize cloud services due to regulatory or security concerns. Also, some organizations may lack the correct skill sets and talent.

This service is intended to be the quick start for organizations not sure where or how to start their cloud journey.

Sample Elements

- Cloud Steward & Leadership
- Needs Assessment
- Personal Assessment Tools
- Mentoring Sessions
- Influence Map Analysis
- Performance Based Analysis
- Define Strategic Objectives
- Stakeholder Analysis
- Organizational Alignment Analysis
- Risk Assessment & Mitigation
- Develop Cloud Strategy Roadmap
- Lead Cultural Change
- And more...

Gartner estimates that less than one-third of organizations have a documented cloud strategy.
A cloud strategy needs to have a clear communication strategy that explains the outcomes of the cloud strategy.

As part of a cloud strategy, CIOs need to educate their CEOs and Boards of Directors about the need to invest in cloud as a style of computing that drives greater speed, agility and innovation through IT. To gain buy-in from the CEO and Board, the CIO would need to create a cloud strategy to focus their cloud efforts on select business goals. It is just as important to communicate a cloud strategy internally, as it is externally.

Prospective talent wants to work for organizations that have a strong and comprehensive cloud strategy.

This services is intended to support an organization with clear communication as to the goals of cloud for the organization and how it impact the teams.

Sample Elements

- Develop Communication Strategy
- Perform Stakeholder Analysis
- Develop Key Messages
- Define Measures of Effectiveness
- Co-Create Resource Materials
- Perform Internal Review
- Create Communication Calendar
- Implement Measurement Process
- Assess Communication Success
- And more…

Sample Reporting

- Communication Strategy
- Communication Action Plan
- Communication Measurement Analysis
The people side of cloud adoption often goes under-addressed yet are key success factors.

In 2019, we will find an increase in culture change to a level never seen before. Although cloud can offer speed and flexibility, it requires additional talent and special skill sets that can be difficult to locate. The current skill sets and type of cloud will dictate whether it is time to retrain or hire on. Organization management for the culture shift of IT and, at times, the entire organization will be required for a successful cloud adoption.

Cloud adoption is about the people involved and not about the technology. And this service support organizations in understanding the relationship of its team and the success of cloud adoption.

**Sample Reporting**

- Culture Development Plan
- Skills and Resource Analysis
- Education Roadmap
- Cloud Center of Excellence Model
- Cost Community Model

**Sample Elements**

- Develop Culture Development Plan
- Perform Resource Analysis
- Create Resource Wave Plan
- Create Education Roadmap
- Perform Skills Assessment
- Develop Cloud Center of Excellence
- Develop Cost Community
- And more…
Our Cloud Business Office is a managed service for the adoption and management of cloud services. When organizations begin their cloud journey, economic uncertainty can arise when cloud costs are mismanaged.

As cloud usage grows, organizations are looking to understand and control cloud costs. This can be complicated because responsibility of cloud varies within an organizations, and so does the financial responsibility. Given this complexity, the economics of cloud are different than those of traditional infrastructure, requiring skilled scrutiny of its cost.

The CBO service is based on years of experience and best practices with many organizations of various sizes to provide a comprehensive service for the management and optimization of cloud services. The service includes a series of service elements tailored to the needs of the organizations which covers governance, migration, workloads analysis, migration, operations, and economics.
Technology governance has become a critical focus for all companies, but defining guiding principles for cloud adoption in a governance strategy are very important.

Success criteria for cloud governance is architectural performance, cost management, asset management, security and rate of adoption. But before that can happen, a distinct set of foundational elements need to be in place.

This service is intended to provide that guidance to support organizations to achieve success based on our experience in cloud governance modeling.

Sample Elements

- Develop Governance Strategy
- Create Tagging Strategy
- Cloud Account Management
- Governance Maturity Assessment
- Develop Workstream Approach
- Policy Review Assessment
- Co-create Cloud Governance Document
- Define Governance Scope
- Perform Stakeholder Analysis
- Define Resource Governance Plan
- Co-create Governance Model
- Policy Creation and Enforcement
- And more...

Sample Reporting

- Current Governance Analysis
- Governance Strategy
- Account and Tagging Strategy
- Governance Workstream Plan
The key to an all-in cloud strategy is not “lift and shift” data center content. Instead, organizations should evaluate what applications within the data center can be replaced with SaaS, refactored or rebuilt. However, an all-in strategy will have more impact on IT than will a cloud-first or cloud-only strategy.

A part of a cloud adoption model is not to think about it as installing a set of technologies, but instead, adopting a cloud service from an outcome perspective. Keep in mind that not all projects can utilize cloud services due to regulatory or security concerns. Also, some organizations may lack the correct skill sets and talent.

Sample Elements

- Cloud Maturity Assessment
- Macro Operations Assessment
- Technology Discovery Sessions
- Workload Discovery
- KPI and Stakeholder Review
- Topology Explorer
- Budget, Forecast, and Variance Analysis
- Hybrid Cloud Assessment
- Security Risk Mitigation Analysis
- Migration Application Analysis
- Migration Design and Construct
- Migration Implement and Support
- Transition from Governance to Operating
- And more...

Sample Reporting

- Discovery Analysis
- Migration Application Analysis
- Migration Design & Construct
- Migration Implement & Support
- Cloud Service Topology Diagrams
- Operations Cost Analysis
- Security Risk Analysis & Mitigation Plan
- Hybrid Cloud Assessment
- Cloud Operating Model
When organizations begin their cloud journey, economic uncertainty can arise when cloud is mismanaged. As cloud usage grows, organizations are looking to understand and control cloud costs. This can be complicated because responsibility of cloud varies within an organizations, and so does the financial responsibility. Given this complexity, the economics of cloud are different than those of traditional infrastructure, requiring skilled scrutiny of its cost.

Many technology teams are not equipped with the tools and knowledge necessary to help business leaders make informed cloud investment decisions, leading to unsatisfied business objectives, unrealized financial savings and increased operational risk.

Sample Reporting

- Optimization Analysis
- Tiered Optimization Recommendations
- RI Management Plan
- Billing Analysis
- Dashboard Analytic Reporting
- TBM Review and Analysis
- Work Value Scoring Model

Sample Elements

- Optimization Analysis & Recommendation
- Reserved Instance Management
- Tiered Optimization Modeling
- Billing Analysis
- Show Back and Charge Back Analysis
- Hybrid Cloud Modeling
- Use and Buy Tactic Reporting
- Dashboard Cascade Streams Reporting
- Hybrid Workload Cost Analysis
- Create Value Tracker
- TBM Review and Analysis
- Create Workload Scoring Model
- And more...
Overview

Cloud Business Office

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TAKE THE FREE CLOUD MATURITY ASSESSMENT AT

www.cloudsherpa.com/cj
Thank you for attending

Join our Meetup to get notified when we post presentation material

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