



THE IMPORTANCE OF CLOUD MANAGEMENT

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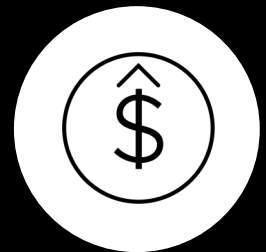
Cloud Business Manager

TYPICAL BUSINESS DRIVERS

Any IT initiatives should be aligned to clear business drivers to ensure success.

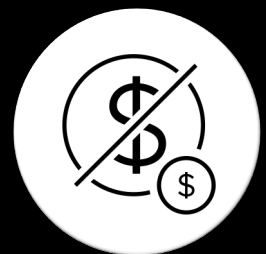
- Increase Revenue

- Develop innovative services quickly. React to market trends. Get ahead of the competition. Break into new markets.



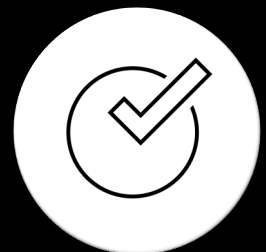
- Reducing Bottom Line

- Cutting costs wherever possible, being more efficient with Capex and Opex.



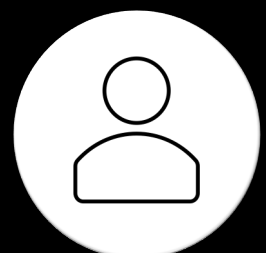
- Protect The Brand

- Ensure Security, Compliance, Governance Trust.



- Attract and Protect Talent

- Increase Skill Profiles, Execute effectively.

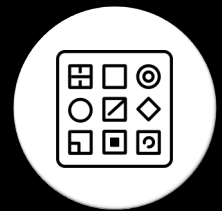


MAJOR CLOUD USE CASES

The business drivers feed into IT projects and the following use cases are common drivers in the cloud space today:

- Modernizing Apps

- Adopting Containers & Kubernetes
- Building Microservice Architectures



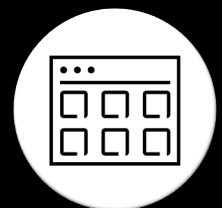
- Accelerating Public Cloud Adoption

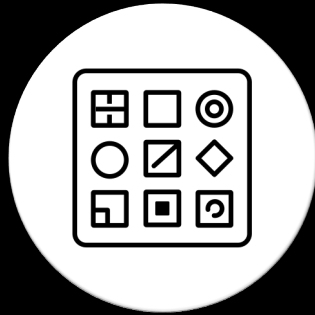
- Closing Datacenters
- Refactoring Applications
- Ensuring Cloud Compliance, Security and Governance



- Industrializing the Private Cloud

- Reducing Operational Cost
- Increasing the use of Automation
- Provide new services and increase adoption (eg. Satisfy Developer Use Cases)





MODERNIZING APPS

Why

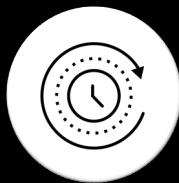
- Increase developer productivity
- Create Infinitely Scalable Web Applications
- Provide App Portability (Avoid Cloud Lock in)
- Innovate Faster

Cloud Management Requirements

- Application Monitoring (Logs, Metrics, Infra-to-App)
- Container Orchestration (K8) Monitoring and Lifecycle Management
- Application Dependency Mapping
- Cost Visibility across all workloads, including transient microservices



Accelerate
Time to
Market



Future-Proof
Technology



Efficient Use
of Infra



Satisfy
Developer
Requirements



ACCELERATING PUBLIC CLOUD ADOPTION

Why

- Focus on developing Services that provide business outcomes (not on configuring hardware).
- Close Datacenters
- Move to Opex model
- Avoid Lock in and create portability

Cloud Management Requirements

- Ensure Governance through Guardrails
- Report on Compliance and remediate
- Provide Cost Visibility and Efficiency Recommendations
- Application Dependency Mapping for migrations



Launch
Services
Faster



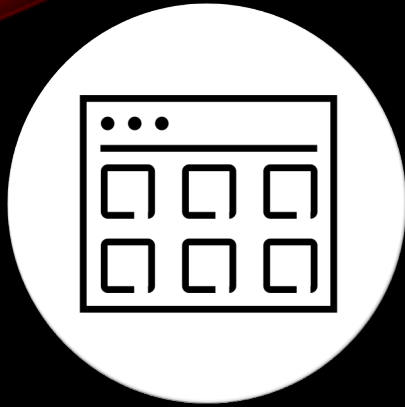
Increase
agility
through
Portability



Procure
Less
Hardware



Enable
Platform
Engineers of
the Future



INDUSTRIALIZING THE PRIVATE CLOUD

Why

- Reduce Costs in the DC
- Scale faster and easier
- Support new use cases (Developers)
- Accelerate innovation
- Reduce operational overhead by increasing automation
- More effective use of existing talent
- Reduce risk through standardization

Cloud Management Requirements

- Provide Self Service (API and GUI)
- End to End Automation
- Lifecycle Management
- Capacity Management
- Full Stack Visibility
- Cost Visibility
- Application Blueprinting
- Integration with existing tooling (IPAM, CMDB..)
- CI/CD Pipelines



Launch
Services
Faster



Increase
Uptime



Reduce
Costs
through
Efficiency



Enable
Platform
Engineers of
the Future

THANK YOU FOR READING!

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