How Technology is Evolving Business

Steve Richmond, Founder , Projetech

Software as a Product

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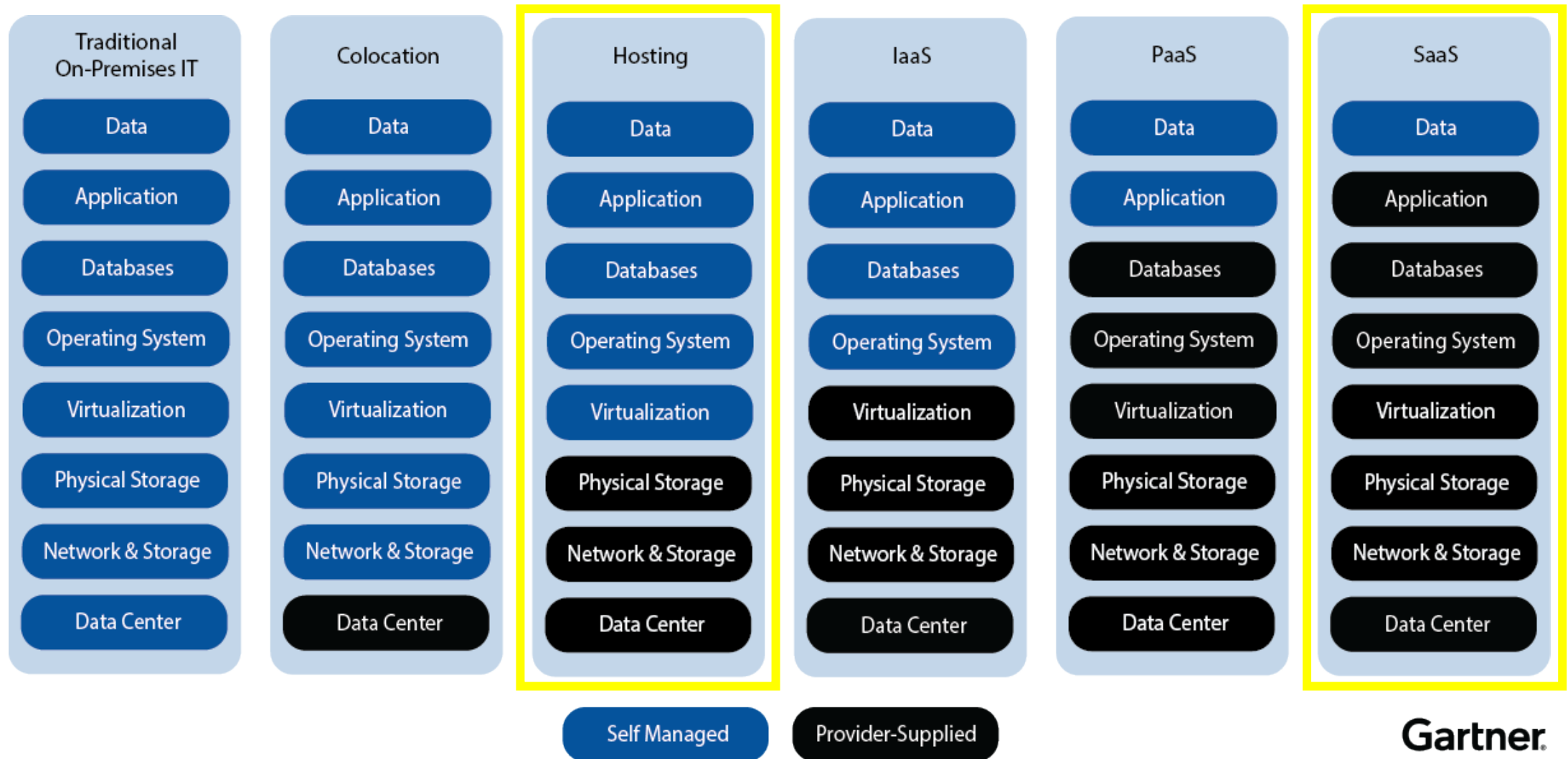
Run & Maintain

You're spending all your time maintaining the thing that maintains your maintenance

SaaS is not Hosting is not SaaS

Traditional On-Premises IT	Colocation	Hosting	IaaS	PaaS	SaaS
Data	Data	Data	Data	Data	Data
Application	Application	Application	Application	Application	Application
Databases	Databases	Databases	Databases	Databases	Databases
Operating System	Operating System	Operating System	Operating System	Operating System	Operating System
Virtualization	Virtualization	Virtualization	Virtualization	Virtualization	Virtualization
Physical Storage	Physical Storage	Physical Storage	Physical Storage	Physical Storage	Physical Storage
Network & Storage	Network & Storage	Network & Storage	Network & Storage	Network & Storage	Network & Storage
Data Center	Data Center	Data Center	Data Center	Data Center	Data Center

Self Managed   Provider-Supplied

Gartner.

Software Subscription & Support

$20B annual business with 80%+ margins

Approximately 50% of total sales for most apps

Introductory Concepts

Pros and Cons of a Cloud Environment

Different Deployment Possibilities

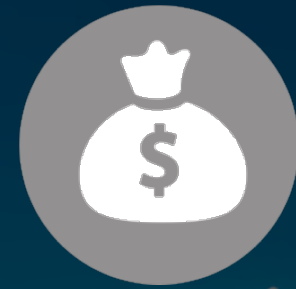**Technical Architecture**

Pros of a Cloud Environment

- Improved Security
- No software or hardware required
- Connect from any device
- Always Current Product (MAS 8)
- Stable
- Continuously upgraded solution
- Quick implementation
  - Rapid time to value

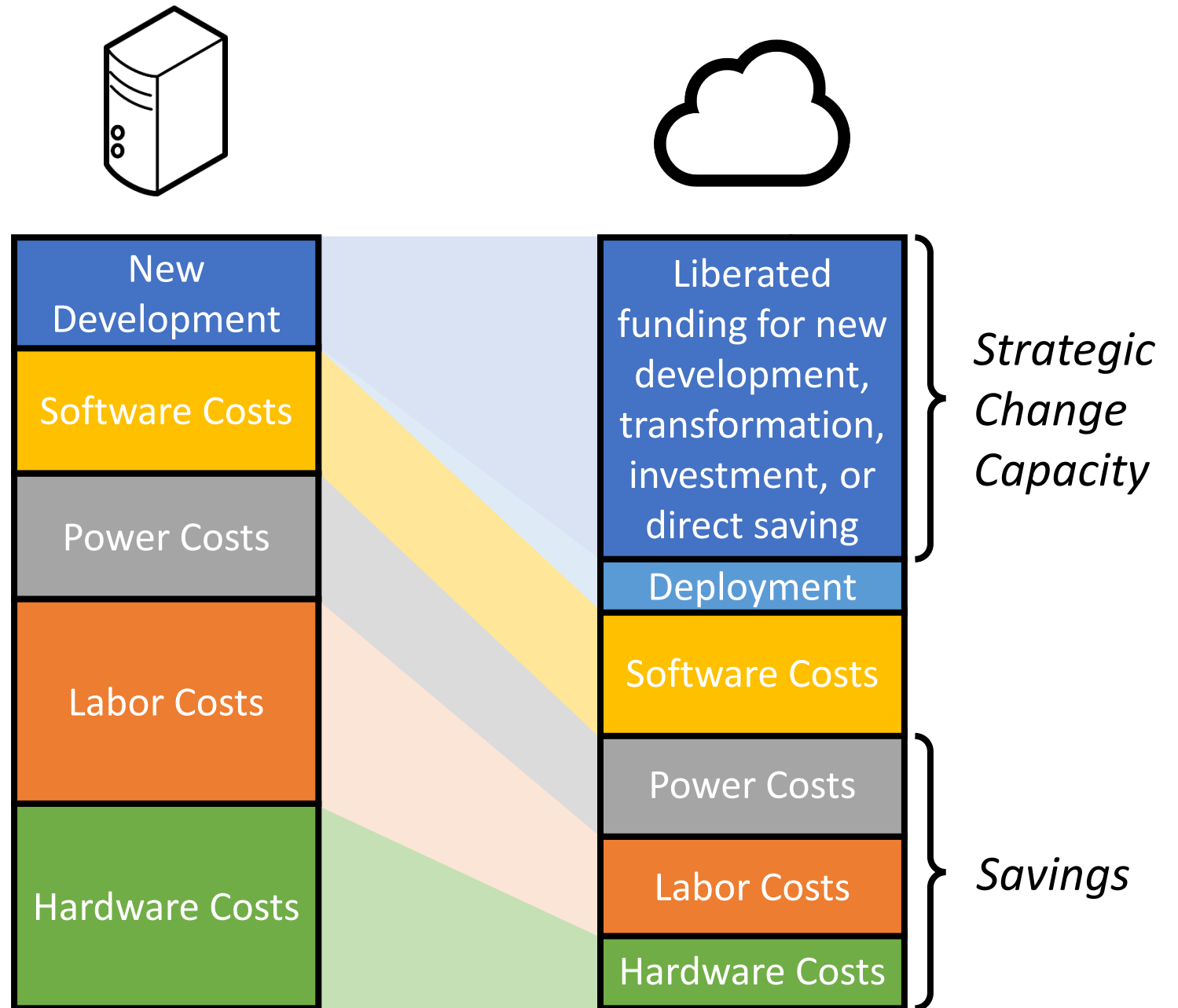# Additional Pros of Cloud Environments

Flexibility

Lower Capital Outlay with ROI

Flexibility

- Scalable
- Known Costs
- OpEx vs CapEx
- Digital Transformation
- Cloud Native Technology
- Anywhere anytime availability
- Machine to Machine (M2M)
- App to App
- Interconnectivity
  - On Premise to Cloud
  - Cloud to Cloud

Lower Capital Outlay and Faster Time to Value

New Development

Software Costs

Power Costs

Labor Costs

Hardware Costs

Liberated funding for new development, transformation, investment, or direct saving

Deployment

Software Costs

Power Costs

Labor Costs

Hardware Costs

Strategic Change Capacity

Savings

Users Benefit By

- Faster More Responsive Application
- Increased security
- Free to Focus on core business
- Working with current product
- No distracting noise - Reliability

Cons of a Cloud Environment

- Internet access required
- Not all clouds created equal

Company	Date	Started
Costco	08/23/2021	12:12 p.m.
Netsuite	08/23/2021	noon
League of Legends	08/23/2021	noon
Indeed	08/23/2021	noon
TSYS	08/23/2021	11:41 a.m.
Discord	08/23/2021	11:40 a.m.
Stackoverflow	08/23/2021	11:01 a.m.
Stamps.com	08/23/2021	9:05 a.m.
FedEx	08/23/2021	7:40 a.m.
Counter-strike	08/23/2021	5:20 a.m.
Smite	08/23/2021	1:45 a.m.
Bendbroadband	08/23/2021	1:32 a.m.
Paladins	08/23/2021	1:12 a.m.
Suddenlink	08/23/2021	12:25 a.m.
AT&T	08/23/2021	12:24 a.m.
USPS	08/22/2021	11:17 p.m.
Amazon	08/22/2021	10:32 p.m.
Hulu	08/22/2021	10:08 p.m.
Tesla	08/22/2021	8:49 p.m.
Canva	08/22/2021	8:36 p.m.
FedEx	08/22/2021	6:04 p.m.

Different Deployment Possibilities

The Big Bang

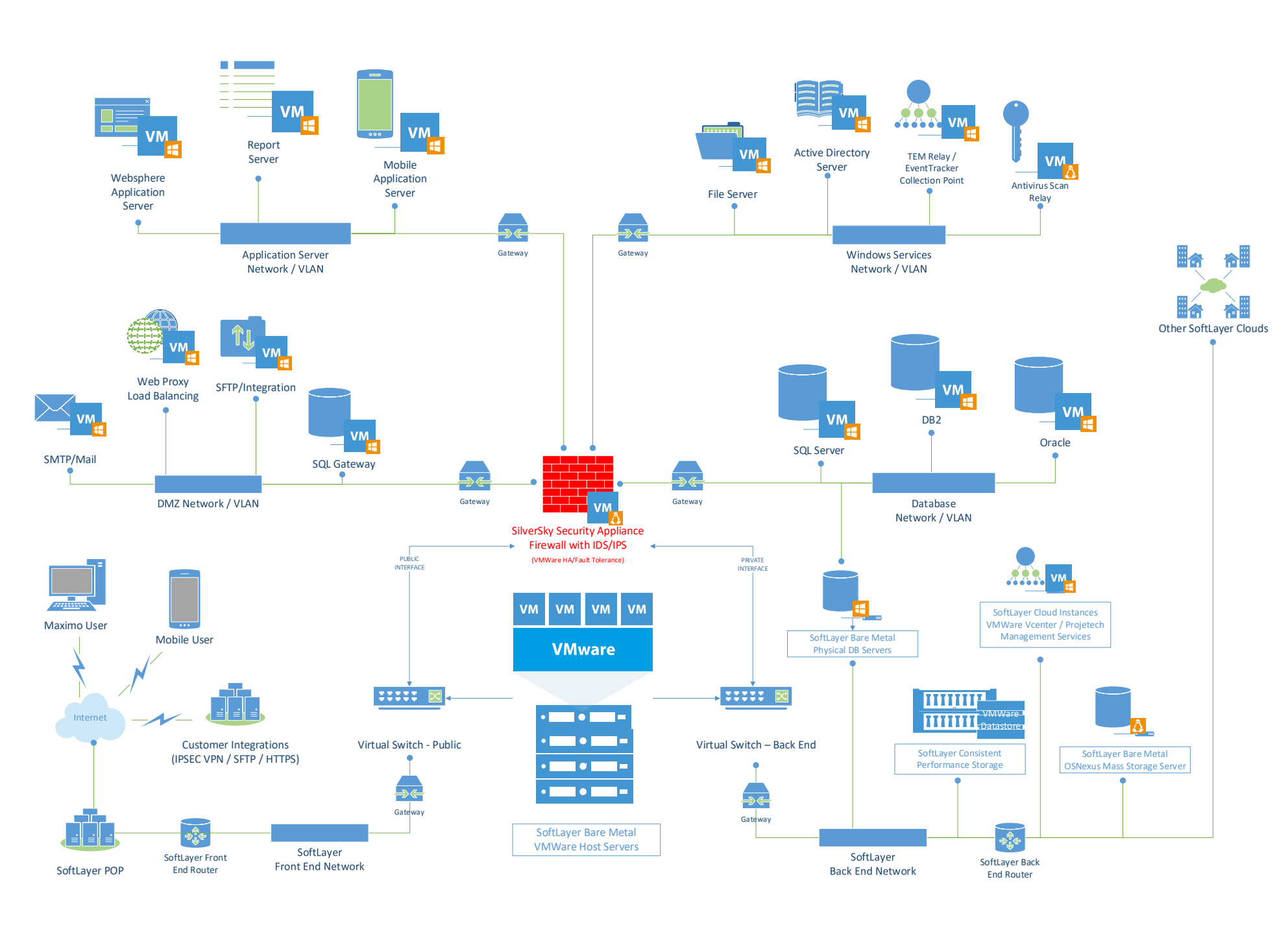# Different Deployment Possibilities

Seed and Grow

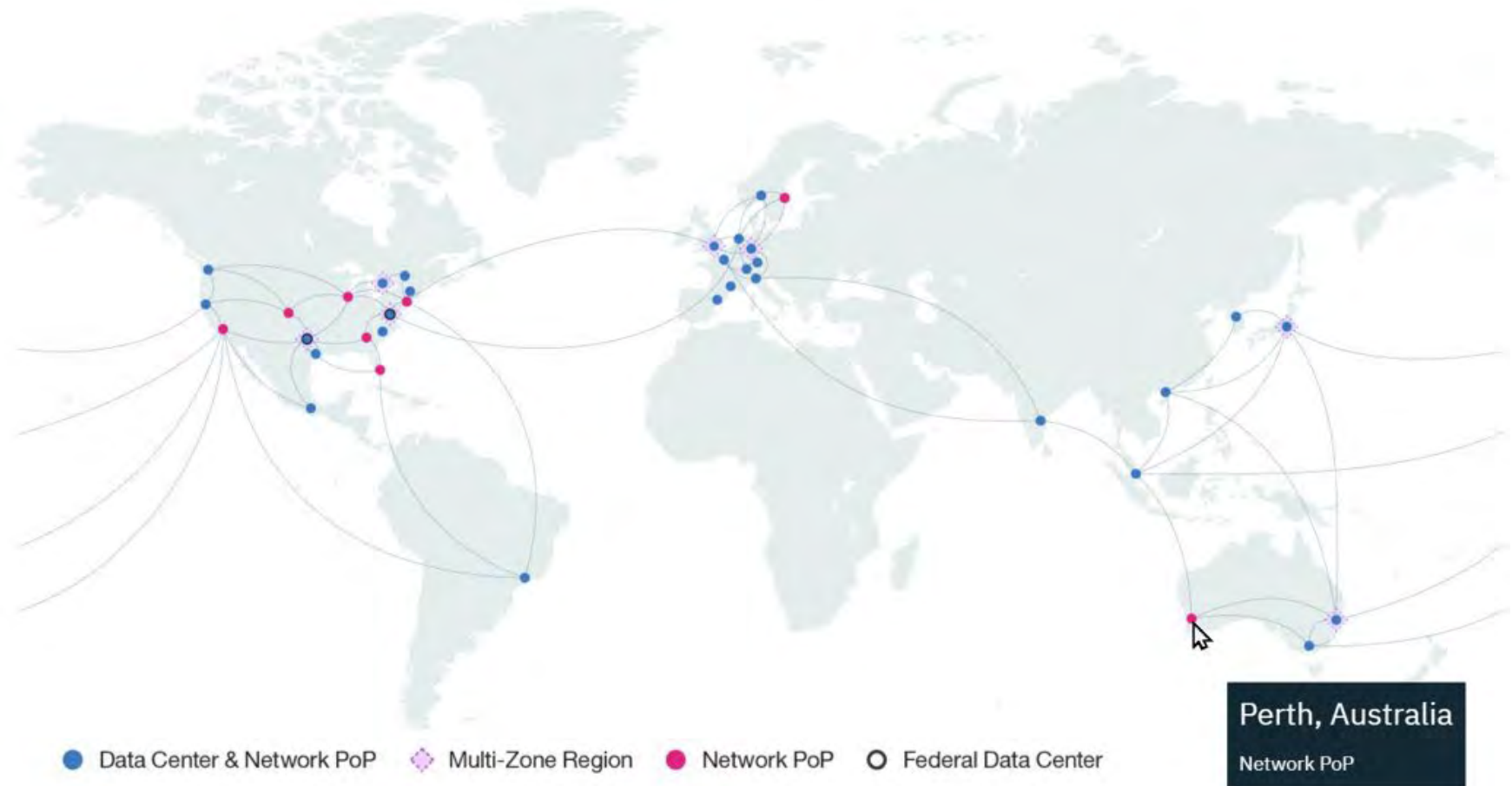# Business Decisions (Mobility)

Ubiquitous Connectivity

Technical Architecture

Technical Architecture

- **Higher Levels of Redundancy**
  - VMWare Fault Tolerance
  - Numerous Fiber Connections
  - Multiple Hardware Redundancy
  - Network Point of Presence (PoP)
- **Clustering of Key Services**
  - Mail Delivery
  - Web Proxy
  - Web Service Integrations
  - File Shares
  - SQL Database
  - Email Listener

Point of Presence (PoP)

- Local Access point for the ISP
  - High Speed Telecommunications

Data Center & Network PoP   Multi-Zone Region   Network PoP   Federal Data Center

Perth, Australia
Network PoP

How do I move to the Cloud?

Assess the Current State

- Current version
- Database (Oracle, SQL Server or DB2)
- Production instances
- Maximo test/development/training instances
- Number and type of licensed users
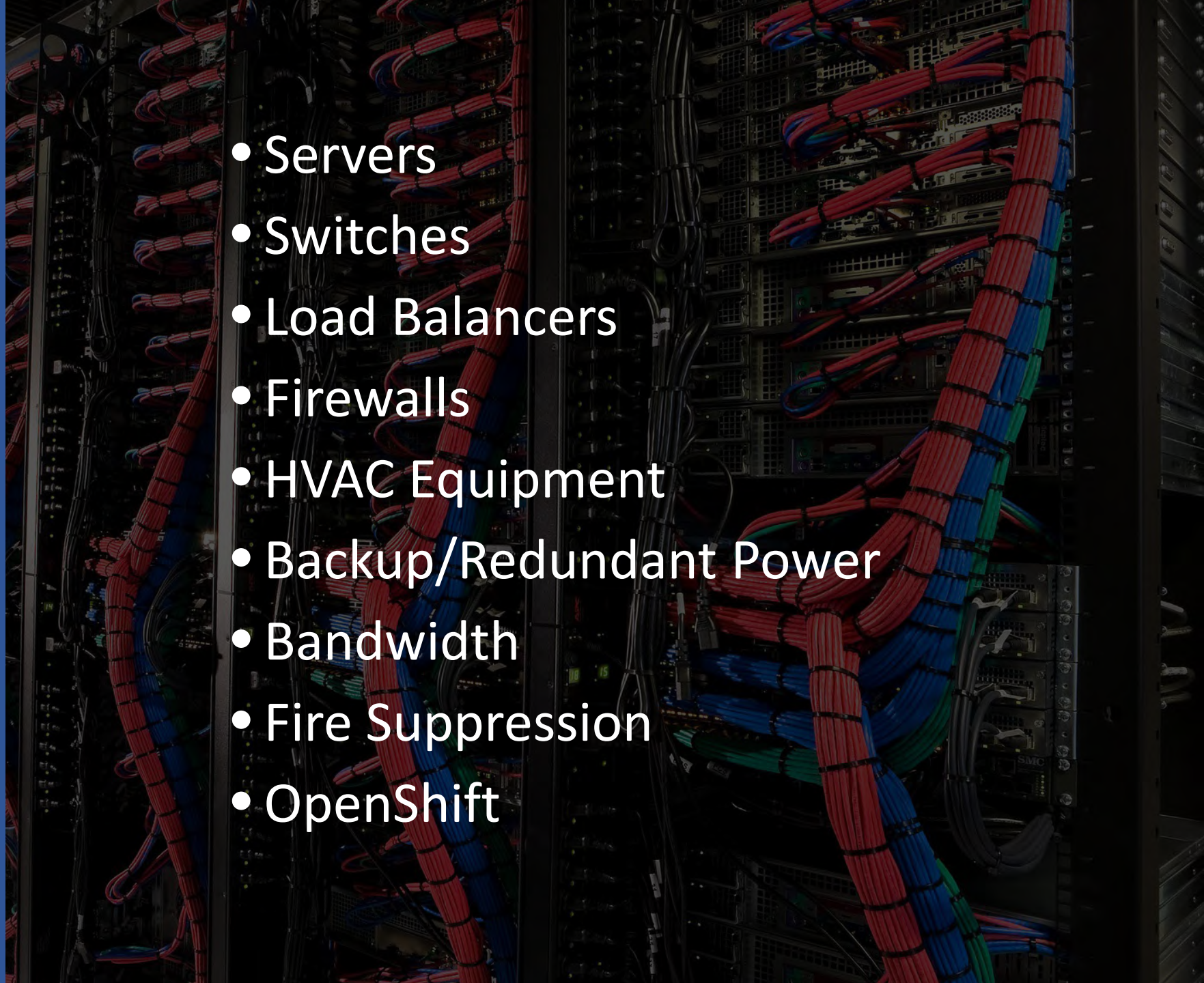- Reporting tools
- Goals and objectives

Typical Cost Justification

- Infrastructure
- Software
- Security
- Human Resources
- Backup Recovery & DR
- Patches, Fixes, & Upgrades

Infrastructure

- Servers
- Switches
- Load Balancers
- Firewalls
- HVAC Equipment
- Backup/Redundant Power
- Bandwidth
- Fire Suppression
- OpenShift

Software

- Maximo Licensing
- Windows Products
- VMWare
- WebSphere
- Web Acceleration
- Reporting Products
- Software Maintenance
- Global Compliance Management

Security

- Physical security
- Firewalls
- Intrusion Detection
- Intrusion Protection
- Malware Protection
- DOS Products
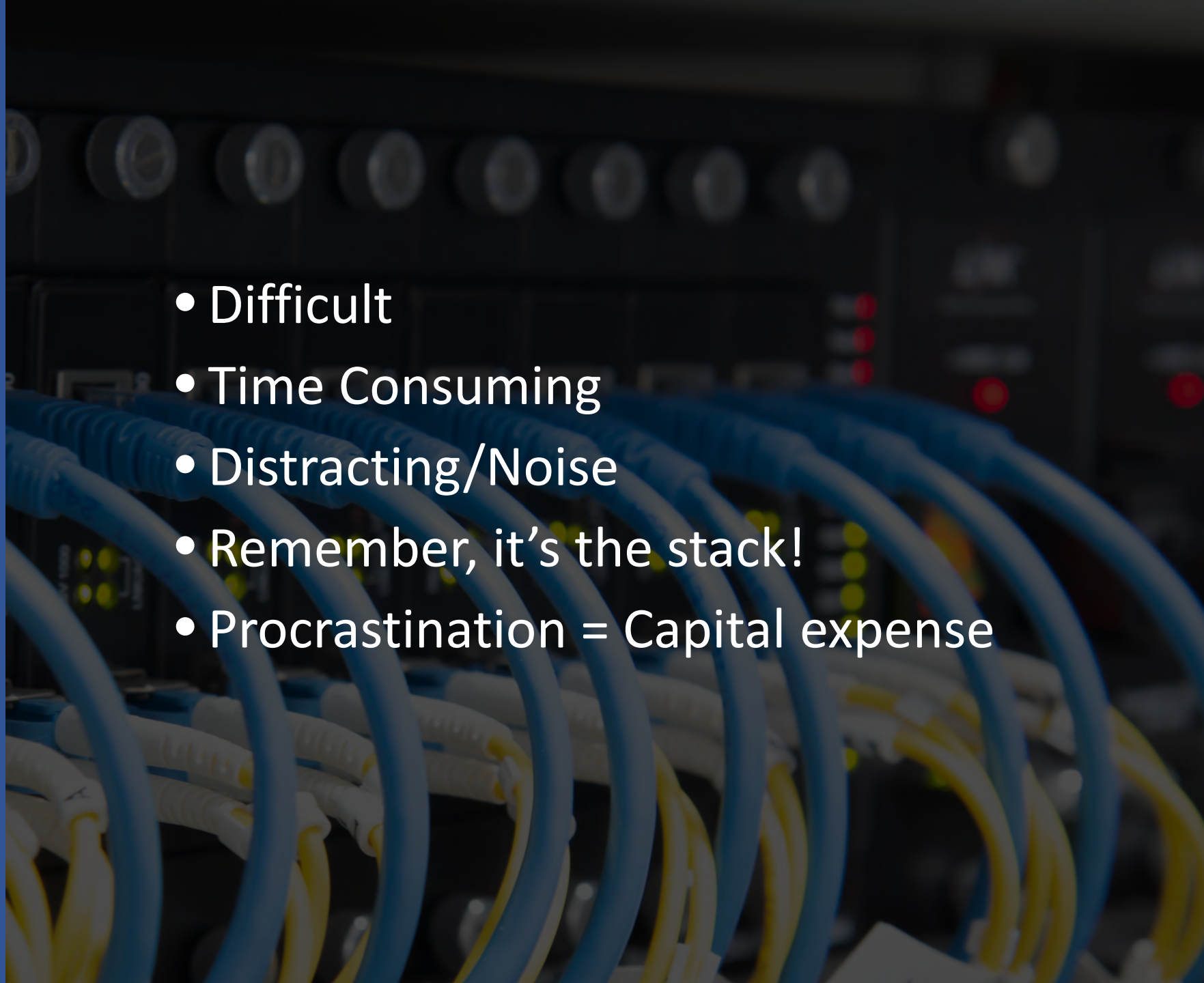- Security Specialists

Human Resources

- System Administration
- Database Administration
- Network Engineer
- WebSphere/Middleware
- Desktop/Mobility Support
- Application Support
- Integration Specialist
- Reporting Resource

Backup Recovery & DR

- **Offsite Storage**

- **Data Replication**

- **Disaster Recovery**
  - Restoration
  - Redundant Hardware

Patches, Fixes, & Upgrades

- Difficult
- Time Consuming
- Distracting/Noise
- Remember, it's the stack!
- Procrastination = Capital expense

Best Practice Suggestions

- Demand SLA's from Vendors
- Expect High Availability
- Manage User Costs
- Integrate & Expand – Use the System
- Expect Vendor to Strive for Zero Downtime

Questions?

Send any questions to Darrell Tucker
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