The New Style of IT

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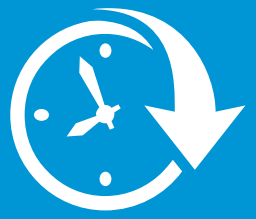
The Facts

50% of IT projects with budgets of over $15M run…

45% over budget

56% less functionality than predicted



33% of software projects are late

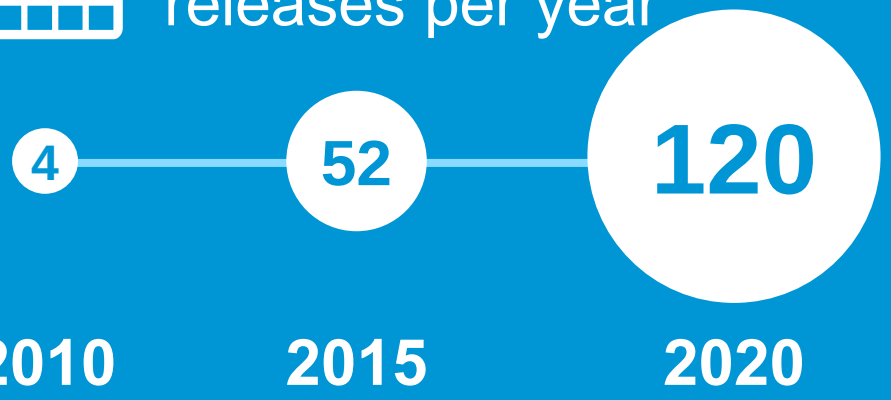
87% of IT execs say competitors move faster

1 in 6 technology projects fail spectacularly, with an average cost overrun of **300%**

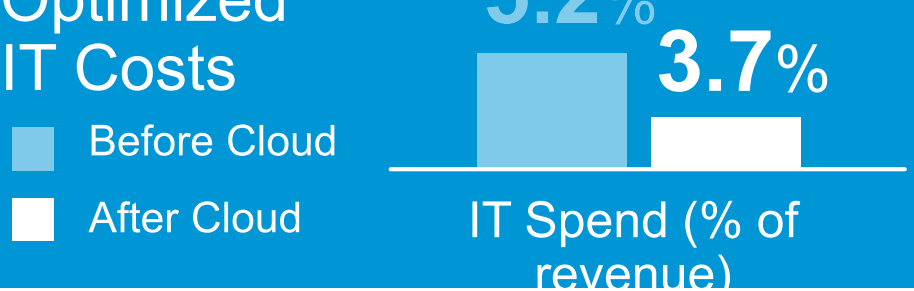
[1] http://www.mckinsey.com/insights/business_technology/delivering_large-scale_it_projects_on_time_on_budget_and_on_value
[2] http://www.nytimes.com/2013/10/25/opinion/getting-to-the-bottom-of-healthcaregovs-flop.html?_r=0
[3] http://hbr.org/2011/09/why-your-it-project-may-be-riskier-than-you-think/
[4] IT under pressure: McKinsey Global Survey March 2014

The Cloud Promise

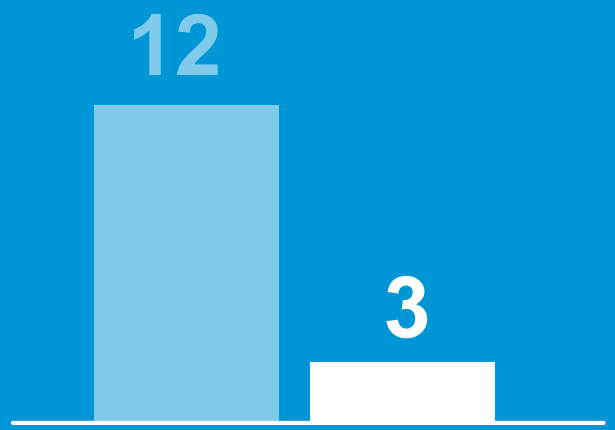
Number app releases per year

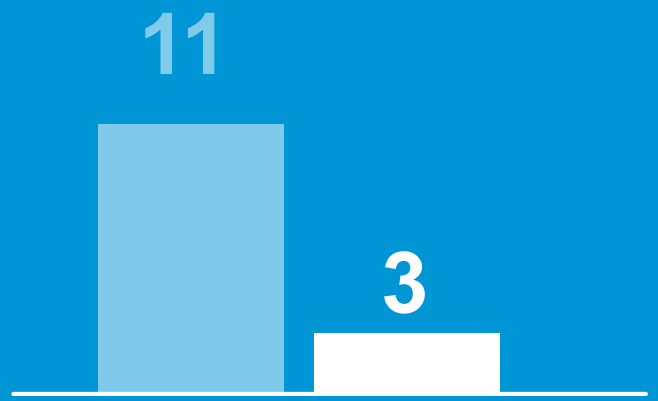


Optimized IT Costs



Cloud decreases the time to develop





[1] Forrester Thought Leader Paper commissioned by HP, "Better outcomes, faster results. Continuous delivery and the race for better business performance", December 2013
[2] http://www.bain.com/Images/BAIN_BRIEF_Five_faces_of_the_cloud.pdf
[3] http://research.gigaom.com/report/survey-enterprise-development-in-the-cloud/

The Reality

CIO

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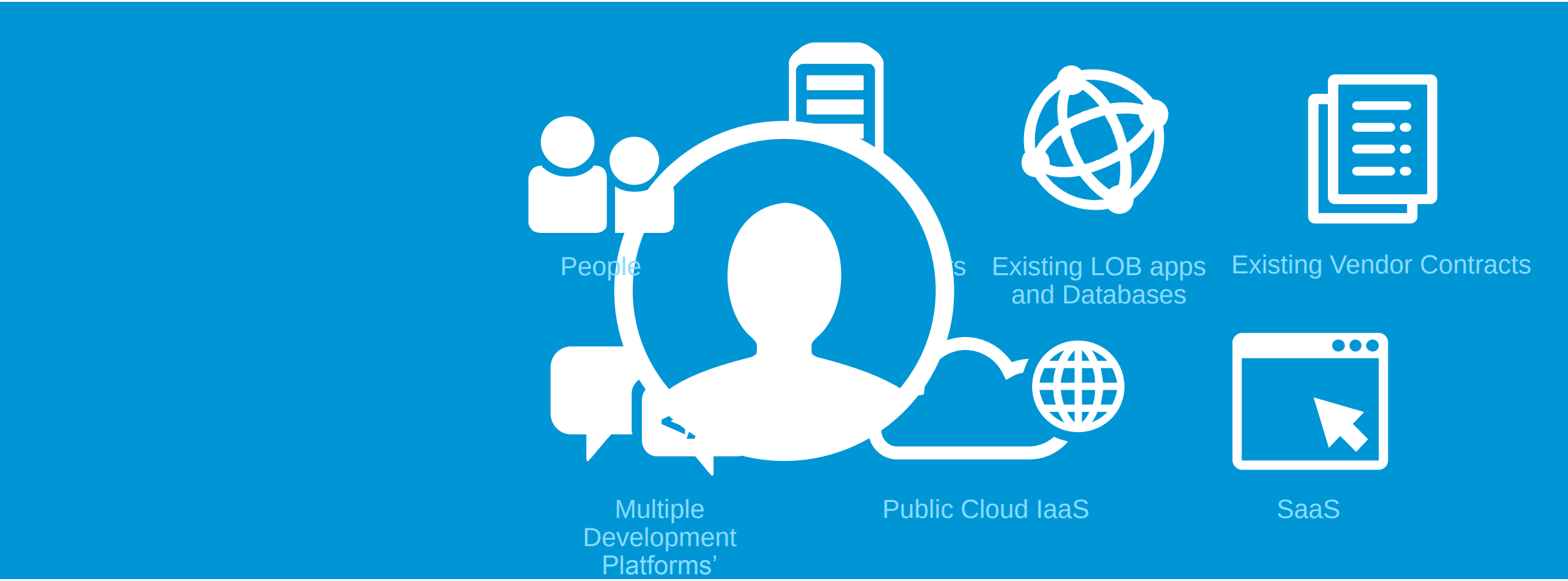
The Reality – What's already in place?



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The Reality – Requirements & Constraints

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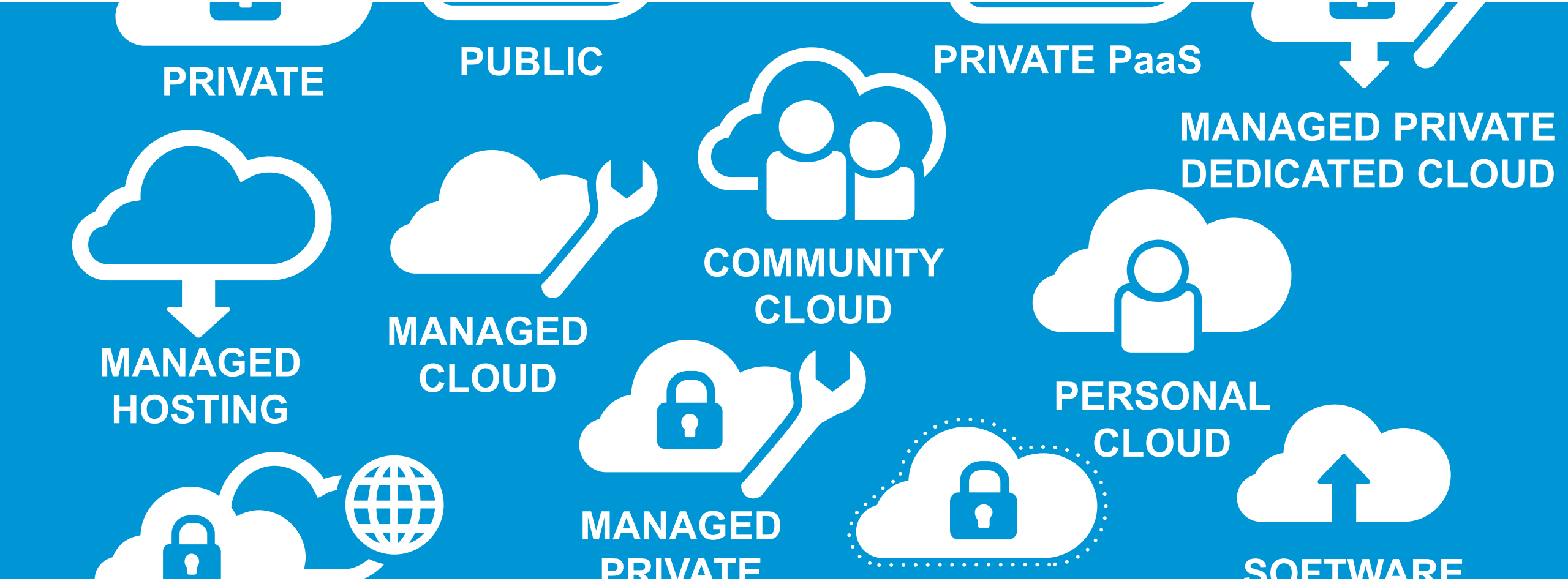
PRIVATE
PUBLIC
PRIVATE PaaS
MANAGED PRIVATE DEDICATED CLOUD
MANAGED HOSTING
MANAGED CLOUD
COMMUNITY CLOUD
PERSONAL CLOUD
MANAGED PRIVATE
SOFTWARE

PRIVATE
PUBLIC
PRIVATE PaaS
MANAGED PRIVATE
EDICATED CLOUD
COMMUNI
CLOUD
MANAGED
HOSTING
MANAGED
CLOUD
BUILD
CONSUME
PERSONAL
CLOUD
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HYBRID
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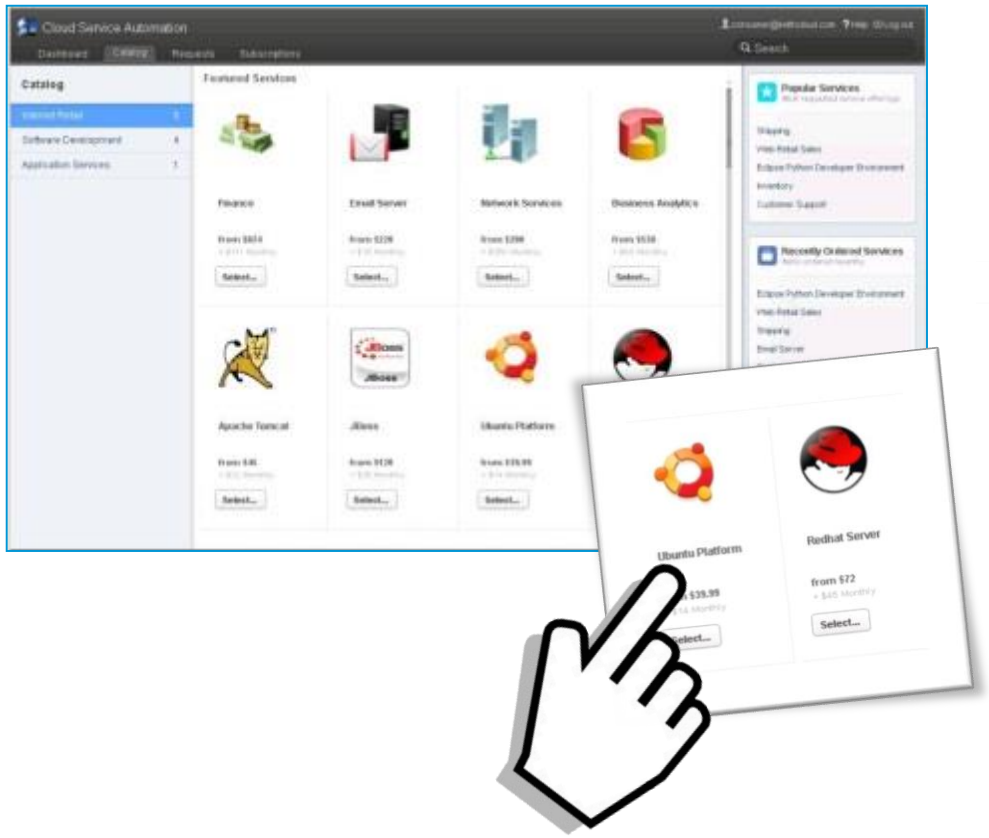
VIRTUAL
PRIVATE
CLOUD
SOFTWARE
DEFINED
DATACENTER

Cloud, what is the story ?



Approval

Service design catalog

Self-service portal

Minutes vs days/weeks

Service delivery

Resource Pool

Capacity planning

Public Cloud

Private Cloud

Legacy

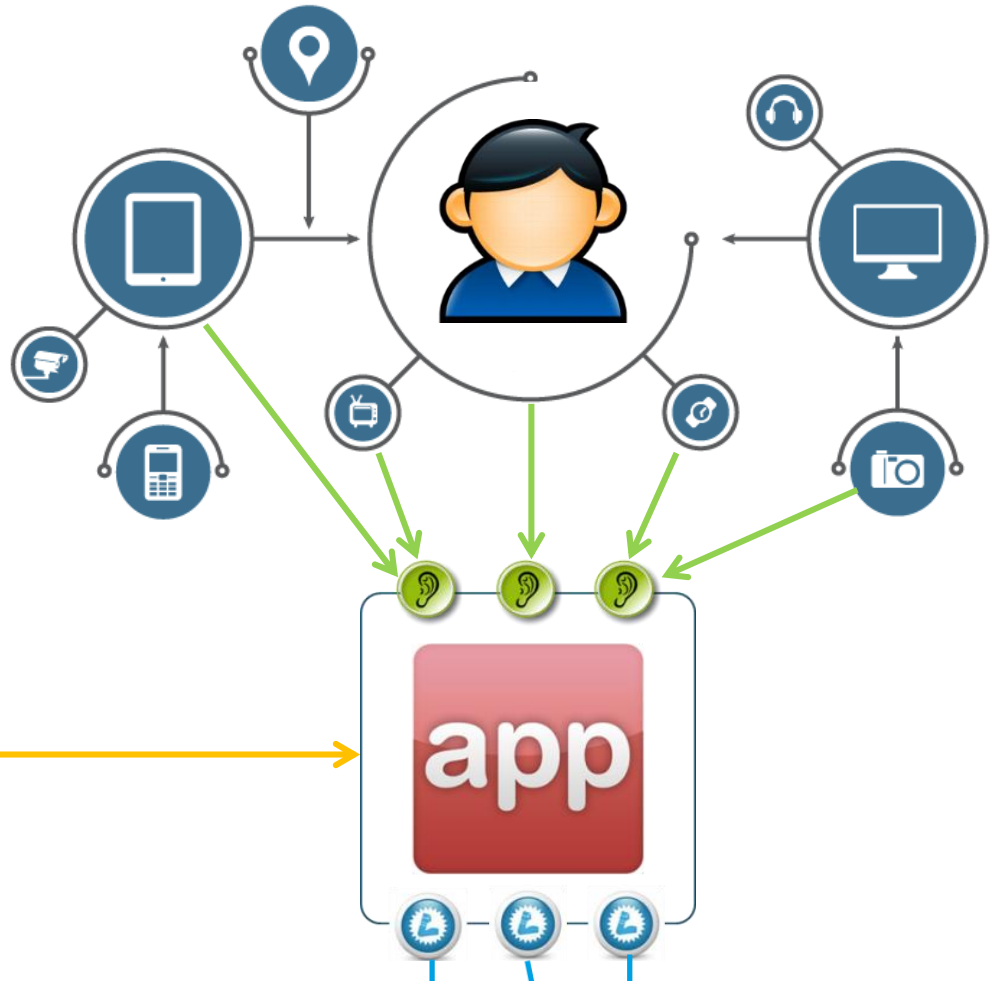
In real life, today and tomorrow

Dev | Prod

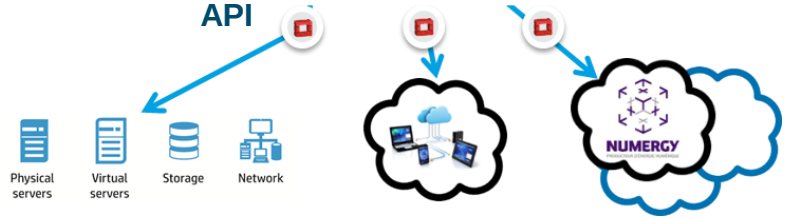
Get every service on the fly

Test without limit

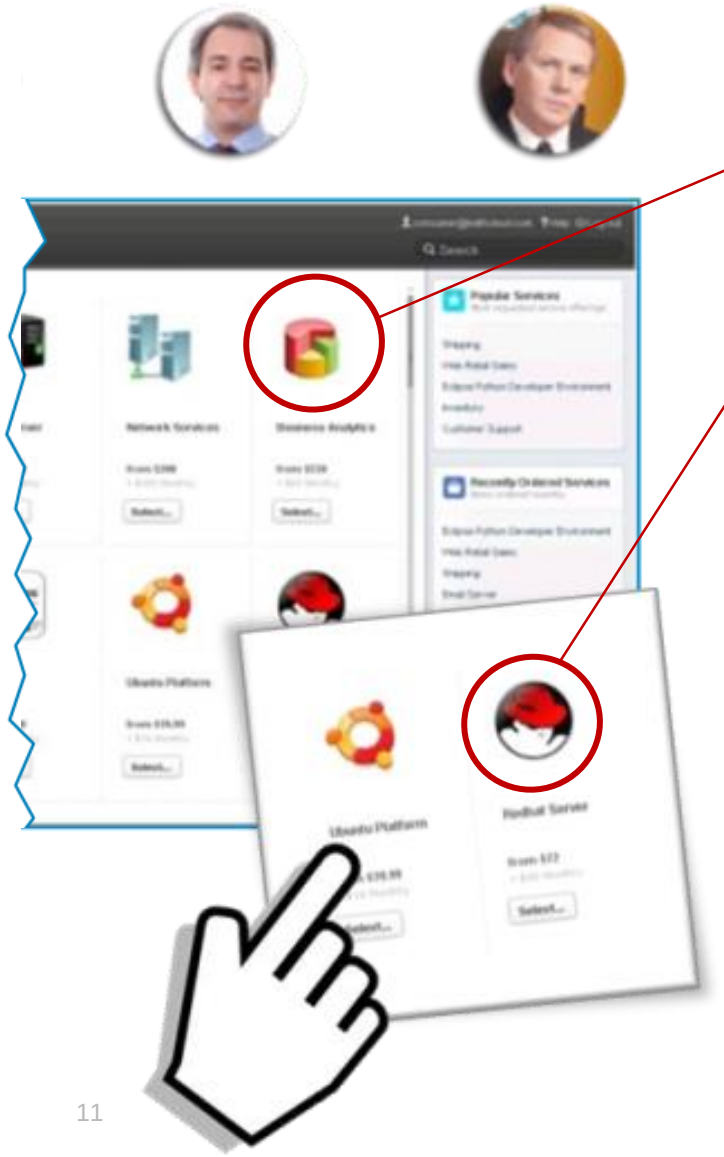
Lightening speed move2prod



Provisioning of resources via API



Key success factor: put services first



Every service is characterised by 4 criteria:

Value, Price, Speed of Delivery, End-user experience

A service is linked to a usage and shall be delivered ready to use with uncontested / unprecedented value

First and foremost and above all you need to understand what will show up in the portal

A service exists in a competitive marketplace and shall be built in that perspective

Price/performance ratio leads to sourcing arbitrage

Delivering cloud service implies the set up of a frictionless digital supply chain

You cannot give up on automation. Provisionning must be end 2 end

And then combine two distinct perspectives

End-user's view

Price

Services
Services
Services…

Value

Speed of delivery

End-user experience

CIO's view

TCO (Build & Run)

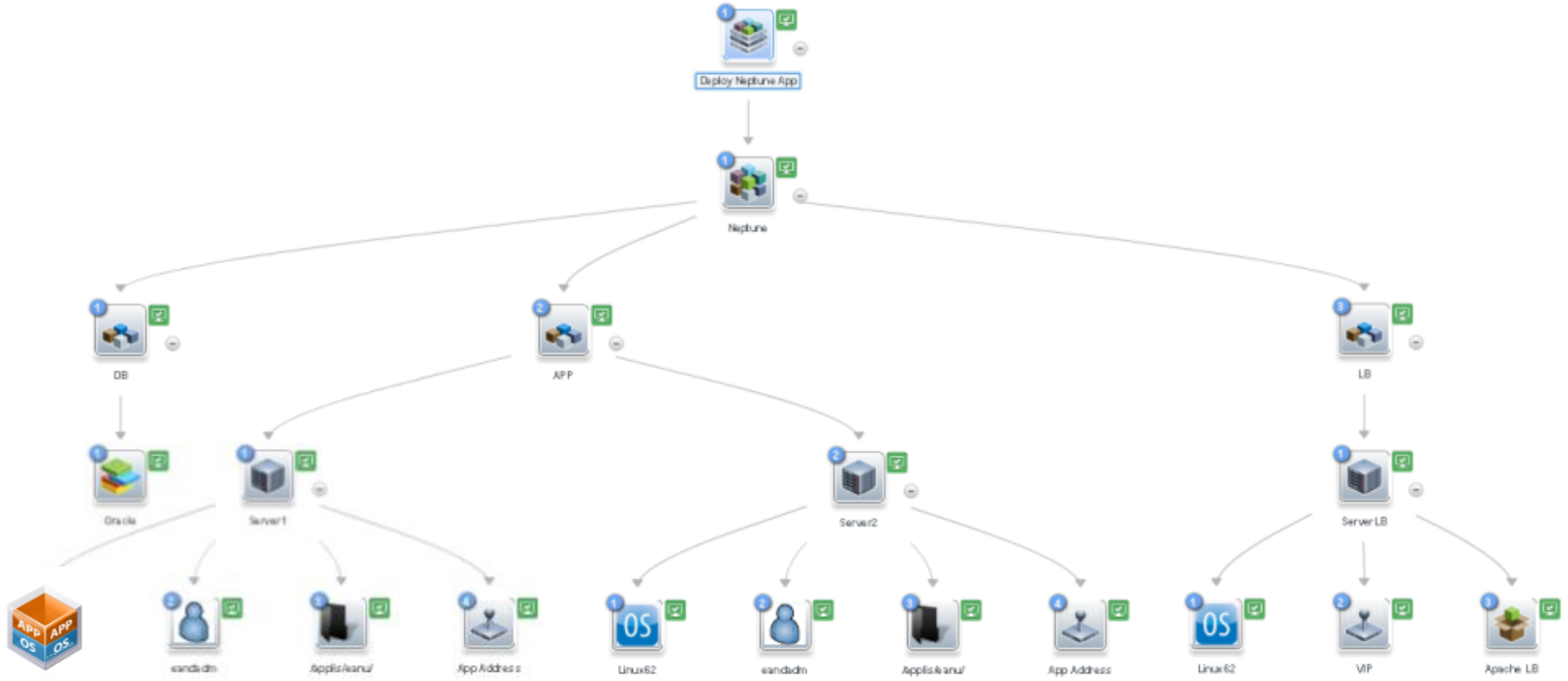
Price per VM

Maintenability

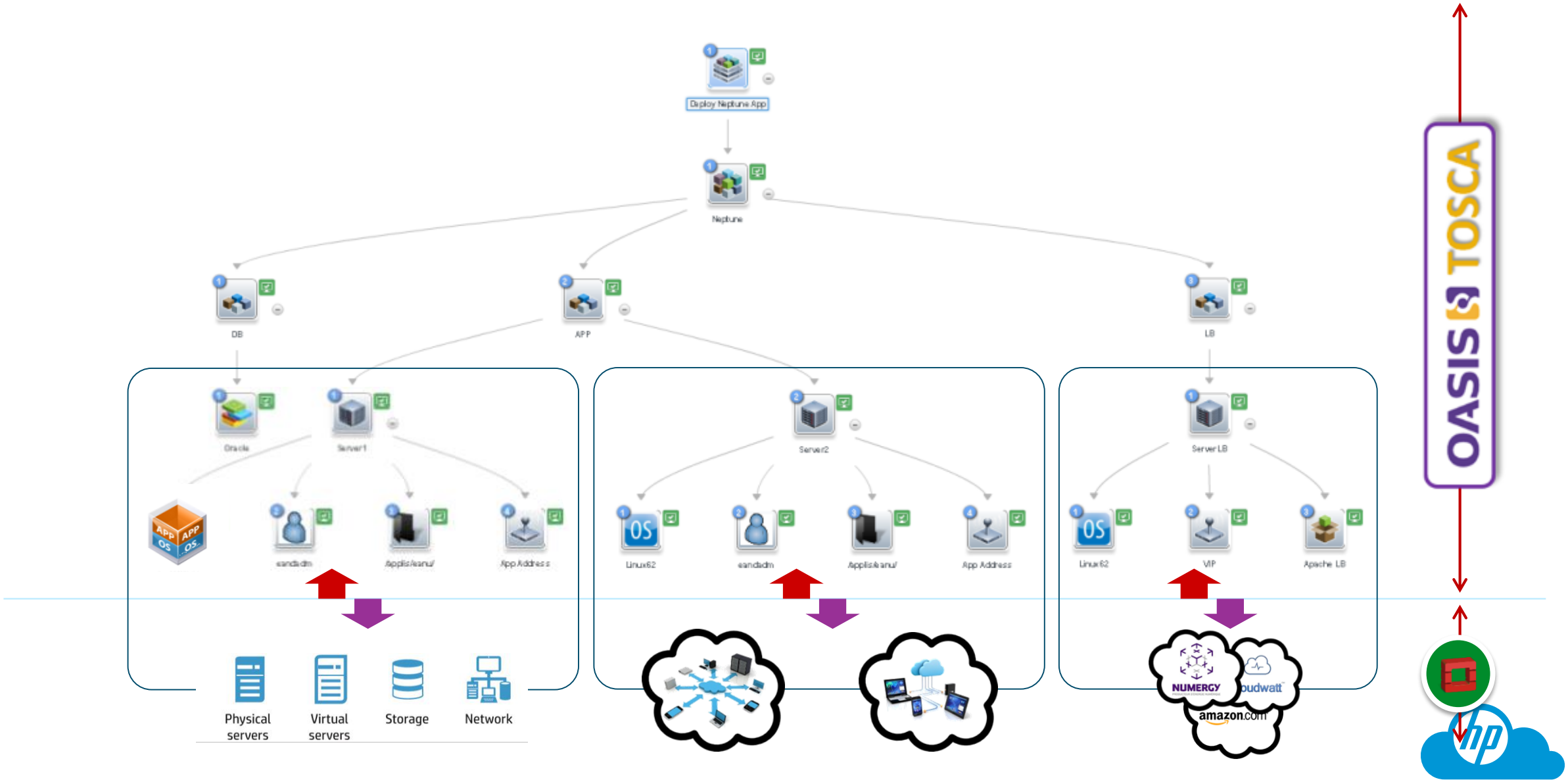
Extensibility

Security

Design any kind of service : IaaS, PaaS, SaaS

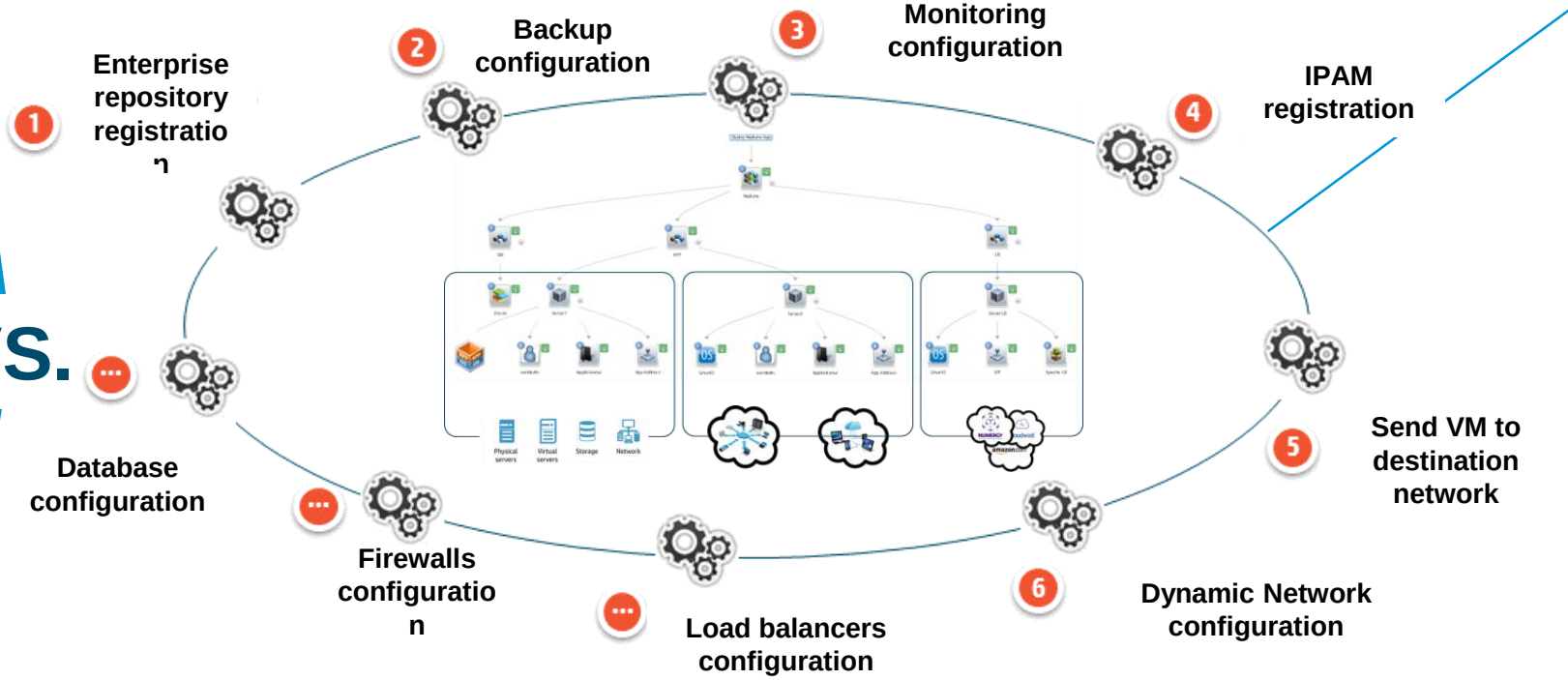


Get access to any resource and deploy everywhere



Make sure the service is delivered ready to use dynamically

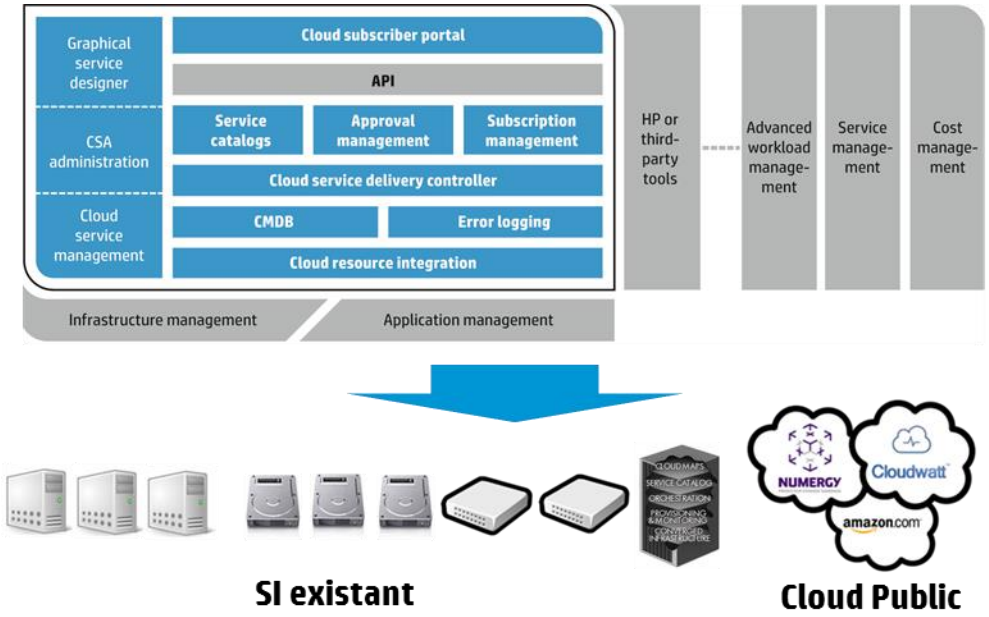
VS.



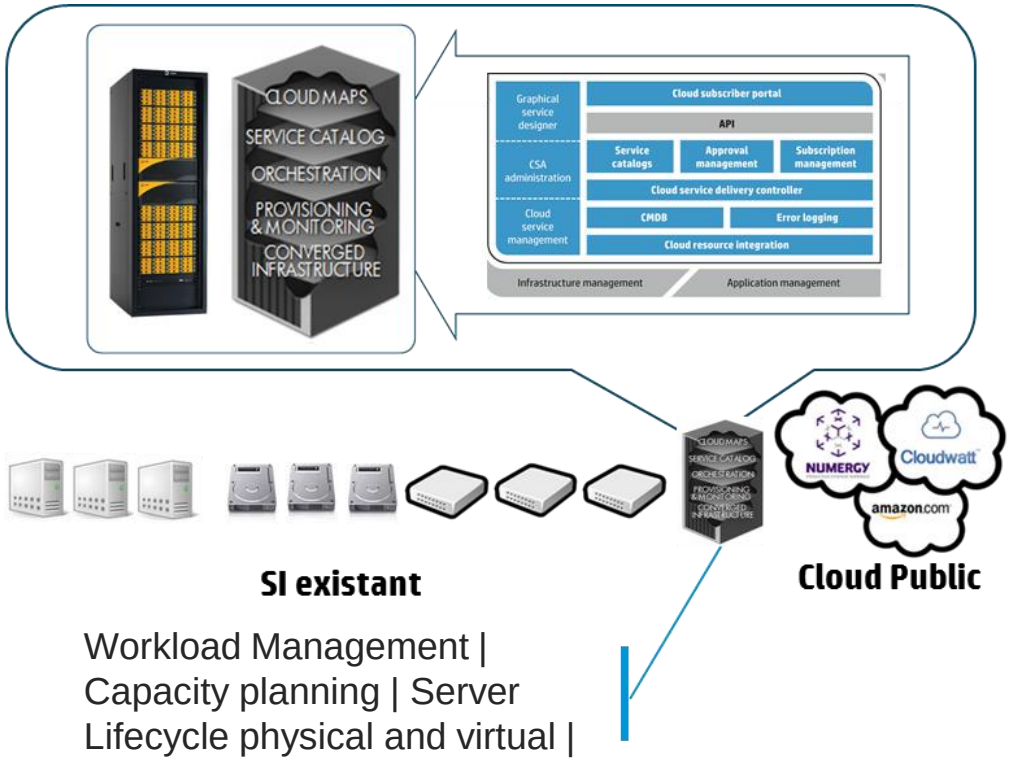
Components library

Two possible paths for build

Software only

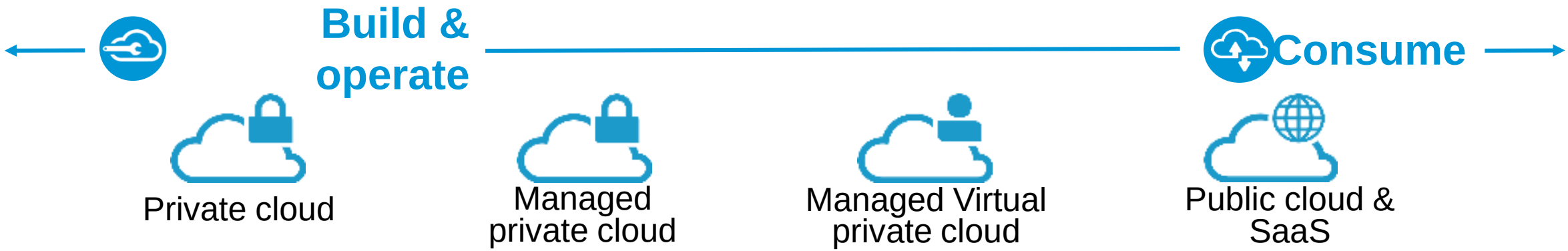


« Cloud in a Box » / Appliance



Workload Management | Capacity planning | Server Lifecycle physical and virtual |

HP Helion



HP Helion OpenStack common architecture

Open

- **Portable**, **interoperable**, and **heterogeneous**
- Based on **open source** to accelerate **innovation**
- Deploy applications on **multiple deployment models**

Secure

- Enterprise-grade **security**
- **Visibility**, **control**, and **governance** for hybrid IT
- **Reliable**, **predictable** services

Agile

- Speed time to **innovation**
- **Scale** with the right **economics**
- Planning, building, and managing **expertise**

HP Helion portfolio overview

Best in class products, solutions, and services for hybrid IT

Integrated Cloud Solutions

- HP CloudSystem Enterprise
- HP CloudSystem Foundation

OpenStack ® Software

- HP Helion OpenStack Community
- HP Helion OpenStack Commercial

Cloud Software & Infrastructure

- HP Automation and Cloud Management
- HP Converged Infrastructure

Managed services

- HP Helion Managed Virtual Private Cloud & Managed Private Cloud
- HP Helion Managed & Workplace Applications

Public cloud & SaaS

- HP Cloud Agile – Helion Network
- HP Helion Public Cloud
- HP SaaS applications

Professional services

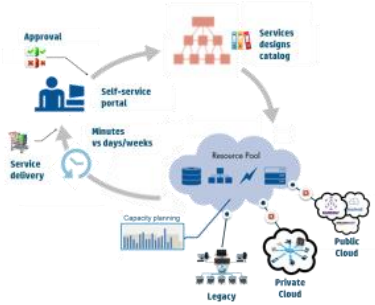
- Advisory
- Apps transform
- Implementation
- Design
- Strategy
- Operations
- Education
- Support

PartnerOne for Cloud Cloud builders • Cloud resellers • Cloud service providers

Summary

Service first.

Value, Price, Speed of Delivery,
End-user Experience



Any Service, Any Source, Dynamically

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