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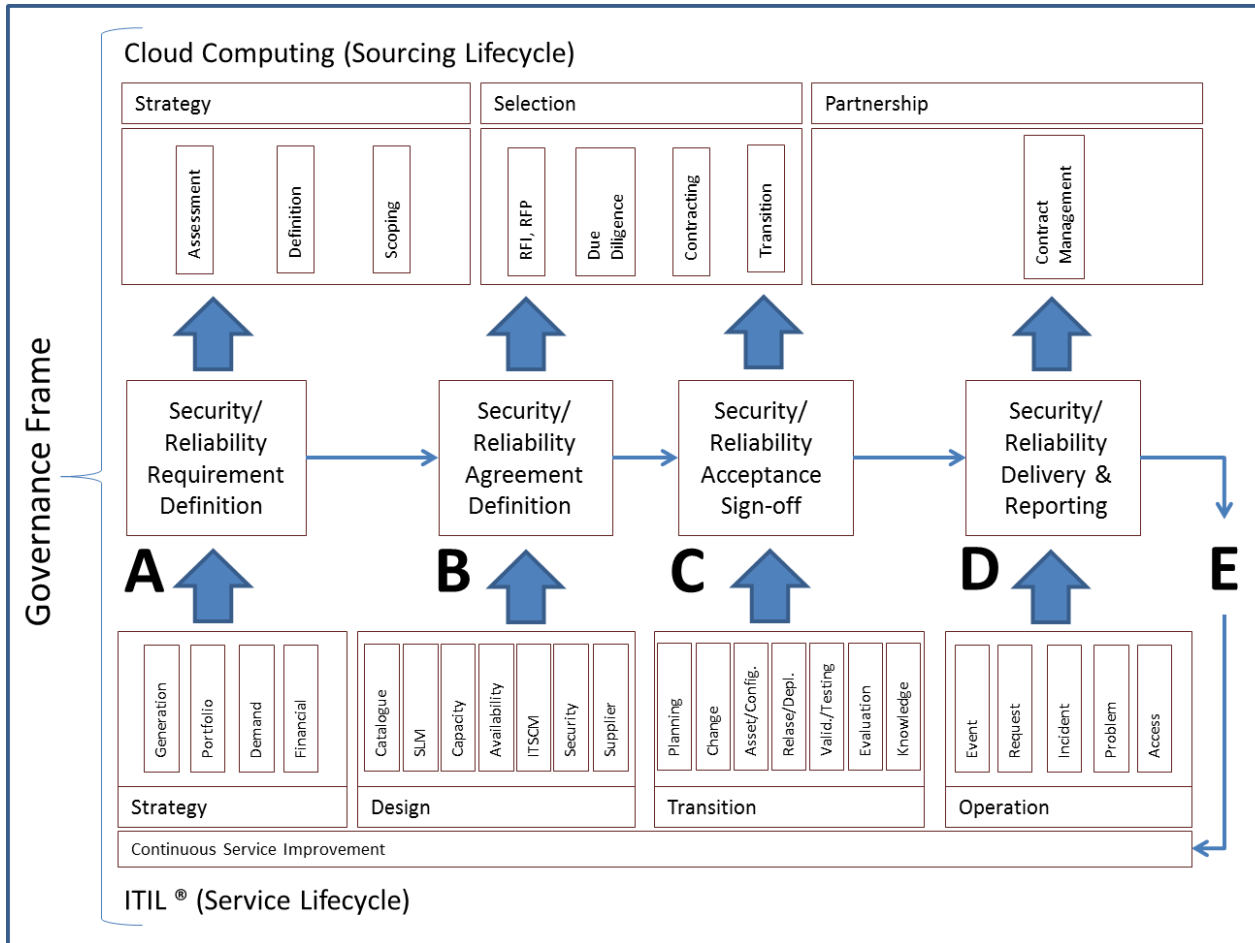
# *WELCOME*

# CLOUD COMPUTING

Revolutionizing Business Processes in  
Government, Healthcare & Financial Services

# EAST 2013

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# SECURITY & RELIABILITY CONCERNS

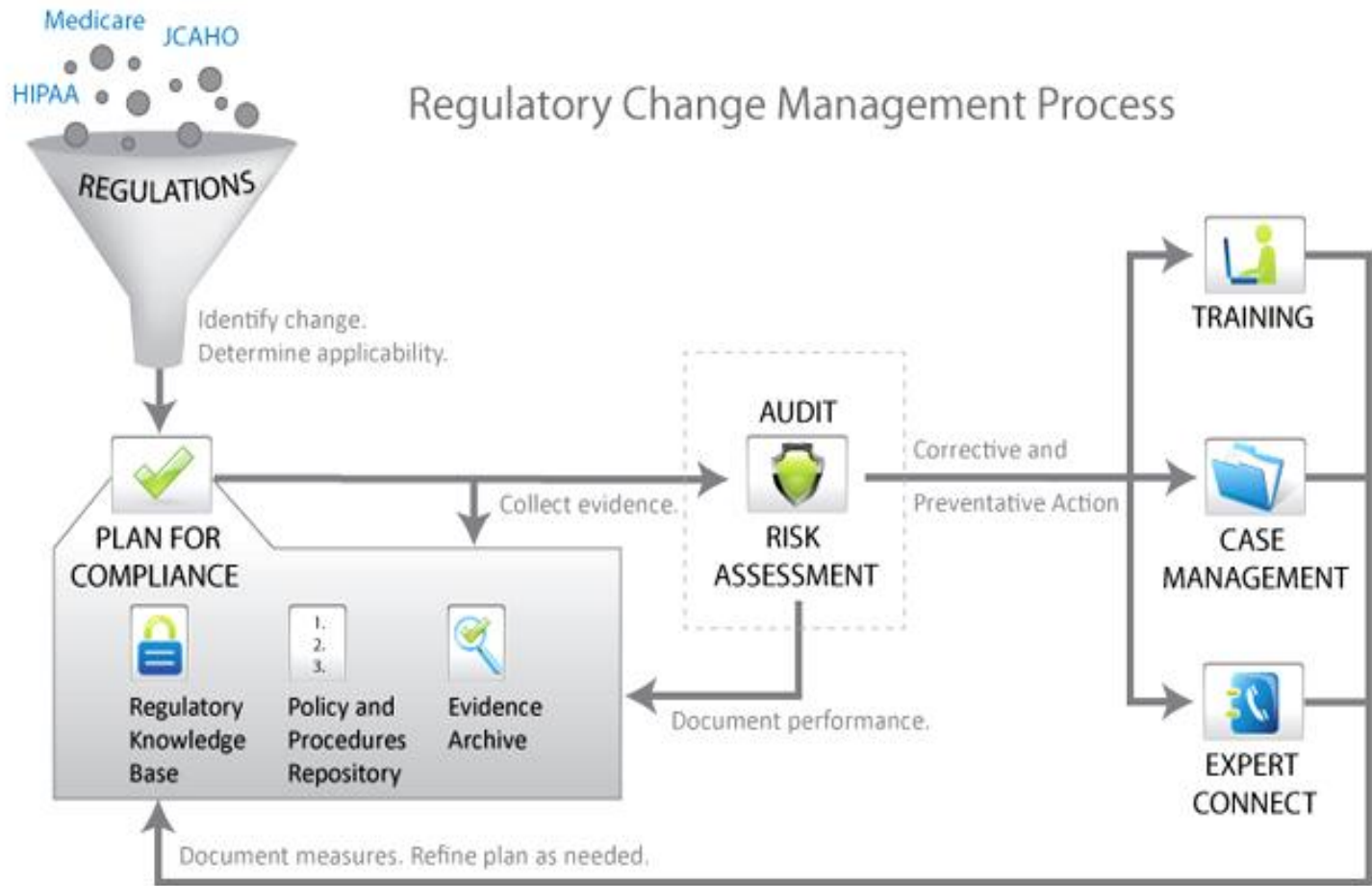
- *Marty Lafferty, DCIA*
- *Geoff Clarke, KPMG*
- *Owen DeLong, Hurricane Electric*
- *Russ Hertzberg, SoftServe*
- *Gerry Stegmaier, WSGR*

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# COMPLIANCE & REGULATORY ISSUES

- *Ross Freedman, DCIA*
- *Doug Barbin, BrightLine*
- *Daniel Beazer, FireHost*
- *David Linthicum, Cloud Tech Partners*

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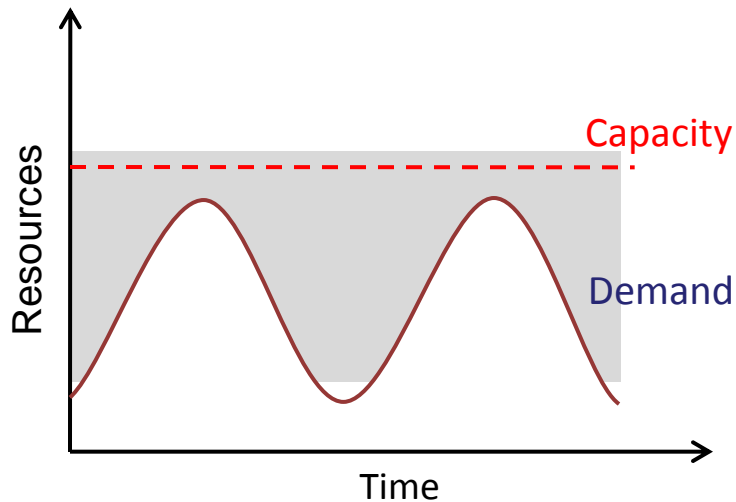
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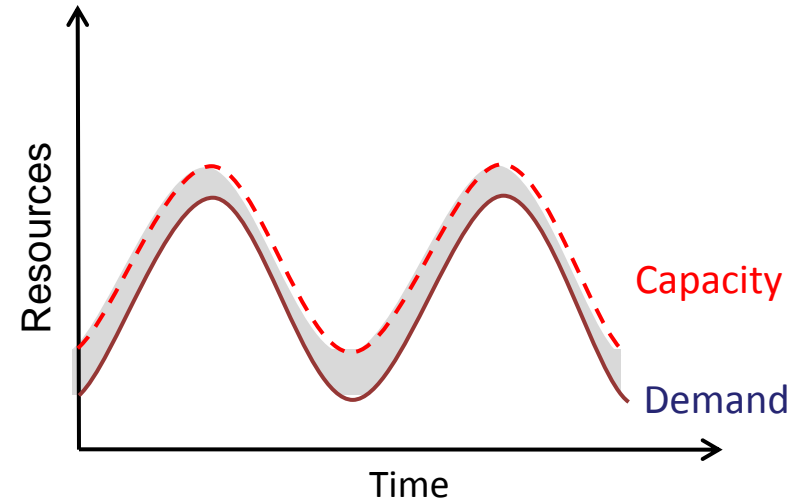


# Cloud Economics

- Pay by use instead of provisioning for peak



Static data center



Data center in the cloud

 Unused resources



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# CLOUD ECONOMICS

- *Marty Lafferty, DCIA*
- *Allan McLennan, PADEM Group*
- *Yesica Schaaf, IBM*

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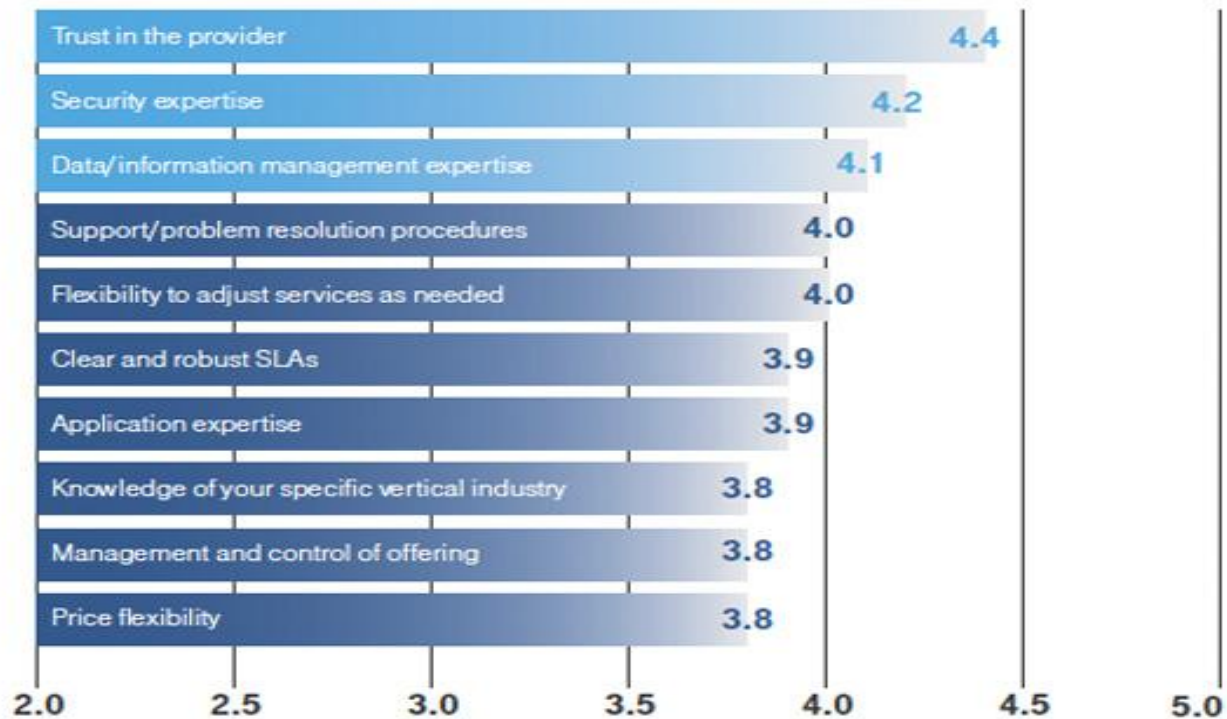
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## Factors influencing cloud services vendor selection

When selecting or planning to select a cloud provider, how important are the following characteristics? Please rate them from 1 to 5 (1 = not at all important, 5 = very important). Large enterprises in the US, UK, France and Germany.



Source: Cloud Services Business Trends Survey Summary Results, slide 16 (Qum, January 2012)





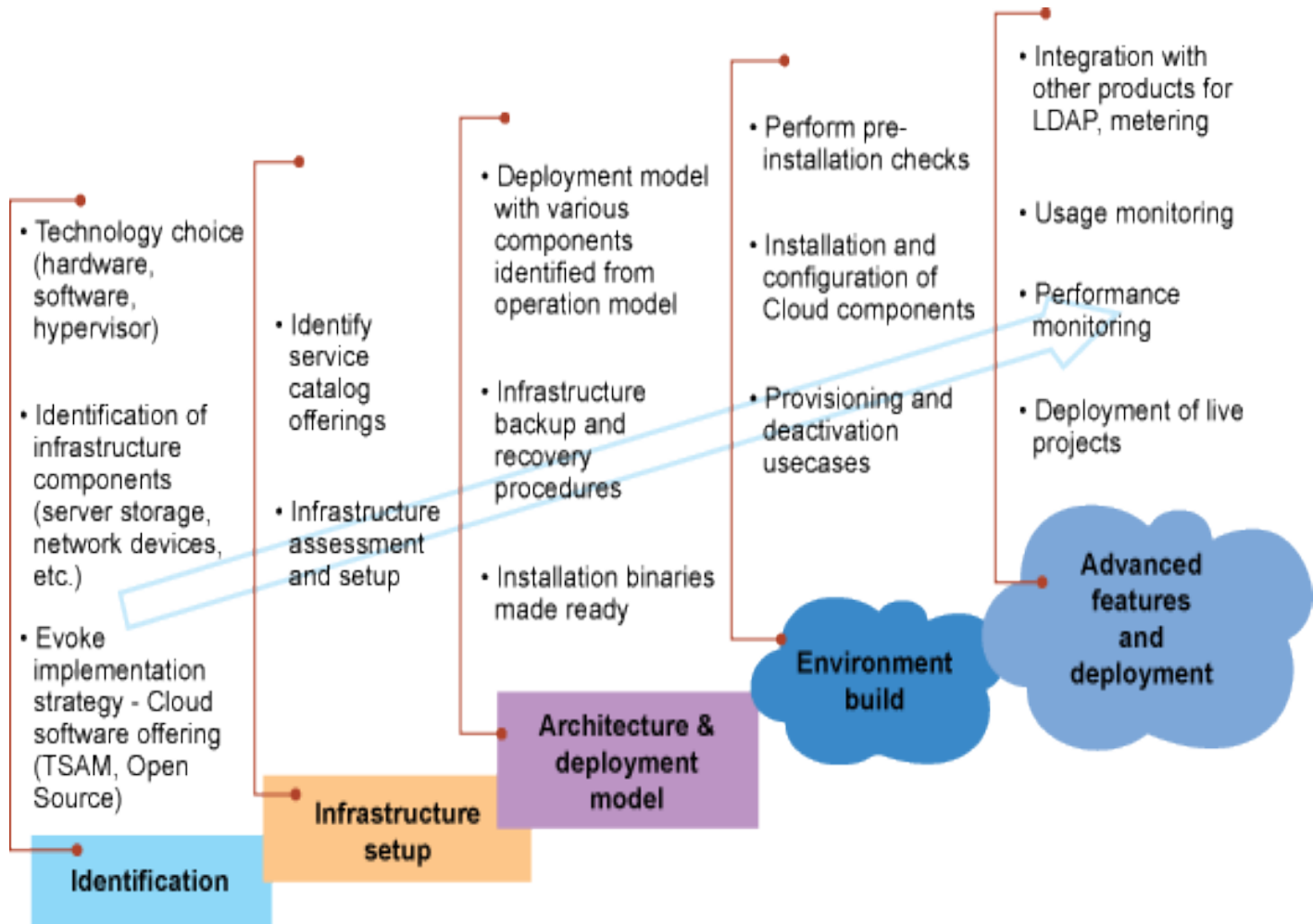
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# CLOUD VENDOR SELECTION CRITERIA

- *Sari Lafferty, DCIA*
- *Jonathan Chisholm, Iron Mountain*
- *Mark Levitt, Strategy Analytics*
- *Kenny Li, Cloud Spectator*

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# CLOUD IMPLEMENTATION STRATEGIES

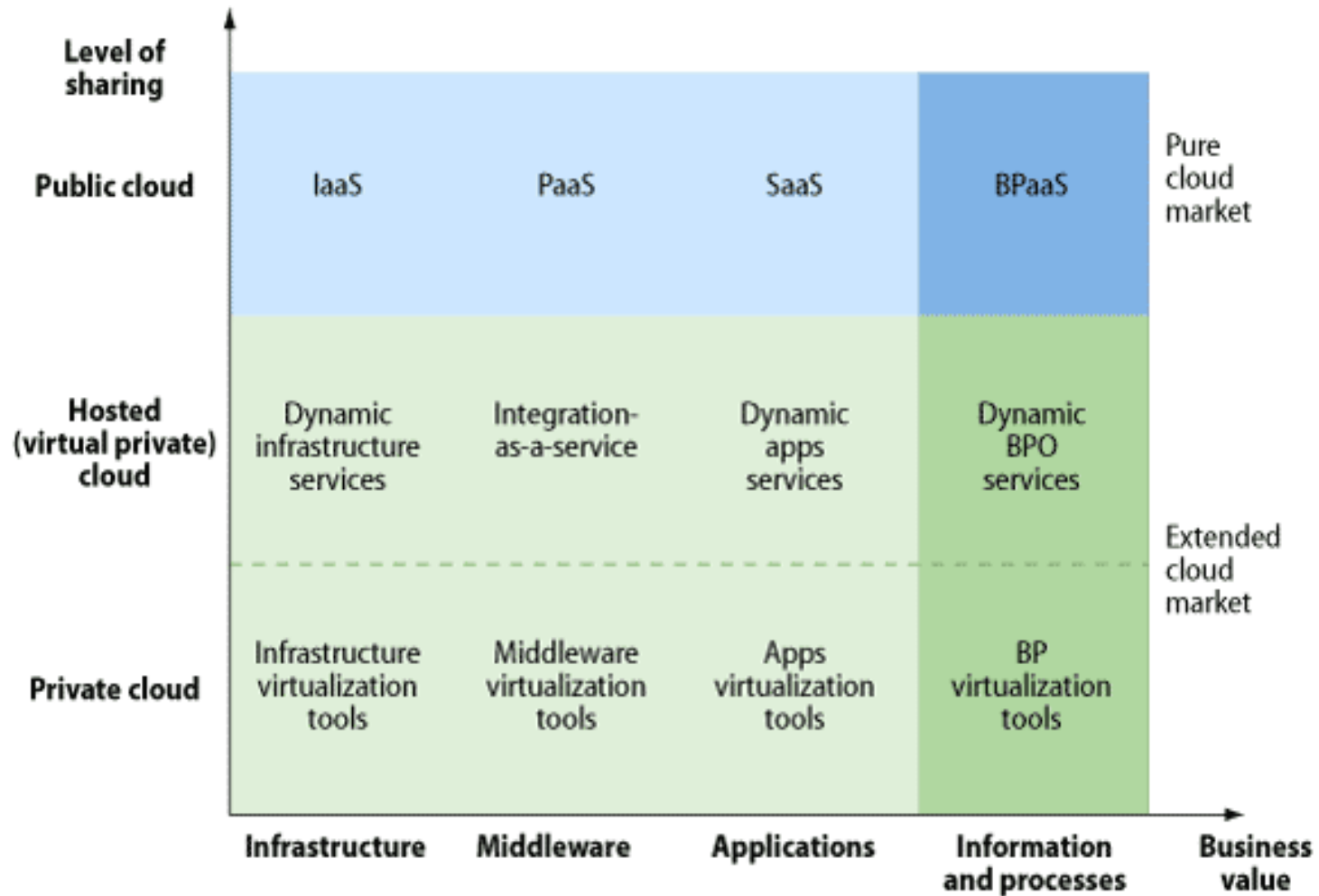
- *Ross Freedman, DCIA*
- *Jay Gleason, Sprint*
- *Brian Drewes, ZYNC Render*
- *Jason Mondanaro, MetraTech*

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# FUTURE CLOUD OPPORTUNITIES

- *Marty Lafferty, DCIA*
- *Jaye Connolly, PathCentral*
- *Geof Griebel, Eoscene*
- *James Mitchell, Cloud Options*

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# ***THANK YOU FOR ATTENDING***

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