

New challenges **NEW IDEAS**



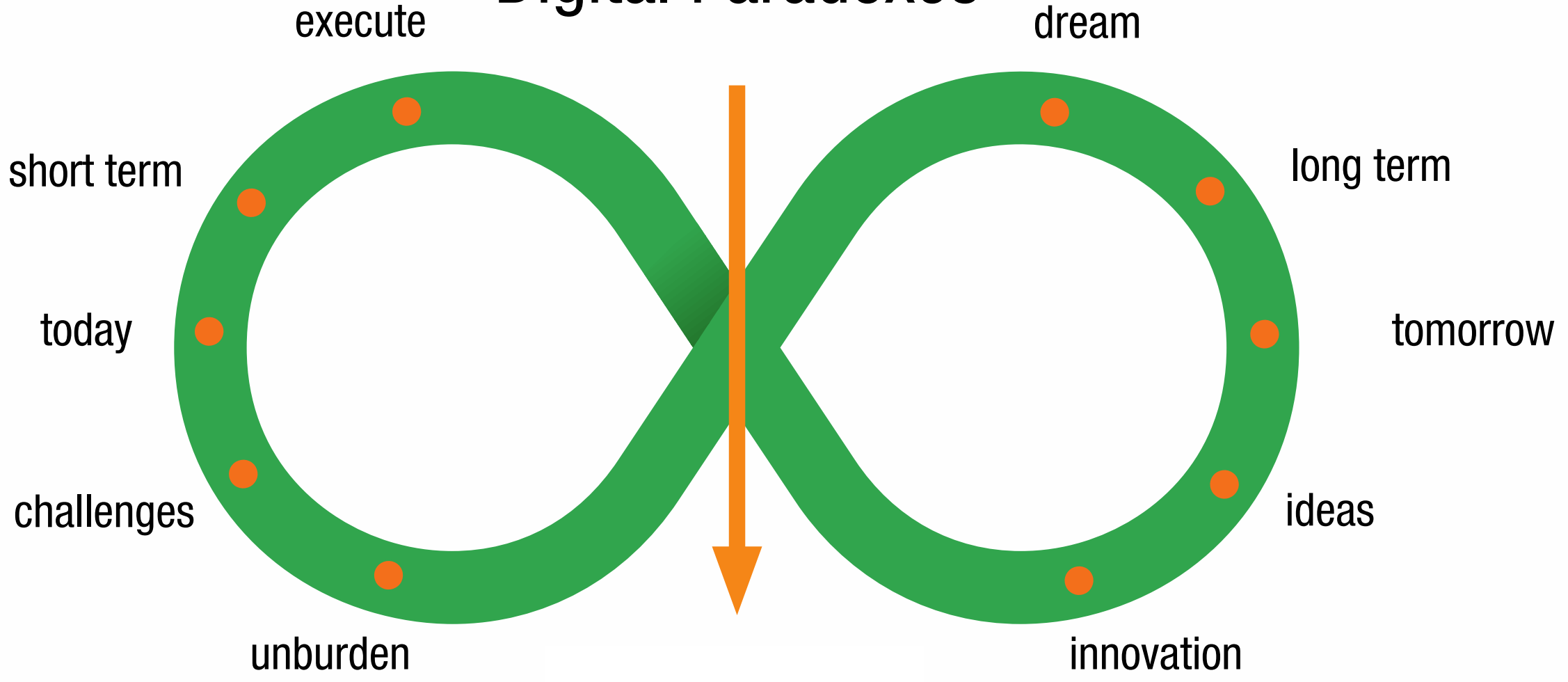
A man in a light blue suit and tie is sitting on a low, dark brown stone ledge. He is looking down at a silver laptop on his lap. The ledge is in front of a lush green wall of plants, including tall grasses and bamboo-like shrubs. In the background, a modern multi-story building with many windows is visible. The scene is brightly lit, suggesting daytime. In the foreground, the legs and feet of two people are visible, blurred as if they are walking past quickly. One person on the left is wearing purple pants and dark shoes, and one person on the right is wearing black pants and black boots.

DATACENTER AS A SERVICE

We unburden you at the level you desire

Chris Roets : portfolio management infrastructure Services

Digital Paradoxes



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**

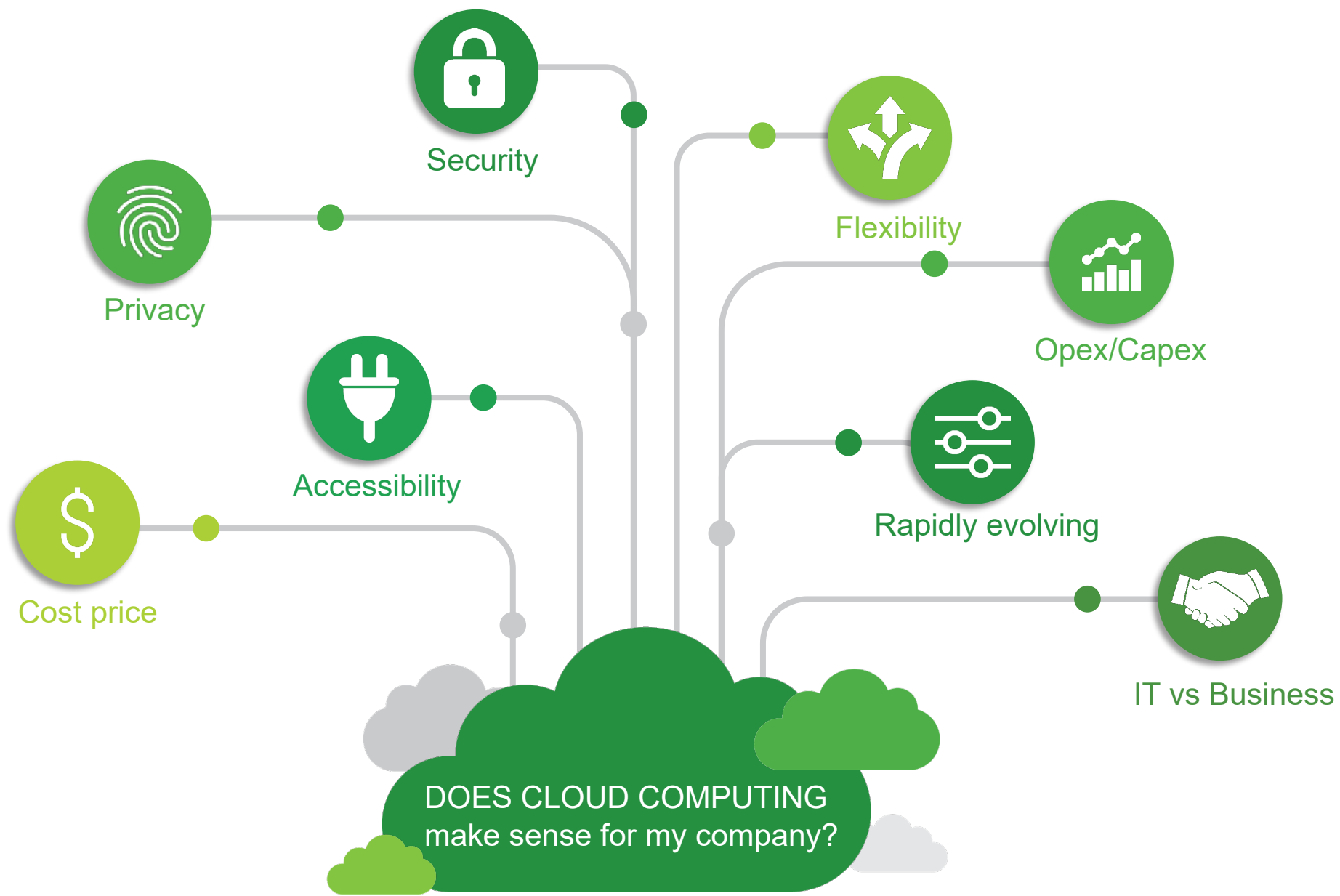
60 % of **workloads still reside in traditional or non-cloud infrastructure** compared with 40 percent for cloud workload deployments.

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





A DILEMMA FOR IT LEADERS...

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

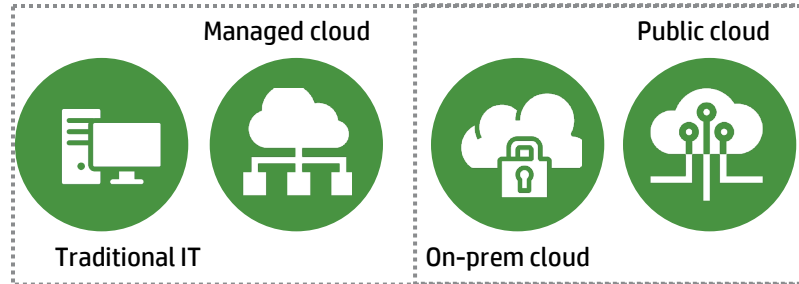
BUILD ON PREMISE INFRASTRUCTURE

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:

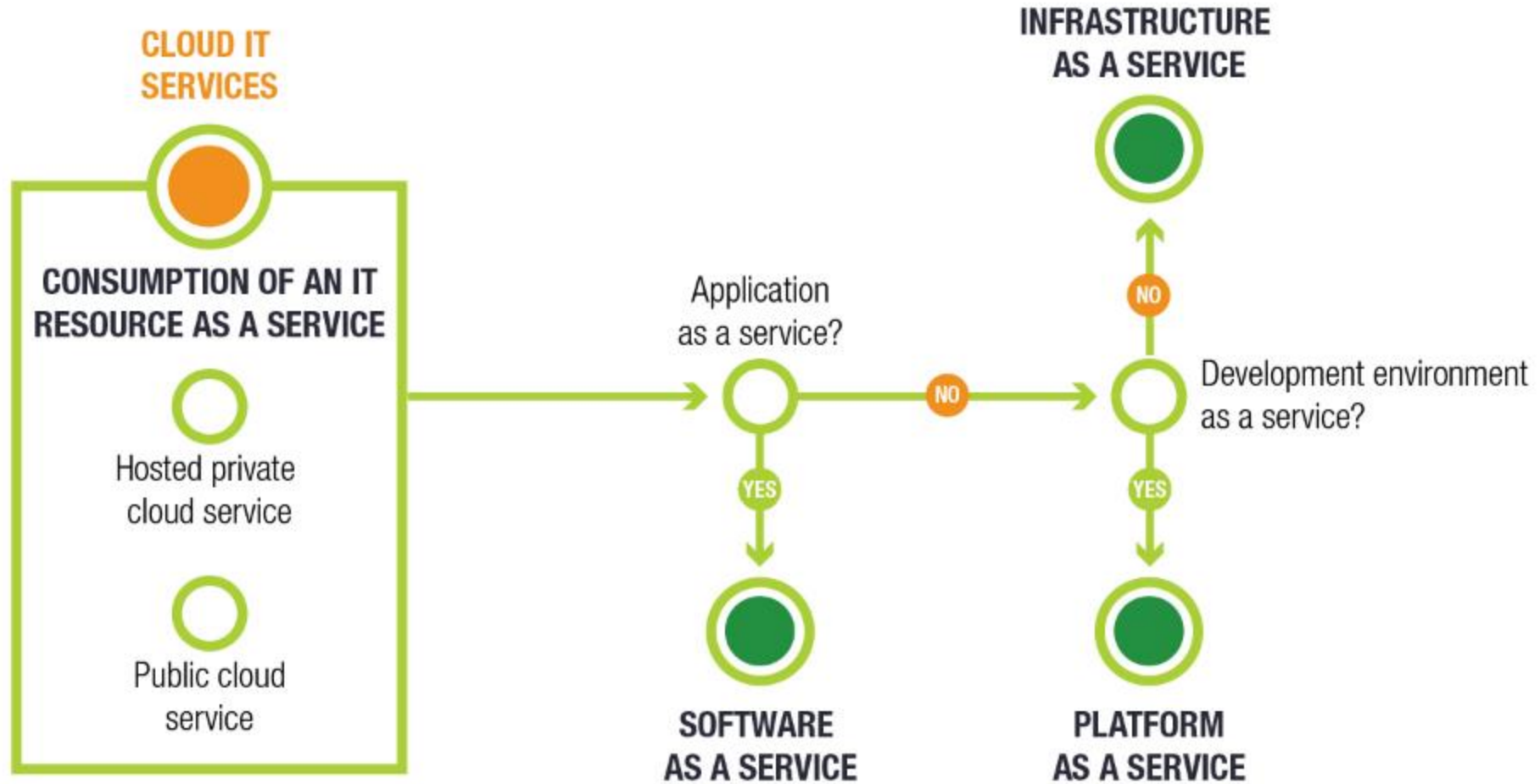
- Rapid scalability
- Pay per use
- No up-front, one-time capital
- Use a service, not manage IT

Cons:

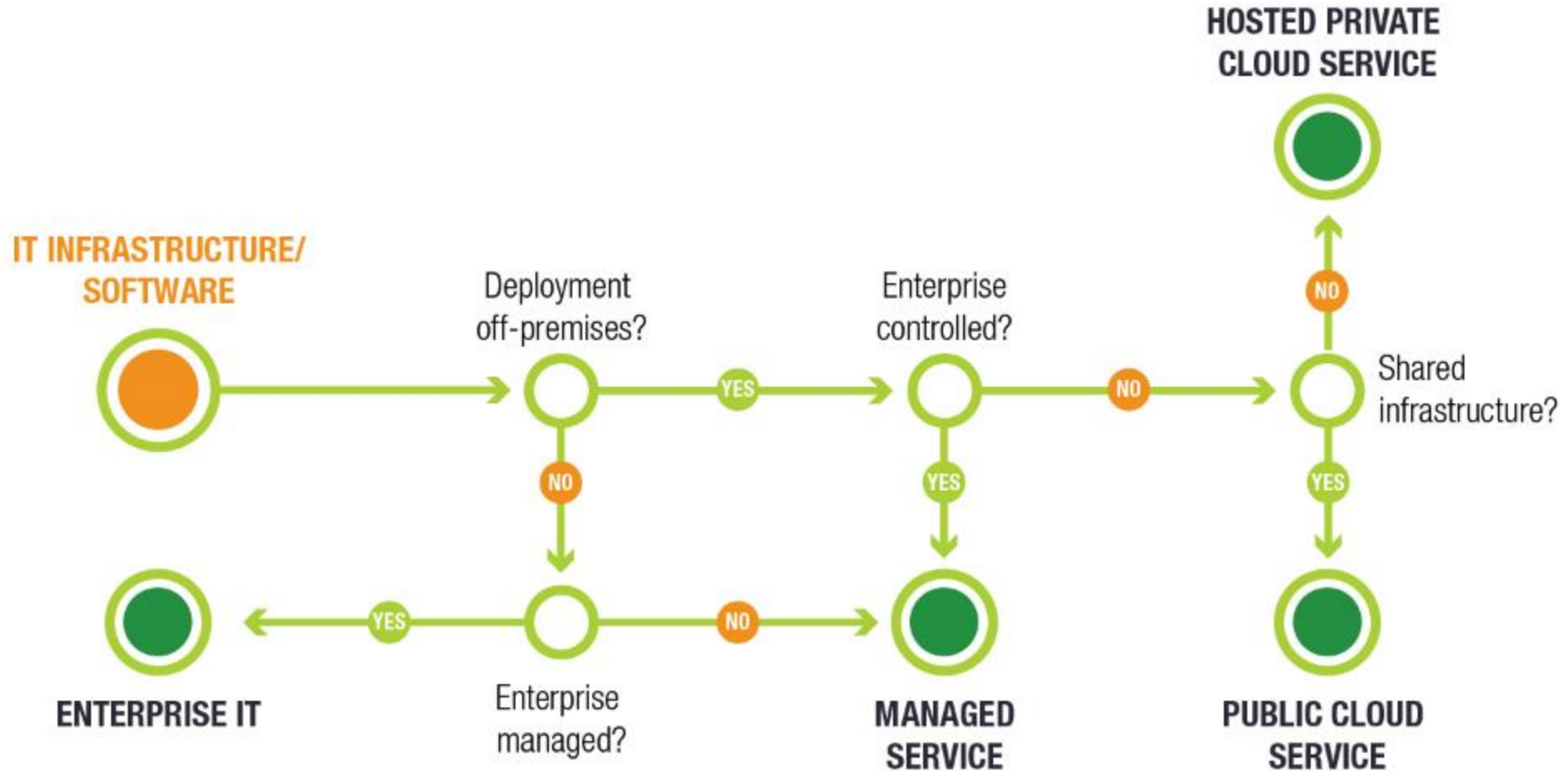
- Less control
- Not managing security, compliance
- Latency issues
- Data sovereignty issues



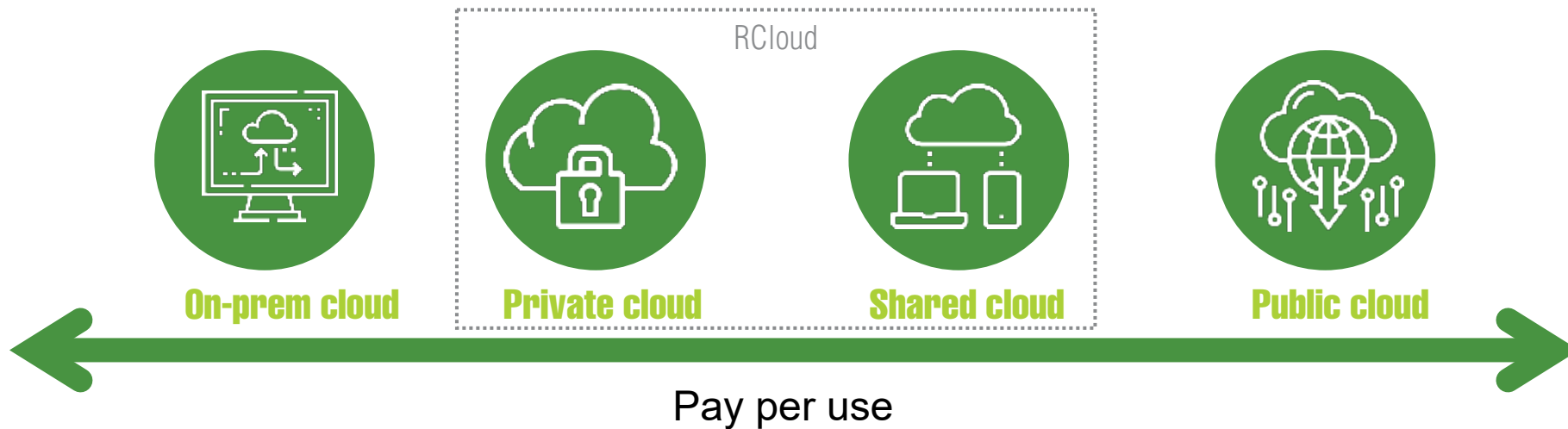
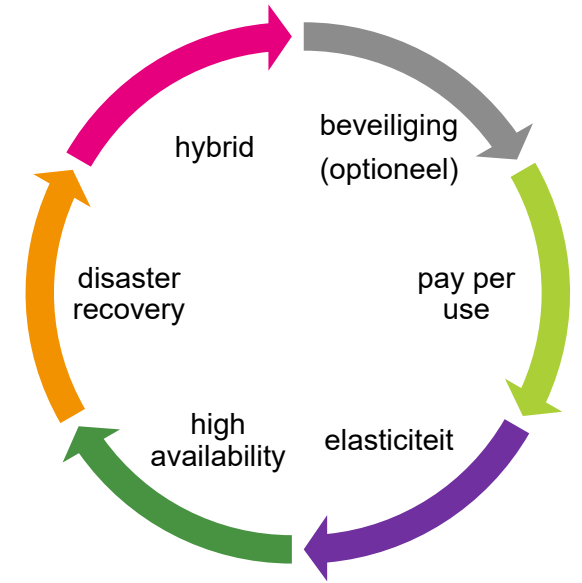
DECIDE ON XAAS



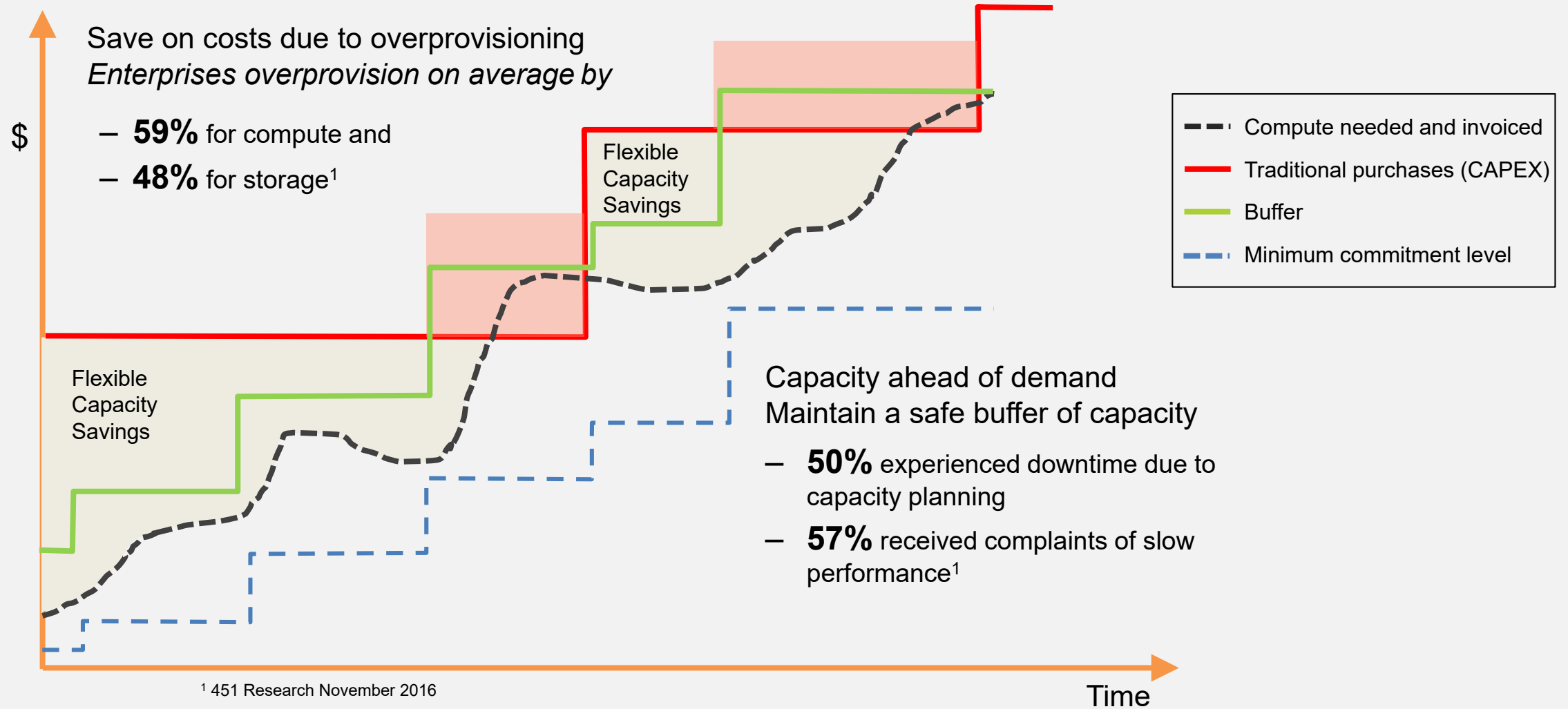
DECIDE ON CLOUD MODEL



REALDOLMEN HYBRID CLOUD ARCHITECTURE



How CONSUMPTION BASED SOURCING BENEFITS IT



TECHNICAL DRIVERS



DILEMMA OF PLACING YOUR WORKLOAD

- Resources
 - Cpu
 - Input/Output
 - Memory
 - Network(throughput and latency)
- Service availability
 - Short time on <-> always one
 - HA <-> DR
 - Bursting <-> stable
- Business
 - Complexity
 - Customizations
 - Value
- ...



BUSINESS DRIVERS



BUSINESS DRIVERS TO MOVE TO A CLOUD EXPERIENCE

- Speed of change
- Innovation
- Democratization of IT
- Using existing investments while extending portfolio
- Scale up, scale down
- Time to market
- New economic models
- Using savings to drive digital transformation
- rapid access to increasingly sophisticated solutions
- War for talent
- Fortune 500 embrace Cloud adoption
- ...



FINANCIAL DRIVERS



FINANCIAL DRIVERS OF CAPEX VERSUS OPEX

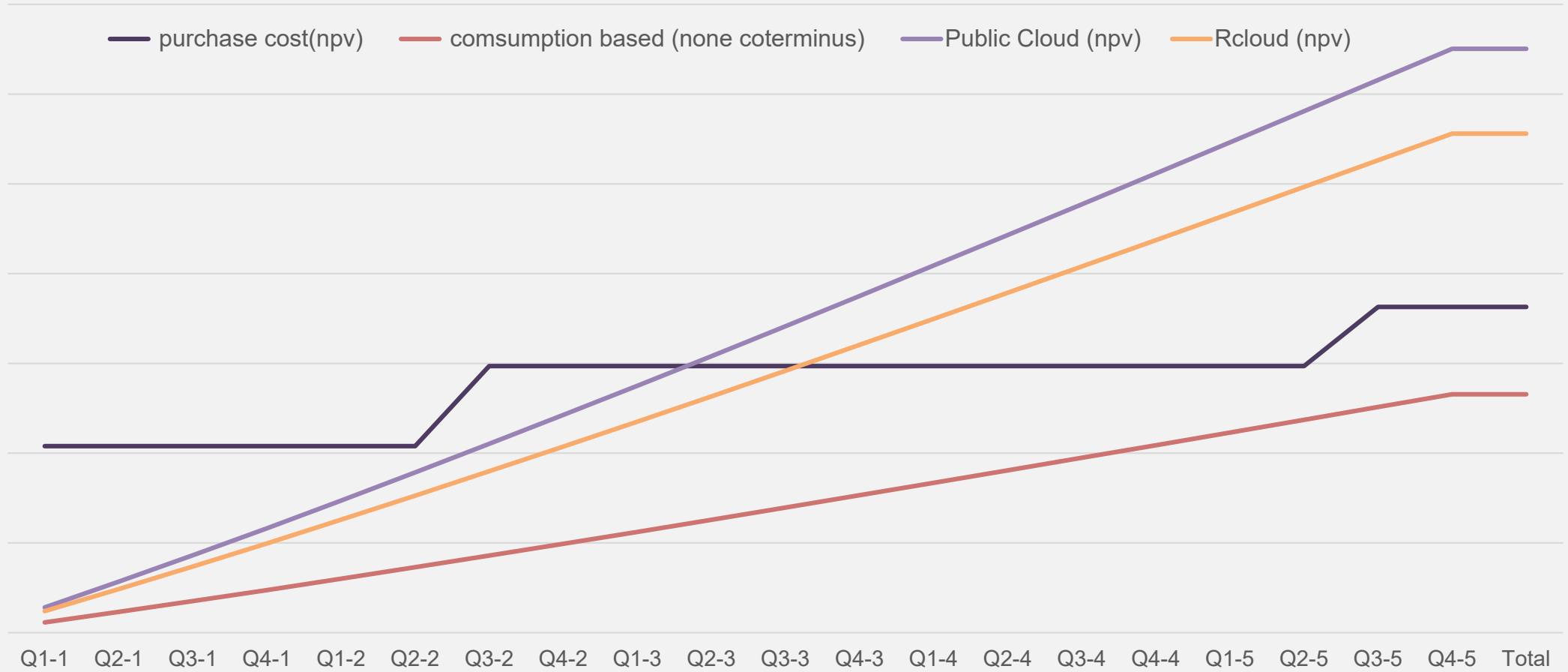
- Cost and revenue alignment → Pay for what you use
- Procurement costs
- Net present value
- Weighted cost of capital
- Risks mitigation (failed project / overprovisioning)
- Maximize ROI and TCO



FINANCIAL

BUSINESS CASE : GROWTH

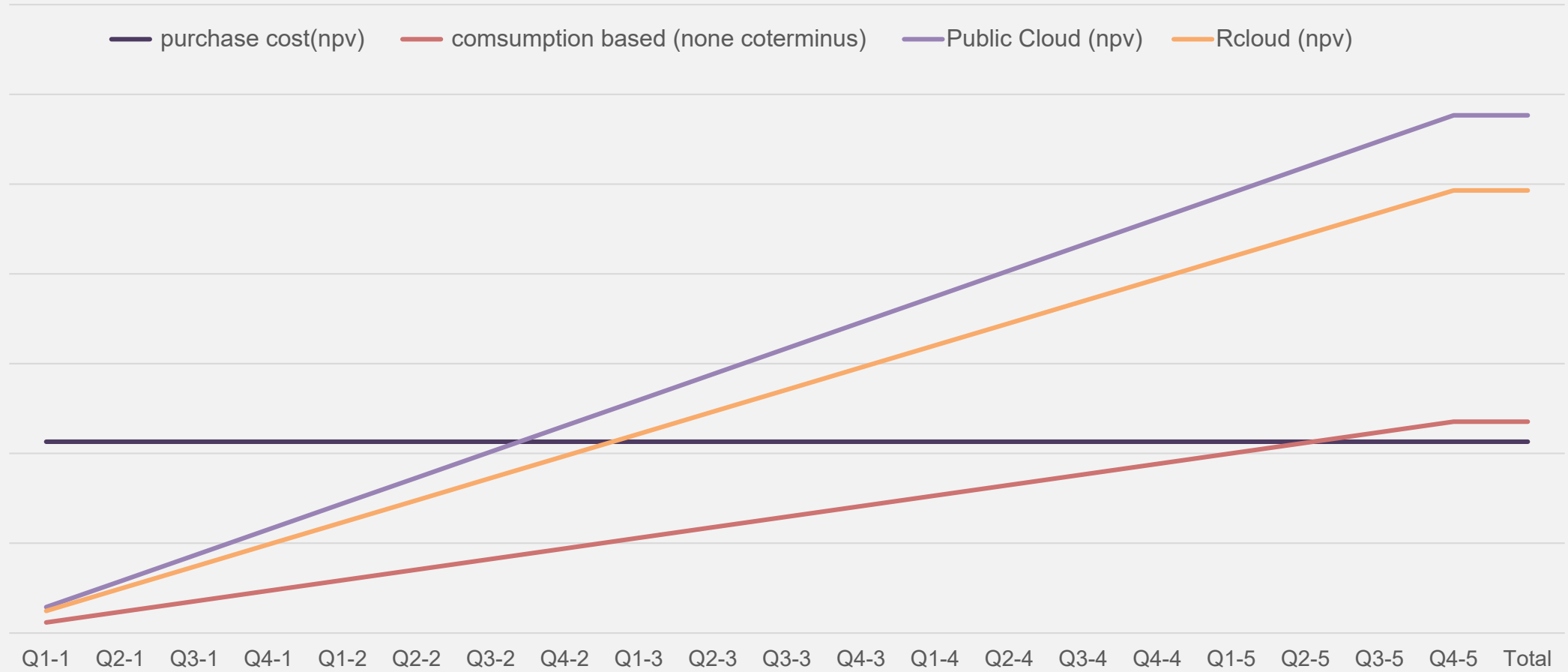
Cumulative spending



FINANCIAL

BUSINESS CASE : NO GROWTH NO SHRINK

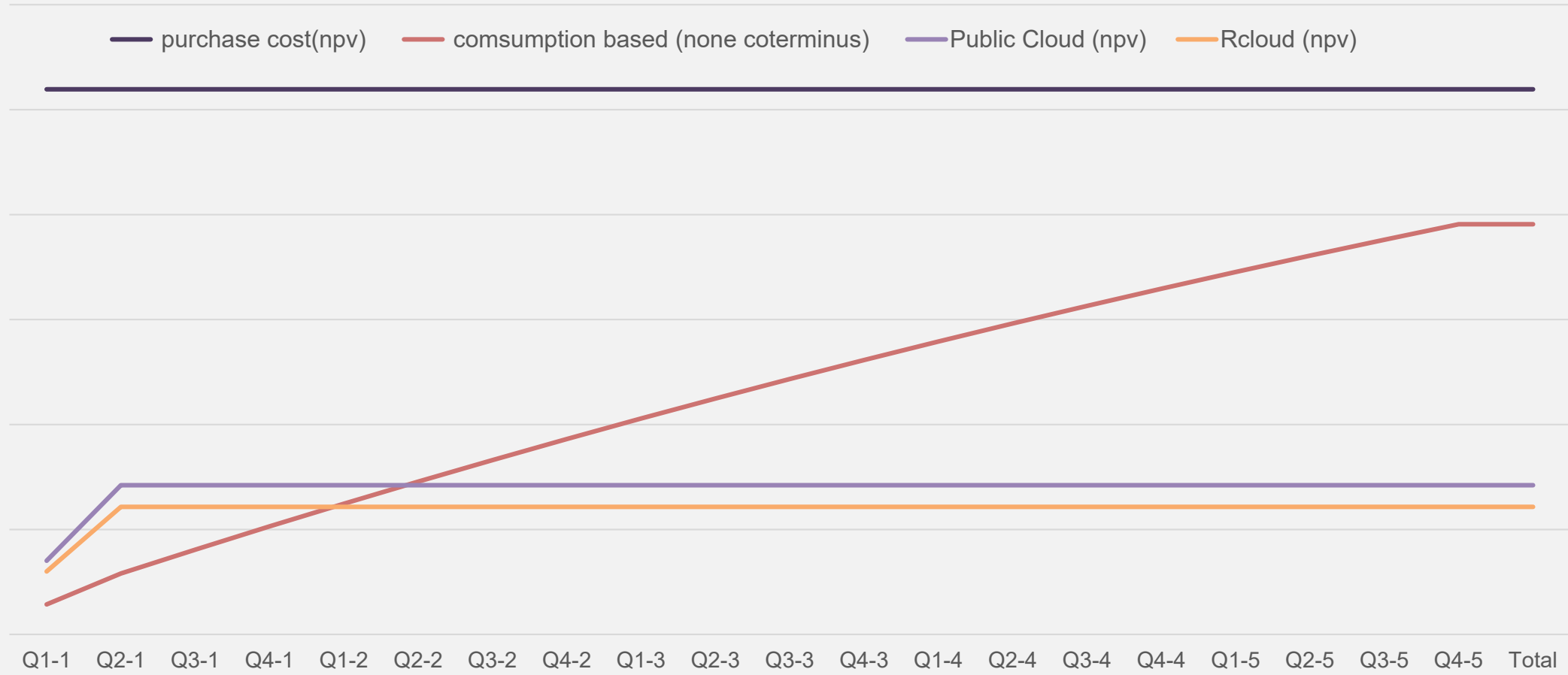
Cumulative spending



FINANCIAL

BUSINESS CASE : SHORT TIME USAGE

Cumulative spending



OUR APPROACH



STEP 1: ONLINE CLOUD ASSESSMENT

Cloudright.realdolmen.com



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As Is

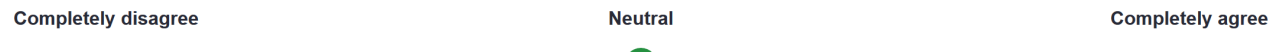
My organization is already using public cloud solutions



If so, which:

Administration

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



STEP 2: CLOUD ROADMAP

DISCOVER PHASE

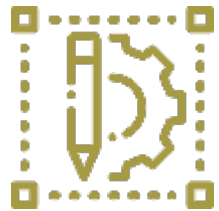
- **What?**
 - Strategic study of 5-15 days. Workload oriented
- **Format**
 - Workshops (IT, Management, Business)
 - Presentations
- **Deliverable**
 - AS-IS situation
 - Cloud Readiness assessment
 - Vision for the future: TO-BE situation
 - Detailed Cloud Program to go from AS-IS to TO-BE
 - Detailed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



STEP 3: DATACENTER AS A SERVICE - CONSUMPTION BASED IT

REALDOLMEN HYBRID IT SOLUTION

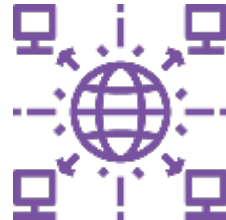
A suite of built-for-purpose, complete, Hybrid cloud solutions delivering business outcomes with hardware, software, and expertise, consumed on a pay-per-use basis.



Designed and integrated with Consulting services



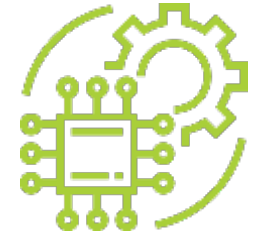
Built-for-purpose technology, chosen and optimized for each solution Software specific to the solution



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.

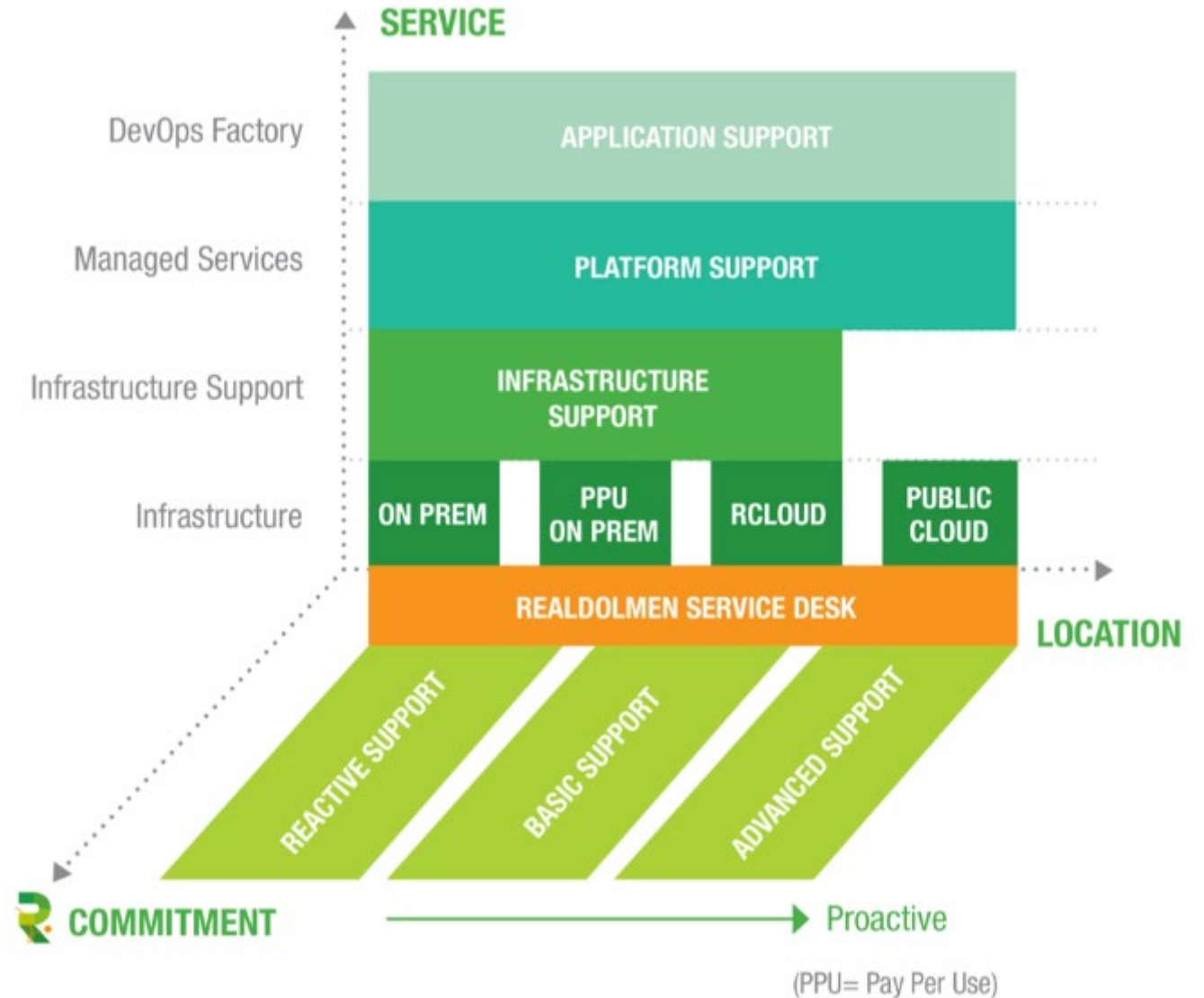


SUMMARY



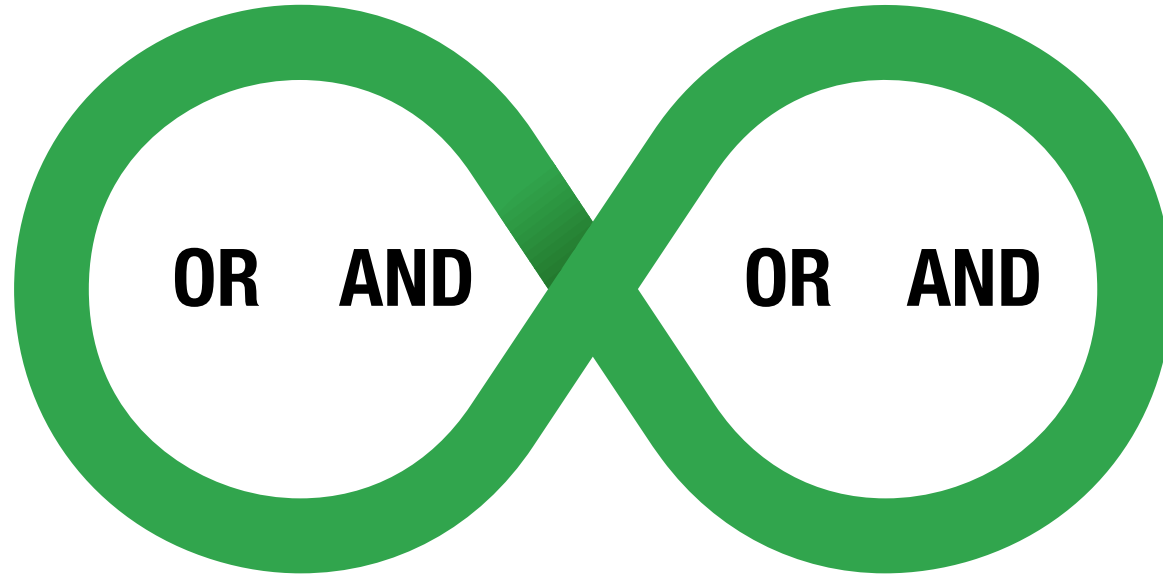
DATACENTER AS A SERVICE HIGH LEVEL PORTFOLIO

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



DIGITAL TRANSFORMATION → DIGITAL FLOW

What are your new challenges? What are your digital paradoxes?



injecting a both-and digital attitude

Let's help you with new ideas ! Let's get you in a digital flow !

New challenges **NEW IDEAS**



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