Cloud as an Investment Strategy

With growing data, shrinking budgets, and a goal to close 52% of all data centers by 2018, Feds are turning to cloud, “as-a-Service,” and OpEx vs. CapEx dollars. Agencies can “buy what they use” vs. “buy what they forecast,” improving cost control, asset management, and capacity planning across the enterprise.

Priority: Innovation

80% of the $80B Fed IT budget is spent maintaining outdated, duplicative systems

JUST 55% of Feds believe their IT department is respected and valued by their agency’s line of business professionals

66% of Feds say their agency needs to move to the cloud faster to meet mission and constituent needs

Why Are Some Stuck at Go?

Cloud Concerns

Security

Culture

Network Infrastructure Requirements

Acquisition Expertise

Implementation Funding

Key Cloud Procurement Questions

- Which cloud model is right for the mission – private, public, or hybrid?
- Where is the data physically located?
- What does it cost to remove data from the cloud/change vendors?
- What performance and service metrics are established by the SLA?

1  https://datacenters.cio.gov/policy/
Cloud Procurement Best Practices

- Statement of Objectives vs. Statement of Work
- Single Year Contract Awards
- Multi-Year Contracts With Options
- Quality Assurance Surveillance Plan Including: Operating Level Agreements, Service Level Agreements, and Escalation Procedures
- Best Value vs. LPTA

Follow the Leaders

$2.8B \textsuperscript{5} \text{Total FDCCI/Cloud Savings to Date}$

$8.2B \textsuperscript{6} \text{Total FDCCI/Cloud Savings and Avoidances Projected by 2019}$

84% of Feds Comfortable Moving IT Services to the Cloud Say Cloud Makes Data Management Easier \textsuperscript{7}

The Business Case for Cloud

- Align Spending With Needs
- Innovate Faster – Reduce Procurement/Deployment Time
- Scale as Needed
- Reduce Shadow IT
- Maintain Data Control
- Gain Lifecycle Support
- Avoid Lock In

Learn More

eBook: The Business of Cloud
www.meritalk.com/category/fed-cloud-silver-lining
Contact: info@vion.com

\textsuperscript{5} http://www.gao.gov/products/GAO-16-323
\textsuperscript{6} http://www.gao.gov/products/GAO-16-323
\textsuperscript{7} "The Fabric of Your Data," MeriTalk, 2015