

This half-day course provides a solid foundation in Cloud computing with special emphasis on establishing a vision of how Cloud Computing may rightfully support your IT business requirements. The course starts with a Cloud Reference Model and a common set of definitions for service models, including managed services, platform as a service (PaaS), infrastructure as a service (IaaS), and software as a service (SaaS). We will differentiate between Public and Private Clouds.

We will illustrate how a company’s end-users may already be using Cloud Computing solutions, essentially bypassing the IT organization. The course then considers a “Cloud Buyer’s Decision Tree”. Next we examine how to selectively decide which IT services might benefit from adopting Cloud Computing and the role corporate IT Governance can play in the success or failure of Cloud deployments. Finally we give you some insight as to the financial modeling best practices that will provide decision support for establishing a Cloud Vision. We explore issues in determining the total cost of ownership of an existing computing paradigm via migrating to Cloud-based solutions.

**Course Objectives:**

- Understanding Cloud service models.
- Understanding the difference between Public and Private Clouds.
- Ability to develop a Cloud Buyer’s Decision Tree for an enterprise.
- Understanding the role corporate IT Governance plays in the success or failure of Cloud deployments
- Awareness of the major service provides for each of the Cloud service models, their strengths and weakness.
- Understanding issues in building sound financial models in support of a Cloud Vision.

**Audience:** Information Technology Executives, Managers, and Architects considering deploying cloud computing.

**Prerequisites:** None.

**Number of Days:** ½ day

<p><b>1 Basic Concepts and Definitions</b>          Cloud Reference Model          The IT outsourcing spectrum          Wholesale datacenters          Colocation          Managed services          Infrastructure as a Service (IaaS)          Platform as a Service (PaaS)          Software as a Service (SaaS)          Private vs. public Clouds</p>	<p><b>2 Mapping Cloud Computing Service Models to Business Requirements</b>          Shadow use of Cloud computing          IT governance issues impacting Cloud adoption          Cloud Buyer’s Decision Tree</p> <p><b>3 Cloud Computing, the Service Provider Landscape</b>          Who are the players in each of the market segments</p>
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Strengths and weaknesses for major  
players

**4 Financial Modeling / Cost**

**Justification**

Infrastructure cost heuristics

Factors in costing existing computing  
paradigm

Costing Cloud – based solutions