HP CLOUD
Strategija in rešitve
COBBIS KONFERENCA 2011

Samo Ratej
Lead Solution Consultant
HP Technology Consulting
CLOUD DRIVERS

ECONOMIC CRISIS
CAPEX → OPEX

SERVER SPRAWL
70% maintenance/
30% innovation

IT CAPACITY UNDERUTILIZED
Idle: 85% of time

TIME-TO-MARKET
competition ↑, product lifecycles ↓
Change in the way companies do business

INTERNET ADOPTION
mobile Internet, mixing professional and personal use
Change in the way the citizens work with Business

SMALLER COMPANIES MOVING FIRST
ENTERPRISES SECOND
3 GLOBAL MEGA TRENDS

1. Evolving Business Models
2. Technology Advancements
3. Changing Workforce
HP CLOUD VISION AND STRATEGY

Vision

• To seamlessly deliver context-aware, secure services to businesses and consumers via a hybrid delivery model sourced across traditional, private and public cloud offerings

Strategy

• Provide technologies and professional services to build private, public and hybrid clouds optimized for applications and services
• Manage, secure and govern service delivery across cloud and traditional IT service models
• Deliver trusted HP and partner cloud services
• Empower partners and customers through an HP cloud ecosystem
Business is adopting cloud 5x faster than IT¹
• Drivers: speed, flexibility, economics

While CIO’s are concerned about cloud risk
  70% have security top of mind²
  79% concerned about vendor lock-in³
  75% worried about cloud performance and availability³
  63% prefer integration of cloud services and on-premise services³

Sources:
1. You’re Not Ready For Internal Cloud. Forrester Research, Inc., July 2010
2. Goldman Sachs Equity Research, January 2011
3. IDC, Enterprise Panel Survey, November 2010
STRATEGIC ROLE OF IT CHANGING

IT becomes the builder and broker of services

- **TRANSFORM** legacy infrastructure and applications and processes
- **BUILD** on-premises cloud services
- **MANAGE AND SECURE** across legacy applications and cloud assets
- **CONSUME** off-premises services securely
HYBRID DELIVERY IS THE FUTURE

SPEED INNOVATION AND GROWTH

IMPROVE AGILITY

REDUCE COSTS

REDUCE TIME TO REVENUE

SMBs

Business users

Developers

Individuals

Traditional

Private

Public

Enterprises

Consumers

PAY PER USE & LOW COST

SCALE QUICKLY

DEVELOP ONCE, RUN ANYWHERE

OPEN AND FLEXIBLE

Deliver the right services at the right time and right cost for all customer segments

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SERVICE DELIVERY MODELS

Hybrid Interoperability

On-Premises

Traditional IT

Private Cloud

Single, dedicated organization

Customer or Service Provider

Owned Asset

Mission Critical applications

Payment Method

Outsourced IT

Virtual Private Cloud

Single or multiple organization

Customer or Service Provider

Monthly contract or pay as you go

Sample Workload

Off-Premises

Public Cloud

Multiple “unrelated” organizations

Service Provider

Pay as you go

Sample Workload

Dev & test, productivity apps

HP seamlessly delivers and manages services across multiple delivery models
HP CLOUDSYSTEM: INDUSTRY’S MOST COMPLETE CLOUD PLATFORM

- Deploy a robust private cloud quickly
- Infrastructure and basic application provisioning in minutes
- CloudStart service offering

CloudSystem Matrix
Private, IaaS

CloudSystem Enterprise
Private, hybrid, XaaS

CloudSystem Service Provider
Public, hosted private, XaaS

- Unify management across private, hybrid, and traditional IT
- Advanced application-to-infrastructure lifecycle management
- Highly flexible, scalable, customizable solution

- Aggregate cloud services for public and hosted private clouds
- Optimized for multi-tenancy
- Customer-unique portal experience
Within 30 days, users can:

1. Request a compute service via a portal
2. Have service provided immediately
3. Use the service without worrying about security, management, etc
4. Scale or cancel the service
5. Get a regular report on consumption or chargeback

* Based on typical duration time after hardware and software installation as well as consulting service terms and conditions
CLOUD DISCOVERY WORKSHOP

Develop a strategic map for the Hybrid Delivery journey

Interactive conversations with senior HP consultants

Assess your business needs and preferences

Review opportunities, implications and economic impact

Align IT and business team around goals

Develop high level cloud journey roadmap
APPLICATIONS TRANSFORMATION TO CLOUD

Assessment of applications for cloud suitability

ANALYSIS WILL CONTAIN:

- Application suitability to cloud results graph
- Business alignment results for each application
- Technical alignment results for each application
- Recommendations on delivery model and transformation plan
CLOUD CONSULTING SERVICES

Professional services for the entire lifecycle

- **Strategy**
  - HP Cloud Discovery Workshops

- **Roadmap**
  - HP Cloud Roadmap Service

- **Design**
  - HP CloudStart – private cloud in 30 days
  - HP Application Transformation to Cloud Service

- **Implementation**
  - HP Solution Support
  - HP Education Services
  - Cloud Curriculum

- HP Cloud Security Services
Končni uporabniki

WAN/LAN

Komplementarne aplikacije

MES

BW 7.3

Centralni sistemski viri

ECC 6.0

Business Objects

- BI (Business Intelligence)
- BPC (Business Planning & Consolidation)
- GRC (Governance Risk & Compliance)

Partners

Logistični partnerji banke
- kupci
- dobavitelji

Komplementarni sistem EBA
- e-arhiv
- DMS

Končni uporabniki

WAN/LAN

Non-SAP

SAG

Service

Non-SAP

Maloprodaja

Non-SAP

IDOC

BAPI

Non-SAP

WEB applications

- E-business
- B2B, B2C

Končni uporabniki

ARMITEKTURA APLIKACIJ PRED PROJEKTOM

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Assumptions:
• HW scales with database size
• No pilot
• Downtime is limited
Hvala za pozornost