

The Importance of a Cloud Strategy!

*Should You Consider Moving Some
or All of Your Applications?*

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Agenda

- What is “cloud computing”
- Why you should care about the Cloud
- Examples of ROIs realized by organizations
- What you will lose vs. what you will gain

What is Cloud Computing?

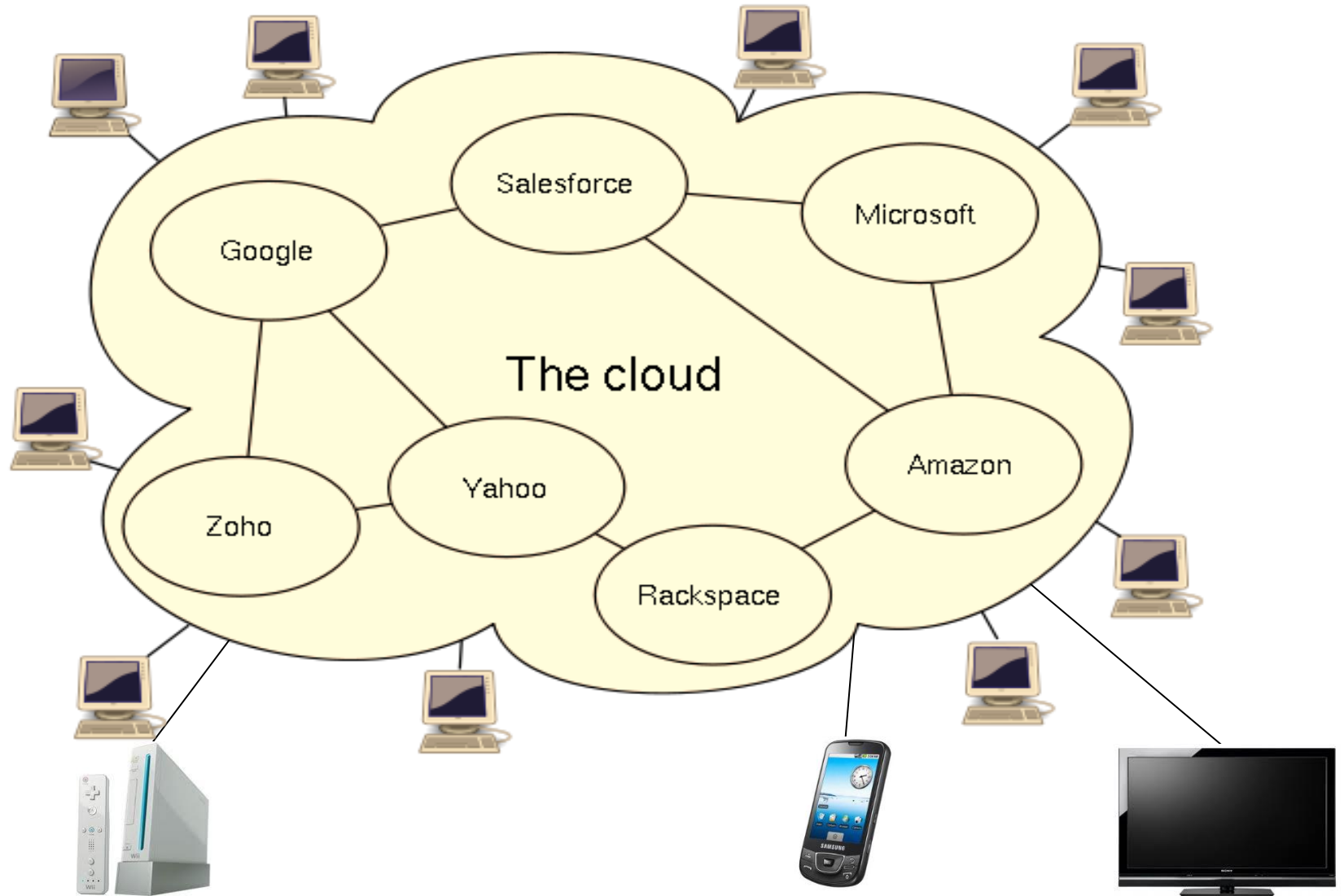
What words come to mind when you hear the Cloud Computing?

What is Cloud Computing?

Wikipedia

Cloud computing is the delivery of computing as a service rather than a product, whereby shared resources, software, and information are provided to computers and other devices as a utility (like the electricity grid) over a network (typically the Internet).

What is Cloud Computing?



What is Cloud Computing?

- Scalable
- Mobile
- Secure
- Current
- Device
Independent
- Affordable
- Reliable
- Simple
- Rapidly
Deployable

What is Cloud Computing?

Cloud Computing Models

- Dependent on the software application
 - **Straight browser interface**, this means that the application is a web based application.
 - **Small client side application**, this requires some information to reside at the client, the bulk at the Server.
 - **Remote desktop**, this is what is referred to as a thin client. This gives you a window to the Host Server. End user experience changes very little.

Why you should care about the Cloud?

- **Save Money**
 - Eliminate purchasing and maintaining a server
 - Reduce software license fees and maintenance
- **Save Time**
 - Very little software is installed or maintained at your site
 - Software is easily accessible from any workstation with internet access

Cloud Computing and Business Continuity



Why you should care about the Cloud?

Cloud Computing Saves Time

- Return on Investment (ROI) usually focuses on cost savings
- ROI also includes productivity gains and time savings

Why you should care about the Cloud?

Your New PC

- Has anyone recently received a new PC at work within the last six months?
- How long does it take to get the machine out of the box and into the user's hands?
- What has to happen to get your new computer ready for you to use?

Why you should care about the Cloud

Your New PC Setup

1. Take the computer out of the box
2. Do the initial setup
3. Install software
4. Repeat step three
5. Repeat step three
6. Repeat step three
7. Configure e-mail client
 - Move contacts from old e-mail system
 - Move old e-mail messages
8. Repeat step three

Why you should care about the Cloud

Disaster Recovery

- Complete facility loss
 - How long will it currently take you to replace your system?
 - Server
 - Data
 - Other records
 - Phone system
- Cloud computing in many cases can be up and running in 24 hours
 - Only need to replace PC and internet access
 - Could use home PC or any other PC that is available

Why you should care about the Cloud

Your New PC in a Cloud-based Environment

1. Take the computer out of the box
2. Do the initial setup
3. Drop a favorites/bookmarks list on the desktop

Why you should care about the Cloud

What can we move to the cloud?

- Web site
- Web site content management
- E-mail
- Backup
- Accounting
- File sharing
- Word processing, spreadsheets and presentation software
- Case management
- Donor management
- Payroll and human resources
- Time and attendance

Examples of ROIs realized by organizations

- New Dynamics GP Client or Existing Dynamics GP Client with expired support plan
 - Purchases SPLA License to avoid license purchase or renew plan.
- Existing Dynamics GP Client with active support plan
 - Support Plan is rolled into monthly user fee.
- Existing Dynamics GP Client with active support plan with changes
 - Switch to SPLA License for flexibility needs or adding new users.

Examples of ROIs Realized by Organizations

New Dynamics GP Client or Existing Dynamics GP Client with expired support plan

Implementation Costs (training, migration, etc.) excluded from all examples

On premise costs	3 year cost
New Server (full cost installed, configured, etc.)	\$8,000
Server support services including backups (\$250 per month)	9,000
Application software costs (assume 4 user accounting and MS Office system at \$2,600 per user)	10,400
Application software maintenance and support (assume 18% of license cost per year)	4,860
Cost of installing and maintaining application client on 4 workstations (assume 5 hours per workstation per year at \$150/hour)	<u>9,000</u>
Total cost of ownership for 3 years	<u>\$41,260</u>

Examples of ROIs Realized by Organizations

New Dynamics GP Client or Existing Dynamics GP Client with expired support plan

Implementation Costs (training, migration, etc.) excluded from both examples

Hosted Costs	3 year cost
Hosted Server, storage and backup	
Application software costs	
Support, upgrades, etc.	
Setup Fee \$1,200	
First 2 Users @ \$600 Users 3 & 4 @ \$185\Each \$970\month	
Total cost of ownership for 3 years	<u>\$36,120</u>

Examples of ROIs Realized by Organizations

New Dynamics GP Client or Existing Dynamics GP Client with expired support plan

ROI Dollars	
On Premise Costs	\$41,260
Hosted Costs	<u>36,120</u>
Cost savings excluding time value of money	<u>\$5,140</u>

Time Savings for items not quantified above

Downtime of end user while PC is maintained

Management of IT Personnel, review purchases, execute purchases, etc.

Downtime of organization if recovery from a data or server loss:

- Restore data from media
- Acquire new server

Examples of ROIs realized by organizations

Existing Dynamics GP Client with active support plan

On premise costs	3 year cost
New Server (full cost installed, configured, etc.)	\$8,000
Server support services including backups (\$250 per month)	9,000
Application software maintenance and support (assume 18% of license cost per year)	4,860
Cost of installing and maintaining application client on 4 workstations (assume 5 hours per workstation per year at \$150/hour)	<u>9,000</u>
Total cost of ownership for 3 years	<u>\$30,860</u>

Examples of ROIs Realized by Organizations

Existing Dynamics GP Client with active support plan

Hosted Costs	3 year cost
Hosted Server, storage and backup	
Application software costs	
Support, upgrades, etc.	
Setup Fee \$1,200	
First 2 Users @ \$600 Users 3 & 4 @ \$150\Each	
Total cost of ownership for 3 years	<u>\$33,600</u>

Examples of ROIs Realized by Organizations

Existing Dynamics GP Client with active support plan

ROI Dollars	
On Premise Costs	\$30,860
Hosted Costs	33,600
Cost excluding time value of money	<u>\$(2,740)</u>

Time Savings for items not quantified above

Downtime of end user while PC is maintained

Management of IT Personnel, review purchases, execute purchases, etc.

Downtime of organization if recovery from a data or server loss:

- Restore data from media
- Acquire new server

Examples of ROIs Realized by Organizations

Existing Dynamics GP Client with active support plan with changes

Implementation Costs (training, migration, etc.) excluded from both examples

On premise costs (4 users add 2)	3 year cost
New Server (full cost installed, configured, etc.)	\$8,000
Server support services including backups (\$250 per month)	9,000
Application software costs (add 2 users for a total of 6 accounting and MS Office system at \$2,600 per user)	5,200
Application software maintenance and support (assume 18% of license cost for 6 users per year)	7,290
Cost of installing and maintaining application client on 6 workstations (assume 5 hours per workstation per year at \$150/hour)	<u>13,500</u>
Total cost of ownership for 3 years	<u>\$42,990</u>

Examples of ROIs Realized by Organizations

Existing Dynamics GP Client with active support plan with changes

Implementation Costs (training, migration, etc.) excluded from both examples

Hosted Costs	3 year cost
Hosted Server, storage and backup	
Application software costs	
Support, upgrades, etc. Setup Fee \$1,200	
First 2 Users @ \$600 Users 3, 4 & 5 @ \$185\Each User 6 @ \$155\Each \$1,310\month	
Total cost of ownership for 3 years	<u>\$48,360</u>

Examples of ROIs Realized by Organizations

Existing Dynamics GP Client with active support plan with changes

ROI Dollars	
On Premise Costs	\$42,990
Hosted Costs	<u>48,360</u>
Cost excluding time value of money	<u>\$(5,370)</u>

Time Savings for items not quantified above

Downtime of end user while PC is maintained

Management of IT Personnel, review purchases, execute purchases, etc.

Downtime of organization if recovery from a data or server loss:

- Restore data from media
- Acquire new server

What You Will Lose Vs. What You Will Gain

- **Lose**
 - Downtime
 - Upgrade decision making
 - Racks of Servers
 - Managing technicians
- **Gain**
 - Access
 - Predictable Costs
 - Security

Benefits of vCloud

1. Seamless Upgrades
2. Changes on Demand
3. Reduced Dependence on Internal IT Resources
4. Manage Your Cash Flow with Predictable Monthly Fees
5. Secure Your Critical Processes

Benefits of vCloud

1. Seamless Upgrades

- Continuously adds the latest service packs and upgrades so you'll be assured that you're always benefitting from the latest technology.



Benefits of vCloud

2. Changes on Demand

- Adding or removing users can be done on demand - particularly beneficial for seasonal businesses.



Benefits of vCloud

3. Reduced Dependence on Internal IT Resources

- Vertical Solutions manages the software, hardware, and network - allowing you to redeploy your IT team to focus on other business-building tasks.



Benefits of vCloud

4. Manage Your Cash Flow with Predictable Monthly Fees
 - You will no longer be surprised by upgrade costs or have to budget for lump sum enhancement fees.



Benefits of vCloud

5. Secure Your Critical Processes

- Your current installation can be seamlessly moved to the Cloud. And, have the knowledge that critical processes, such as payroll will always be available even if your hardware is lost to disaster.



Q & A