

Cloud Conversations Should you be listening in?



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Cost?





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(n) 2:27 PM





Date: 19 March 2012 14:05

From: Gary Johnson (CIO) To: Bev Smith (Business Director) Cc: Carl (IT Infrastructure Manager)

Bev

Cloud computing isn't an end in itself, it's what we do with it that will deliver the value vou're looking for. A secure, on-site private cloud could work well, especially if it's built with openness in mind and not just an off the shelf option. We would benefit from economies of scale and we would only charge your business for what you use.

If we go with the right supplier, I'm sure a private cloud would meet all of your project needs, as well as addressing any issues around security, ownership of data or accountability. It would be ideal for the data-intensive workload you're talking about.

Carl, what do you think? You mentioned IBM - can you outline the specific benefits?

Speak soon

Gary

Subject: RE: RE: New project launch - IT

Date: 19 March 2012 14:35

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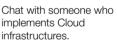
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Gary's right about a private cloud and IBM's flexible approach could fit the bill. It would be a great way to transform our IT infrastructure over time so our systems evolve in a way that makes sense rather than investing in everything all at once or in stops and starts. We could test the market for six months. automate workloads in the trial and give a lot of our fundamental business processes a real performance boost as well. And even if the new project doesn't work out cloud could form the basis of a new IT service delivery platform to support future projects.

IBM has simple and low level entry points for cloud infrastructure, such as their starter kit for cloud - and best of all, the whole platform could be ready to use in weeks rather than months.

IBM offers a cloud infrastructure workshop to help create a step-by-step plan or a half-day cloud briefing and demonstration so we can find out more. They even provide a cloud ROI assessment tool online, so we'll know just what we're getting for our money.

What do you think?

Carl



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