**2.1 Concept Pitch Presentation**

**Filename:** *Hybrid\_Cloud\_And\_On-Premises\_Solution\_Pitch.pptx*

**Slide 1: Title Slide**

* **Title:** Hybrid Cloud and On-Premises Network Solution
* **Subtitle:** Tailored IT Infrastructure for TQLD Lawyers
* **Presenter:** James Eastman

**Speech:** "Good [morning/afternoon], everyone. Today, I am excited to present our proposed hybrid cloud and on-premises network solution for TQLD Lawyers. Our goal is to provide a secure, scalable, and efficient IT infrastructure that meets the firm's specific needs."

**Slide 2: Initial Issue**

* **Title:** The Challenge
* **Bullet Points:**
  + Transition from paper-based to digital system
  + Maintain high security for sensitive legal documents
  + Integrate with existing office infrastructure

**Speech:** "TQLD Lawyers needs to transition from a paper-based system to a digital one while maintaining the high security of their sensitive legal documents. The challenge is to integrate this digital solution with their existing office infrastructure effectively."

**Slide 3: Business Restrictions**

* **Title:** Business Restrictions
* **Bullet Points:**
  + Security for sensitive data
  + Cost efficiency
  + Minimal disruption during implementation

**Speech:** "We need to address several restrictions: ensuring data security, managing costs, and minimizing disruption during the transition. The solution must protect sensitive information while being cost-effective and implementing with minimal impact on daily operations."

**Slide 4: Factors Affecting Viability**

* **Title:** Viability Factors
* **Bullet Points:**
  + **Commercial Potential:** Cost efficiency vs. initial setup costs
  + **Suitability:** Balancing security with accessibility
  + **Feasibility:** Practicality of implementation and ongoing management

**Speech:** "To determine viability, we considered commercial potential, suitability for the target users, and feasibility. The hybrid model offers cost efficiency by using the cloud for non-critical data and on-premises storage for sensitive documents. It also provides the flexibility and scalability needed for the firm."

**Slide 5: Addressing the Factors**

* **Title:** Addressing the Factors
* **Bullet Points:**
  + Data classification system
  + Staggered data migration plan
  + Automated backup and recovery

**Speech:** "To address these factors, we propose a data classification system to differentiate between sensitive and non-critical data, a staggered migration plan to minimize downtime, and an automated backup system to ensure data integrity and security."

**Slide 6: Final Solution**

* **Title:** The Final Solution
* **Bullet Points:**
  + Hybrid cloud and on-premises network
  + Secure on-site data management
  + Cloud-based scalability

**Speech:** "Our final solution is a hybrid cloud and on-premises network that combines secure on-site data management with cloud-based scalability. This setup ensures that sensitive data remains protected while providing flexibility for future growth."

**Slide 7: Viability of Implementation**

* **Title:** Implementation Viability
* **Bullet Points:**
  + Feasible with proper planning
  + Minimizes downtime
  + Requires skilled IT staff for integration

**Speech:** "The solution is feasible with a well-defined implementation plan, including staggered data migration to reduce downtime. It will require skilled IT staff to manage both on-premises and cloud components, ensuring a smooth transition."

**Slide 8: Anticipated Questions**

* **Title:** Anticipated Questions
* **Bullet Points:**
  + Commercial potential factors
  + Suitability for the target audience
  + Feasibility of implementation

**Speech:** "I am prepared to answer any questions you may have about the commercial potential, suitability for the target audience, and feasibility of the solution. Let's discuss any concerns or clarifications you might need."

**Slide 9: Conclusion**

* **Title:** Conclusion
* **Bullet Points:**
  + Recap of the solution benefits
  + Final thoughts

**Speech:** "In conclusion, our hybrid cloud and on-premises network solution addresses TQLD Lawyers' needs for security, scalability, and cost efficiency. I believe this approach will provide a robust IT infrastructure that supports both current and future requirements. Thank you for your time, and I look forward to your questions."

**2.2 Anticipated Presentation Answers**

1. **What factors could affect the commercial potential for your solution?**
   * **Factors:** Initial setup costs, ongoing cloud usage fees, and potential future hardware upgrades.
   * **Impact:** The hybrid model offers cost efficiency in the long run by leveraging cloud scalability for less critical data while keeping expensive on-premises hardware focused on sensitive data.
2. **What factors could affect the suitability of the target audience for your solution?**
   * **Factors:** The need for high data security, ease of access for employees, and minimal disruption during transition.
   * **Impact:** The solution is tailored to meet the firm's specific needs, balancing strong security with user accessibility and minimal operational impact during implementation.
3. **What factors could affect the feasibility of implementing your solution?**
   * **Factors:** Technical complexity of integrating on-premises and cloud systems, potential need for additional IT support, and ensuring minimal downtime.
   * **Impact:** With a clear implementation plan, including a staggered migration approach and robust IT support, these challenges can be effectively managed to ensure a smooth transition.