



ENTERPRISE CLOUD ADOPTION

How Cloudscaling helped one of the largest health care providers in the US successfully design and deploy private internal cloud computing services to meet their business needs.

Our Working Definition of “Cloud”

The cloud is low friction, self-service IT capabilities delivered via automation.

“Cloud computing” is simply this new model as applied to infrastructure and development frameworks.

BACKGROUND

Despite being engaged with a major Fortune 500 enterprise services firm, our client sought our help with their complex transition to a cloud computing based architecture. Our challenge was to apply our broad expertise in cloud computing across all aspects of the project. They understood that cloud computing is more than technology. It is a fundamental change in the IT service delivery model. They understood that this required new thinking and ‘new blood.’

The need to adopt cloud computing was clear, but next steps were not. They wanted to know:

- How do we create a culture of change?
- What’s the first step to show success and create momentum?
- How do we drive organizational alignment?

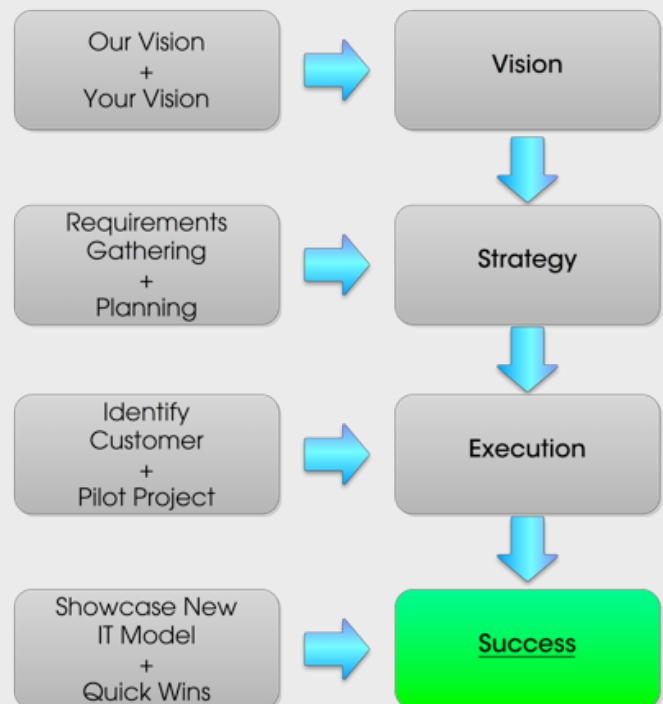
SOLUTION

We worked with the client through a thorough process that included:

1. Shared vision
2. Strategy
3. Execution
4. Measuring Success

With this enterprise client, and many others, our typical services include:

- Stakeholder interviews & focus groups
- SWOT Analysis
- Gap Analysis
- Architecture & Design
- Vendor Selections
- Educational Workshops
- Our process (see diagram below)



PILOT PROJECT

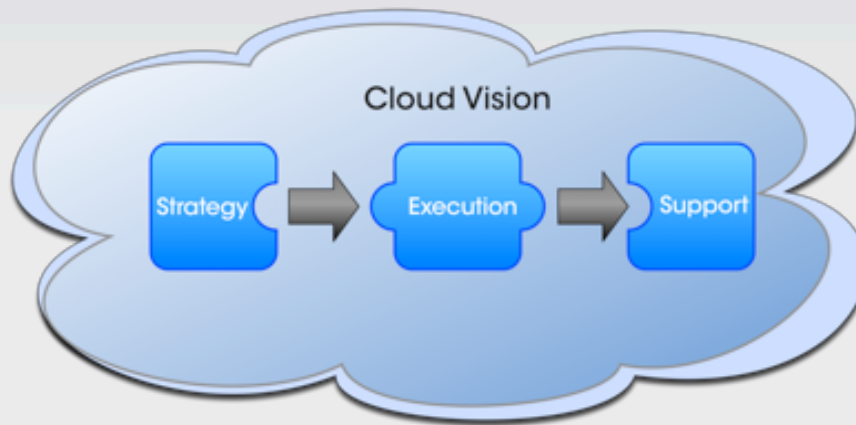
With this client, delivering a successful pilot project was key to measuring success. We worked with them to identify an internal customer with a burning need to increase agility and drive friction from their development process.

In this case, the CISO’s security team had a clear need and the initial pilot internal cloud services were designed for their use case. A positive outcome would be measured by



delivering an Infrastructure-as-a-Service (IaaS) solution that allowed the CISO team to provision servers on-demand for development and testing of new security solutions.

Delivering such a system would allow the CISO to much more rapidly deliver services to the rest of the health care organization, ensuring greater compliance and enabling better governance.



SUMMARY

We bring a unique vision and a process that combines strategy and execution with lasting support. In this case, our ability to accelerate internal private cloud projects while reducing risk of the implementation was critical to this client's success.

By being both strategic and tactical, we were able to increase awareness of cloud computing through quick wins with a real internal customer. This was fundamental to showing the possibilities of a new IT service delivery model.

TO FIND OUT MORE, CONTACT US TODAY

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