38 Questions to Ask When Evaluating Your Cloud Strategy

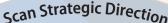**CipherSpace**

Scan Strategic Direction
Evaluate your decision to move to the cloud.

1. What motivated us to design a Cloud strategy?
2. What were perceived benefits?
3. What business outcome did we want to impact?
4. Are our original motives, benefits and expected outcomes valid in today's marketplace?

Take Stock
Review your readiness.

5. What is the level of senior management buy-in rolling out Cloud strategy?
6. Are we users or providers of Cloud based products and services?
7. Which business-critical functions are most ready for the Cloud?
8. Have we identified pilot projects, low-hanging fruit and early wins?
9. Do we have an enterprise-wide consolidated list of applications and their intended use?
10. What is the existing split of data between on-premise storage & Cloud storage?

Understand Constraints
Get a good handle on your constraints.

11. Do we have a good grasp on our business' regulatory and compliance obligations?
12. What is the nature of information we store? Confidential? Public Records? Sensitive?
13. Who owns data sitting on our servers?
14. What customer expectations are set regarding information security?
15. Is our DR/BCP policy geared to take advantage of Cloud technology?
16. Have we discussed and cleared our plan with legal?

Assess Execution Risk
Identify all the risks.

17. Do we have business commit from financial and human resources approvers?
18. Is the architecture of our existing applications ready for Cloud computing?
19. What are our contractual obligations with existing software and hardware vendors?
20. Do we fully understand time and resources required for change management?

The Money Matters!
Understand your financial objectives.

21. What is our financial objective?
22. What is the cost optimization promise of Cloud strategy?
23. Are we expecting additional revenue by using Cloud technology?
24. What is the cost of workforce restructuring?
25. How are we financing this initiative?
26. What are the implications and perceptions of this strategy on investors and shareholders?

Mobilize Human Capital
Succeed by including everyone.

27. Which existing roles will become obsolete?
28. What options are available to meet skills requirements?
29. How soon can we acquire skills to realize stated business objectives in a timely manner?
30. How will the future workforce perceive us an employer?

Operationalize
Refine your plans.

31. What did we learn from pilot projects and early wins?
32. Do we understand the efforts required to transform existing applications to take advantage of Cloud technology?
33. What additional benefits will be available to business users by replacing existing applications with Cloudloud-based SaaS?

Measure
Harness data to discover real progress.

34. Have we defined a data collection methodology to measure execution efficiencies?
35. What is our measure of progress?
36. What is our measure of success?
37. Have we identified KPIs?
38. If KPIs are out of bound, what actions will we take?

For answers to all your Cloud questions, call CipherSpace (973) 630-1050.