



Getting Ready for the Cloud

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CEO and Co-Founder, ITpreneurs

Board Member, Cloud Credential Council



About ITpreneurs & Myself

Founder/CEO at ITpreneurs

- ITpreneurs develops learning solutions and implementation guidance for IT Management and Governance Best Practices such as ITIL, COBIT, ISO27001, XBRL, TOGAF etc.
- ITpreneurs are specialists in IT Best Practice frameworks in the area of IT Service Management, IT Governance, Security, Information Architecture, Outsourcing etc.
- Delivery mediums - Classroom, Workshops, E-learning, Virtual Classroom, Game based learning
- 160 people, >300 Partners/Resellers, Offices in 12 Countries, Provides services in >90 countries



Early Career at P&G & HP

- Worked in Corporate IT and Data Center
- Lived and worked in US, Europe (Belgium and NL), and Asia (Singapore and China)
- Passionate about innovating, optimizing, and enhancing competence development within organizations and for working individuals (mid-career learning and certification)



Agenda

- Competency Gap as a barrier to Cloud Adoption
- Emerging Landscape of Cloud Skills and Competences
- The Relevance of Cloud Credential Council (CCC)

The Buzz



The cloud market
will be \$120B by
2015

“Professionals
feel they need
to gain these new
skills”



The cloud market
will be \$150B by
2015

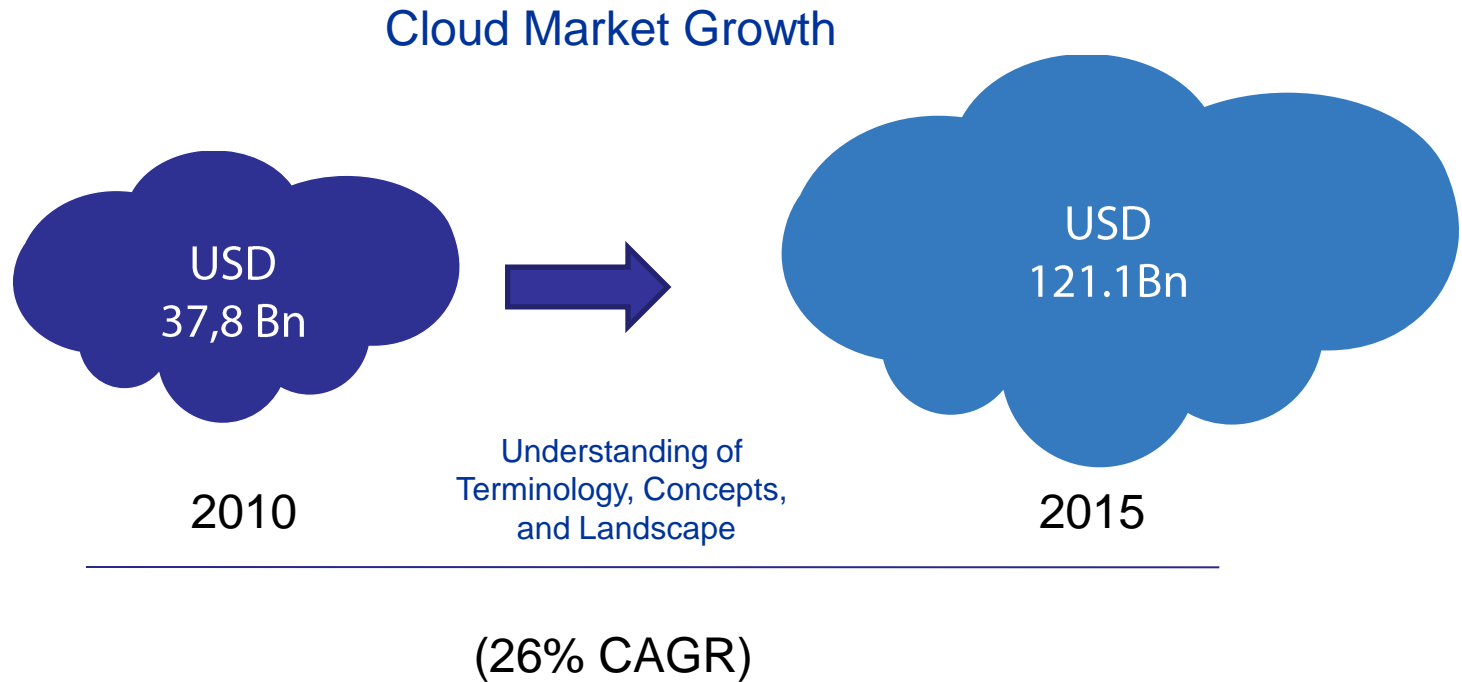
The cloud market
will be \$56B
by 2014



“By 2015, public cloud services will make up 46% of net new growth in overall IT spending”



Cloud Computing is Booming



“Worldwide Software as a Service 2010–2014 Forecast: Software Will Never Be the Same”;
MarketsAndMarkets report – Grail Research



Cloud Computing is Booming - #2

Top 10 Priorities (Tech.)	Ranking
Cloud computing	1
Virtualization	2
Mobile technologies	3
IT management	4
Business intelligence	5
Networking, voice and data communications	6
Enterprise applications	7
Collaboration technologies	8
Infrastructure	9
Web 2.0	10

“The biggest obstacle you have is really to get people to think differently.”
- **Geir Ramleth, Bechtel**

Reimagining the Enterprise, CIO's top technology priorities, Gartner, 2011

Cloud Movement is moving Faster than Organizations can adapt

There is no standard set of terminology yet in the market place



Expectations are not aligned

- Management thinks cloud is just about cost reduction, cutting IT people
- IT department feels threatened with extinction
- The business users are going faster than the IT department can manage



Organizations do not have adequate cloud competencies

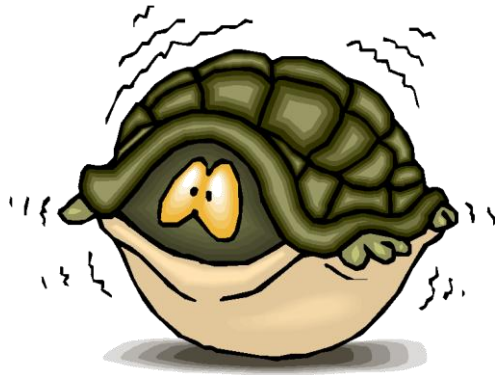
- Unclear how to start implementing cloud computing
- Incapable to analyze and manage the impact of cloud on ITSM, governance and information security



Courtesy @ Dilbert ©

Resistance to Change

Fear, uncertainty & doubt
inhibit many cloud
implementation projects



Top 10 reasons organizations
are not moving to the Cloud

VMWare, June 2011 survey

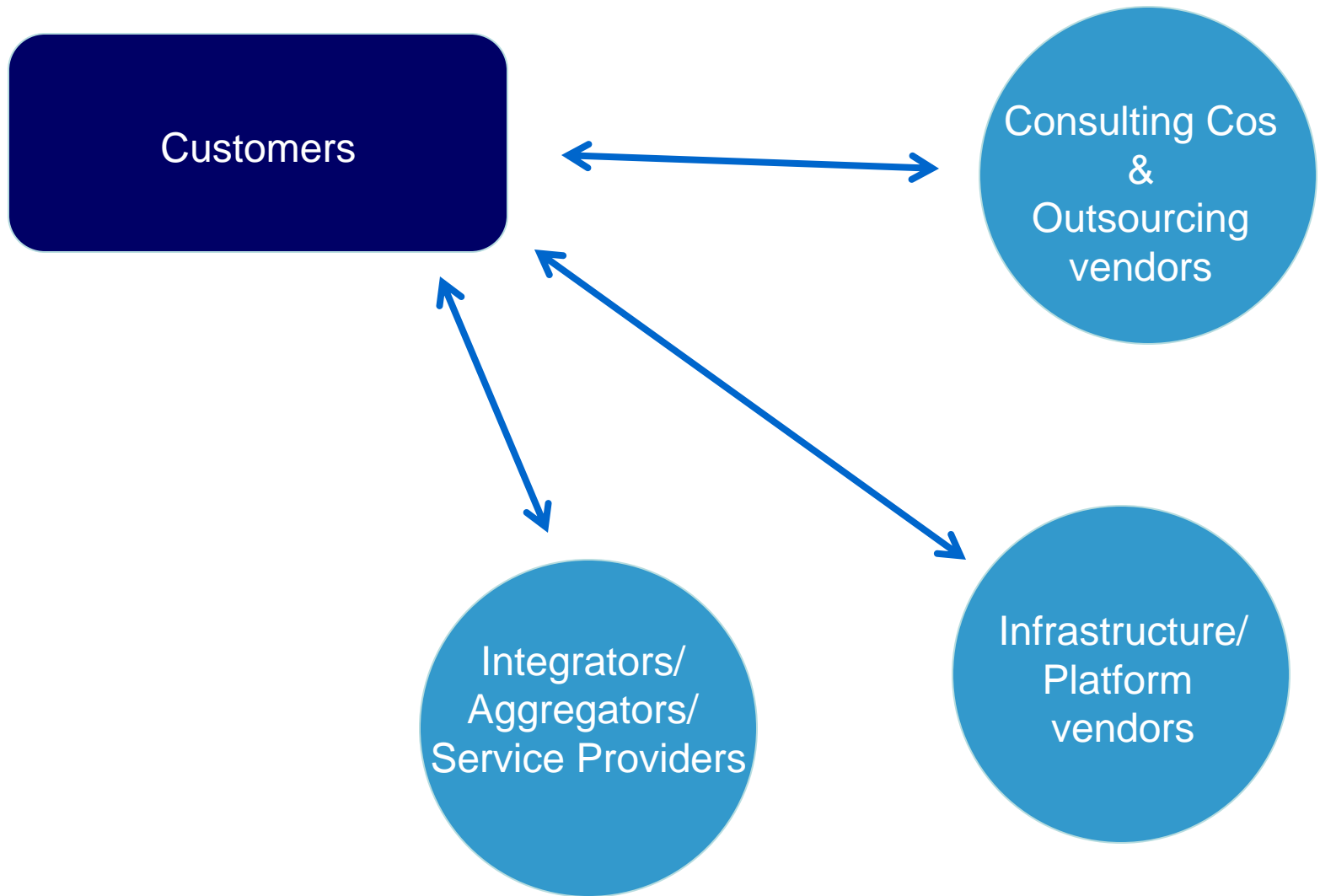
1. Security risks
2. What is the cloud?
3. Legal issues have not yet been tackled
4. No fit with current infrastructure
5. Risk of vendor lock-in
6. Risk of unavailability of data
7. Cloud is just a hype
8. Fear of change
9. Costs higher than yields
10. Cloud is only for major corporations



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Stakeholders requiring significant investments in Cloud Competence skills

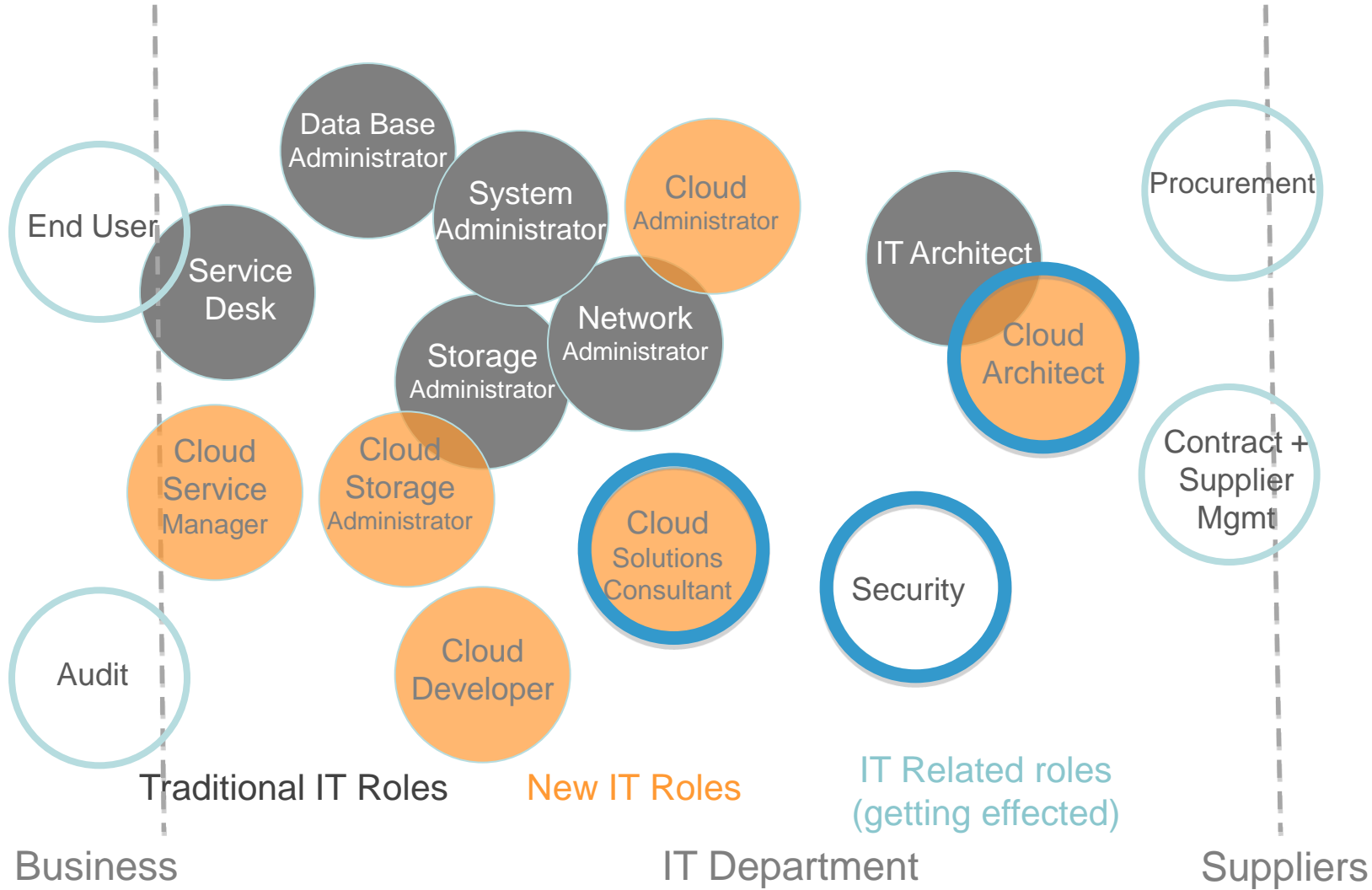


Several Roles and Skills are changing with advent of Cloud Computing

- Articulating the business value
- Employing service-oriented architecture
- Evaluating applicability of cloud service models
- Service Definitions and Management
 - Mapping service level agreement (SLA) requirements to offerings
 - Aligning on the success parameters and related KPIs
 - Managing the contracts
- Understanding performance characteristics
- Employing financial engineering
- Managing security, access protection, and risk



Stakeholders of Cloud Computing within the typical IT organization



Some corporates are aware of the need to build Cloud Competence



Tony Kerrison
CTO, ING



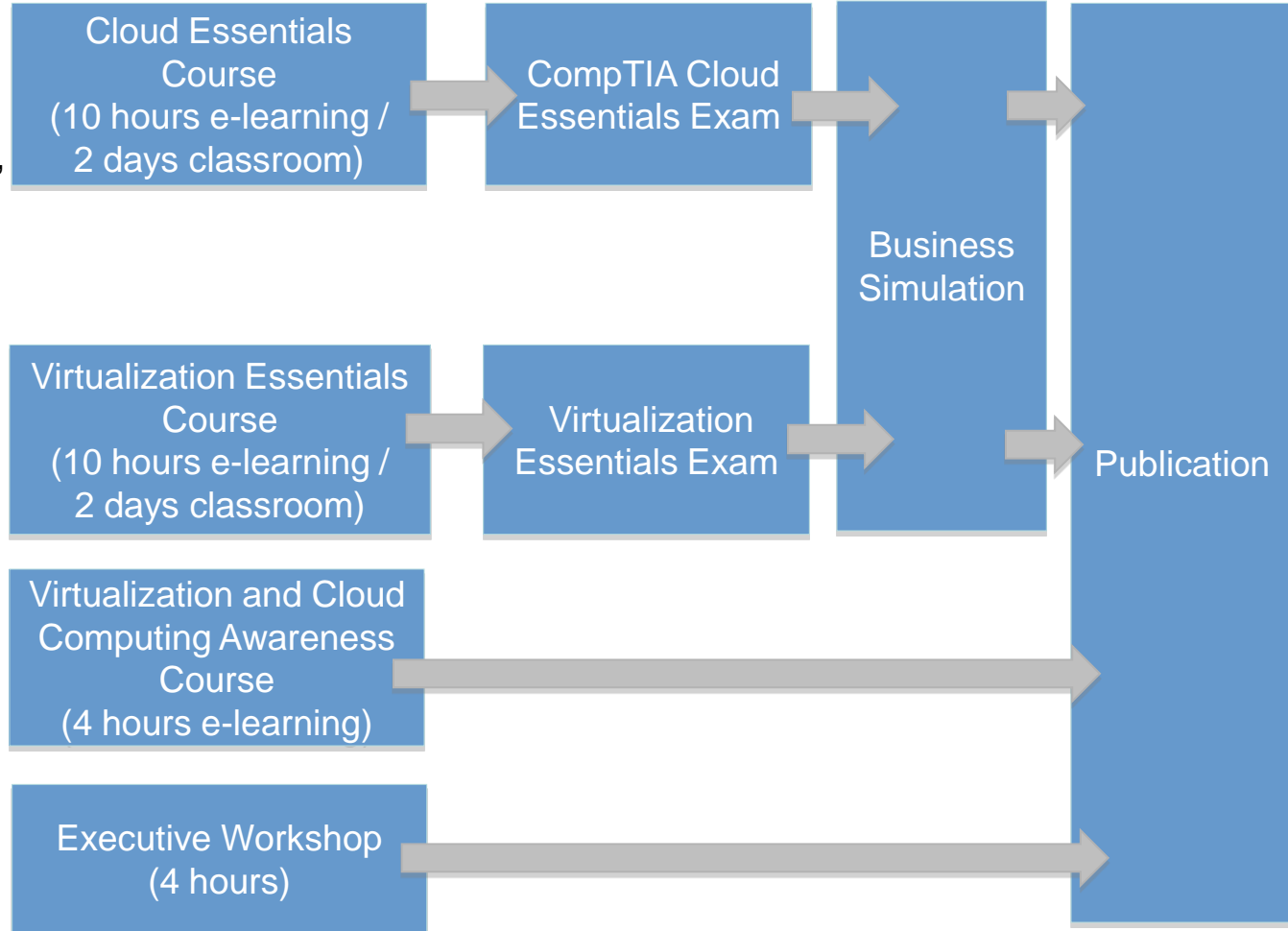
Statement:

- *“Establishment of internal cloud competences is so critical to be able to successfully leverage cloud services — without these, and having the workforce understand them, we’ll never be able to exploit the marketplace in the right way. Rolling out a comprehensive cloud and virtualization training program, tailored to ING’s needs, is an integral part of our ambitious IT strategy.”*



Role-Based Portfolio Curriculum

Roles: IT specialists, IT technical services specialists, **IT relationship managers**, IT architects, IT consultants, **key business users**



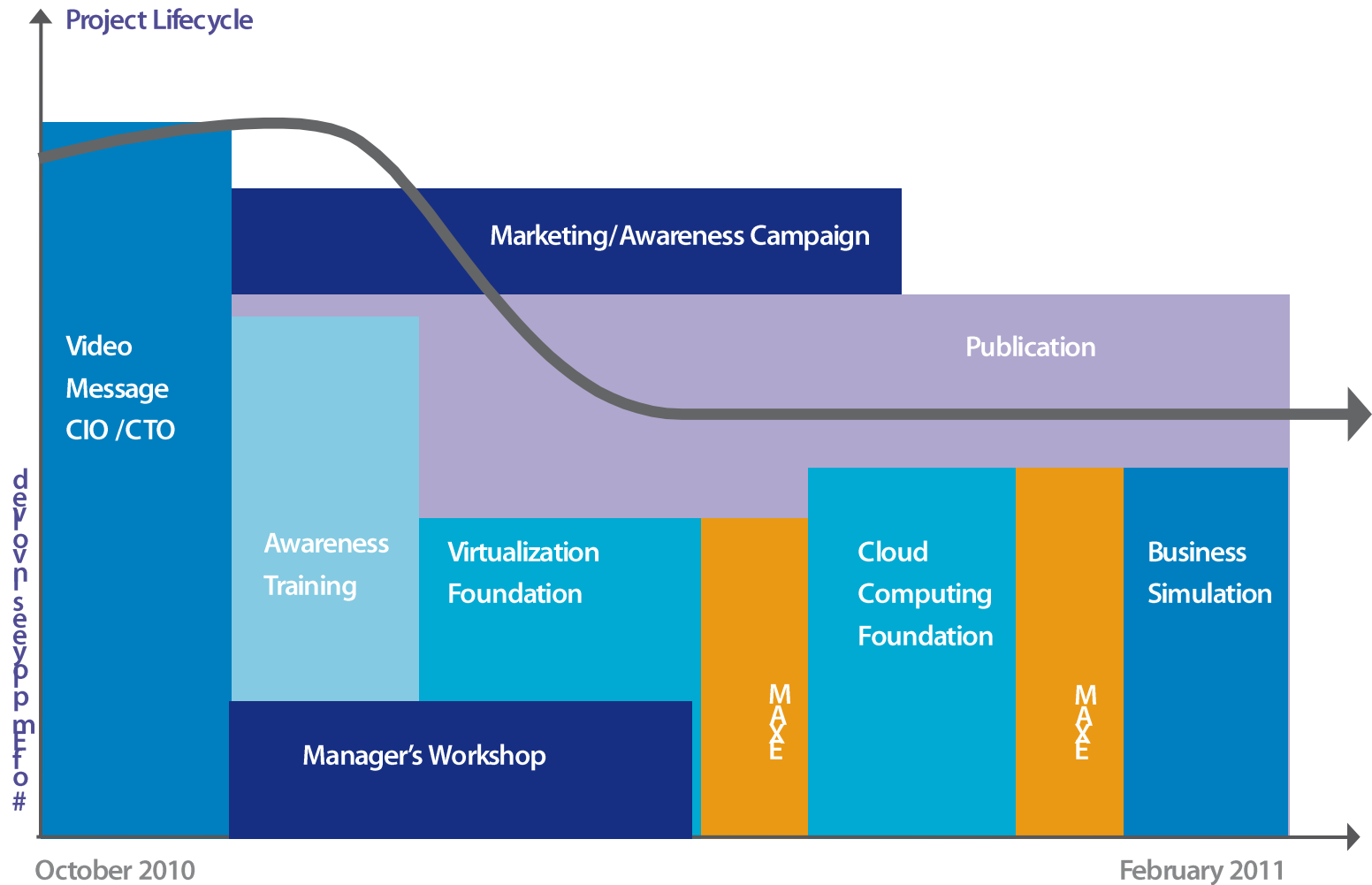
Roles: IT specialists, IT technical services specialists, IT architects, IT consultants

Roles: Project managers, business users

Roles: IT management



Cloud Competence Development Program





Support from Technology Vendors and End-user Organizations



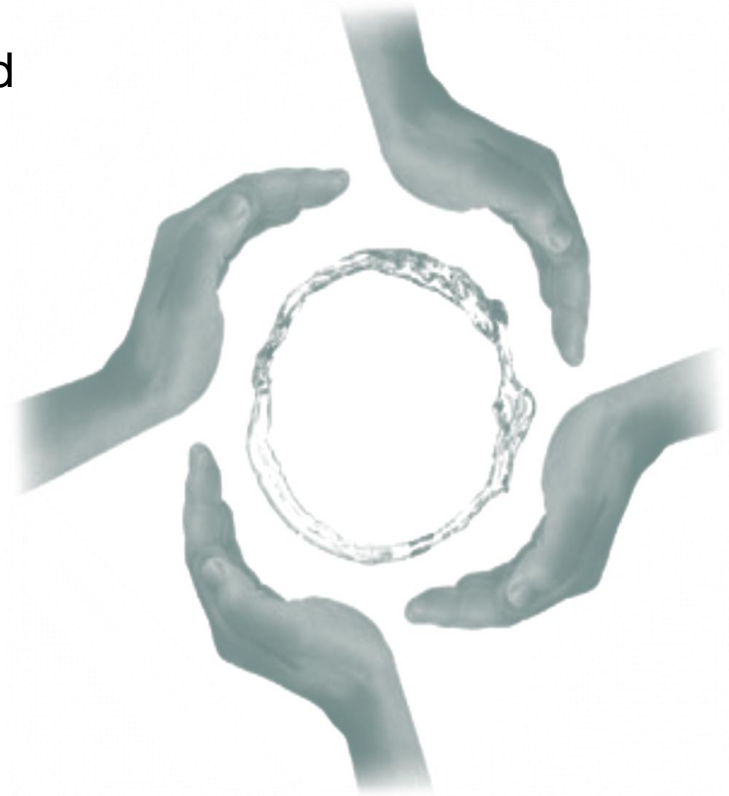


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Relevance of the Cloud Certification Council (CCC)

- The Council engages in the development and adoption of vendor-neutral, independent cloud computing certification for IT Professionals.
- The Council harmonizes all professional training and certification initiatives related to cloud computing.
- The Council is closely aligned with end-user organizations, vendors, professional associations and certification bodies.





The CCC's Mission

"Driving alignment and developing vendor-neutral, independent certifications for IT professionals on cloud computing"

The Cloud Credential Council



- Laying down a foundation in Cloud Certification
- Building bridges between vendors and their certifications
- Listening to the needs of the market



Highlight – Certifications



- Two certifications have been mandated:
 - Cloud Essentials Professional (CEP)
 - Virtualization Essentials Professional (VEP)
- Exams are provided in online or paper-based format.
- The VEP and CEP certifications provide professionals with credibility and the means to differentiate themselves.
- Certificates are provided by an independent certificate provider.



More Information

For more information or to sign up as a member, please visit us at:

www.cloudcredential.org

For questions related to memberships:

membership@cloudcredential.org

General inquiries:

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E-learning Courseware

Course Introduction | Exit

Outline Transcript


- 1. Course Introduction
- 2. Introduction
- 3. Overview
- 4. Course Learning Objectives
- 5. Course Agenda
- 6. Case Study Introduction
- 7. Introduction to PureNRG
- 8. Organizational Chart
- 9. PureNRG's CIO
- 10. PureNRG's CIO
- 11. History
- 12. PureNRG's Business Units
- 13. Closing
- 14. Course Portfolio
- 15. Acknowledgements

Introductions



Virtualization Foundation course!

Balanced approach to learning
the **business perspectives**
and **technical organization**

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Cloud Challenge Business Simulation



Production
Base business value: 100
Productivity: 



Virtualized server Step 3/3

Cost estimate:	Elasticity:	Scalability:	IT delivery:	Security:	Deployment time:
\$6000000 ?	60% ?	60% ?	60% ?	 ?	12 mths ?

Capacity (min/max):

100000 300000

Compliance regulation 1
Compliance regulation 2
Compliance regulation 3

 Total demand Assigned needs

Demand for storage capacity ?

120000 200000

Profile	Security demand	Weight
Anti-spam filtering	 low ?	1,2 ?
Text search		
Text search		

Compliance regulation

IT Maturity



TCO

\$15000000

Moves

 10¹²

Submit

Score

10000000

100	555	100
Business value	Security	Compliance