



Vendor Criteria?

Are you asking the right questions?

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CLOUD COMPUTING

Revolutionizing Business Processes
In Government & Healthcare

EAST 2014

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

How to choose a partner

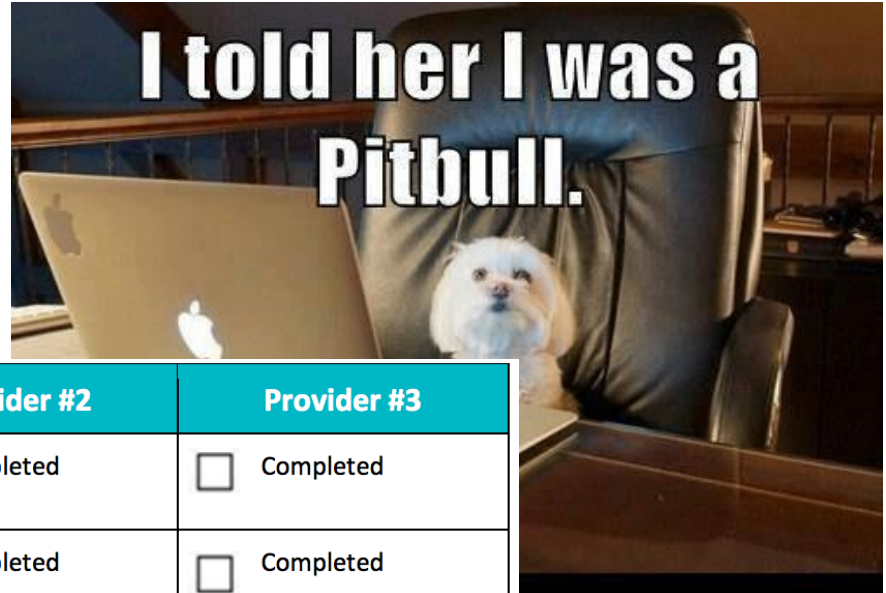
Grimm



Speed Dating



Online Dating Checklist



	ProfitBricks	Provider #2	Provider #3
Read Provider's website, whitepapers, blog, etc.	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed
Review analyst and media coverage	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed
Review published case studies	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed
Speak with reference customers	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed
Read the provider's Service Level Agreement and Terms & Conditions documents	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed	<input type="checkbox"/> Completed



Getting Started

- Ease of Business
 - Is the service and pricing plan simple, clear and easily understood?
 - Is it necessary to speak with a sales person prior to establishing service?
 - Is sales person responsive to requirements and offers specific suggestions to meet needs?
 - Does the provider offer online signup and click-thru agreements?
- Easy onramp
 - Will it be straight – forward to set-up the service?
 - Does the provider have a migration scheme or provide assistance with migrations?
- Customization
 - What image import capabilities does the provider offer – Custom images? The ability to bring your own images? Import VMDKs or OVF's? Import VHDs? Does the provider offer the ability to bring your own Kernel?



The Product

- Does the provider support private network segments and subnets?
- **Can instances be started and stopped at will?**
- Does provider support non-fixed virtual machine sizes?
- **What are the specs of the largest compute instance offered by each provider?**
- Does provider have live migration capability to insure high availability during maintenance periods?
- What Hypervisor does the provider use?
- What storage options are supported by provider?
 - Instance-independent
 - block storage
 - expandable volumes
- What storage snapshot capabilities are offered by the provider?
 - Create snapshot
 - Use snapshot as image



Product Usage

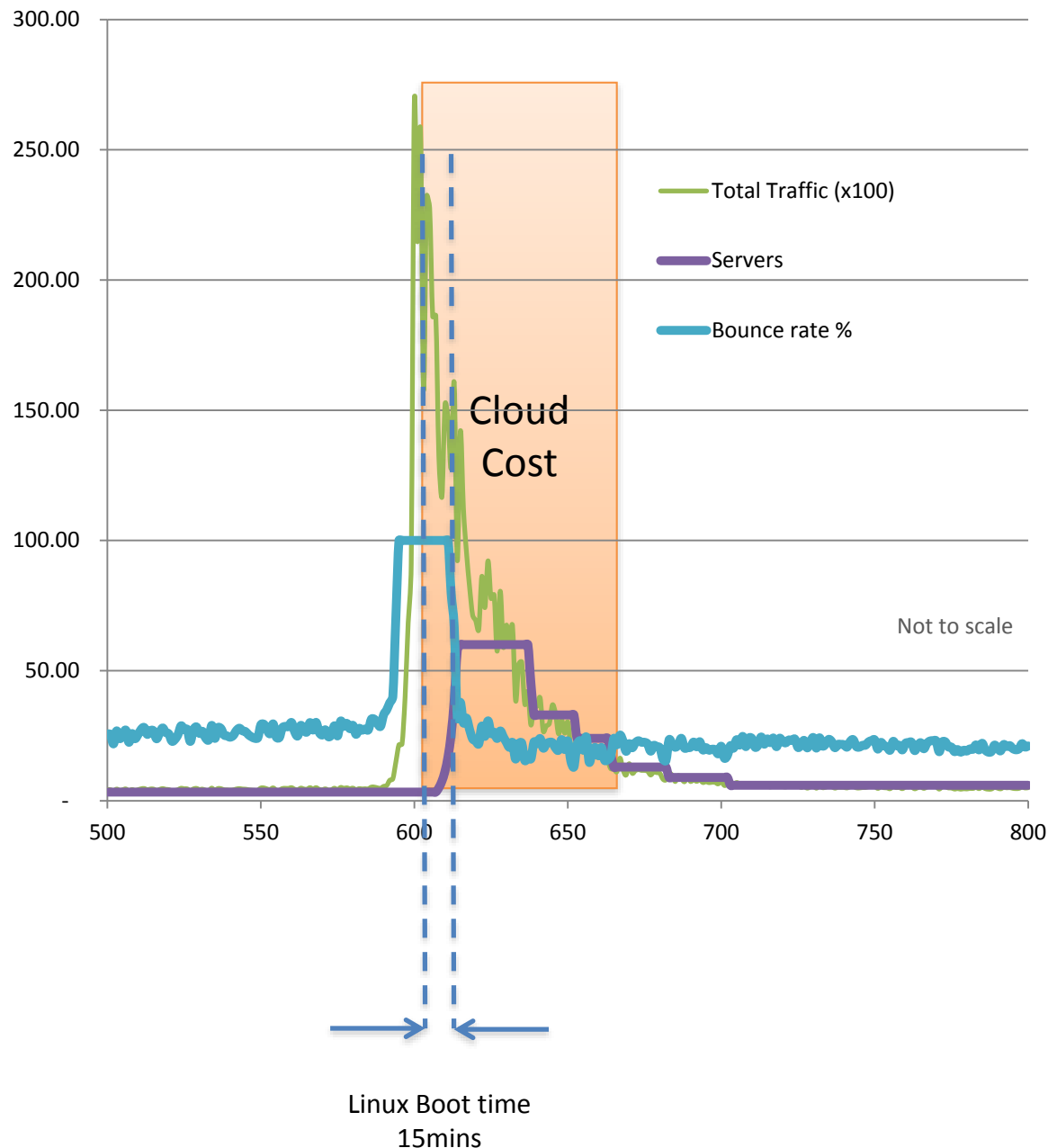
- Does the provider offer a GUI Cloud data center management tool that is drag and drop or is it control panel/table-based?
- What level of management does the GUI tool or control panel include – i.e. ability to configure IPs, firewalls, images, etc.?
- Does the provider offer a full-API with all required calls to configure, provision, scale, and deactivate infrastructure?
- Does provider enable the ability to start and stop instances?
- Does provider operate on a self-service model or do they require formal requests and tickets to complete tasks?



Performance

- Independent benchmark reports
- Scaling options
 - Vertical / horizontal
 - Cost
 - Latency
- Model your needs
 - to better ask ‘what-if’ questions?
 - Bottom up traffic model
- Raw H/W
 - SSD
 - Backbone (1Gb, 10Gb, Infiniband?)





- Linux boot latency results in lost revenue
- Cloud billing unfairly pads charges long after the spike is over.



Are you asking the right questions?

- Do I want to get married?
 - Affairs?
- Is the cloud right for my problem?
 - Is a thicker client more appropriate?
- Will the cloud always be there for me?
 - Vendor stability?
 - Will it evolve to support changing needs?





proudly present:



Thank you



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