
MAKING THE BUSINESS CASE FOR MOVING TO CLOUD SOLUTIONS

Exploring benefits and planning for cloud
adoption



MEETING PROGRAM



- Understanding Cloud Computing
 - Business Benefits of Cloud Solutions
 - Assessing the Business Needs
 - Financial Implications and ROI
 - Addressing Security and Compliance
 - Planning and Executing the Cloud Migration
-

UNDERSTANDING CLOUD COMPUTING





DEFINITION AND TYPES OF CLOUD SERVICES

Infrastructure as a Service (IaaS)

IaaS provides virtualized computing resources over the internet, allowing users to rent servers and storage.

Platform as a Service (PaaS)

PaaS offers a platform allowing customers to develop, run, and manage applications without dealing with infrastructure.

Software as a Service (SaaS)

SaaS delivers software applications over the internet, eliminating the need for installation and maintenance by users.



PUBLIC, PRIVATE, AND HYBRID CLOUDS

Public Clouds

Public clouds are managed by third-party providers and offer services to multiple clients, providing scalability and cost-effectiveness.

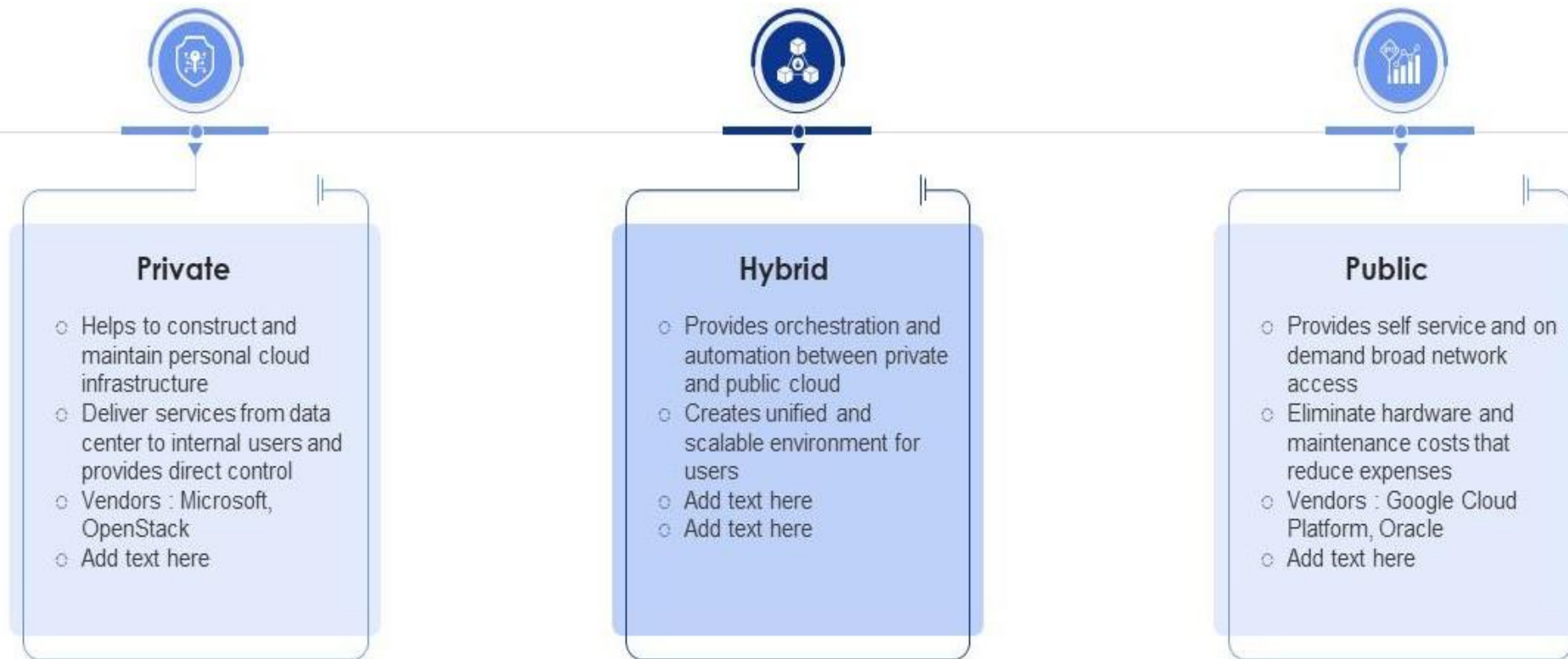
Private Clouds

Private clouds are dedicated to a single organization, providing enhanced security and control over data and resources.

Hybrid Clouds

Hybrid clouds combine both public and private clouds, offering a balanced solution that provides flexibility and scalability.

❑ Models of Cloud Computing



❑ Service Categories of Cloud Computing



General service categories of cloud computing

This slide shows forms of cloud computing that provide users easy access to IT services. It includes three models SaaS, PaaS, IaaS with examples.



SaaS software as a service

- Provides allocated storage capacity to users
- Facilitates application programming interfaces to migrate workload
- Examples : salesforce and concur
- Add text here



PaaS Platform as a service

- Provides development tools and platforms to users
- Helps to build, run and manage applications
- Examples : google app engine and heroku
- Add text here



IaaS infrastructure as a service

- Provides web services and deliver software applications
- Facilitate access to databases and software applications from any location
- Examples : microsoft 365 and google computer engine
- Add text here



❑ Responsibility for technology, security, data



Multi-Cloud and Cross-Platform Technology

Secure the enterprise you have



December 2021
<https://aka.ms/MCRA>

Microsoft Information Protection and Azure Purview

Discovery, Classify, Protect, and Monitor unstructured data (documents, spreadsheets, files, etc.), structured data (SQL, Databases, etc.) and identify critical risks (Open S3 buckets, SaaS Sharing Risks, etc.)

Identity & Access



Information Protection

Identity Enablement

Access cloud and legacy applications for Enterprise users, Partners (B2B), and Customers/Citizens (B2C)



Azure Active Directory

Identity Security

Zero Trust Access Control using Behavioral Analytics, Threat Intelligence, and integration of device and app trust signals

GitHub Advanced Security – Secure development capabilities



Securing components common most enterprise software supply chains

Endpoints & Devices



Microsoft Endpoint Manager
 Unified Endpoint Management (UEM)

Software as a Service (SaaS)



Hybrid Infrastructure – IaaS, PaaS, On-Premises



Continuous Cross-Platform Cloud Security Posture Management (CSPM) and Cloud Workload Protection (CWPP)

IoT Devices



Operational Technology (OT)

Security Operations [Center] (SOC)

Microsoft Sentinel – Cloud Native SIEM, SOAR, and UEBA for IT, OT, and IoT

Microsoft 365 Defender

Microsoft Defender for Endpoint Unified Endpoint Security

- Endpoint Detection & Response (EDR)
- Data Loss Protection (DLP)
- Web Content Filtering
- Threat & Vuln Management

Microsoft Defender for Cloud Apps

- App Discovery & Risk Scoring (Shadow IT)
- Threat Detection & Response
- Policy Audit & Enforcement
- Session monitoring & control
- Info Protection & Data Loss Prevention (DLP)

Microsoft Defender - Extended Detection and Response (XDR)

Threat visibility and capabilities tailored to resources

- Threat & Vulnerability Management
- Integrated data classification
- Threat analytics on top attacks
- Advanced Detection & Remediation
- Automated Investigation & Remediation
- Advanced Threat Hunting



Microsoft Defender for Cloud

XDR for IaaS, PaaS, and On-Premises

- VMs, Servers, App Environments
- Storage and Databases
- Containers and Orchestration
- and more

Microsoft Defender for IoT

- ICS, SCADA, OT
- Internet of Things (IoT)
- Industrial IoT (IIoT)
- Asset & Vulnerability management
- Threat Detection & Response



Threat Intelligence – 8+ Trillion signals per day of security context



BUSINESS BENEFITS OF CLOUD SOLUTIONS



COST SAVINGS AND SCALABILITY

Reduction of IT Costs

Cloud solutions minimize expenses by removing the need for physical servers and their maintenance, leading to significant cost savings.

Infrastructure Elimination

Moving to cloud solutions eliminates the burden of physical infrastructure, simplifying management and reducing overhead costs.

Scalability Benefits

Cloud services offer the ability to scale resources up or down based on demand, ensuring efficiency and flexibility.

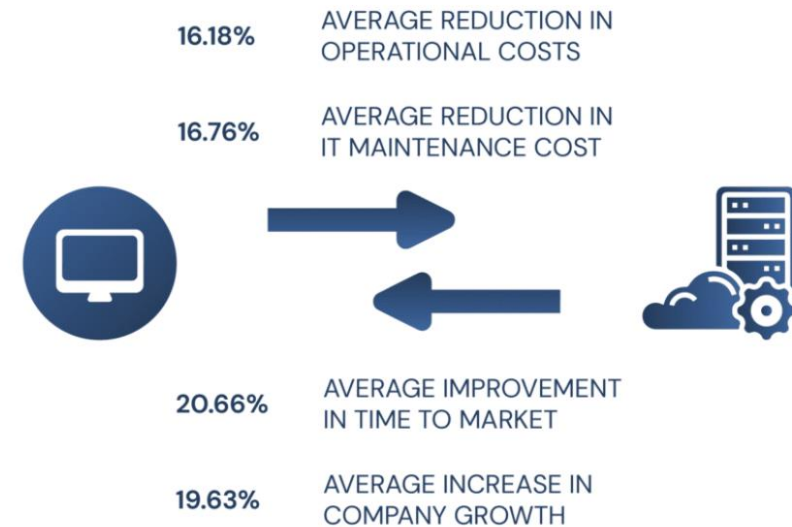
Cloud Computing Benefit and Impact of Yours Business

Cloud Computing Benefits



- | | | |
|------------------------------------|---------------------------------|--|
| 01 FASTER AND FLEXIBLE SCALABILITY | 02 REDUCED IT COST | 03 IMPROVED BUSINESS INTERACTION AND COLLABORATION |
| 04 ENHANCED BUSINESS VALUE | 05 EASY DATA BACKUP AND RESTORE | 06 COMPETITIVE EDGE AND SUSTAINABILITY |
| 07 FLEXIBLE STORAGE | 08 MOBILITY AND REMOTE WORK | 09 BUSINESS CONTINUITY WITH ANYWHERE ACCESS |

Cloud Computing Impact on Business



IMPROVED FLEXIBILITY AND AGILITY

Adaptation to Market Changes

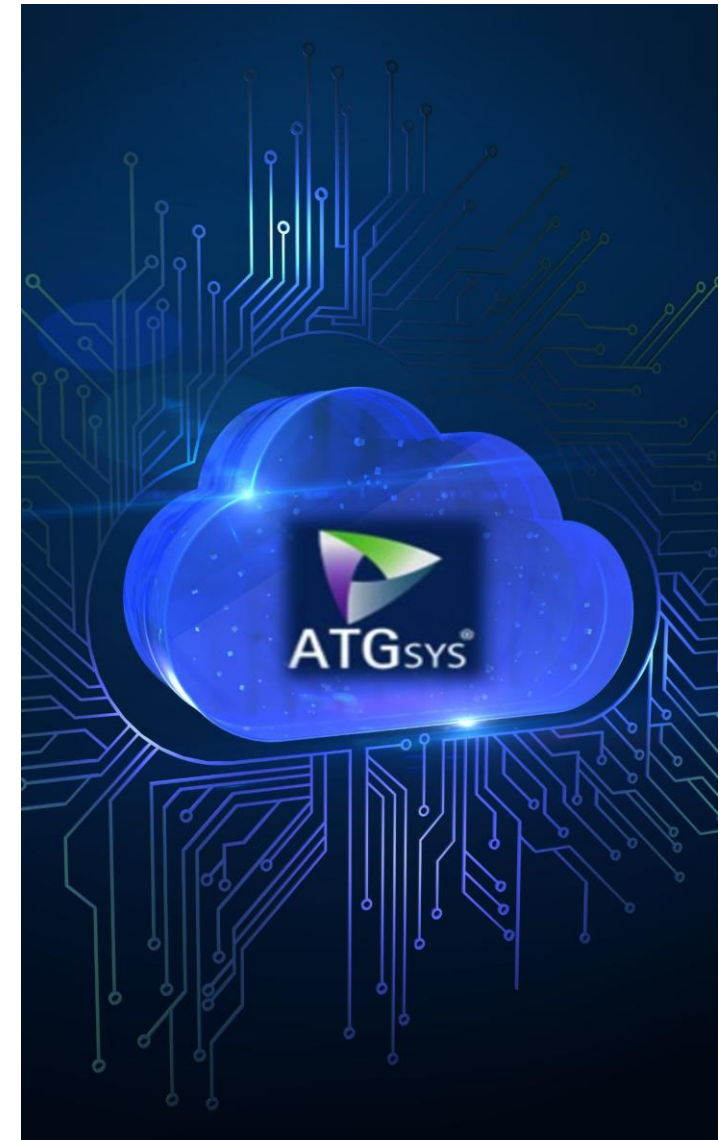
Cloud services empower businesses to swiftly adjust to evolving market conditions, ensuring they remain competitive.

Rapid Application Deployment

With cloud services, companies can quickly deploy new applications, enhancing their ability to innovate and meet customer needs.

Facilitating Innovation

The flexibility of cloud services fosters an environment where innovation can thrive, driving business growth and development.





ENHANCED COLLABORATION AND REMOTE WORK CAPABILITIES

Remote Access to Data

Cloud solutions provide remote access to essential data and applications, enabling teams to stay connected from anywhere.

Increased Productivity

Support for remote work through cloud solutions leads to increased productivity and efficient workflows for teams.

Seamless Team Collaboration

Cloud technology facilitates seamless collaboration among teams, making it easy to work together regardless of location.

ASSESSING THE BUSINESS NEEDS



IDENTIFYING CURRENT INFRASTRUCTURE LIMITATIONS

Performance Issues

Identifying performance issues in your current infrastructure is crucial for understanding where improvements are needed.

Operational Costs

High operational costs can significantly impact your business's bottom line and should be assessed thoroughly.

Cloud Solutions Benefits

Assessing these limitations will help you understand how cloud solutions can enhance efficiency and reduce costs.





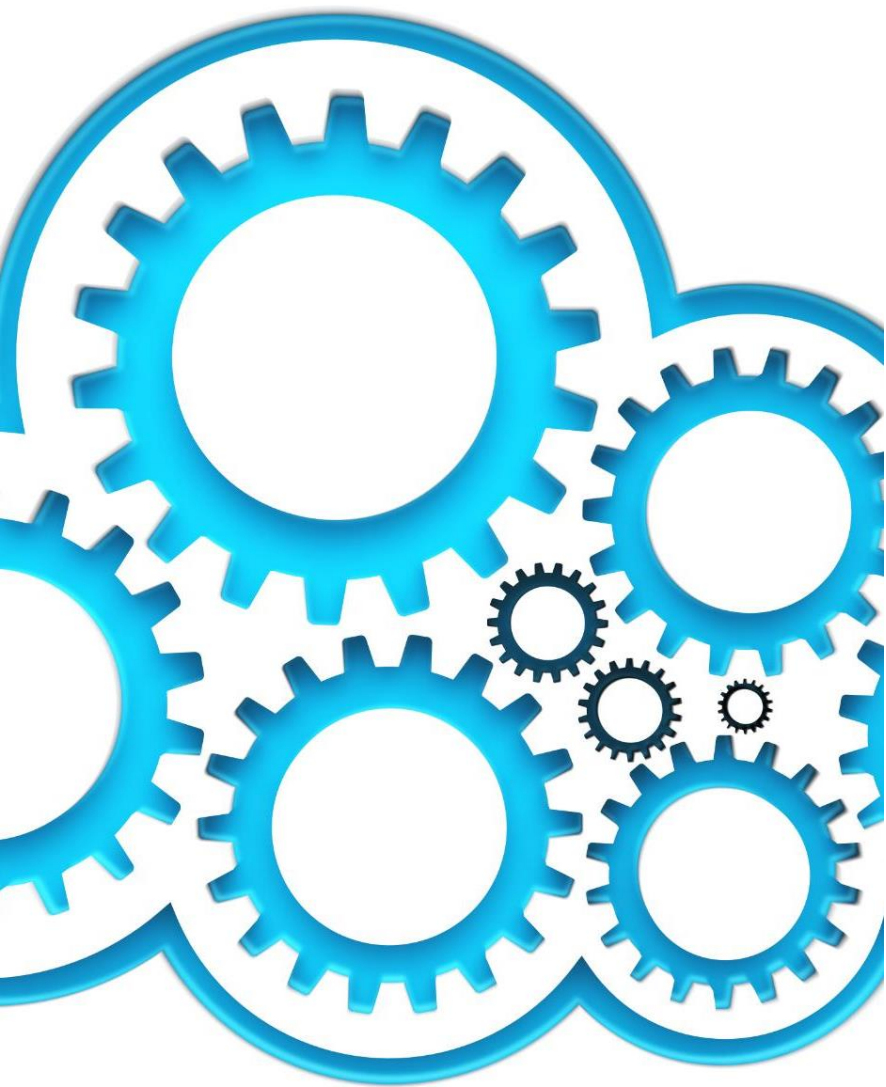
EVALUATING BUSINESS REQUIREMENTS AND GOALS

Understanding Unique Requirements

Evaluating your business's specific needs is essential for selecting the right cloud solutions for success.

Aligning with Strategic Objectives

Identifying goals that resonate with cloud solutions ensures alignment with your overall business strategy.



DETERMINING THE RIGHT CLOUD SOLUTION

Needs Analysis

Start by analyzing your organization's specific needs to determine which cloud services are required.

Matching Services

Match your requirements with the services offered by various cloud providers to find the right fit.

Consider Key Factors

Evaluate important factors such as scalability, cost, and control to make an informed decision.

A collage of financial and business-related items. In the top left, a black calculator is partially visible. A line graph with three data series (green triangles, brown squares, blue diamonds) is overlaid on the left side. A pie chart with twelve segments, each representing a month from January to December, is in the center. A black pen lies diagonally across the bottom left. A silver compass is in the top right corner. A fan of Euro banknotes is in the upper right. A table with numerical data is in the bottom right. The text "FINANCIAL IMPLICATIONS AND ROI" is overlaid in large white letters on the left side.

| | | | |
|---------|---------|---------|---------|
| 125,058 | 154,568 | 95,054 | 124,500 |
| 125,487 | 56,845 | 97,511 | 125,000 |
| 124,000 | 110,000 | 99,011 | 154,000 |
| 1450 | 150,000 | 99,216 | 95,000 |
| | 35,000 | 101,090 | 154,200 |
| | | 101,684 | 110,000 |
| | | 101,962 | 89,000 |
| | | | 50,000 |
| | | | 10,700 |



INITIAL INVESTMENT VS. LONG-TERM SAVINGS

Initial Investment

The initial investment for cloud migration can be substantial, but it's a crucial step towards modernization.

Potential Long-Term Savings

Analyzing long-term savings is essential as cloud migration can lead to reduced maintenance and operational costs over time.

Cost-Benefit Analysis

A thorough cost-benefit analysis helps organizations understand the financial impacts of cloud migration.

ANALYZING TOTAL COST OF OWNERSHIP (TCO)

Understanding TCO

Total Cost of Ownership (TCO) encompasses all costs related to cloud solutions, offering valuable insights for decision-making.

Cost Components

TCO includes costs such as infrastructure, software, and operational expenses, providing a holistic view of investment.

Comparative Analysis

Analyzing TCO enables businesses to effectively compare cloud solutions against traditional on-premises options.



CALCULATING RETURN ON INVESTMENT (ROI)

Understanding ROI

ROI measures the financial return from investments, helping businesses evaluate the effectiveness of their expenditures on cloud solutions.

Assessing Financial Benefits

Calculating ROI involves assessing the financial benefits gained from increased efficiency and cost savings after cloud adoption.

Initial Investment Comparison

It is essential to compare the initial investment against the projected savings to justify cloud solutions effectively.

ADDRESSING SECURITY AND COMPLIANCE





ENSURING DATA SECURITY AND PRIVACY

Importance of Data Security

Data security is crucial when transitioning to cloud services to protect sensitive information from unauthorized access.

Encryption Methods

Implementing strong encryption methods is essential for safeguarding data and maintaining user privacy during cloud migration.

Access Controls

Establishing robust access controls is vital to ensure that only authorized personnel can access sensitive data.



COMPLIANCE WITH INDUSTRY REGULATIONS

Importance of Compliance

Ensuring compliance with industry regulations is crucial for protecting businesses from legal issues and penalties.

Building Customer Trust

Compliance with regulations helps businesses build trust with customers, showcasing their commitment to security and integrity.

Regulatory Standards

Familiarity with relevant regulatory standards is essential for businesses operating in cloud environments to ensure adherence.





MITIGATING RISKS AND DISASTER RECOVERY

Importance of Disaster Recovery

A robust disaster recovery plan is vital for businesses using cloud solutions to manage potential risks effectively.

Risk Mitigation Strategies

Mitigating risks involves identifying potential vulnerabilities and implementing measures to ensure business continuity.

Business Continuity Plans

Business continuity plans ensure that essential functions can continue during and after a disaster or data breach.



PLANNING AND EXECUTING THE CLOUD MIGRATION

DEVELOPING A MIGRATION STRATEGY

Defining Objectives

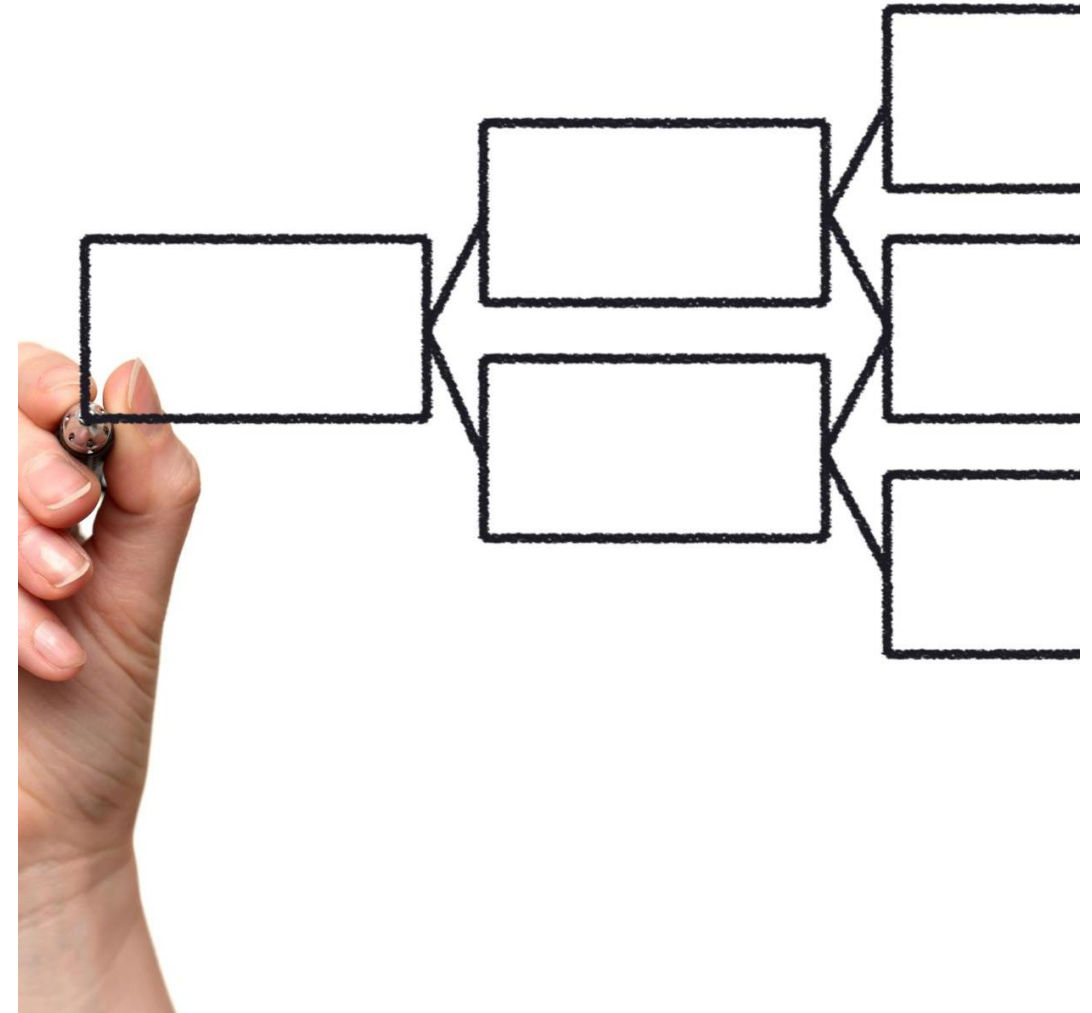
Clearly defining objectives is crucial for a successful migration strategy, ensuring everyone is aligned on goals.

Timelines for Migration

Establishing realistic timelines is essential to track progress and meet deadlines throughout the migration process.

Resource Allocation

Effective resource allocation ensures that the necessary tools and personnel are available for each migration phase.



CHOOSING A CLOUD PROVIDER AND PARTNERS



Importance of Selection

Choosing the right cloud provider is essential for your business success and operational efficiency.

Evaluate Offerings

Assess the services and features offered by potential cloud providers to meet your specific needs.

Reputation and Support

Research provider reputation and customer support capabilities to ensure reliability and assistance when needed.

Business Alignment

Ensure that the selected provider aligns with your business goals and technological requirements for a smooth integration.



IMPLEMENTING AND MANAGING THE TRANSITION

Execution of Migration Plan

The execution of the migration plan is crucial for a successful transition to the cloud. Proper planning ensures minimal disruptions during the process.

Staff Training

Training staff is essential to ensure they are equipped with the necessary skills to manage cloud operations effectively. Continuous education fosters a smooth transition.

Managing Cloud Operations

Ongoing management of cloud operations is vital for maximizing performance and maintaining security in the cloud environment. Regular assessments are necessary.



CONCLUSION



Benefits of Cloud Solutions

Cloud solutions provide significant benefits such as cost savings, flexibility, and enhanced collaboration for modern businesses.

Understanding Cloud Computing

Understanding the key aspects of cloud computing is essential for a successful transition to cloud-based services.

Planning Successful Migration

Careful planning of the migration process is crucial for businesses to fully embrace cloud technology and thrive.

Q & A





□ THANK YOU

