



To get there, together

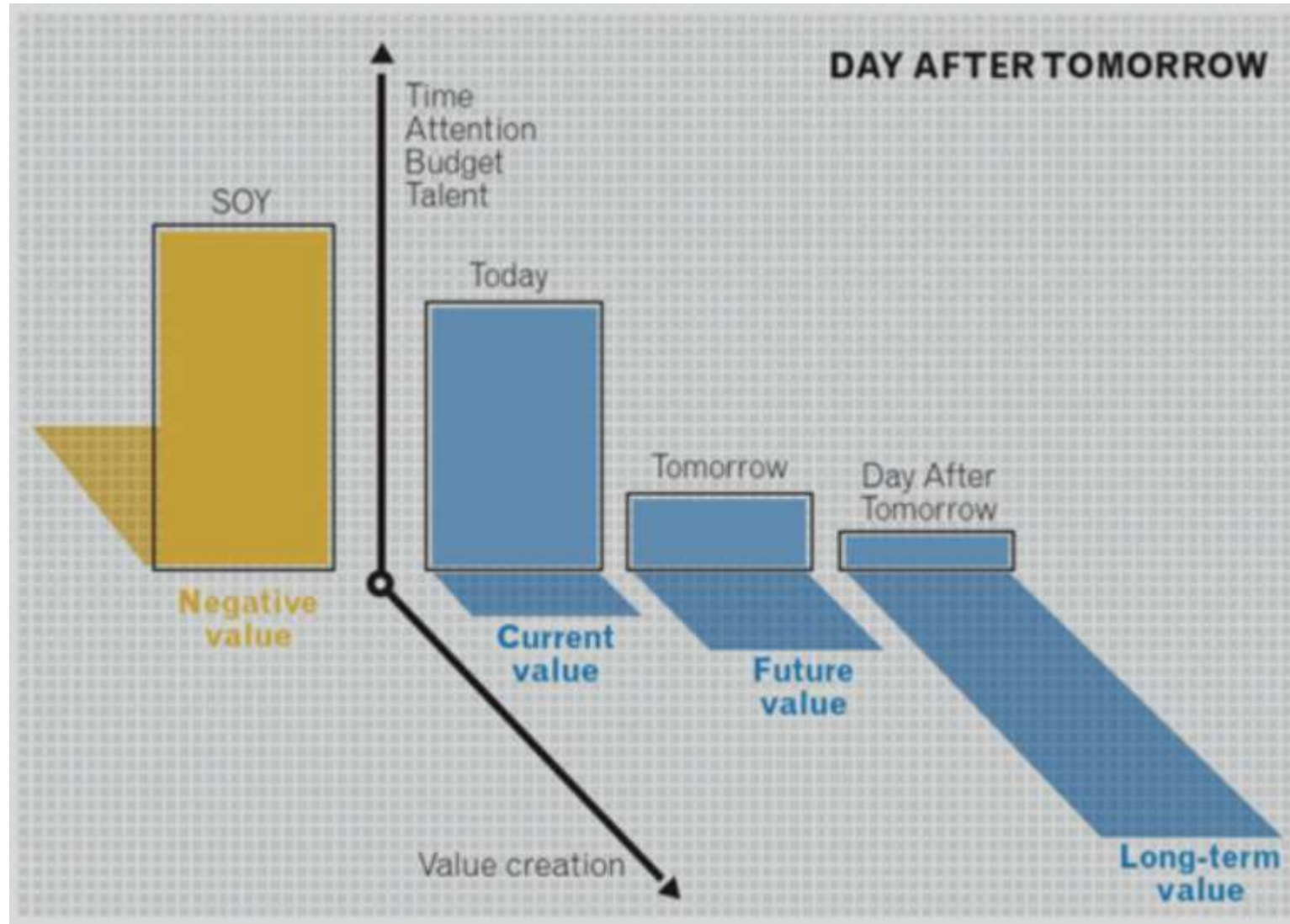
HI, MY NAME IS JO LEEMANS, GROUP MANAGER IT OUTSOURCING

# DCaaS as a utility model, and computing power as a service

“When we least expect it, life sets us a challenge to test our courage and willingness to change; at such a moment, there is no point in pretending that nothing has happened or in saying that we are not yet ready. The challenge will not wait. Life does **not look back.**”

Paulo Coelho





Legacy systems and people are a burden on many corporations. They cost time and energy, without creating value.







# The Periodic Table Of Cloud Computing

An overview of the most well-funded companies, largest exits, and most active investors in cloud computing (as of 2/7/18)

Symbol --->

**As**

Name --->

Ascenty

Storage & Backup

Networking Technology

Containerization

Cloud Management

Development Environments

Data Platforms

Integration & Migration

Monitoring

Security

Top Exits

Most Active Investors

<b>As</b> Ascenty	
<b>Gs</b> Global Switch	<b>Ru</b> Rubrik
<b>In</b> Infinidat	<b>Sc</b> Snowflake Computing
<b>Idc</b> IO Data Centers	<b>Uc</b> Ucloud
<b>Kc</b> Kingsoft Cloud	<b>1T</b> 128 Technology
<b>Qi</b> QingCloud	<b>An</b> Aryaka Networks
<b>Qii</b> Qiniu	<b>Bn</b> Barefoot Networks

<b>Bsn</b> Big Switch Networks	<b>Pl</b> Plexxi	<b>Do</b> Docker	<b>Ps</b> Panthreon Systems	<b>We</b> Weaveworks	<b>Clh</b> CloudHealth	<b>Lo</b> Logicworks	<b>Re</b> Replicated	<b>Coc</b> Couchbase	<b>Qu</b> Qubole	<b>Ve</b> Vexata	<b>Fu</b> Fugue	<b>Sca</b> ScaleArc	<b>Cll</b> Cloudwise	<b>Loi</b> LogicMonitor	<b>Vi</b> Virtual Instruments
<b>Cro</b> CradlePoint	<b>Sof</b> SolarFlare	<b>He</b> Heptio	<b>Po</b> Portworx	<b>2W</b> 2nd Watch	<b>Da</b> Datrium	<b>Plr</b> Platform9	<b>Se</b> Section.io	<b>El</b> Elastifile	<b>Quu</b> Qumulo	<b>Bg</b> Bespin Global	<b>Ji</b> Jitterbit	<b>Sn</b> SnapLogic	<b>Dag</b> Datadog	<b>Log</b> Logz.io	<b>Al</b> AlgoSec
<b>Cn</b> Cumulus Networks	<b>Tn</b> Talari Networks	<b>Ir</b> Iron.io	<b>Rl</b> Rancher Labs	<b>At</b> Atmosera	<b>Ea</b> EasyStack	<b>Tu</b> Turbonomic	<b>So</b> SourceGraph	<b>Mt</b> MapR Technologies	<b>Rld</b> Redis Labs	<b>Ce</b> Cedexis	<b>Ju</b> JumpCloud	<b>Ves</b> Velostrata	<b>Li</b> LiveAction	<b>Sl</b> Sumo Logic	<b>Ad</b> Armor Defense
<b>Inn</b> Innovium	<b>Di</b> Diamanti	<b>Me</b> Mesosphere	<b>Un</b> Univa	<b>Cl</b> CloudCheckr	<b>Hy</b> HyperGrid	<b>Gi</b> GitLab	<b>Co</b> Cohesity	<b>Pa</b> Panzura	<b>St</b> Stratoscale	<b>Fr</b> Frame	<b>Pay</b> PagerDuty	<b>Bi</b> BigPanda	<b>Lol</b> Loggly	<b>Sy</b> Sysdig	<b>Bis</b> Bitglass

<b>Ev</b> Evident.io
<b>Hyy</b> HyTrust
<b>Il</b> Illumio
<b>Ne</b> Netskope
<b>New</b> Netwrix
<b>Sex</b> Securonix
<b>Vn</b> vArmour Network

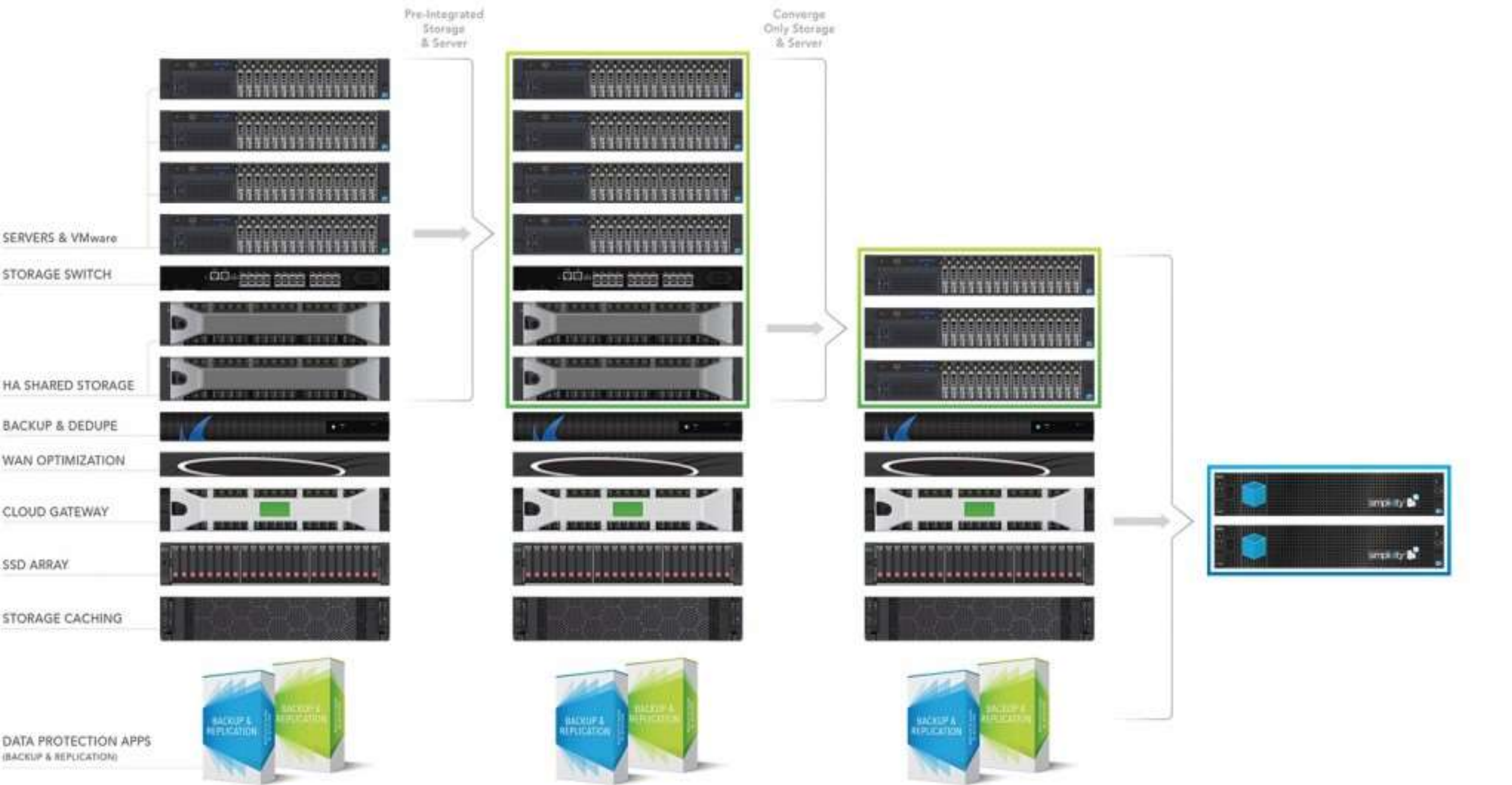
<b>Ano</b> Aerohive Networks	<b>Ap</b> Appario	<b>Apt</b> Apptio	<b>Bnr</b> Barracuda Networks	<b>Ca</b> Carpathia	<b>Mu</b> Mulesoft	<b>Nr</b> New Relic	<b>Rs</b> Ravello Systems	<b>Soo</b> SolidFire	<b>Vis</b> Virtustream
<b>Ape</b> Accel Partners	<b>Ah</b> Andreessen Horowitz	<b>Bv</b> Battery Ventures	<b>Ci</b> Cisco Investments	<b>Dtc</b> Dell Technologies Capital	<b>Ic</b> Intel Capital	<b>Lii</b> Lightspeed	<b>Mf</b> Mayfield Fund	<b>Sc</b> Sequoia Capital	<b>Tv</b> Trinity Ventures

LEGACY STACK

INTEGRATED SYSTEMS

OTHER HYPERCONVERGENCE SOLUTIONS

SIMPLIVITY HYPERCONVERGENCE





# ClusterUP ContainerScape

## Technology



## Management



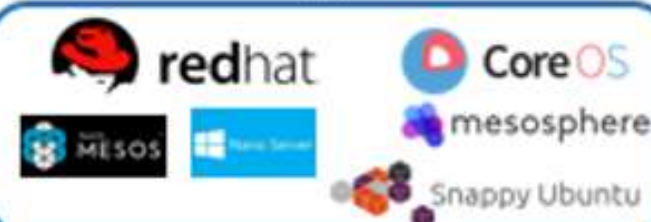
## Monitoring



## Networking, Storage, Security



## OS



## Orchestration Technologies



## Continuous Integration



## Endorsing Companies



## PAAS



## Container Clouds



## System Integrators & Consulting



## Production





## SECURITY MANAGEMENT AND COMPLIANCE

### Managed Security Service Providers



### SIEM



### Security Training



### Governance, Risk and Compliance



## INFRASTRUCTURE SECURITY

### Data Masking



### Enterprise Network Firewalls



### Intrusion Prevention Systems



### Network Access Control



### Unified Threat Management



## CYBER SECURITY

### Secure Web Gateways



### Network Forensics



### Threat Intelligence Services



## ENDPOINT SECURITY

### Secure Email Gateways



### Data Loss Prevention



### Endpoint Protection & Anti-virus



### Endpoint Threat Detection & Response



## APPLICATION SECURITY

### Application Security Testing



### Web Application Firewalls



### Application Control



## CLOUD SECURITY



## MOBILE SECURITY



## IDENTITY AND ACCESS MANAGEMENT

### User Authentication



### Identity Governance and Administration



## SECURITY PARTNERS



## SECURITY ORGANIZATIONS

### Education & Academic



### Professional Associations & Certification



### Government



## SECURITY CONFERENCES



## ANALYST HOUSES





## Bots with traction



## Connectors/ Shared Services



## Bot Discovery



## Analytics



## AI Tools: Natural Language Processing, Machine Learning, Speech & Voice Recognition



## Bot developer frameworks and tools



## Messaging



## Collaborate

## Build

## Test

## Deploy

## Run

### Application Lifecycle Mgmt.



### Communication & ChatOps



### Knowledge Sharing



### SCM/VCS



### CI



### Build



### Database Management



### Testing



### Artefact Management



### Deployment



### Config Mgmt. / Provisioning



### Artefact Management



### Cloud / IaaS / PaaS



### Orchestration & Scheduling



### BI / Monitoring / Logging





# MARKET TREND BY VARIOUS ANALYSTS



The concept of **flexible and scalable computing** is a key reason to create a **Cloud based architecture**

77% of organizations are employing **hybrid cloud approaches**

60 % of **workloads still reside in traditional or non-cloud infrastructure** compared with 40 percent for cloud workload deployments.

By 2020 **80%** of IT infrastructure HW and SW purchases will be based on **subscription Opex models** provided on consumption basis

Carefully consider **regulatory issues** that can impact your workload placement

40% of enterprise early adopters of the public cloud are **moving certain workloads back on-prem** for performance, security or cost reasons







# The data center as a utility model



















# A DILEMMA FOR IT LEADERS...

“I want seamless cloud experience, no matter where my workload is located”

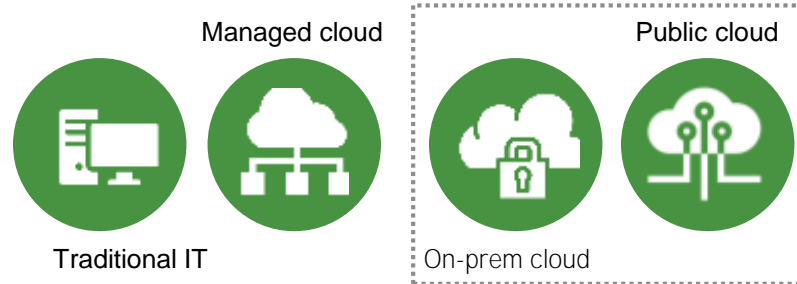
## BUILD ON PREMISE INFRASTRUCTURE

### Pros:

- Choose your server, storage, networking, software
- Manage your datacenter
- Control security, compliance

### Cons:

- Invest capital; incur risk
- Overprovision to handle growth
- Manage months-long procurement cycles



Flexible Capacity



## CONSUME IT FROM THE CLOUD

### Pros:

- Rapid scalability
- Pay per use
- No up-front, one-time capital
- Use a service, not manage IT

### Cons:

- Less control
- Not managing security, compliance
- Latency issues
- Data sovereignty issues





**POWERWALL**  
TESLA HOME BATTERY





You don't Have to

- ☐ "C"
- ☐ "H"
- ☐ "O"
- ☐ "O"
- ☒ "S"
- ☐ "E"

You CAN create!





# HEALTH - SERVICES - INDUSTRY - PUBLIC

We start from  
your business

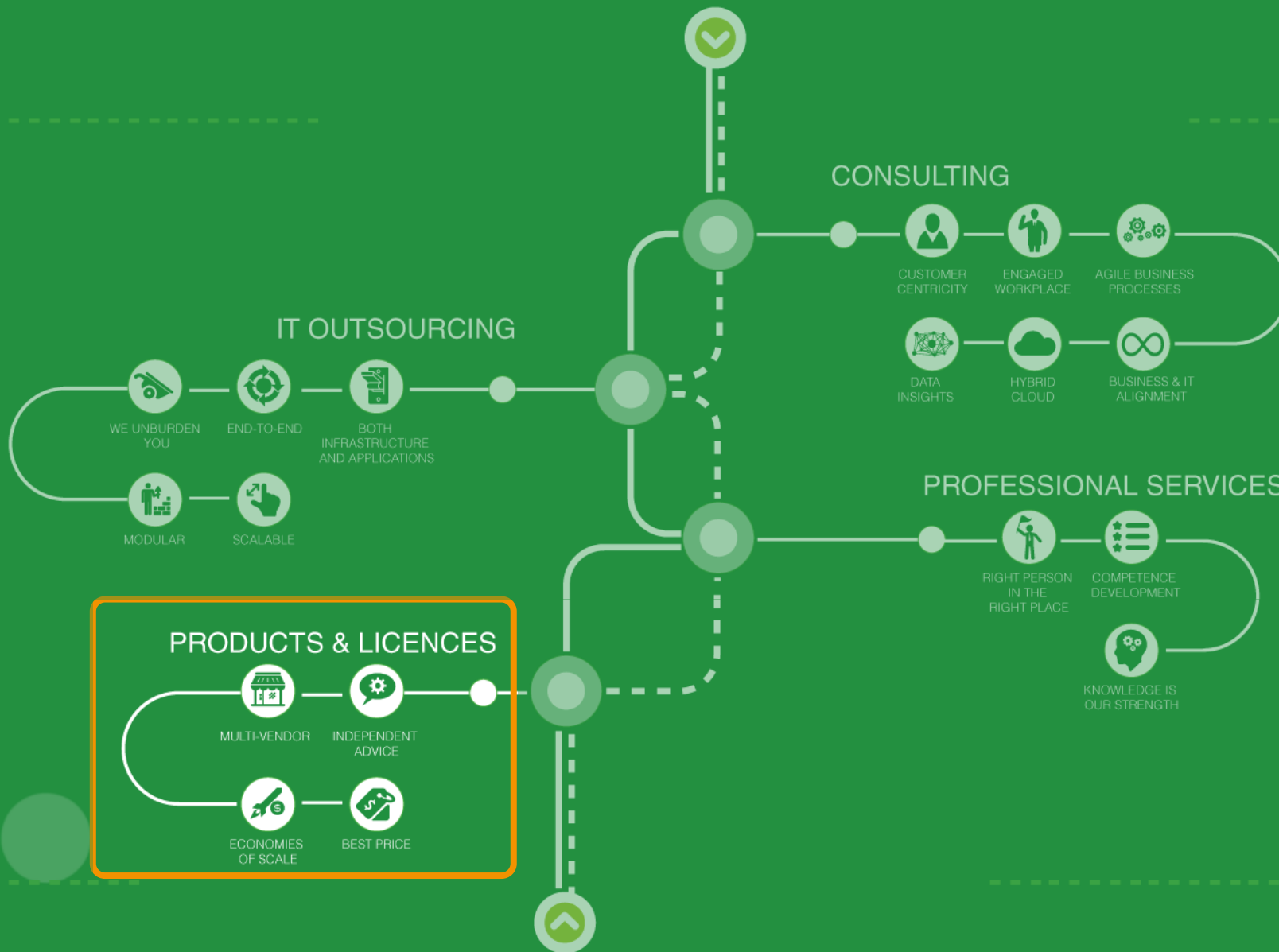
We start from  
your business

We take a look  
at your needs

We take a look  
at your needs

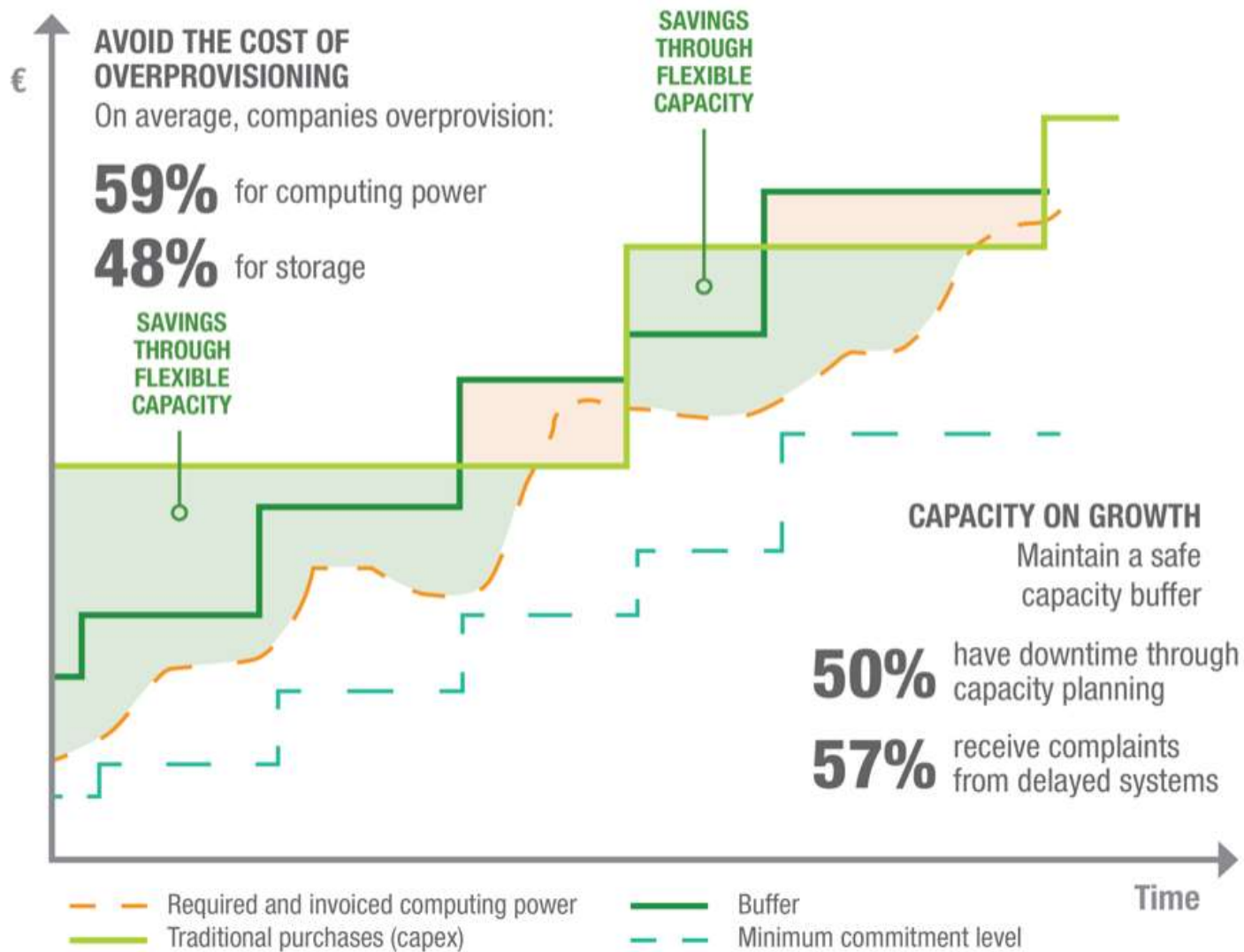
We deliver  
end to end

We deliver  
end to end

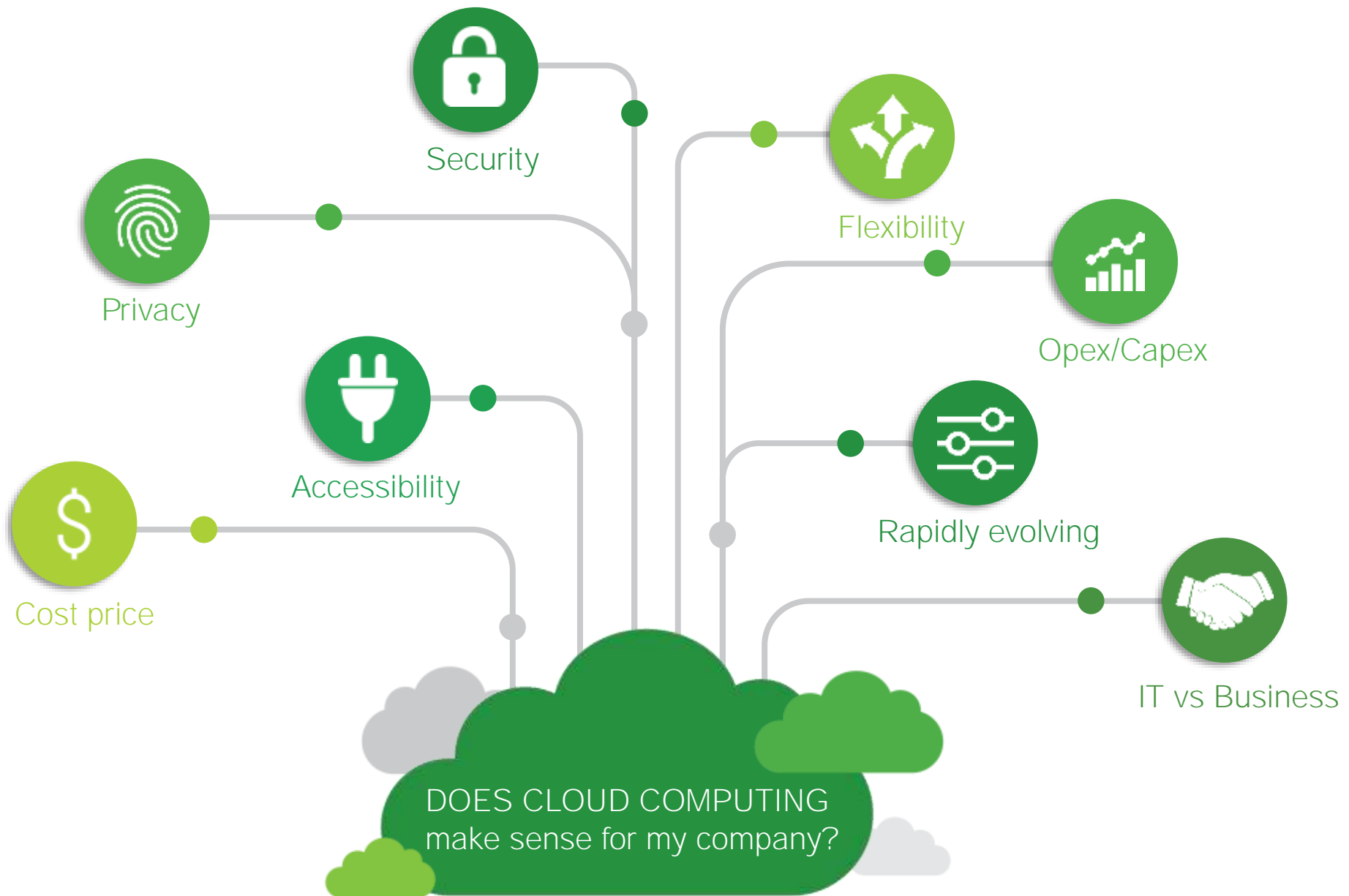


SALES - DELIVERY - FINANCE - HR - LEGAL - OTHERS (FACILITY, FLEET, ...)

# The benefits of pay per use for IT







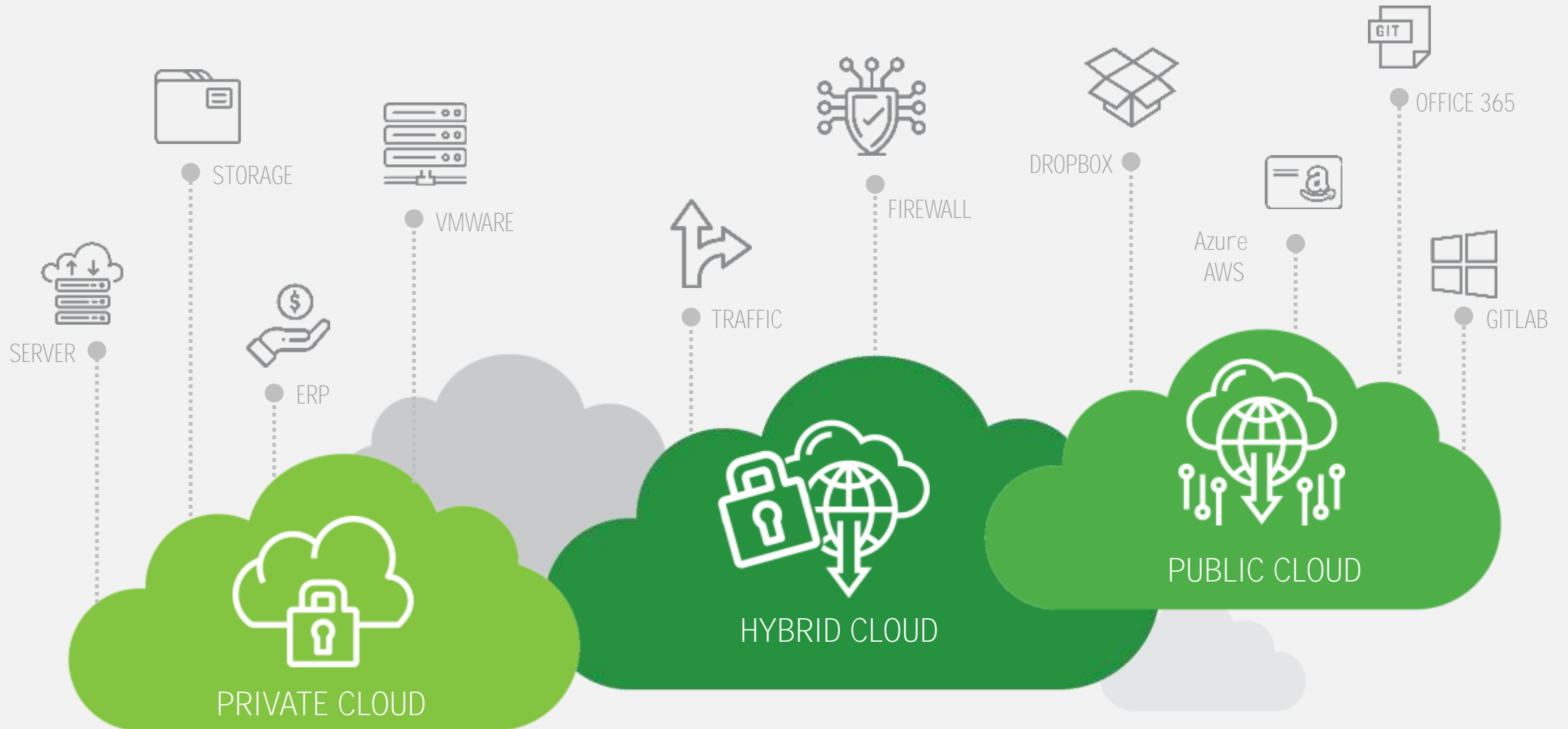


fully managed - connected - secure - hybrid in the core - scalable - certified - tier 3+





# REALDOLMEN'S SEAMLESS EXPERIENCE FOR YOUR WORKLOADS



NEW KIDS ON THE BLOCK



pay-per-use on prem

THE TOTAL PACKAGE TOUR



Pick the right companion



HEALTH - SERVICES - INDUSTRY - PUBLIC

We start from  
your business

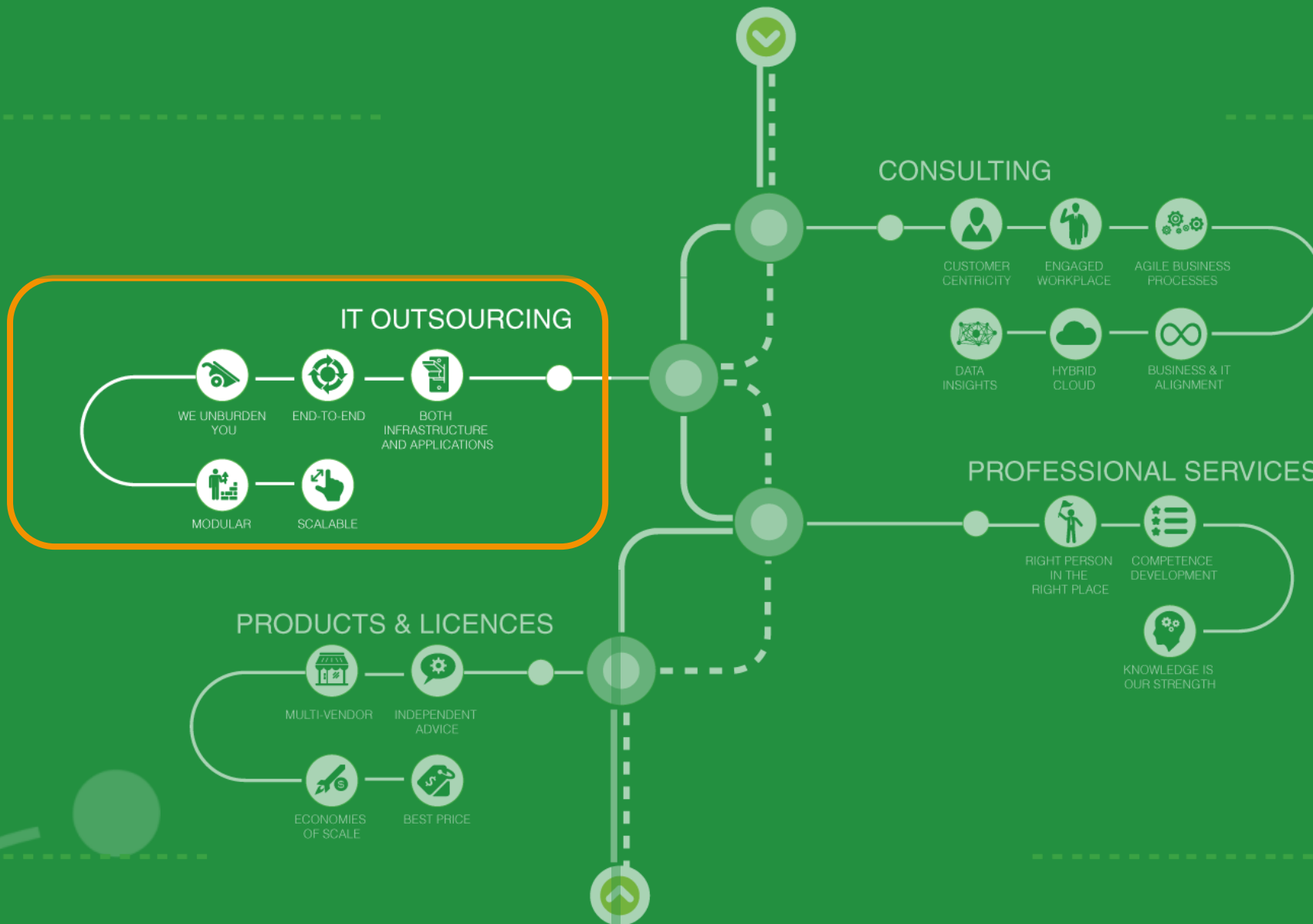
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We deliver  
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SALES - DELIVERY - FINANCE - HR - LEGAL - OTHERS (FACILITY, FLEET, ...)



# HOW DO WE TACKLE

## DISCOVER PHASE

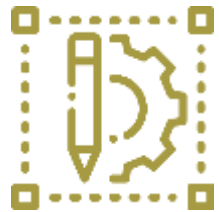
- What?
  - Strategic study of 5-15 days. Workload oriented
- Format
  - Workshops (IT, Management, Business)
  - Presentations
- Deliverable
  - AS-IS situation
  - Cloud Readiness assessment
  - Vision for the future: TO-BE situation
  - Detailed Cloud Program to go from AS-IS to TO-BE
  - Detailed Budget & Cost-Benefit analysis



# DATACENTER AS A SERVICE - CONSUMPTION BASED IT

## REALDOLMEN HYBRID IT SOLUTION

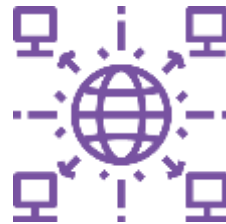
A suite of built-for-purpose, complete, Hybrid cloud solutions delivering business outcomes with hardware, software, and expertise, consumed on a pay-per-use basis.



Designed and integrated  
with Consulting services



Built-for-purpose technology,  
chosen and optimized for each  
solution Software specific to  
the solution



Full stack operated, with  
focus on operating the  
infrastructure or all the  
way to the workload



Flexible Capacity model for  
pay per use based on  
unique business metric;  
manage the evolution of the  
solution (aligned  
consumption metric)

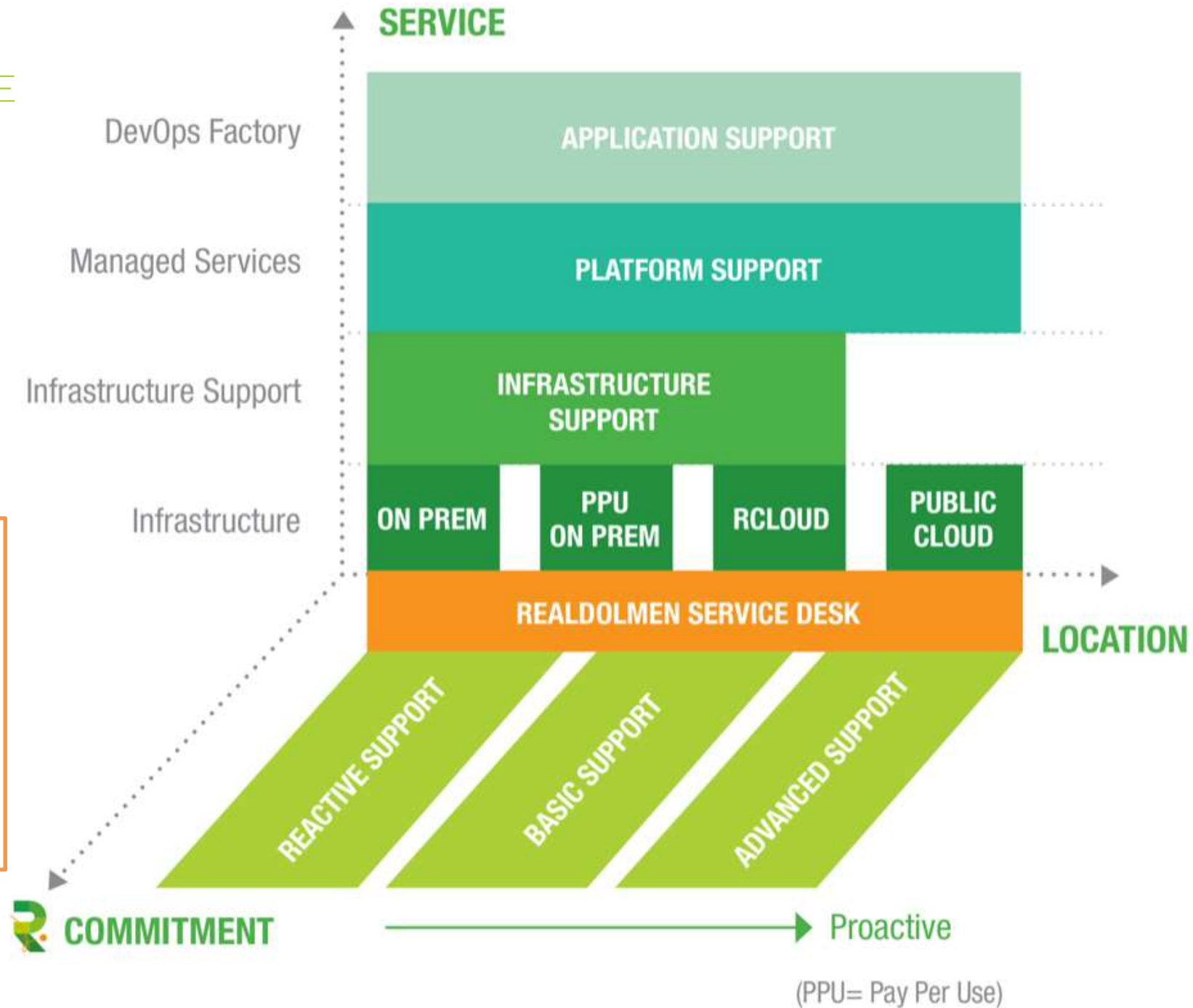


Continuous architecture  
and service  
improvements  
Innovation office.



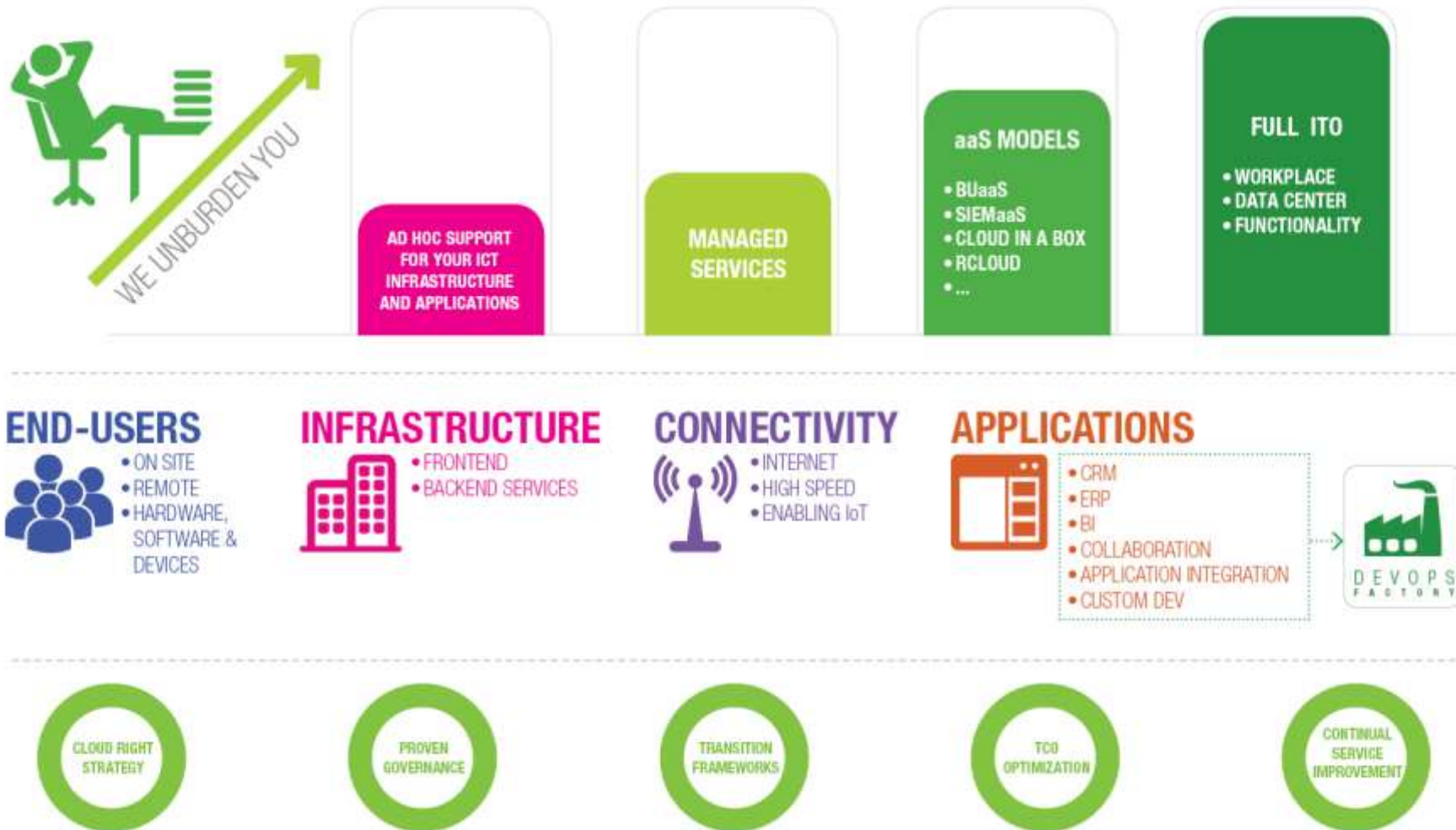
## YOU DON'T HAVE TO CHOOSE

We offer a fully integrated, professionally operated, multi-cloud experience, supporting your strategy, allowing your business to grow, saving you money as you go, continuously realigning with your changing needs



WHETHER IT'S IN THE CLOUD OR ON PREMISE, FOR YOUR CONNECTIVITY,  
INFRASTRUCTURE, APPLICATIONS OR END-USERS

WE UNBURDEN YOU AT THE LEVEL YOU DESIRE







A person wearing a green helmet and orange gear is in a kayak, splashing in blue water. The image is blurred to convey motion. A white text box with a green border is overlaid on the bottom right.

5 topics to think about before diving in

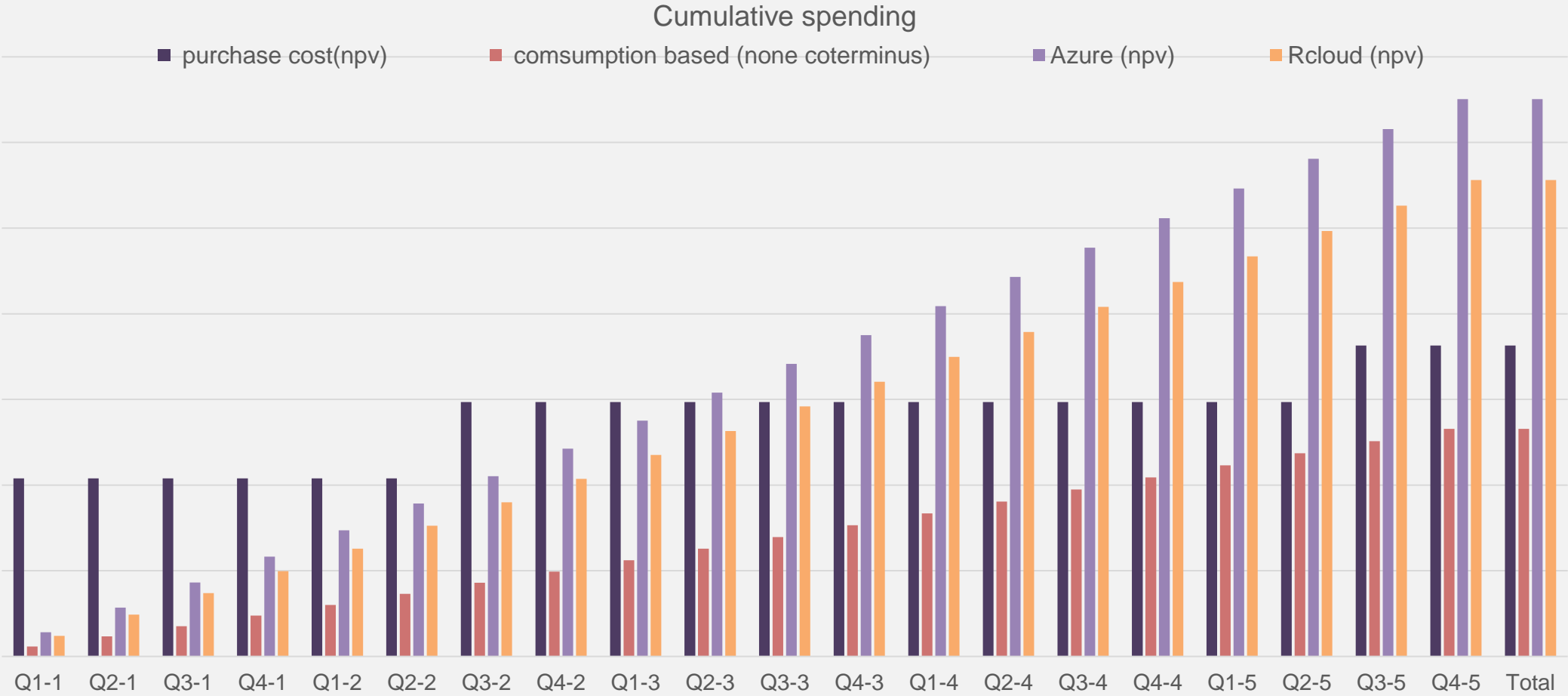


# #1 MY BUDGET



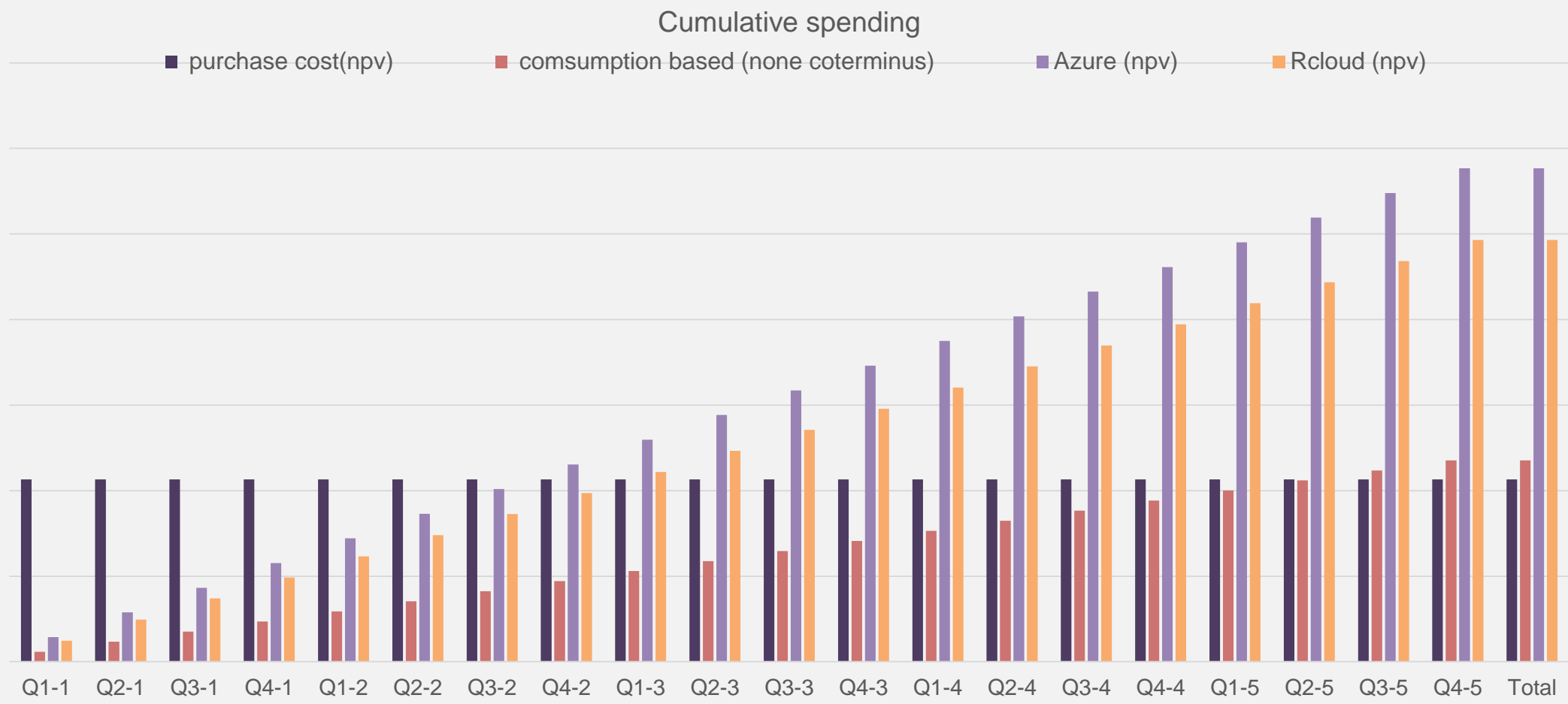
FINANCIAL

BUSINESS CASE : GROWTH



# FINANCIAL

## BUSINESS CASE : NO GROWTH NO SHRINK

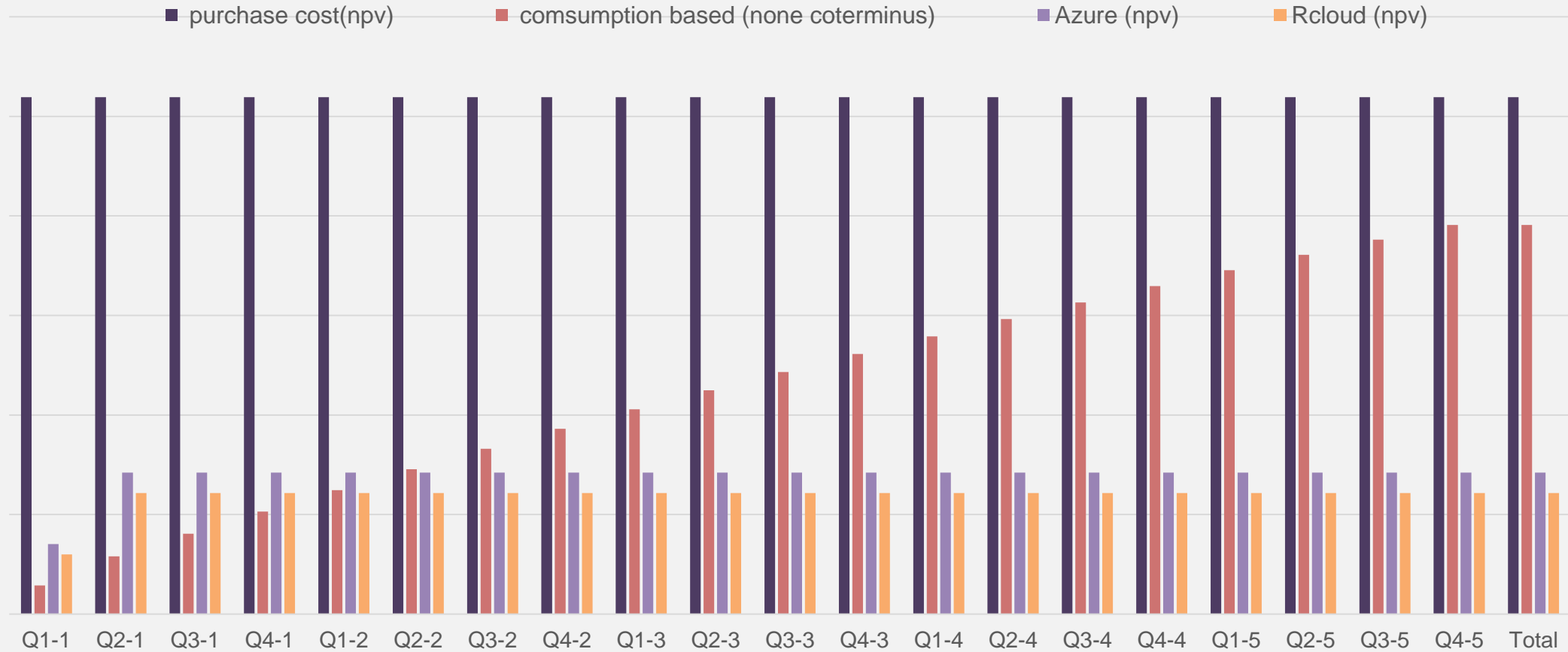




# FINANCIAL

## BUSINESS CASE : SHORT TIME USAGE

Cumulative spending

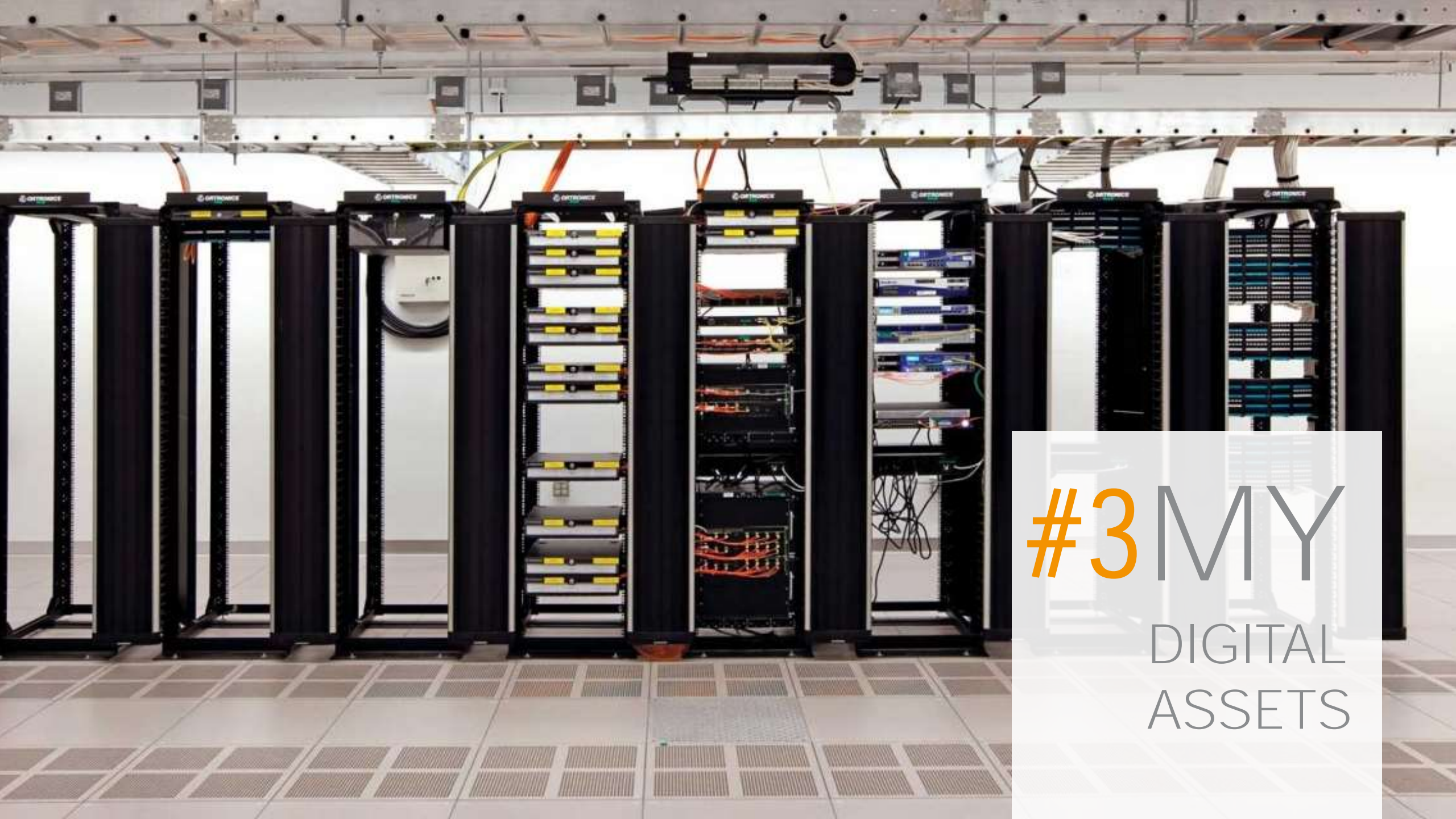




#2MY  
employees







#3MY  
DIGITAL  
ASSETS



# #4MY SECURITY







# #5 MY (legacy) application landscape



The time for words is over. We know what the problem is, there's been lots of conferences about it, lots of meetings, lots of declarations, now what we need is action

Ben Bradshaw (MP)





# TOMORROW'S ACTION

cloudright.realdolmen.com



en

Step 1/6

## As Is

My organization is already using public cloud solutions



Completely disagree

Neutral

Completely agree



If so, which:

## Administration

My organization no longer wishes to spend time on data center hardware administration



Completely disagree

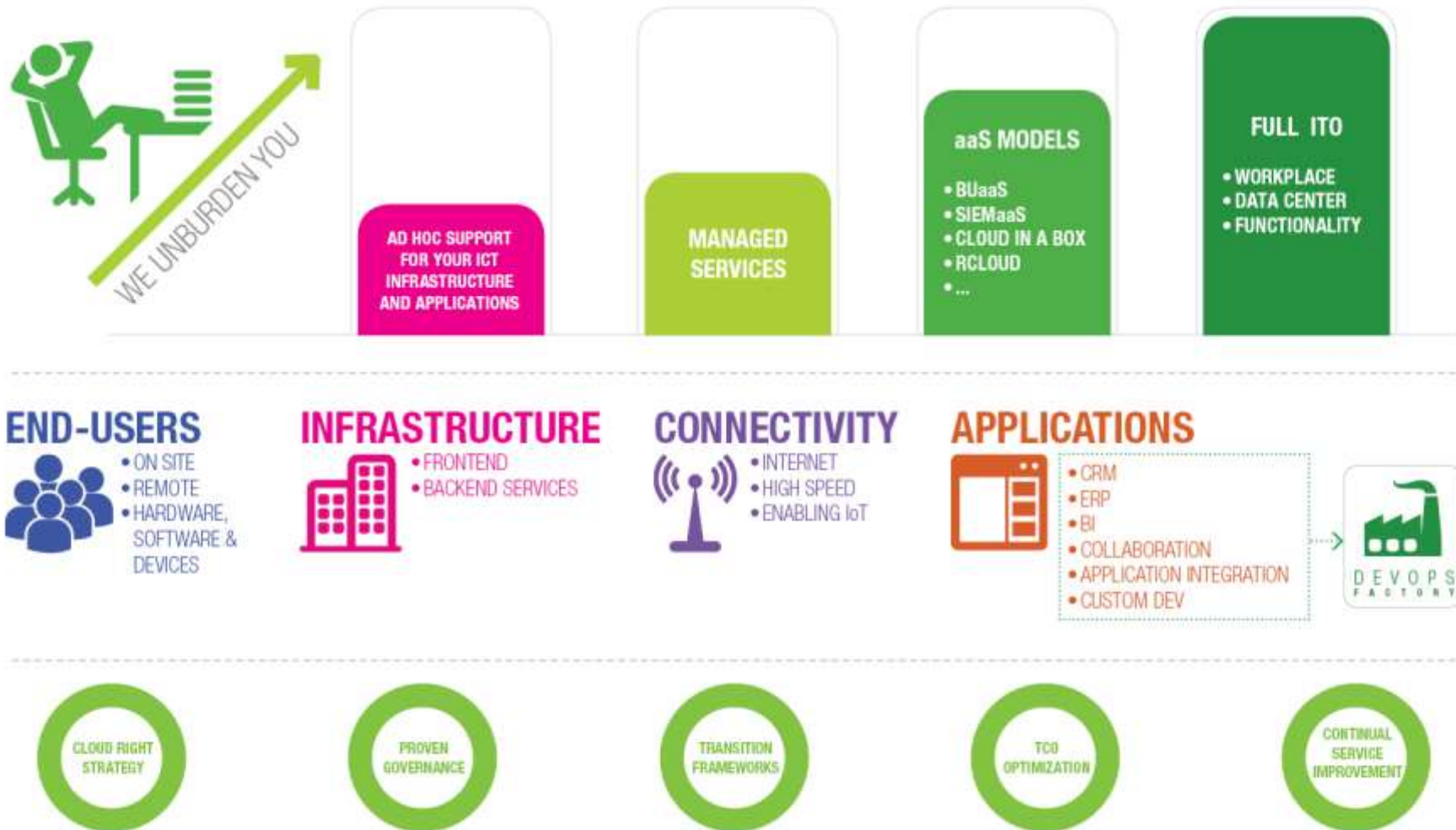
Neutral

Completely agree



WHETHER IT'S IN THE CLOUD OR ON PREMISE, FOR YOUR CONNECTIVITY,  
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WE UNBURDEN YOU AT THE LEVEL YOU DESIRE



A man in a dark suit and tie is sitting on a light-colored tiled floor, looking distressed with his head buried in his hand. Overlaid on the scene is a blue network diagram with circular nodes and connecting lines. One large node is positioned near the man's head, and another is to his left. The background is a plain, light-colored wall.

REFUSE CAREER IS OVER  
DUE TO SOY



A man in a dark suit stands on a rooftop, looking out over a city skyline at sunrise or sunset. The sky is hazy and golden. The man is holding a tablet in his left hand.

drive your company's digital transformation,  
and correct the typo in your title...

CEO





To get there, together



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