



Microsoft Hybrid Cloud: Best of Both Worlds

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Meet our speakers



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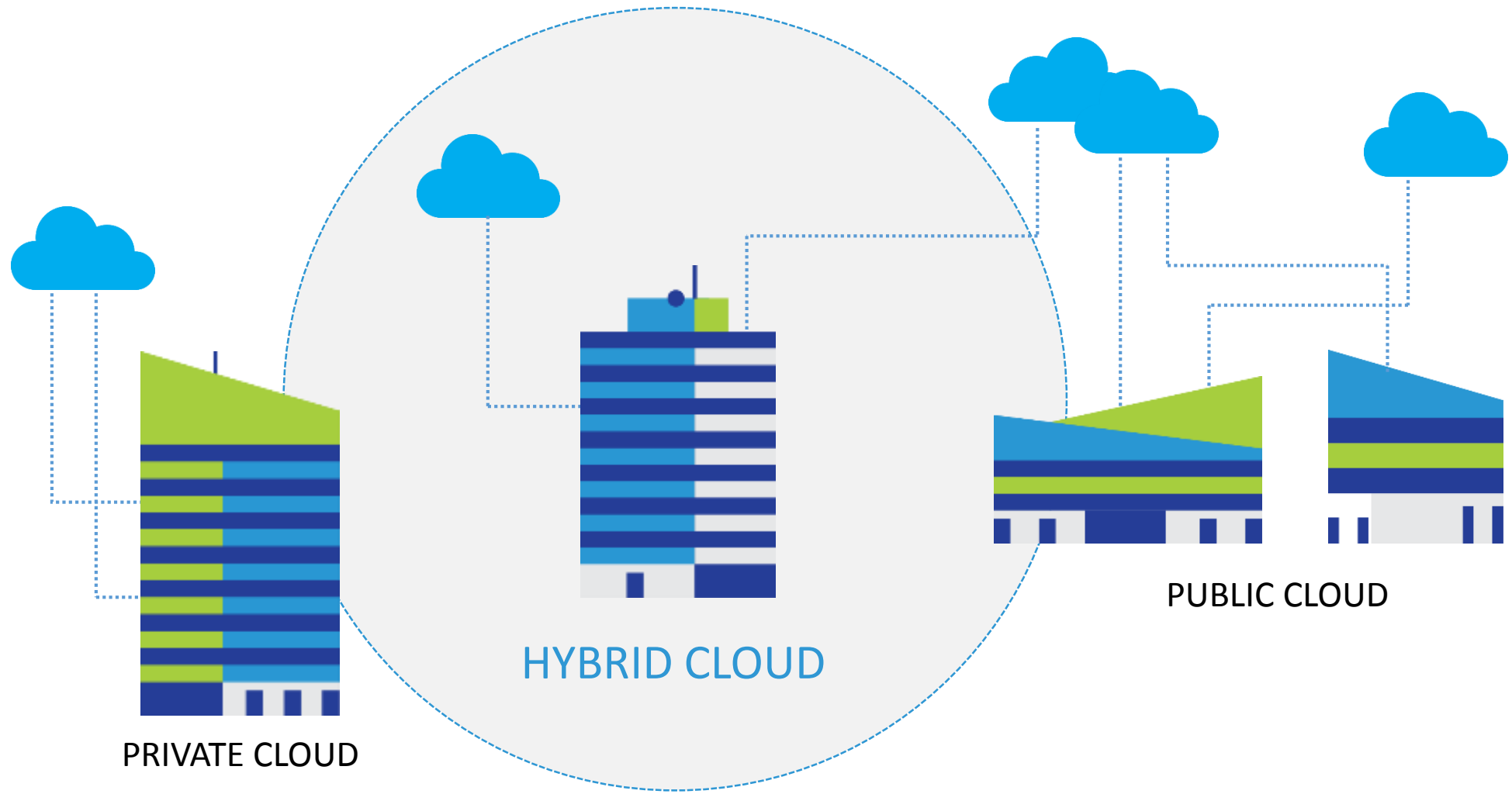
Adam Starling

Senior Global Solutions Architect
Cloud Cruiser

Audience Key Take-aways

- Hybrid Cloud adoption
- Microsoft Hybrid Cloud strategy, uses & customer benefits
- Business challenges for Microsoft hybrid cloud
- Cloud Cruiser & Microsoft partnership
- Cloud Cruiser demo
- Customer case-study

What is Hybrid Cloud?



SINGLE TENANT

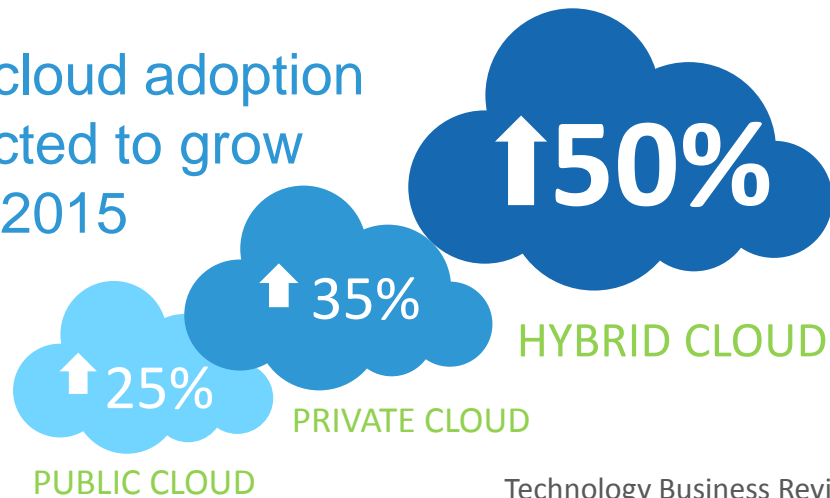
MULTI TENANT

Benefits of Hybrid Cloud

- Instant scalability
- Flexibility to meet specific business needs
- Opportunities to lower cost
- Enables phased approach to cloud adoption

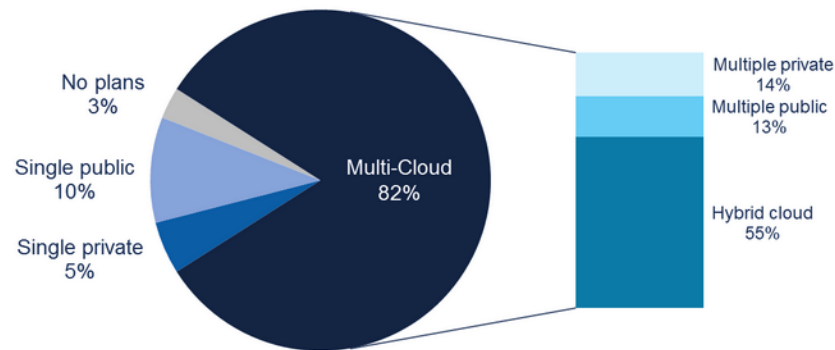
Hybrid Cloud Adoption

Hybrid cloud adoption is expected to grow 50% in 2015



Enterprise Cloud Strategy

1000+ employees

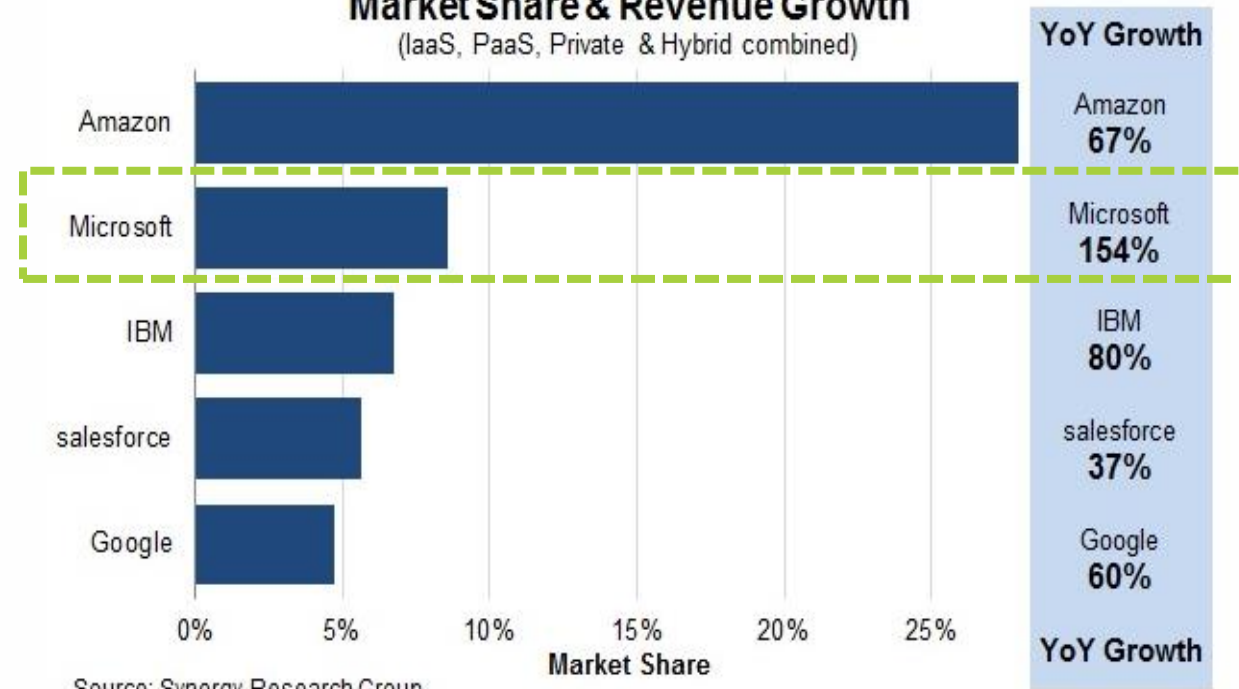


Source: RightScale 2015 State of the Cloud Report

Cloud Infrastructure Services - Q1 2014

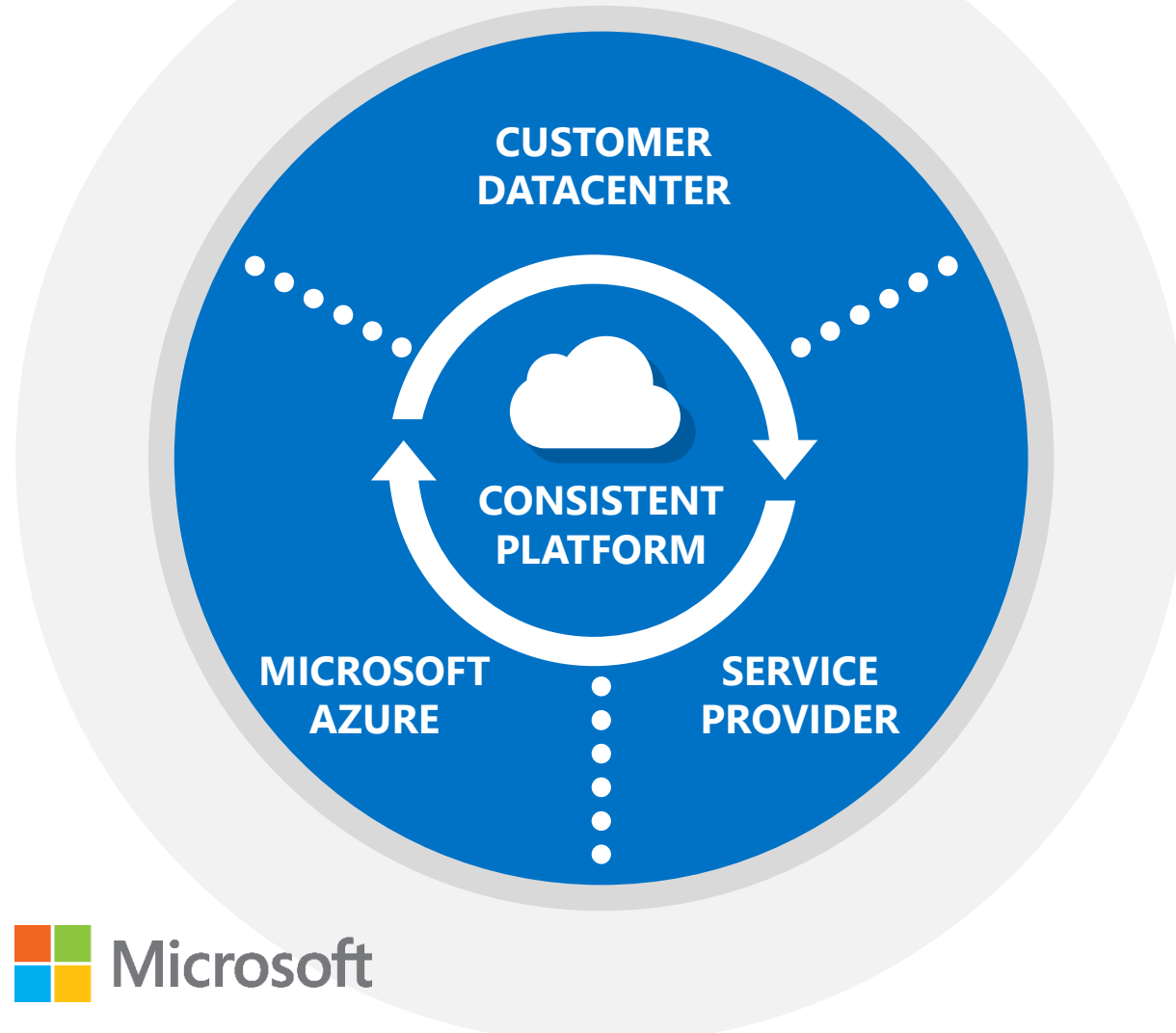
Market Share & Revenue Growth

(IaaS, PaaS, Private & Hybrid combined)



Private, public, and hybrid cloud

Platform engineered with commonalities for flexibility, consistency



► Development
code once, deploy
VMs anywhere

► Virtualization
built in, not an add-on

► Management
unified view across
premises

► Data platform
analytics and storage
spanning clouds

► Identity
single sign-on

A Gartner Magic Quadrant leader

Microsoft is positioned as a Leader in Gartner's Magic Quadrants for Cloud Infrastructure as a Service, Server Virtualization, Application Platform as a Service and Cloud Storage Services.

We believe this validates Microsoft's strategy to enable the power of choice as we deliver industry-leading infrastructure services, platform services and hybrid solutions.

x86 Server Virtualization Infrastructure¹



Cloud Infrastructure as a Service (IaaS)²



Enterprise Application Platform as a Service (aPaaS)³



Public Cloud Storage Services⁴



1. Gartner, Magic Quadrant for x86 Server Virtualization Infrastructure, Thomas J. Bittman, Mark A. Margevicius, Philip Dawson, 2 July 2014.

2. Gartner, Magic Quadrant for Cloud Infrastructure as a Service, Lydia Leong, Douglas Toombs, Bob Gill, Gregor Petri, Tiny Haynes, 28 May 2014.

3. Gartner, Magic Quadrant for Enterprise Application Platform as a Service, Yefim V. Natis, Massimo Pezzini, Mark Driver, David Mitchell Smith, Kimihiko Iijima, Ross Altman, 7 January 2014.

4. Gartner, Magic Quadrant for Public Cloud Storage Services, Gene Ruth, Arun Chandrasekaran, 9 July 2014.

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Powering Microsoft Cloud Platform

Microsoft Azure

Windows Server

Microsoft System Center

Microsoft SQL Server

Visual Studio

Platform



Azure Pack for cloud service delivery



IT admin

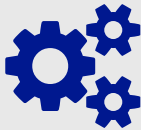


Business

ADMIN PORTAL



Resource
clouds



Automation



Billing



Tenant
management



Hosting
plan

CUSTOMER PORTAL



PaaS
Websites



IaaS
Virtual
machines



PaaS
Service
bus



IaaS
Network



PaaS
Database

Windows Server and System Center

Physical hardware (compute, storage, networking)

Business management challenges of Hybrid Cloud

- No visibility across hybrid cloud environments
- No IT spend accountability
- IT waste
- IT supply and demand is 'best guess' when deploying cloud
- Economics of cloud are marginally realized

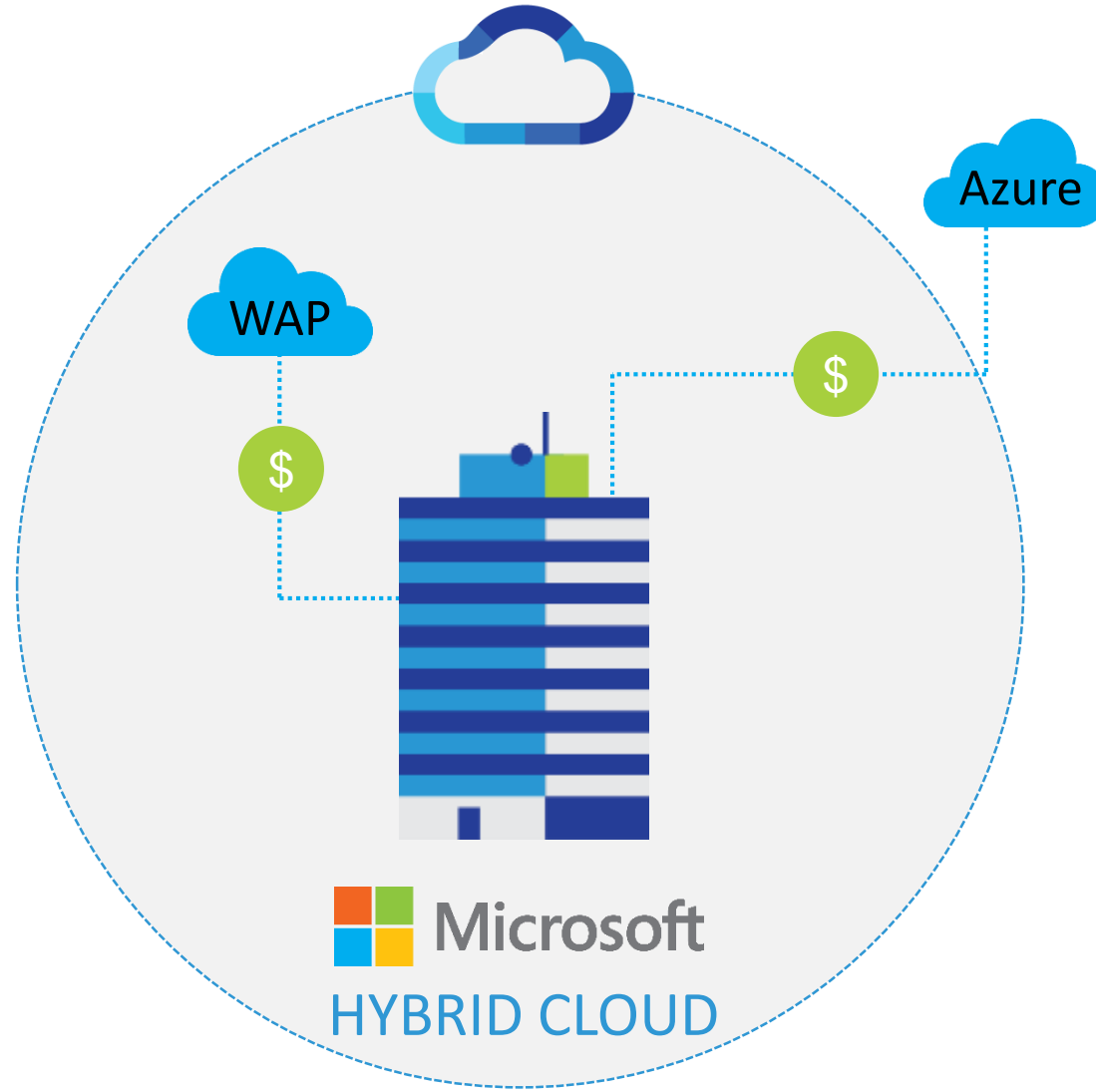
Cloud Cruiser – Microsoft Partnership

- Microsoft-initiated Cloud Cruiser solution
 - First embedded partner solution to be released with WAP
 - Integrations to System Center, WAP, Microsoft Azure, Hyper-V, Office 365
 - Integrations to industry-leading public/private clouds, apps, DBs, and more
- Single solution that can grow with the customer
 - WAP-embedded Cloud Cruiser Express
 - Full-featured enterprise-edition Cloud Cruiser

Cloud Cruiser & Microsoft Cloud

Windows Azure Pack

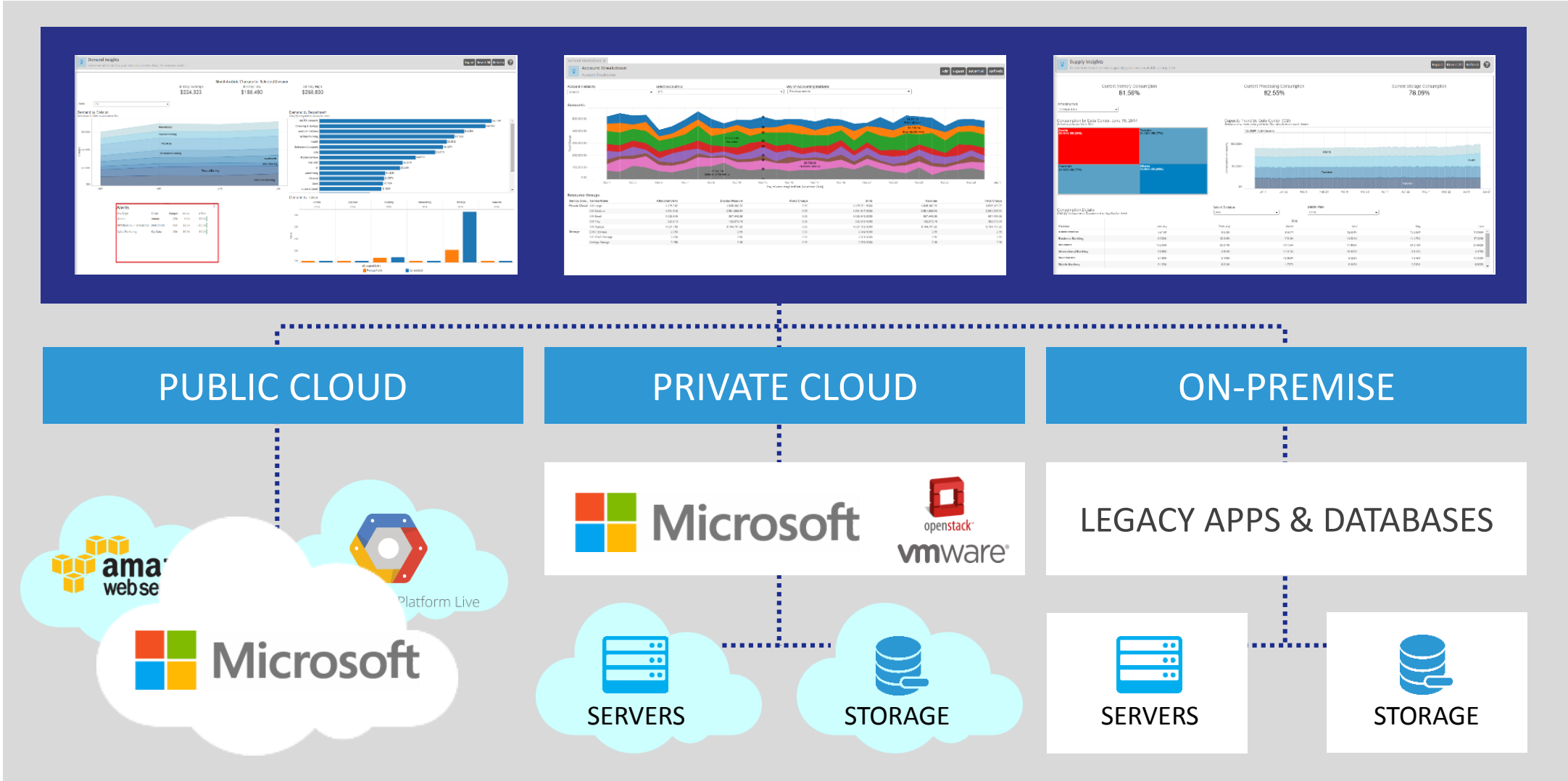
Track usage and costs of WAP-managed objects, such as VMs, website and database instances



Microsoft Azure

Manage IT spend across your public cloud assets like compute, storage, data, networking, & apps

Single Solution for Hybrid IT Management



Customer Questions

- How do I manage my new Azure Public Cloud?
- How do we justify the cost for our private WAP cloud?
- Show me IT governance & controls for Azure consumption and spend!
- We are moving from CAPEX to OPEX and Azure will help. How can I prevent any runaway cost?

Customer Case Study

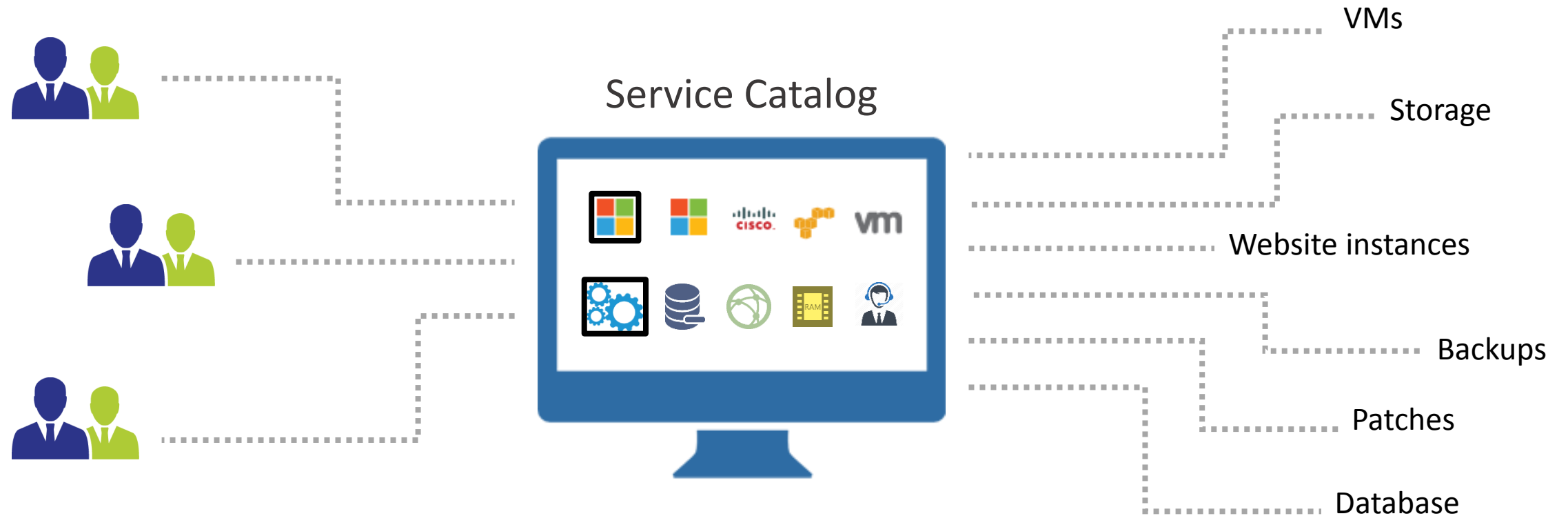
Deployment with Microsoft Cloud

Use Case Overview

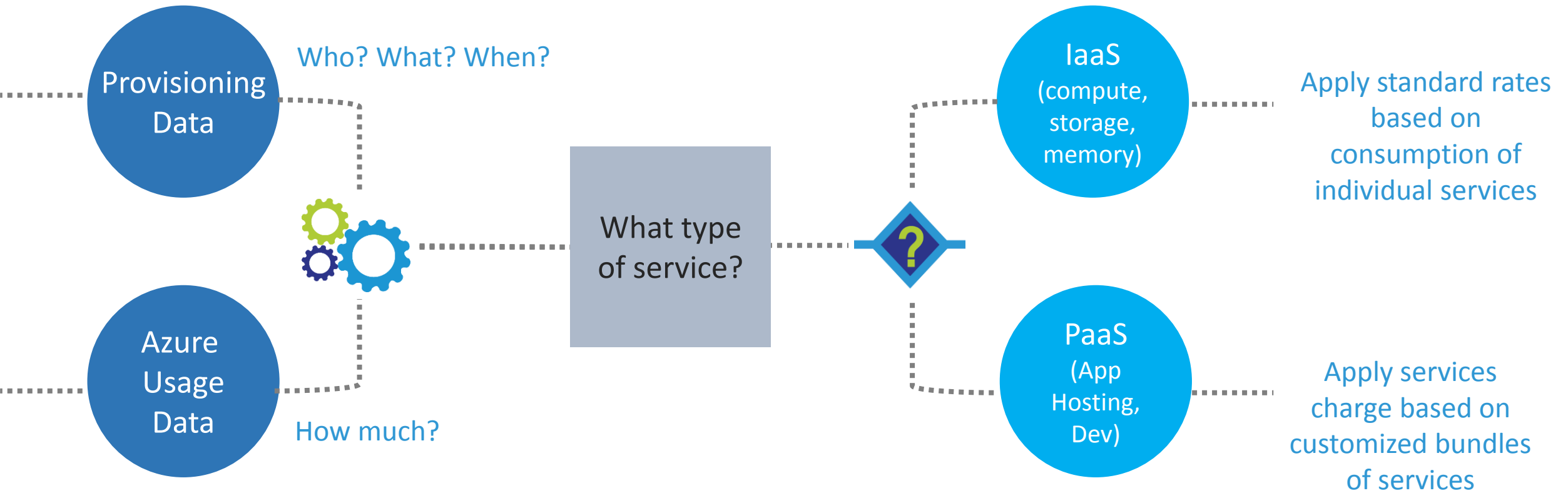
- Global 2000 enterprise implementing centralized IT service delivery
- Single self-service provisioning system with hybrid cloud model
- No way to consistently track consumption and costs back to programs and projects
- Requirement to separate IaaS and PaaS tracking



Centralized Self-Service Provisioning



Azure Transformation



Benefits of Microsoft-Cloud Cruiser solution

- Completes the Microsoft cloud solution stack with best-in-class IT financial management
- Automates showback, chargeback, and billing across hybrid cloud
- Enables high-value business decisions at all stages of the cloud adoption lifecycle
- Maximizes use of valuable cloud assets
- Seamlessly works in any customer cloud environment

How to get more info

Where to find Cloud Cruiser Express

- Available for download from the Web PI

For questions, customer referral or pricing

- microsoft@cloudcruiser.com

For product information, collateral, videos and more

- www.cloudcruiser.com/microsoft

Cloud Cruiser is available to explore in the Microsoft Technology Centers

Thank You!

For more information:

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