



RIGHT CLOUD RIGHT WAY

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The CSC Cloud Story

- The cloud has crossed the threshold from a point of debate to a mandate to remain competitive. Clearly, there is not enough space, energy or compute power to address the escalating IT needs of the business. Through trusted, orchestrated cloud services, organizations can manage off- and on-premise data, lower operational costs, provide transparency and enable collaboration effectively across public and private networks.
- The challenge lies in how and where to fully exploit cloud to yield the greatest return and capture maximum business advantage. How do you identify the ideal business process workloads to move to the cloud? What about security and compliance requirements? This session will explore how organizations should start from a business process perspective in order to best capitalize on immediate and longer term cloud opportunities.

Strategic

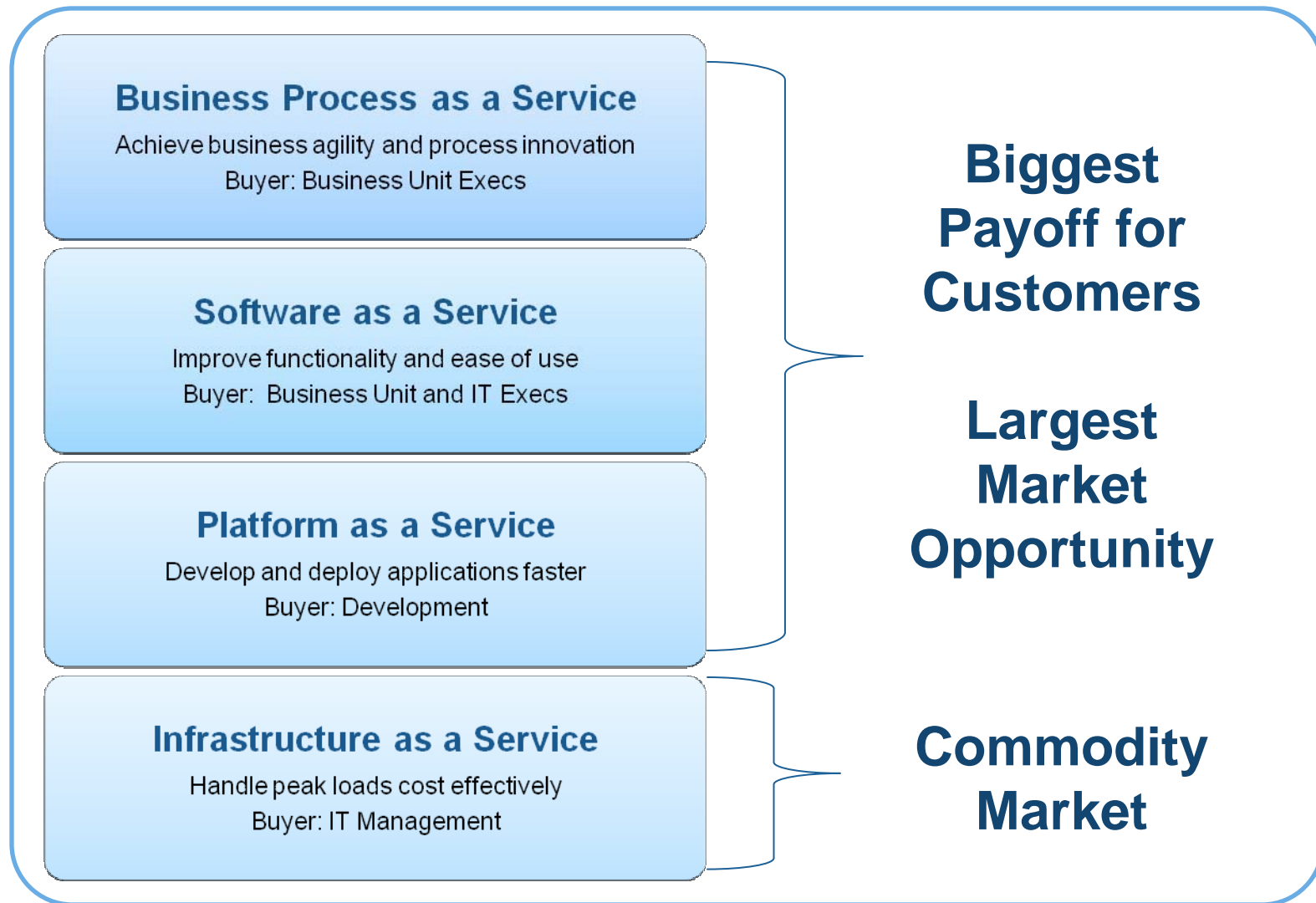
<p>INDUSTRY-SPECIFIC BPO \$40B MARKET</p>	<p>Intellectual Property Modern Delivery Models New Economic Value Speed-to-Market</p>	<p>PREMISE-FREE BUSINESS SERVICES \$15B MARKET</p>	<p>Cloud Delivery Industrial Security Mobile Access Social Networking</p>
	<p>Strong BPO Heritage in Financial Services Acquisitions in Healthcare and Chemical, Energy, Natural Resources Mission-Critical Operations Powerful Infrastructure</p>		<p>Strong Software Heritage Powerful Public and Private Security Trusted Cloud Orchestration Virtual Infrastructure</p>
<p>Accelerating delivery of business value to our clients through industry-specific business process outsourcing</p>	<p>Core Insurance Policy Administration</p>	<p>Parting the clouds to deliver premise-free business services to our clients — any time, any place</p>	<p>Mobility Solutions for the Transportation Industry</p>

<p>TRUSTED CLOUD \$30B MARKET</p>	<p>Infrastructure-as-a-Service Application Platform-as-a-Service Software-as-a-Service Enablement Orchestration</p>
	<p>Strong Security Heritage Powerful Partner Ecosystem Mission-Critical Operations</p>
<p>A best-in-class portfolio of CSC-managed and partner cloud services to deliver true cloud ROI to our clients in a secure and compliant manner</p>	<p>Unique consulting / managed services combination that supports enterprise cloud adoption</p> <p>Cloud Based Enterprise Productivity Tool Migration</p>

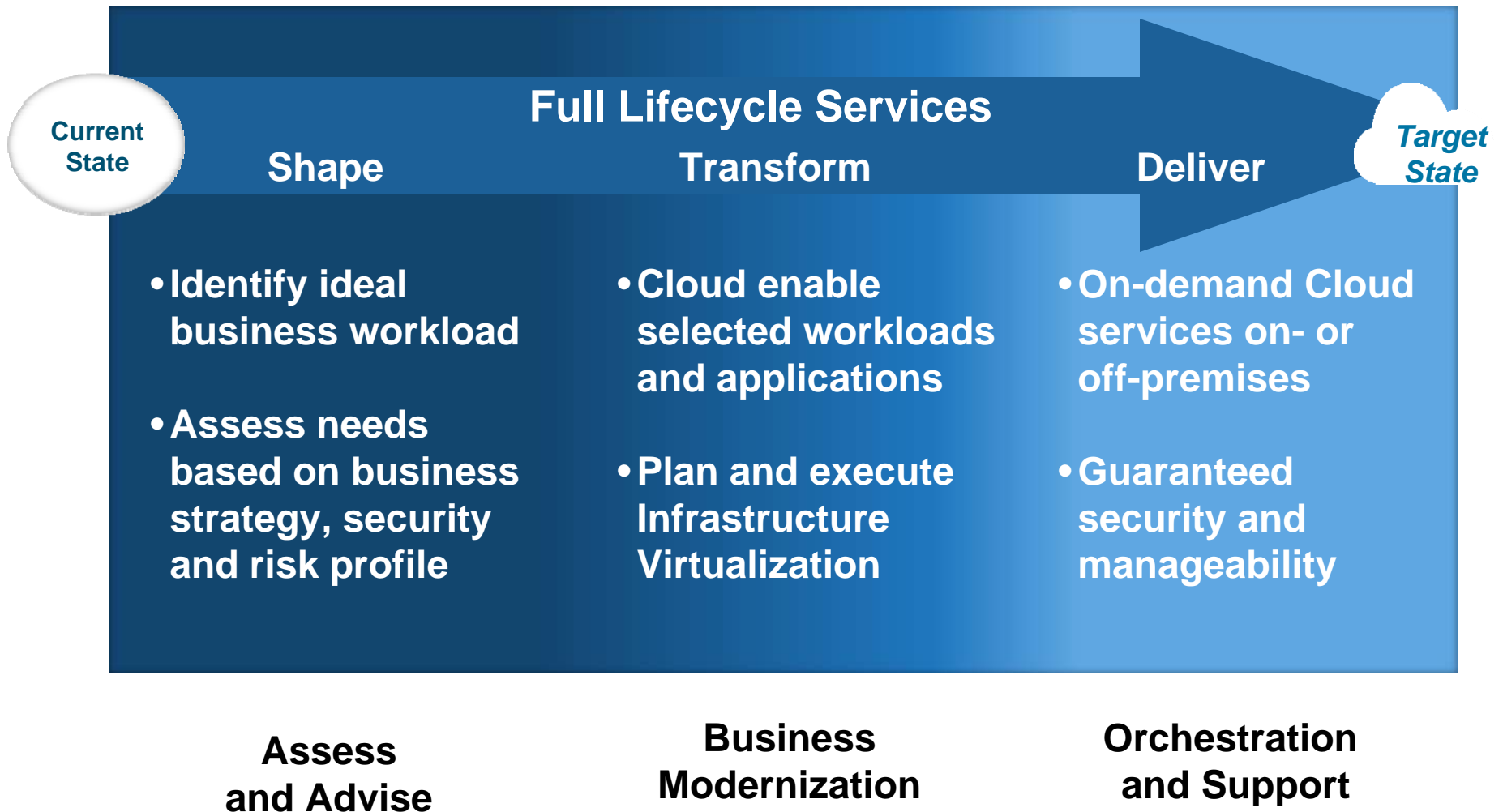


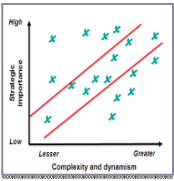
***Cloud Computing will
eventually disrupt today's
outsourcing, app
development and data
center business models
....but it will take time***

The Cloud Opportunity: A Top-Down Business First Approach

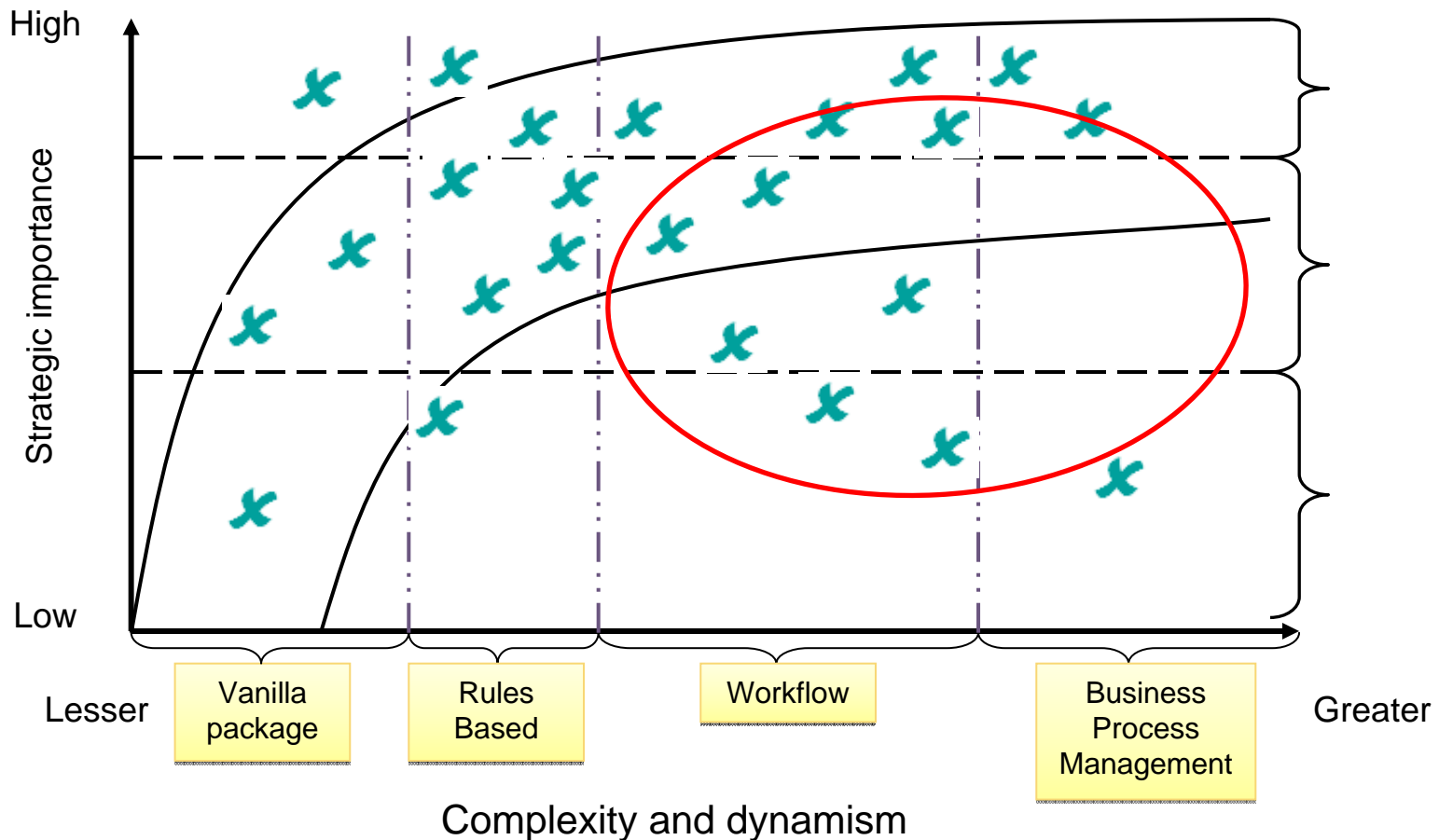


Cloud Lifecycle Services



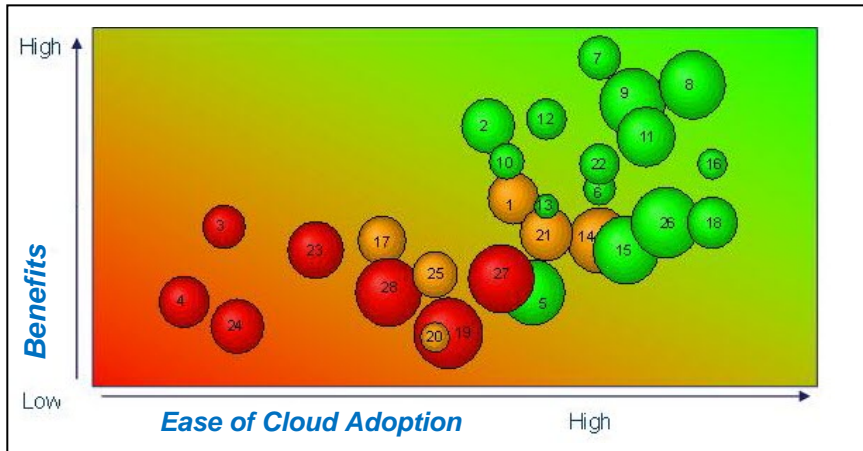


Process Centric Assessment identifies candidate processes based on strategic priority, complexity and dynamism – **highlighting simplification, standardisation and cost reduction opportunities using Cloud Models**



CLOUD ADOPTION ASSESSMENT

Cloud Opportunities Matrix Example



The Cloud Opportunity Scorecard Example

Each opportunity will be scored and prioritised

1. Cloud burst capability for Mobile billing processing

	1	2	3	4
Benefit			●	●
Organisation Risk			●	●
Application & Network			●	●
Security & Compliance Risk			●	●
Performance Risk			●	●
Financial Considerations			●	●
Ease of Implementation			●	●

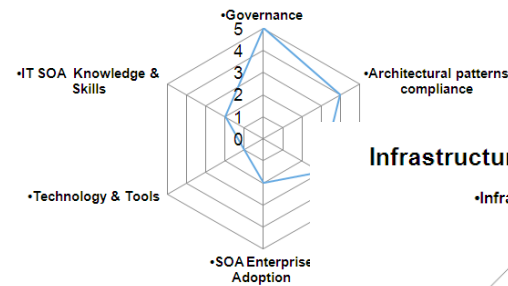
Justification

- High level of immediate benefit augmenting processing of Mobile transactions.
- It will not impact the organisation as internal process.
- While there are some integration and security concerns, we think this can be allayed by using a Trusted rather than public cloud infrastructure.
- The financial benefits will be substantial and will bridge the gap until re-platforming.

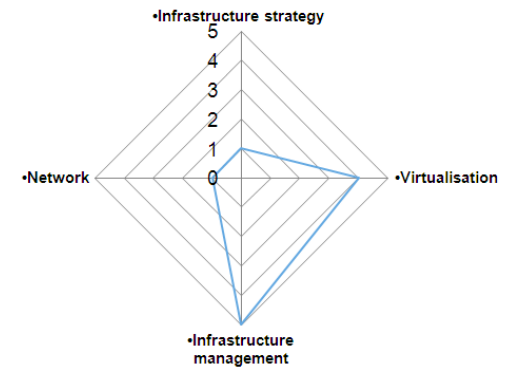
Cloud Enablers Assessment Summary Example

Current Cloud Enabler Maturity								
SOA Maturity	Information Architecture Maturity	Application Strategy Maturity	Infrastructure Strategy Maturity	Enterprise Architecture Capability	Service Management Maturity	Fraud, Security & Compliance Processes	Procurement processes	Investment Portfolio Finance
IT Cloud Enablers						Business Cloud Enablers		

SOA Maturity



Infrastructure Strategy Maturity



Understand the Challenges to Cloud Adoption

- Where is the data?
- Who can see the data?
- Who has seen the data?
- Is data untampered?

Security and Compliance

- Where is processing performed?
- What about my SLA?
- Does backup happen?
 - How do I maintain accountability?

Performance and Availability

- Application transformation?
- Is the executive team ready?
- What is the ROI?
- What to do first?

Business Buy-in

- What about interoperability?
- What about standards?
- Which platform to use?
 - What about service metrics?

Vendor Lock-in

Cloud Case Studies



USA.gov - Driving down the cost of a customer interaction website with a high & unpredictable demand – Infrastructure as a Service⁴



Cloud-based simulation cuts engineers' design costs for Renault Formula 1- Software as a service⁸



Real-time integration and access to information - Platform as a service⁶

A Few Examples of Real Client Cloud Engagement



Royal Mail

30,000 user migration from Lotus Notes to BPOS



Handle secure business and personal loan data via the Web



20,000 employees in 20 countries moving from Exchange to BPOS-S

MONSANTO



Assessment of how to best reduce IT infrastructure footprint



Trusted Cloud for Google Apps

A Trusted Cloud....

Turns business processes into more agile, innovative and cost-efficient workloads.

Secures transactions and provides comprehensive control.

Delivers services with innovation and technology excellence based on measurable SLAs.

