Surviving an Environment of IT Change

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The Federal government today is in the midst of a revolution. The revolution is challenging the norms of government by introducing new ways of serving the people. New models for creating services and delivering information; new policies and procedures that are redefining federal acquisition and what it means to be a federal system integrator. This revolution also lacks the physical and tangible artifacts of the past. Its ephemeral nature, global expanse and economic impact all combine in a tidal wave of change. This revolution is called cloud computing.

Not merely a marketing term, cloud computing:
- Shifts economic power from the vendor to the buyer;
- Accelerates federal marketplace dynamics and competition;
- Requires effective and auditable information technology governance; and
- Redefines the business of government.

Cloud computing isn't a "technology thing". While many different advanced technologies are used in cloud computing deployments, technology isn't at the core of the cloud computing revolution. Many, in fact, are under a mistaken belief that virtualization is the major component of all cloud solutions. To be clear on this point, virtualization is neither necessary nor sufficient for cloud computing. There are many cloud service providers that offer both virtualized and non-virtualized, also known as "bare metal", cloud infrastructure-as-a-services.

When it comes to the technological aspects of cloud, automation is the most important characteristic. Automation enables self-service, one of the most misunderstood essential characteristics of cloud. Self-service is often also ignored as "to difficult to implement" but lack of self-service is often the most visible indicator of minimum automation. This lack of automation also acts as a major obstacle to the delivery of the often sought cloud computing economic advantages.

A second and even more critical component for realizing economic advantage of cloud is shared services. Traditionally, IT infrastructures have been designed as highly tuned and specialized works of technology art that required teams of highly skilled technicians to design monitor and manage. Each and every one of these platforms met highly specified requirements, linked directly to critical business or mission needs. The personality, expectations and skillsets of every organization, no matter how small, were reflected in these "one-of-a-kind" silos without regard to the lifecycle costs because mission mandates were never attenuated by an exploration of economic options. This, however, all changed when the economic crisis of 2008 made government shutdowns, budget sequestration and transparency part of almost every Washington, DC conversation.

All of this is important because that's when the US Government finally tried, in earnest, to become a real business. Coincidently, this was also the time when *The Business of Cloud Computing in Government* became real.

Data Center Consolidation to Cloud-First to Share-First to…

What many saw as merely political theater, Vivek Kundra and Steven Van Roekel leveraged this amazing confluence of events as the impetus for reinventing government information technology. Through the use of Techstat, FedRAMP, Cloud First and Share First the Federal Government's first and second CIOs saw cloud computing as the business revolution that it truly represents. They were also in the position to drive this revolution through the US Federal Government. Luckily, pioneers like Amazon Web Service (IaaS), Salesforce.com (SaaS) and Google (PaaS), through active and aggressive metering and monitoring of commodity hardware platforms (two more essential characteristics) had already proven the business model. The combination of fast access to better IT at lower price points was just too much to ignore.

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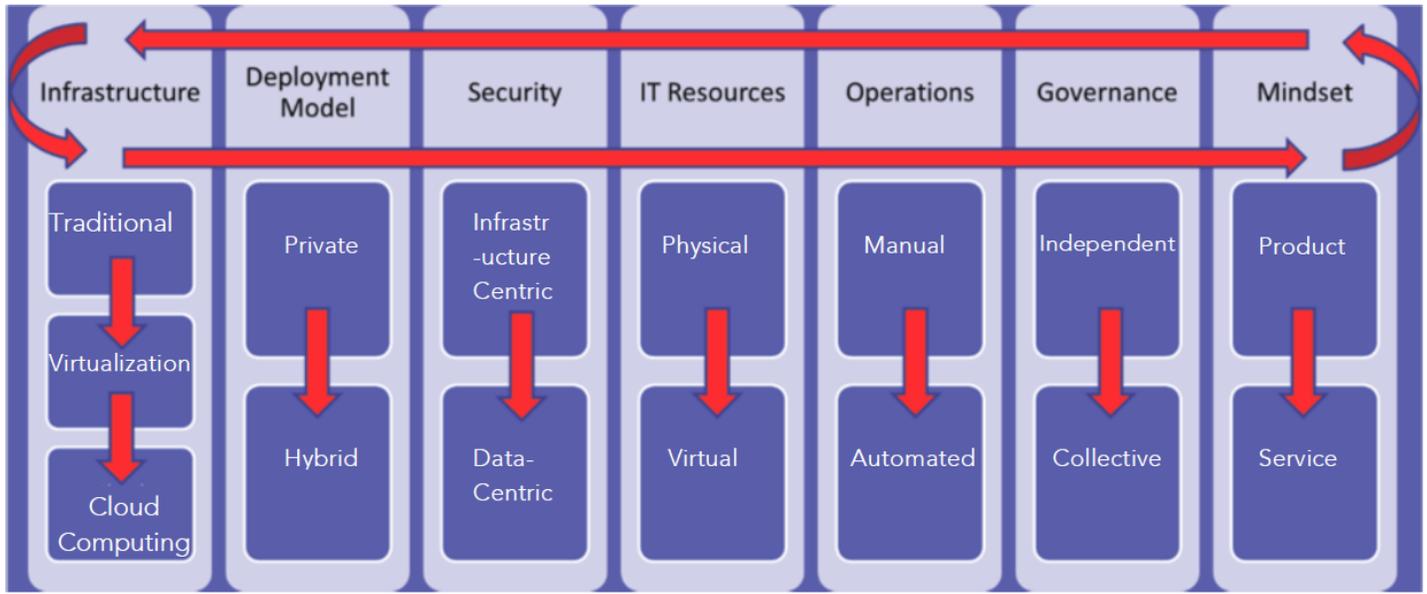**Hitachi Data Systems Federal Corporation**
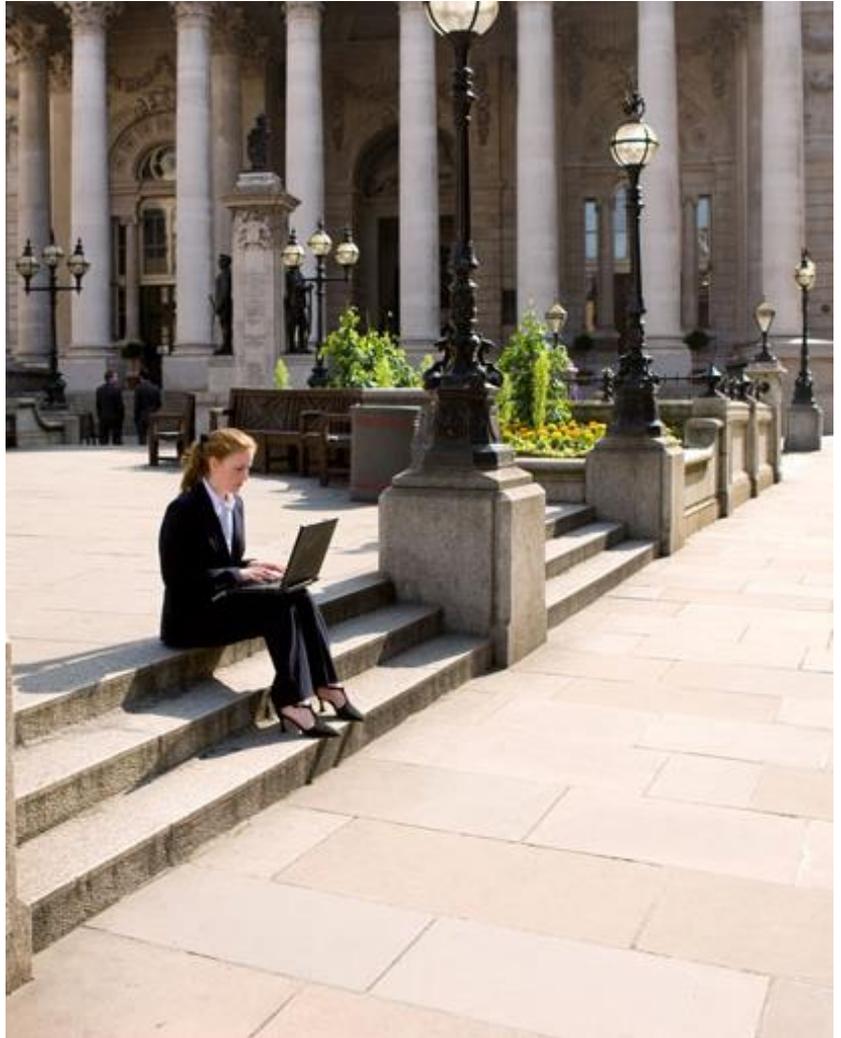
These policy changes also initiated multiple and parallel transitions, the effect of which are still not fully understood.

These transitions have encompassed:

- Datacenter Consolidation Initiative which has accelerated the modernization of the governments IT technology by forcing the dissolution of datacenters that inefficiently served limited audiences in favor of larger, more efficient virtualized centers that had more expansive organizational breath.
- More robust data security regimen that abandons the traditional infrastructure-centric data protection model and mandates a data-centric security model that includes "at-rest" and "in-motion" data encryption
- The realization of an IT operations cultural reset that now favors the use of virtual assets over the use of traditional physical IT assets
- An IT acquisition climate that is now learning how to buy IT services through a "select-manage-monitor" cycle versus the more familiar "buy-build-run-refresh" one.

Like it or not, cloud computing also eliminated the barrier that used to exist between an organization's IT platform and the rest of the world. This simultaneously exposed the inefficiencies and failures of the country's information and data management policies. Gone are the days when policies and procedures could effectively isolate the government computer systems. Agencies run on information and today's critical information is found on the Internet. Unstructured, global and mostly published by non-government entities, government workers need constant access and direct interaction with this vital information source. While bi-directional information flow must be managed and monitored, it must also be categorized and binned as FISMA Low, Moderate or High.

Risk aversion, heretofore the safe government operations strategy, is now an anachronism that must be replaced with structured risk management.

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| Infrastructure	Deployment Model	Security	IT Resources	Operations	Governance	Mindset
Traditional	Private	Infrastr-ucture Centric	Physical	Manual	Independent	Product
Virtualization						
Cloud Computing	Hybrid	Data-Centric	Virtual	Automated	Collective	Service

To effectively and efficiently operate in this new environment, departments and agencies must become educated consumers that truly understand cloud computing fundamentals. They also need to select trusted advisors that will help them in designing effective cloud-enabled business models and services. These services must also be fungible and constantly benchmarked against the marketplace.

ViON, an Experienced and Trusted Partner

While the broad scope of this type of dynamic environment is relatively new, it has actually existed in pockets of excellence for years. In fact, ViON has been providing IT infrastructure as a managed service to the US Government for over12 years. Throughout this time we have built a culture and operational expertise that:

- Redefines and transforms IT professionals from merely IT experts into business advisors and partners that enable new mission models
- Thrives in an acquisition environment that actively works towards the elimination of stale and rigidly defined long term acquisitions and towards an open and dynamic marketplace of benchmarked services
- Delivers unparalleled performance within IT governance and policies that embrace a structured risk management operational paradigm
- Enables organizational transition from the large system integrator "strait-jacket" towards the more nimble and agile service integration model
- Eliminates the typical adversarial IT acquisition model

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ViON Agile Cloud Services: A Value Oriented Portfolio of Solutions and Services
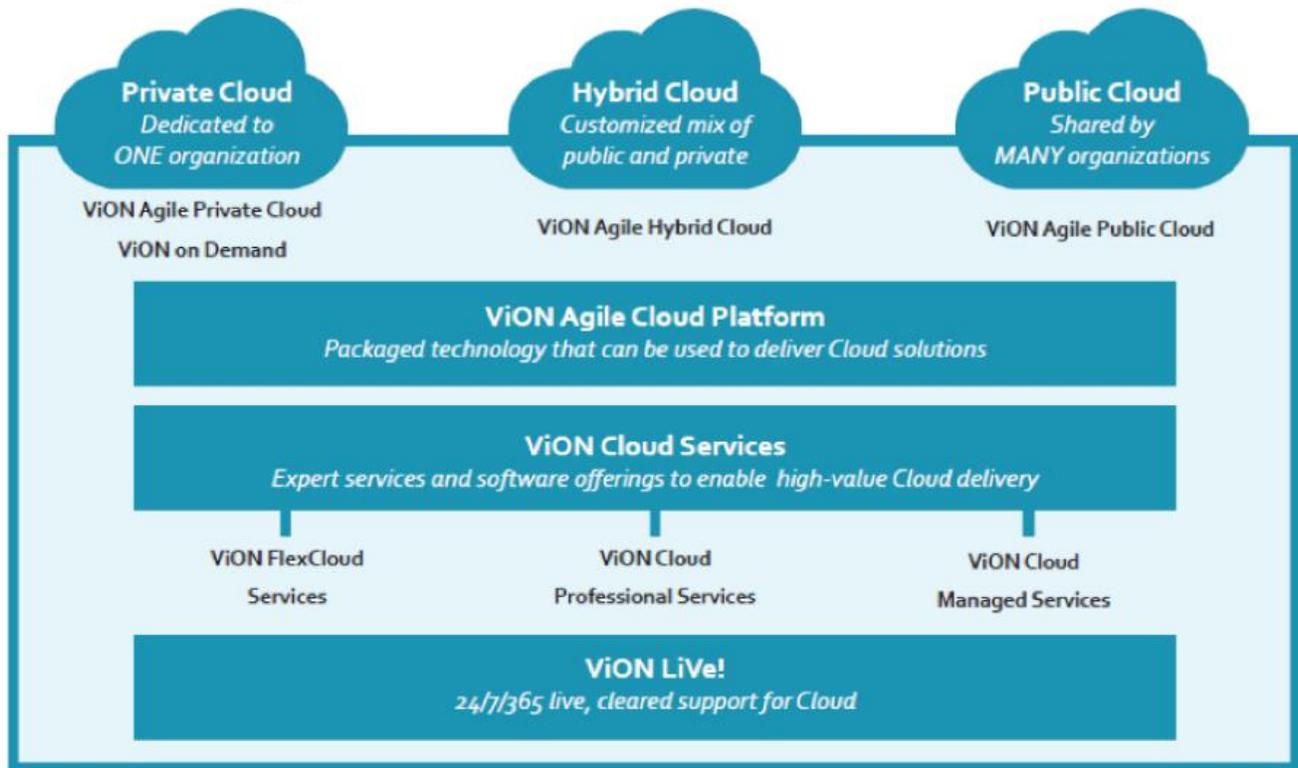
ViON Agile Cloud Solutions is how we now operationalized our deep commitment to our customers and their mission. Through this unique offering, we provide scalable, customized solutions that leverage our years of experience and strong relationships. In this offering, we deliver the technology you need as a pre-integrated, shared infrastructure pool. Customers get access to the resources they need, without having to over-buy. We help customers "right-size" their environments so they pay only for what they use, not what is available to them. With our advanced cloud-enablement software, and ViON Extreme Virtualization Technology, we can help reduce resource deployment by 20 percent or more, while delivering 100% of the targeted capacity!

ViON Agile Cloud Solutions are focused on value. We focus first on the business problem, and then architect the right Cloud solution: solutions that are targeted to exceed customer expectations. Our cloud computing partnerships, which include VMware, Cisco, Hitachi, NetApp, IBM, and Virtustream, enable our best-of-breed products, people, and processes. We build upon their experiences, best practices and methodologies to bring you the best possible deployment and cloud service options. ViON is focused on your mission. We understand what is at stake and we are committed to your success.

At ViON, we have well-established Cloud practices and a long-standing commitment to customer needs:

- Veteran-owned, privately held company
- Customer and mission focused
- 34 years serving government and commercial customers
- 100% dedicated to finding the best solution for each customer
- Industry-leading experience and a 12-year history delivering private cloud solutions
- Streamlined procurement for scalable storage options within a single contract
- Professional services that leverage differentiated technology to lower costs and increase ROI
- Certified and cleared Engineers
- ViON LiVE! Support centers
- 24/7/365 | 100% Cleared | U.S. Based | Industry Certified Solution Professionals

For more information, please contact your account manager or the ViON sales team at 1-800-761-9691.