



proudly present:

Optimizing IT in Government and Healthcare

Mobilizing Applications for Cloud

Christopher L. Poelker
VP Enterprise Solutions
FalconStor Software

CLOUD COMPUTING

Revolutionizing Business Processes
In Government & Healthcare

EAST 2014

MAY 15-16, 2014
Doubletree by Hilton
Downtown Washington, DC

OPTIMIZING IT IN GOVERNMENT & HEALTHCARE

MOBILIZING APPLICATIONS
FOR CLOUD

FalconStor[®]

*Christopher L. Poelker
VP Enterprise Solutions*

US Cloud Commission

Commission on the Leadership Opportunity in U.S. Deployment of the Cloud (CLOUD²)



Full Report Text Available online at www.techamericafoundation.org/cloud2

14 Recommendations for Cloud Adoption

Trust

- **1 - Security & Assurance Frameworks: Develop infrastructure standards**
- **2 - Identity Management: Develop strong authentication standards**
- 3 - Responses to Data Breaches: Enact data breach and cyber security laws
- 4 - Research: Leverage NSF and DARPA and academia which invented internet

Transnational Data Flows

- 5 - Privacy: Develop commonly accepted privacy frameworks and standards
- 6 - Government/Law Enforcement Access to Data: Fix international access laws
- **7 - E-Discovery and Forensics: Data access for compliance and litigation**
- 8 - Lead by Example: Show trust by using other countries clouds

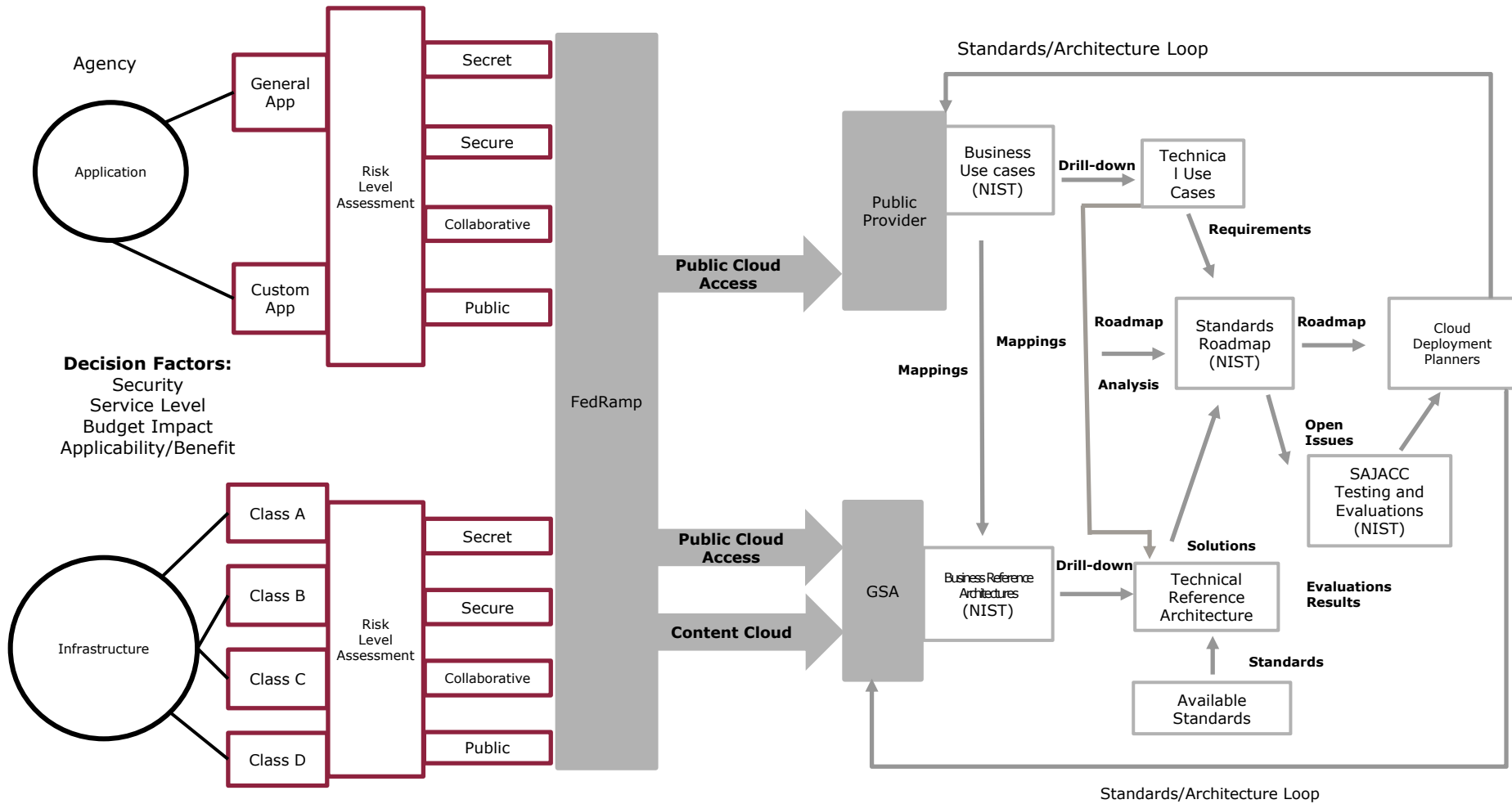
Transparency

- 9 - Transparency: Publicize information about operational aspects of the service
- 10 - Data Portability: Develop standards and best practices

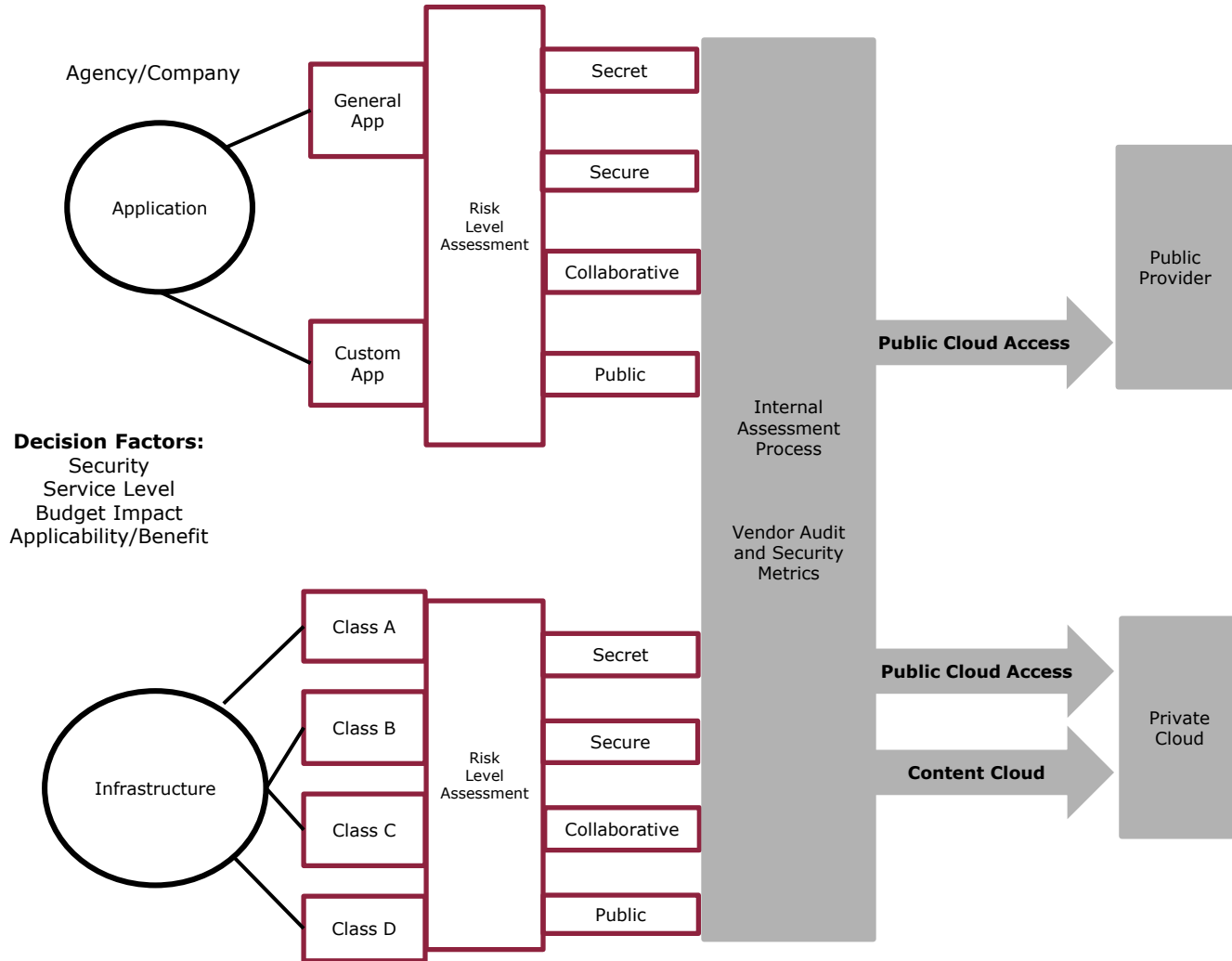
Transformation

- 11 - Federal Acquisition and Budgeting: Adapt current procurement models
- 12 - Incentives: Reward and support cloud adoption by agencies
- **13 - Improve Infrastructure: Move to IPv6 and improve nations bandwidth**
- **14 - Education/Training: Incentives to adopt new cloud skills for IT workforce**

Commission Infrastructure Working Group: Choosing Applications for the Cloud



"Cloud Formation" Chart



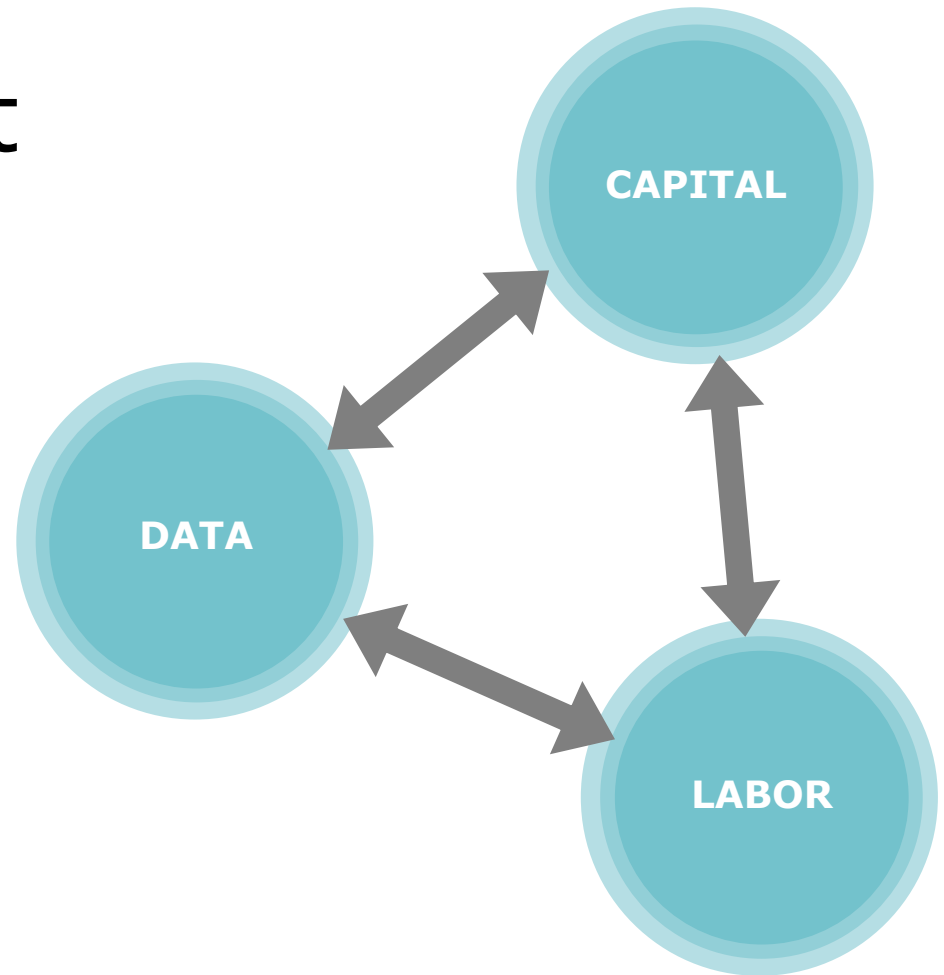
Chris' 5 Steps to the Cloud

- 1. Assess existing infrastructure and operational costs**
2. Perform detailed analysis of applications and any interdependencies
3. Audit existing data assets through a security, capacity and access lens and assign classes based on service levels
4. Enable mobility by virtualizing servers and storage
5. Consolidate infrastructure and minimize complexity

OPPORTUNITY

Data is an Asset

Data has swept into every industry and business function and is now an important factor of production, alongside labor and capital.*



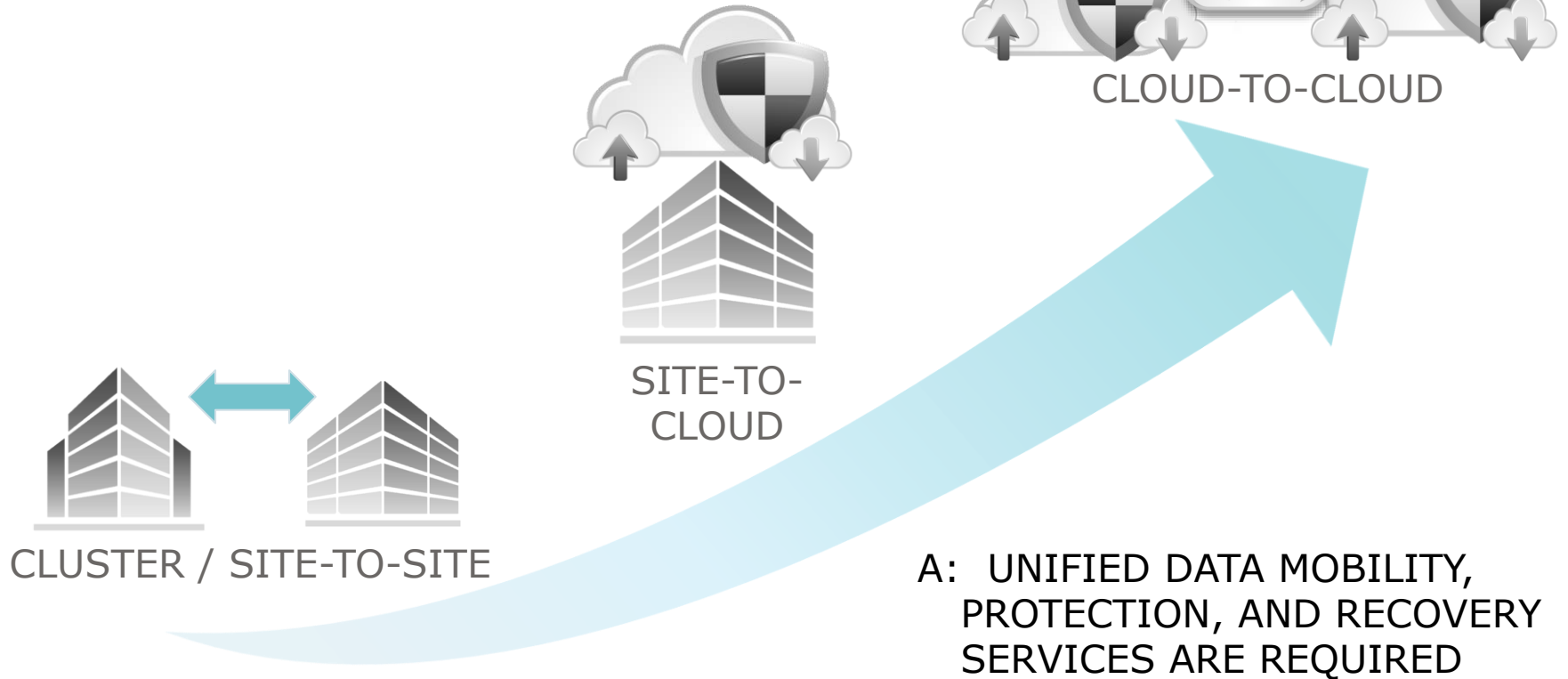
And like any asset it must be well managed.

**McKinsey and Company, 2011*

THE CHALLENGE

Rapid Change and Challenges Facing IT...

Q: HOW DO YOU BALANCE
COST VS TIME VS COMPLEXITY?



Agility through Intelligent Abstraction

- Information Mobility
- Backup Elimination
- Continuity of Operations
- Optimized Single Instanced Storage
- Automation of Data Services



Intelligent Abstraction (IA) provides Data Service Optimization

What is Intelligent Abstraction?



Intelligent Abstraction combines the power of **Artificial Intelligence** with **Virtualization** to **Optimize** and **Automate** IT

Unified Platform Architecture

Unified Mgmt GUI

REST API

Applications & Platforms (Physical & Virtual)

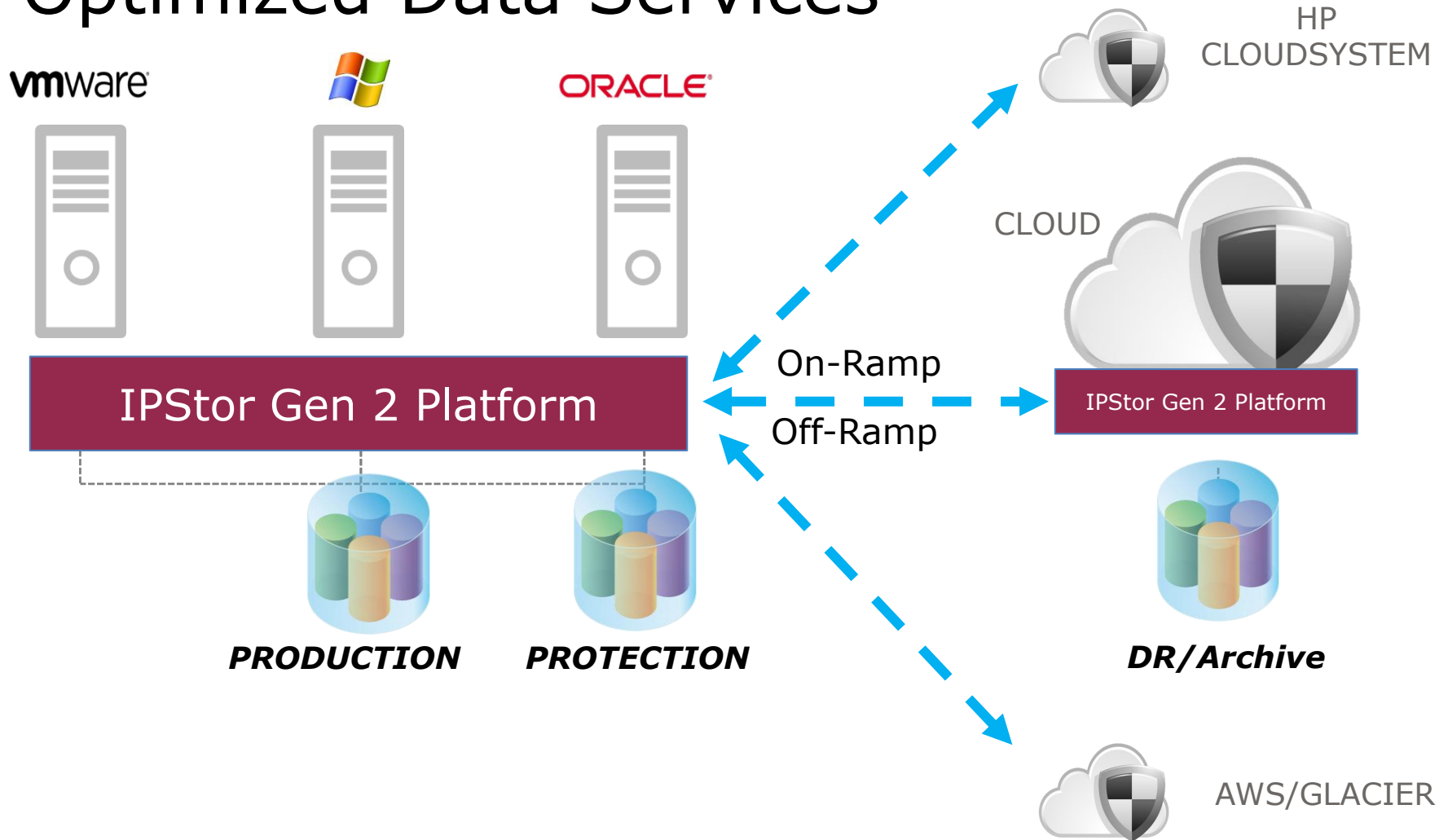
FalconStor Data Services Resource Pool

IPStor Gen 2 Platform

Storage Resources (Physical & Virtual)

THE RESULT

Optimized Data Services



FREEDOM MEANS

More Options

High Performance

Less
Complicated

Less Expensive
Less RISK

Optimized/Au
tomated

All of the
Above



Thank You

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Thank You

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