

Building a low-touch, highly-scalable cloud with IBM Service Agility Accelerator for Cloud

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Cloud computing is fundamental to changing the economics of business infrastructures and speeding the delivery of innovative products & services

Improve security and compliance control posture

Embrace new business opportunities while maintaining control and mitigating risk.

Improve speed and dexterity

Speed the delivery of new offerings and services by creating new models of self-service and deployment.

Deliver IT without boundaries

Implement new systems and management processes that simplify access to information in order to deliver better business outcomes.

Create new business value

Empower internal and external communities to define and create new offerings and services.



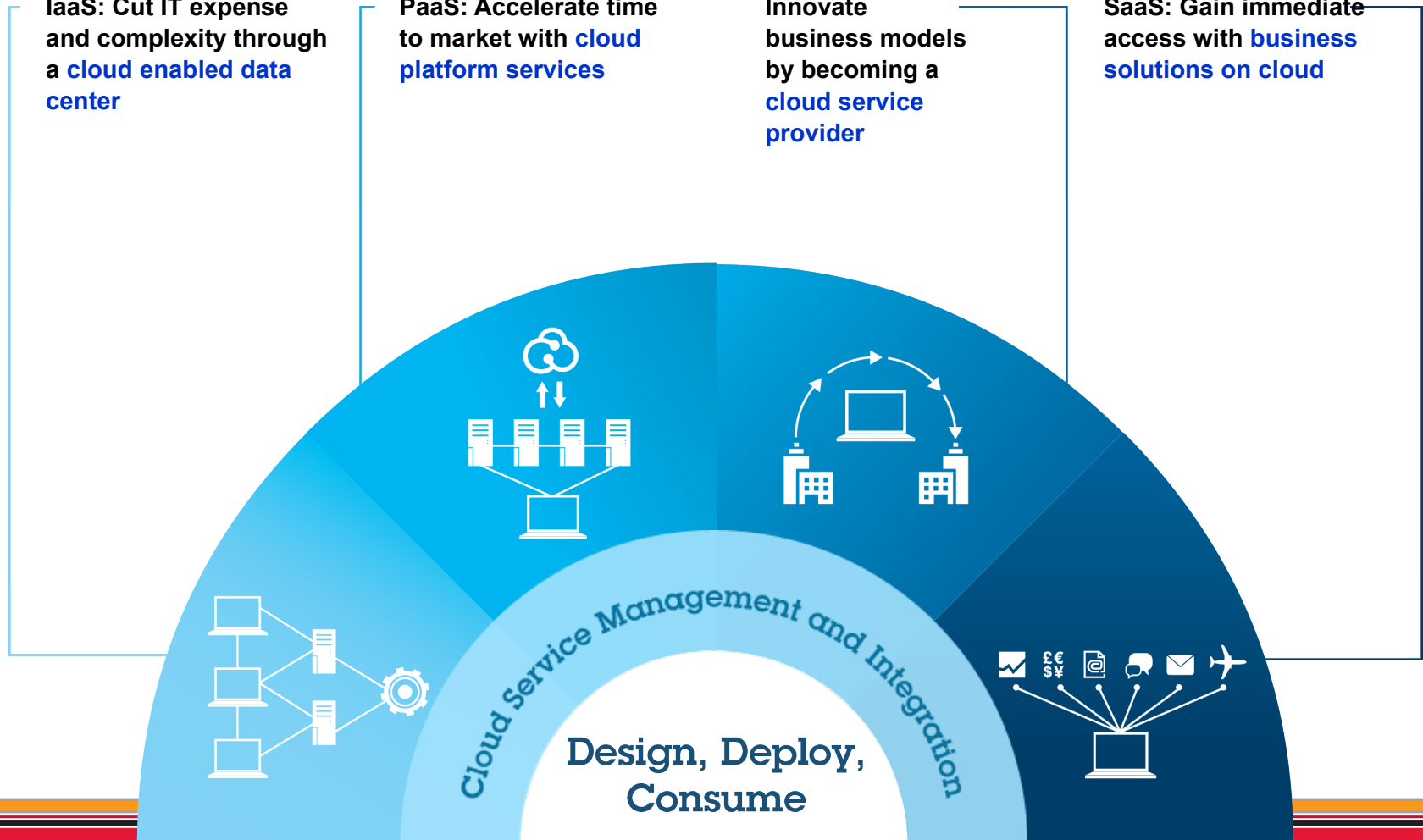
Adoption patterns are emerging for successfully beginning and progressing cloud initiatives

IaaS: Cut IT expense and complexity through a cloud enabled data center

PaaS: Accelerate time to market with cloud platform services

Innovate business models by becoming a cloud service provider

SaaS: Gain immediate access with business solutions on cloud



IBM delivers prescriptive, repeatable cloud solutions for our clients' most pressing priorities

Cloud Enabled Data Center

Integrated service management, automation, provisioning, and self service

Projects to get started:

- Create a Cloud Strategy and Roadmap
- Consolidate and Virtualize your Infrastructure
- Image and Virtual Environment Management
- **Implementing an Entry Cloud Infrastructure**
- Implementing an Advanced Cloud Infrastructure
- Access Compute and Storage as a Service

Cloud Platform Services

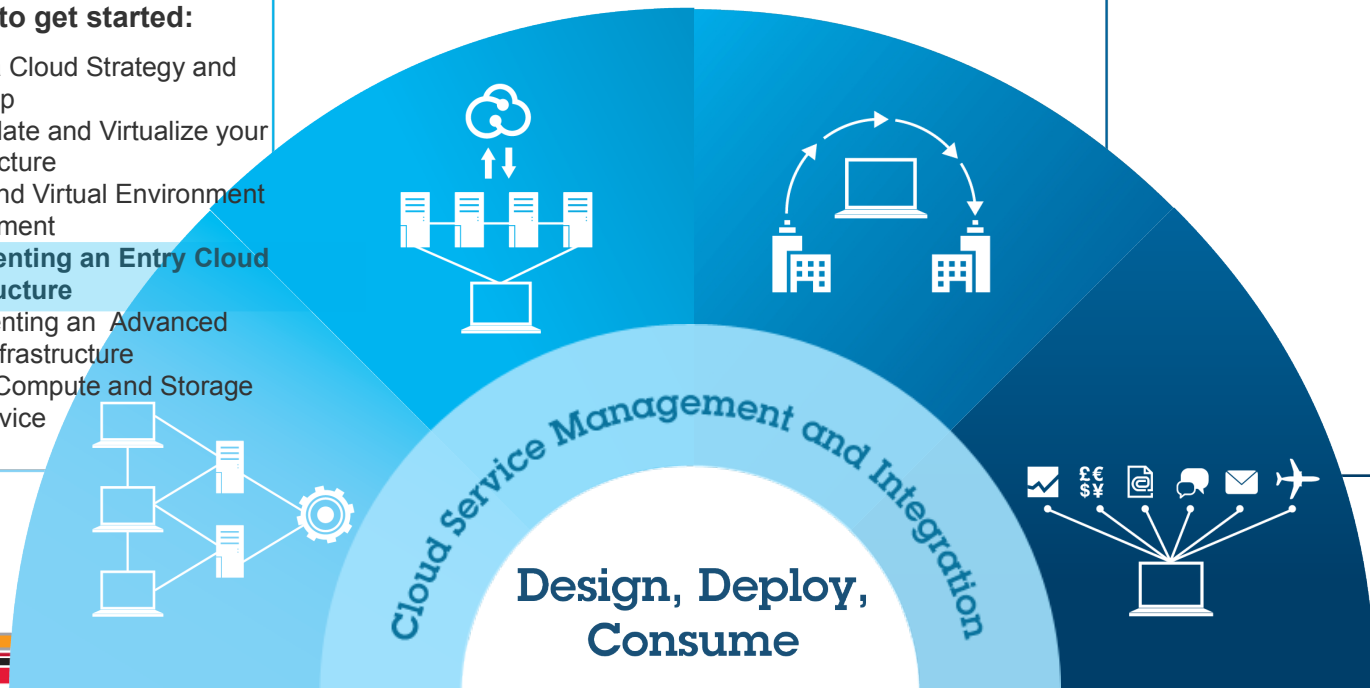
Pre-built, pre-integrated IT infrastructures tuned to application-specific needs

Cloud Service Provider

Advanced, reliable, highly secure and scalable platform for creating, managing, and monetizing cloud services

Business Solutions on Cloud

Capabilities provided to consumers for using a provider's applications running on a cloud infrastructure



What we are hearing from you?

Infrastructure Teams



How can I improve my resource utilization, simplify administration and reduce cost?

Line of Business Teams

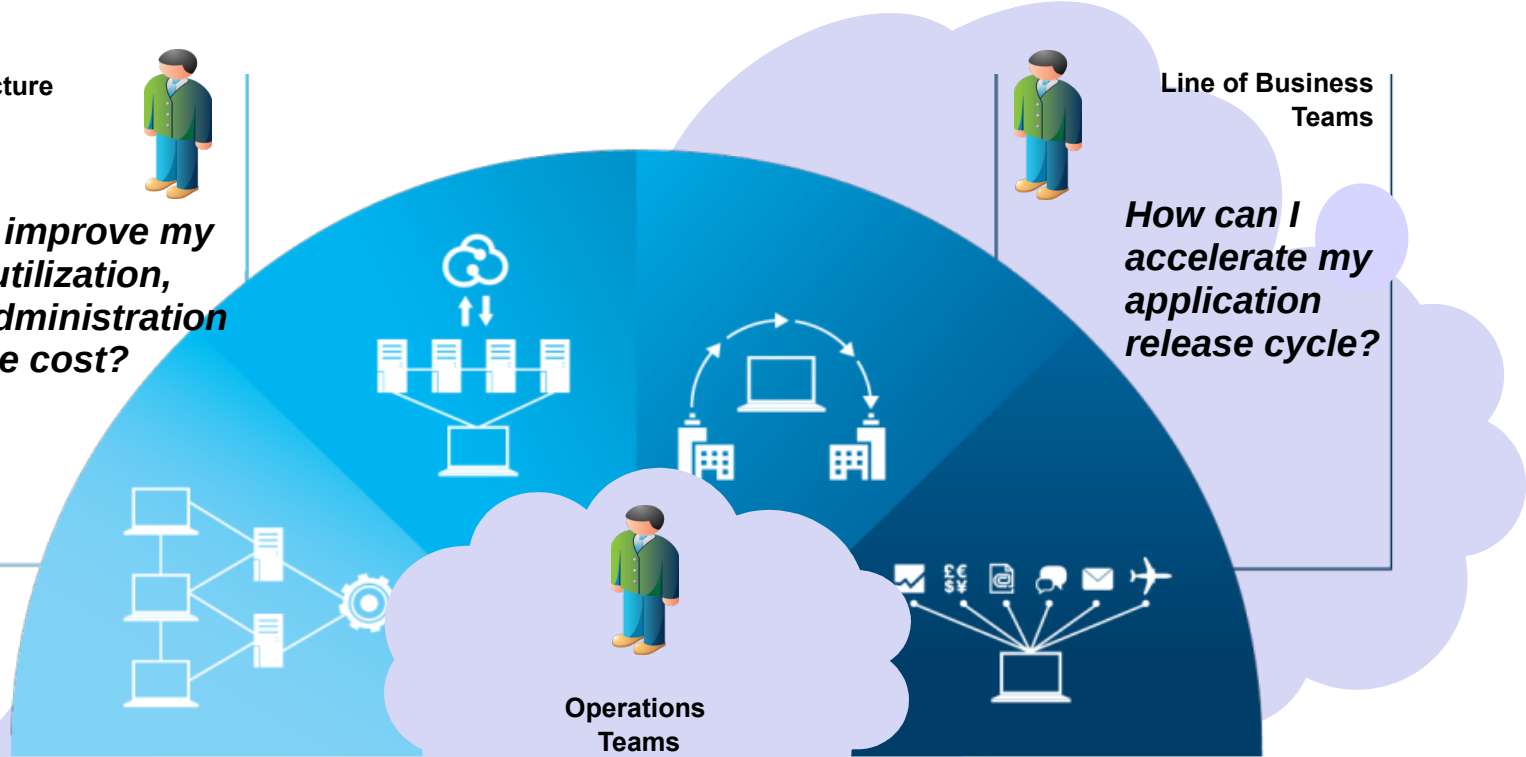


How can I accelerate my application release cycle?

Operations Teams



How can I improve responsiveness and drive productivity and efficiency while maintaining stringent qualities of service?

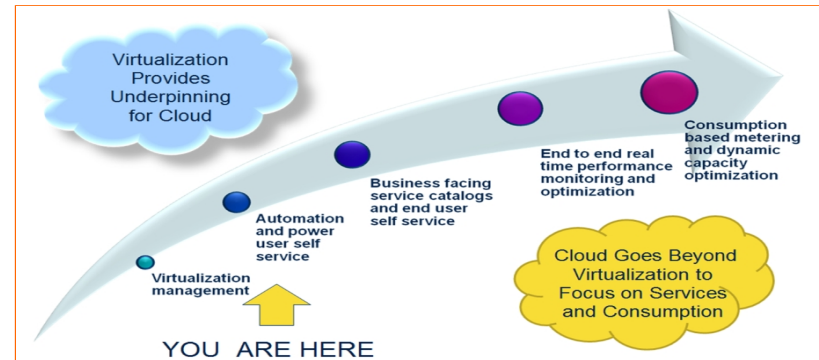


Companies need an affordable entry point for cloud

Organizations need a low-cost, low-risk entry to cloud computing technology with compelling features that achieves their business goals.

Customer goals:

- Provide **agile service delivery** that caters to changing business needs.
- We know virtualization helps reduce capital expense but how do I control my **operational cost** ?



- Need to increase the performance, utilization, reliability and scalability of IT resources while **reducing IT complexity**
- Ability to **expand capabilities**



VISIBILITY

See services in real time & better predict business outcomes



CONTROL

Better manage assets, service & compliance.



AUTOMATION

Achieve greater efficiency and service quality

Build a low-touch, highly-scalable cloud with IBM Service Agility Accelerator for Cloud

IBM Service Agility Accelerator for Cloud can be used in your IT environment to build a true Infrastructure-as-a-Service cloud, reducing cost, and providing a highly scalable, rapid deployment environment with near zero downtime, and automated recovery across heterogeneous platforms.

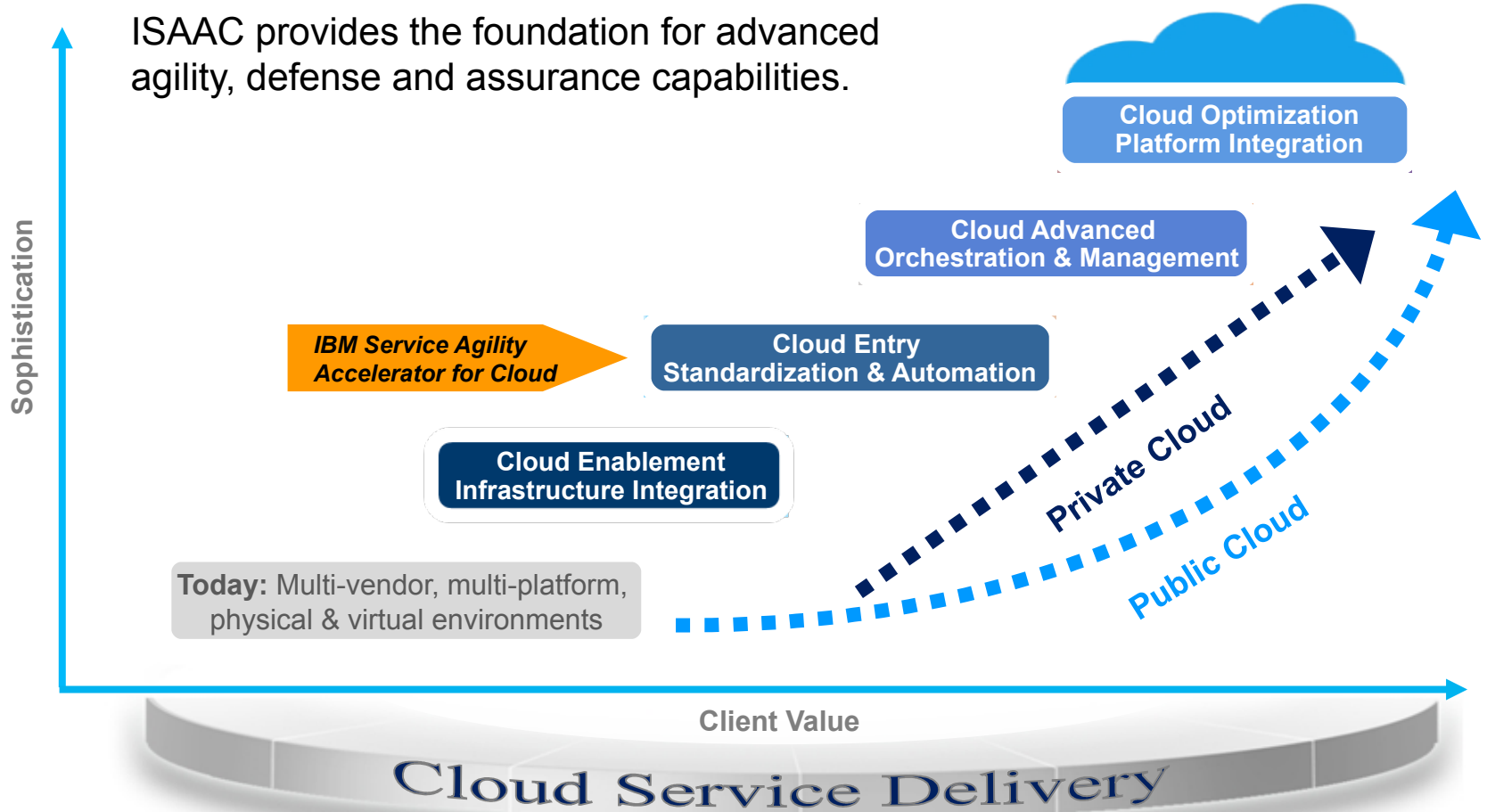
Key benefits:

- **Rapid, scalable deployment** designed to meet business growth with near instant provisioning of 100's of virtual machines
 - **Reliable, non-stop cloud** capable of automatically tolerating and recovering from software and hardware failures
 - **Save IT labor resources at scale** by enabling self-service request and highly automated operations
 - **Control complexity** and optimize the infrastructure
- Increase responsiveness by rapidly provisioning 100's of virtual machines in as little as 2 minutes
 - Scale from a dozen to thousands of physical servers running **thousands** of VMs
 - **Automatically tolerate and recover** from SW and HW failures, assuring service continuity



Demo

Roadmap for optimizing cloud service delivery & management



IBM provides the right hardware, software, expertise to help your organization fully leverage the cloud

A next-generation combination of technology, expertise and reach helps you advance your cloud deployment.

80%

of Fortune 500 companies are using IBM cloud capabilities.



- IBM Cloud Labs
- IBM SmartCloud Centers

We offer extensive real-world experience working with some of the most innovative, forward-thinking IT organizations on the planet

2,000

successful private cloud engagements in 2010.

19M

public cloud users.

1M

managed virtual machines.

“IBM has one of the most comprehensive cloud portfolios, with the cloud integrated throughout its many lines of business. Moreover, IBM’s consulting arm has put them in touch with numerous early adopters and special use cases—all of which helps the company stay ahead of competitors.”

– Jeff Vance, Datamation

Thank You!

For more information:

<http://www-01.ibm.com/software/tivoli/products/service-agility-accelerator-cloud>

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