

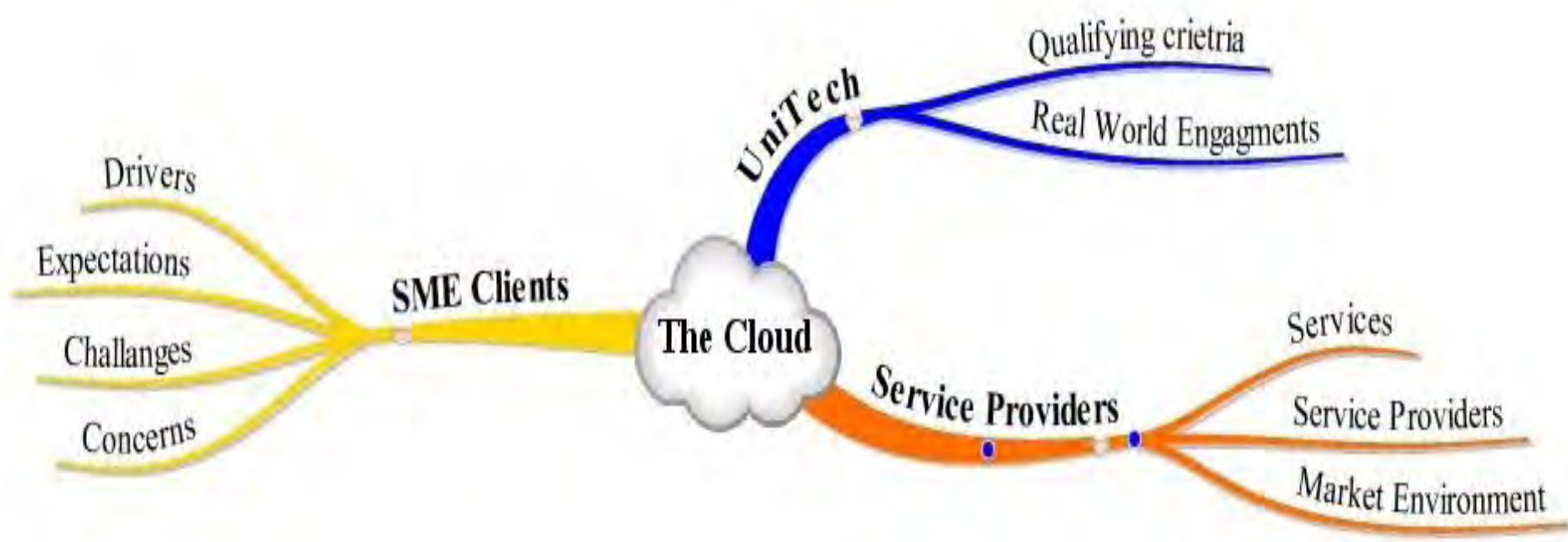


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THE CLOUD IMPACT

*~ SEIZING THE OPPORTUNITIES IN THE CLOUD:
A SME PERSPECTIVE*

UniTech ~ Nigel Gibbons (CITP, CISA, MCSE)





Nigel Gibbons

Executive Chairman

Chartered Surveyor (MRICS)
Chartered IT Professional (CITP)
Certified Information Systems Auditor
(CISA)
Information Security Audit & Control
Association (ISACA; CISSP)
Institute of Information Security
Professionals (IISP)



- IAMCP Board Member
- UK Chamber of Commerce
- Institute of Directors
- Lybian British Business Council
- UK Interoperability Council
- EuroCloud
- Voices for Innovation

Strategic Business Planning & Audit.

ECONOMICALLY STIMULATED TIPPING POINT

**Better
Cost Control**



**Reduced IT
Management Burden**



**“I want to focus
on my Core
Business,
not my IT”**

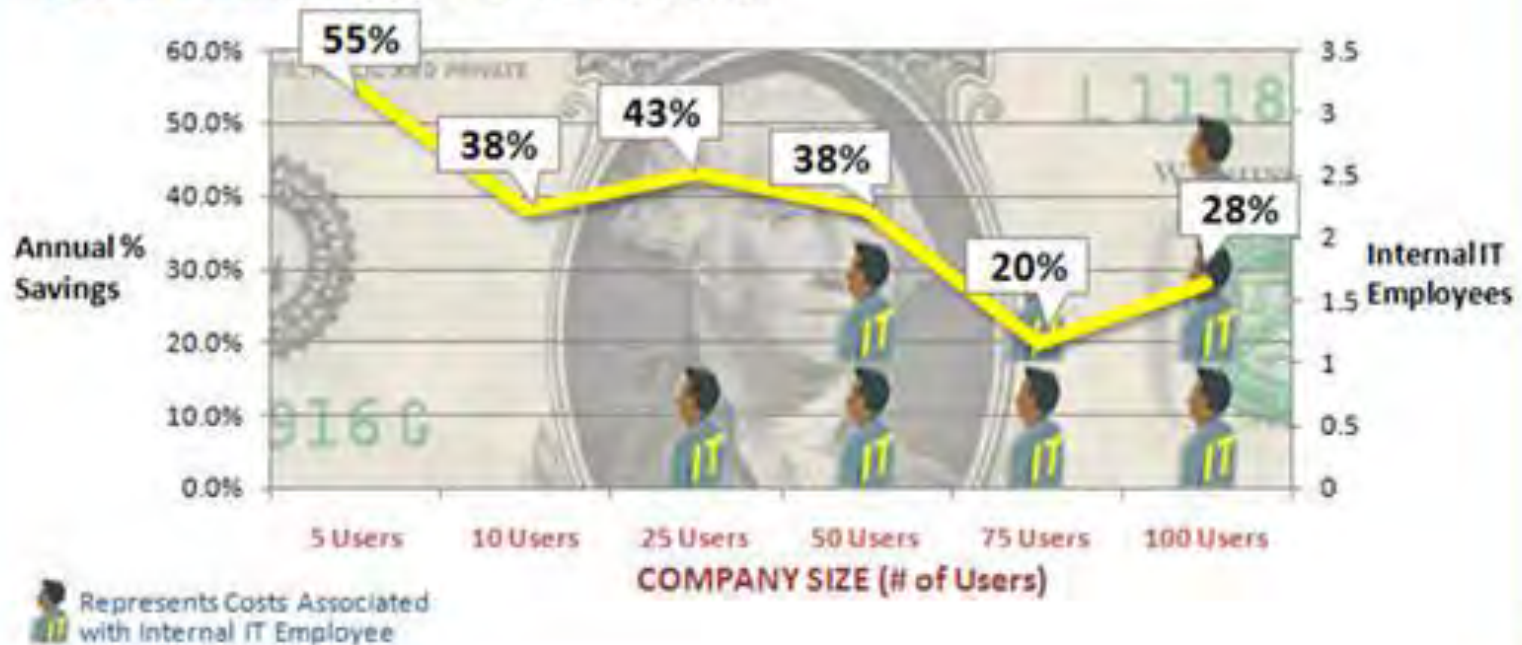


**Business-Class
Service Levels**



**Faster Return
of Business Value**

Annual % IT Cost Savings using On-Demand vs. On-Premises



WHAT SME'S WANT



	Ranked Number 1	Ranked in Top 3
Cost Savings	34%	65%
Uptime/High Availability	17%	46%
Performance	12%	43%
Consumption-based Pricing	12%	33%
Scalability	7%	40%
Flexibility	6%	41%
Rapid Deployment	5%	24%



- Business Centric

- Business Process + Cloud = Business Objectives

V.

- Implementation of IT Product(s) centric

- IT Initiative = Technology Feature Shopping!

A NEW WORLD WITH HIDDEN DEPTHS



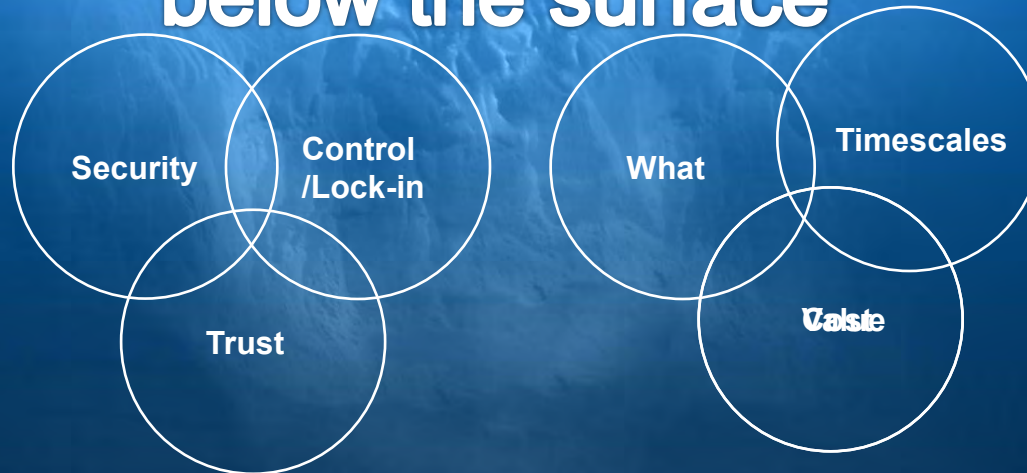
Doing More with Less.

Microsoft

Technology can address
98% of requirements;
only part of the Challenge



The main challenges are below the surface





Software 'on premise'



- Best of both worlds
- Business is in control (*Remotes for Business!*)
- Deployment choices & flexibility
- Reduced Labour force



Services 'in cloud'

- Commoditised functions into the cloud
 - Large Enterprise Experience for SME
 - Best-in-class SLAs & IT Governance
 - Agility 80/20 knowledge shift eg:BT Debatescape





Trust & Guarantees

- IDC Euro 39b in 2009 > Euro110b in 2013
- Chance to challenge market dominance from competitors
- A rising tide lifts all boats
- Fundamental change to traditional Business Models:
 - Software/hardware margins
 - Services model = Financially backed SLA's
- Education – Business orientation & labour force ready
- Agility & Competitiveness ~ Employment flexibility
- Operating in a regulatory realm of uncertainty & conflict

DO YOU HAVE ANY QUESTIONS?



**TRANSFORMING
YOUR BUSINESS**

Thank you for your Time Today

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