



Shared IT Services for Higher Education & Research

Conference 2017

Cloud Success

Long View Systems

Cloud Success

James Charter, Chief Architect
Managed Cloud and Infrastructure



Long View

Agenda

1

Long View

2

What is a Hybrid Model?

3

OneCloud Hybrid Delivery

4

Cloud Consumption and Adoption



Long View at a Glance



Long View

LONG VIEW HEADQUARTERS

Calgary, Alberta
Denver, Colorado

OTHER BRANCHES

Edmonton, Alberta
Vancouver, British Columbia
Victoria, British Columbia
Toronto, Ontario
Dallas, Texas
Houston, Texas
Phoenix, Arizona
Amsterdam, Netherlands



- Offices in Calgary, Edmonton, Toronto, **Vancouver, Victoria**, Denver, Dallas, Houston, Phoenix, and most recently, Amsterdam.
- Largest and fastest growing IT solutions company, from three (3) to over 1,100 employees, and \$2,000,000 to \$383,000,000 in 17 years.
- Over 800 technical consultants.
- Privately owned and debt free, focused on organic growth in leading technology areas.

LEGEND

- LONG VIEW HQ (CANADA)
- LONG VIEW HQ (USA)
- LONG VIEW BRANCH LOCATIONS
- LONG VIEW AREAS OF SUPPORT



Long View

What is a Hybrid Model?

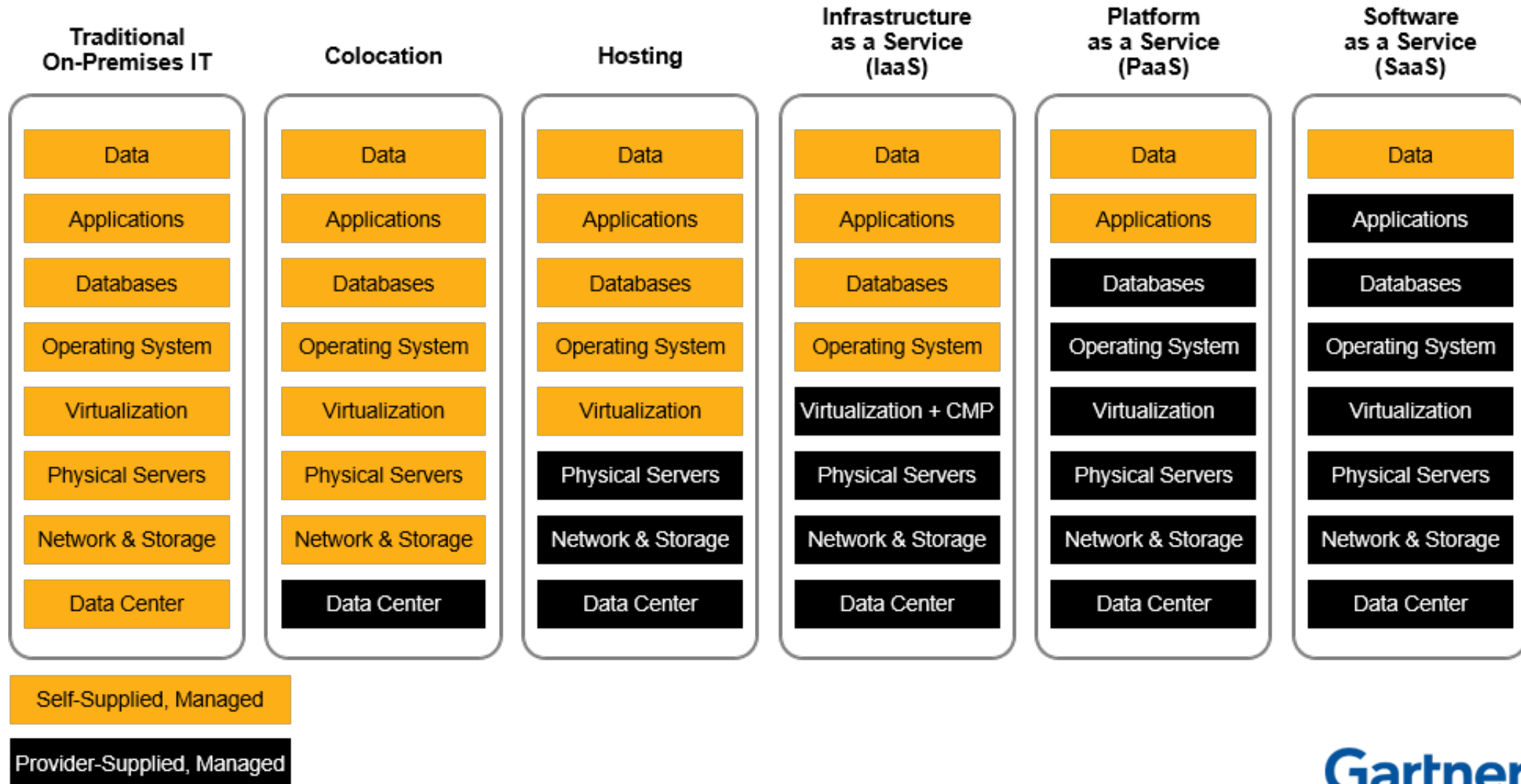


What are your peers concerned about?

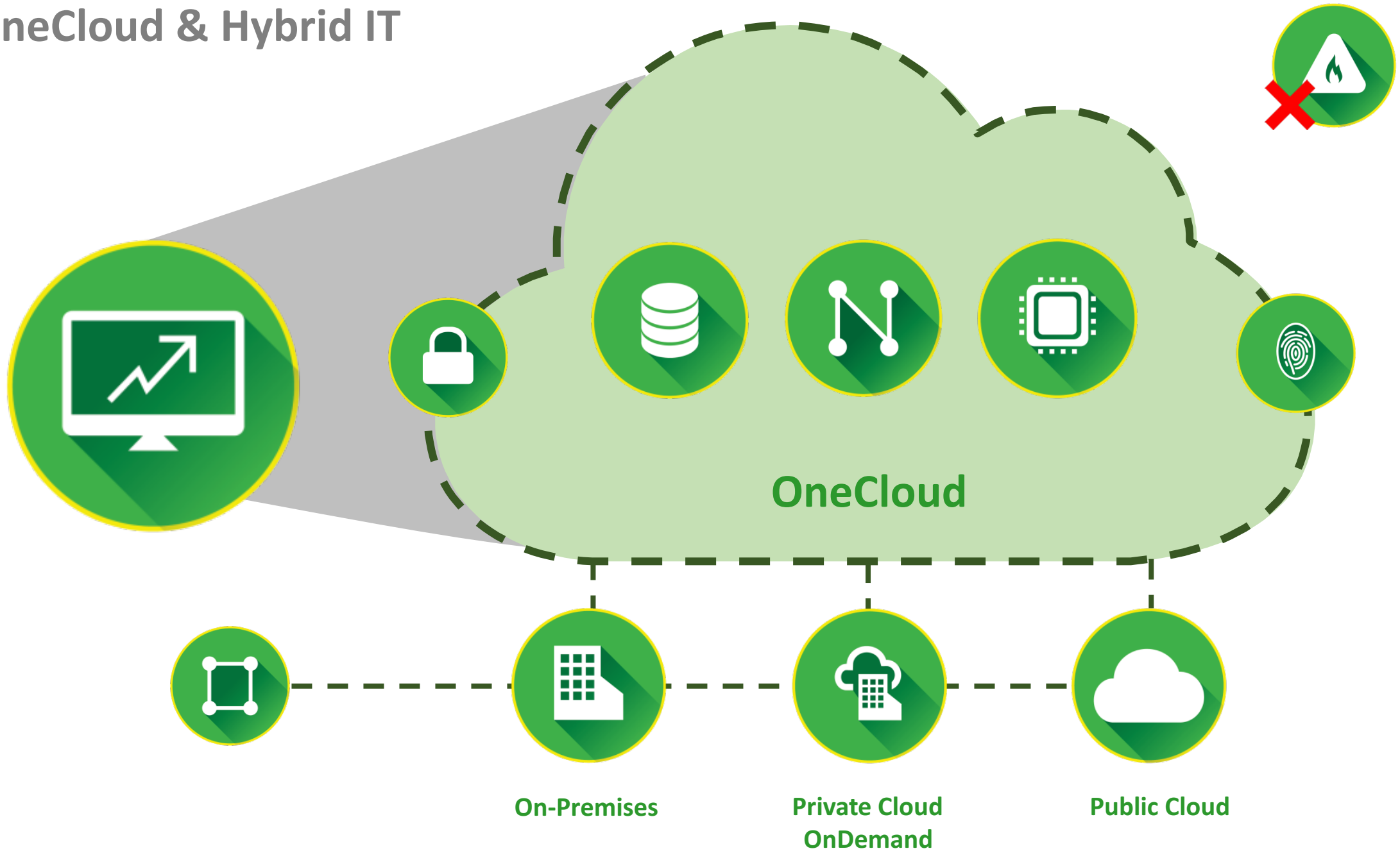
Gartner 2016 customer survey, Top 5 IT talent gaps

1. Cloud (34%)
2. BI/Analytics (23%)
3. Critical thinking/problem solving (22%)
4. Technical skills (21%)
5. Security (20%)

Changing the delivery model through hybrid and cloud



OneCloud & Hybrid IT



OneCloud Hybrid Delivery



On-Premises



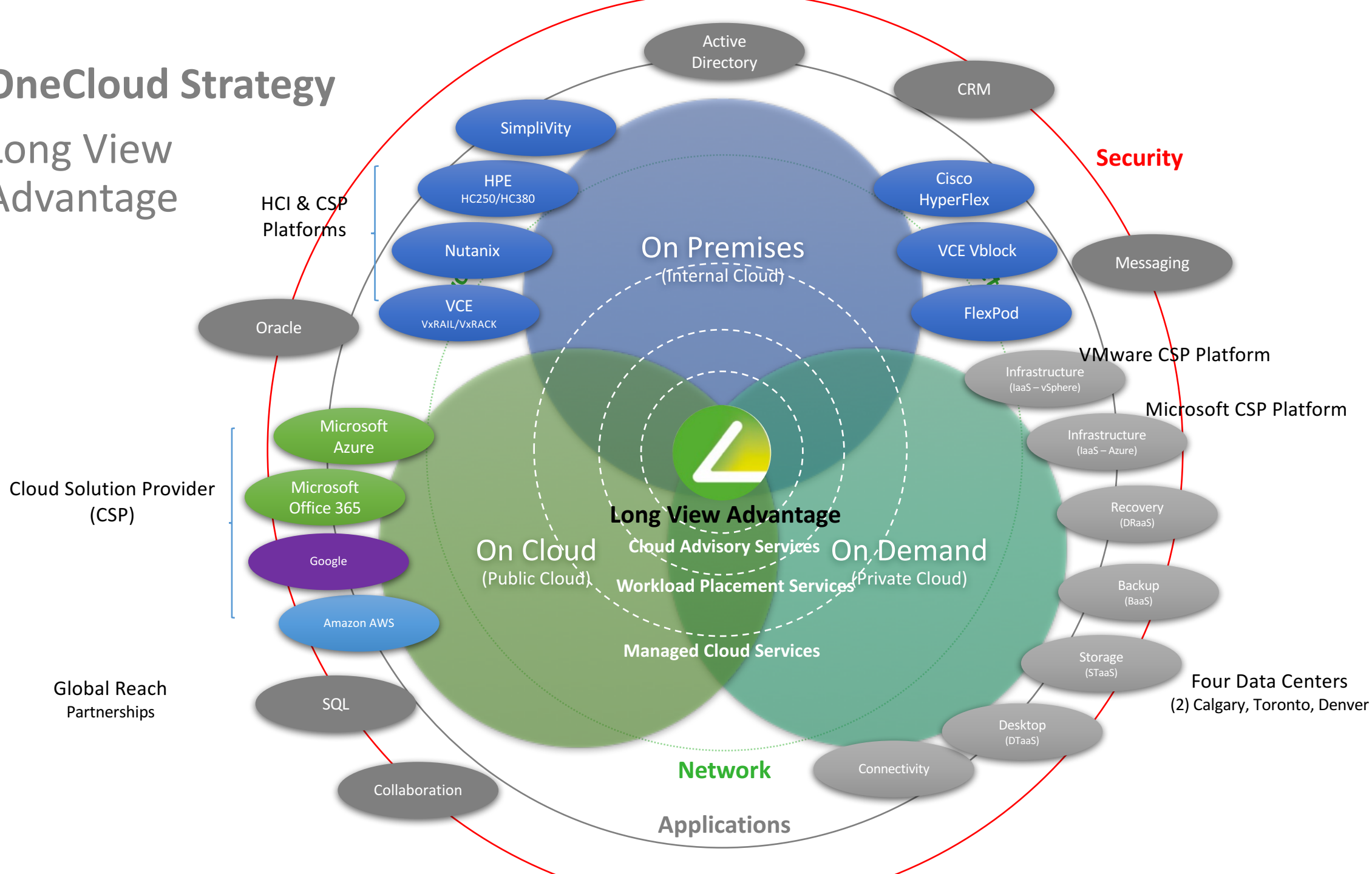
**Private Cloud
OnDemand**



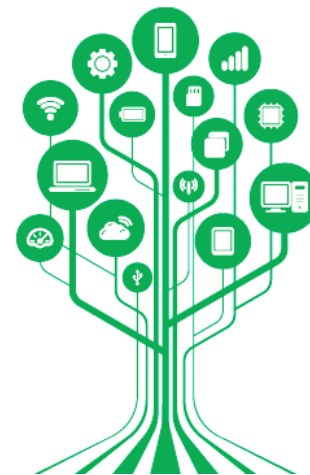
Public Cloud

OneCloud Strategy

Long View Advantage



Cloud Adoption Framework



Path to Cloud

Speed up digital transformation with continuous delivery and increase developer productivity - Best practice cloud adoption approach

Redesign Legacy Applications for faster delivery and enable digital transformation

Migrate your datacenter to Cloud and optimize the set-up

Build secure Cloud landing zone. Cloud enabled IT support and governance

Define your IT operating model in the Cloud

**Strategy
Creation**

**Core
Infrastructure
Governance
Security**

**Migration
and/or Dev Ops**

**Application
Modernization**

**Goal:
Fast Track
Cloud
Adoption**



Cloud Adoption Framework

What Type of Business Are You?

Type 1:

Agile/Nimble

- Born on the web
- Built processes around cloud services
- Minimal capital investments
- Challenges come after successful growth

Type 2:

Need to Compete

- Established but understand that new way of IT is needed to drive business outcomes
- Greater tolerance for risks
- Challenges are to redefine IT consumption and transformation

Type 3:

Risk Averse

- Low risk tolerance
- Mitigating factors
- Focus is on optimizing existing solutions
- Challenges are to retrain staff and update business processes

Research, Test and Learn



Schedule Proof-of-Concept & Learn from Outcomes

- Example: STaaS, DRaaS, IoT, etc.
- Flush out inhibitors to technology adoption. (Network constraints, outdated technology, etc.)

Application/Service Workload Placement Characteristics

On-Premises

- High Bandwidth
- Low Latency
- Static Workloads
- Capacity and Justification for Capital outlay
- Dedicated Managed Services
- Business differentiating Applications/Services
- Data Ownership and Control

Private Cloud

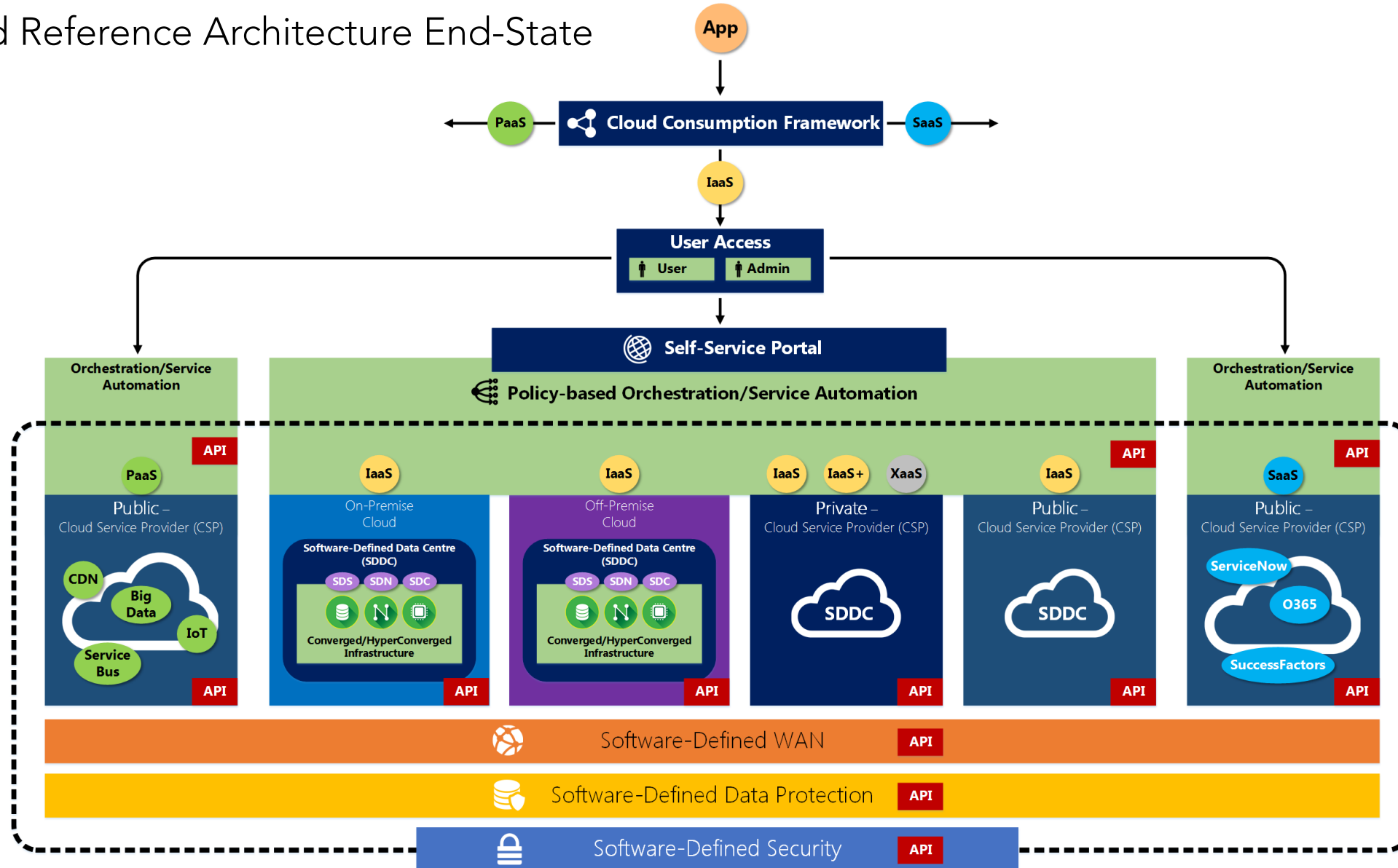
- Custom Profile configuration
- High touch shared managed services
- More control and consumption based
- Support for advanced solutions like Clustering and failover
- Higher SLA's

Public Cloud

- Global Presence
- Integrated Services
- Massive burst and hyper-scale
- Economies of scale for Cloud aware and optimized solutions
- Hybrid Managed services
- Consumption based Commodity Services

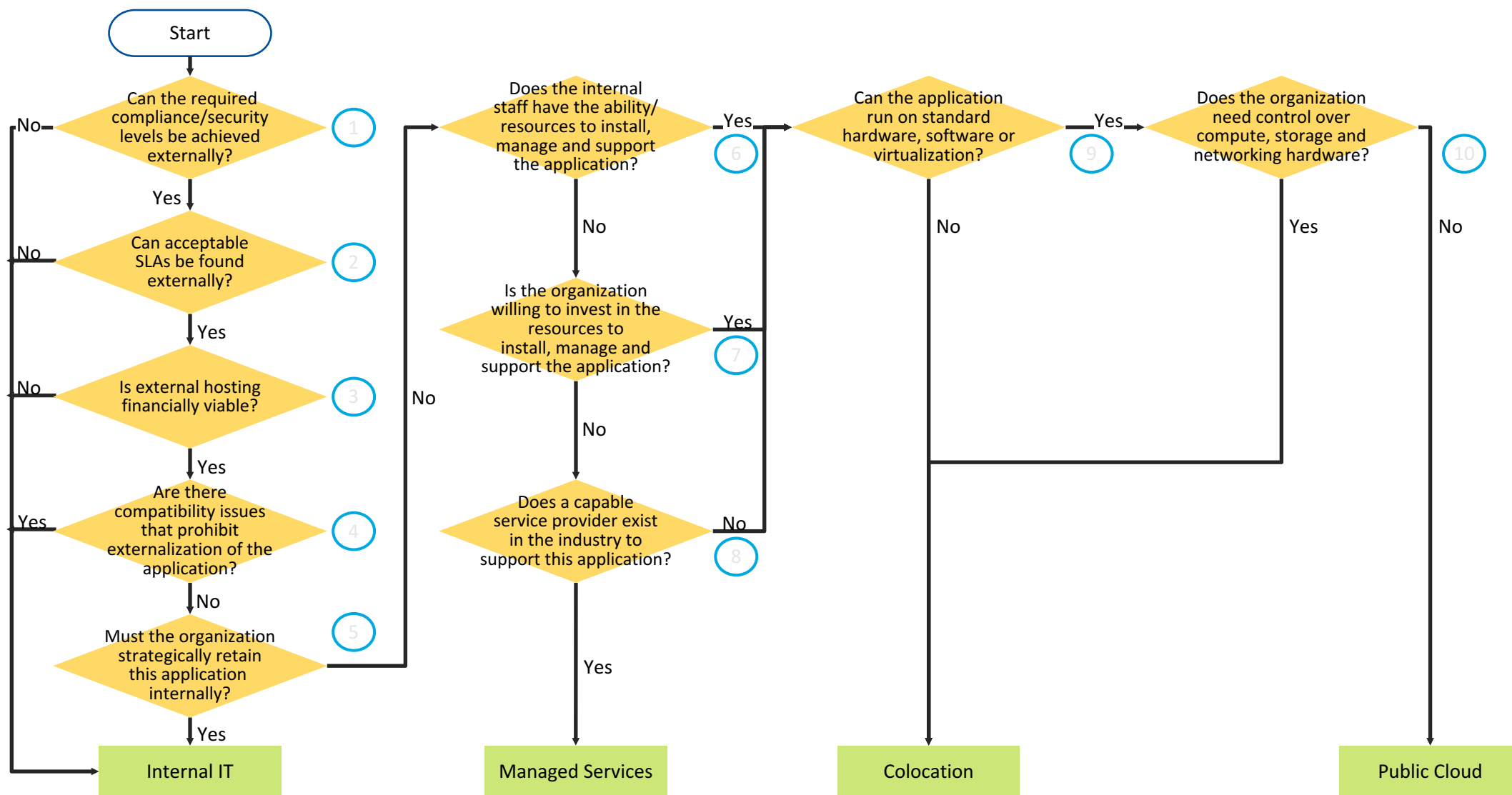
Business Alignment of Technology

A Cloud Reference Architecture End-State



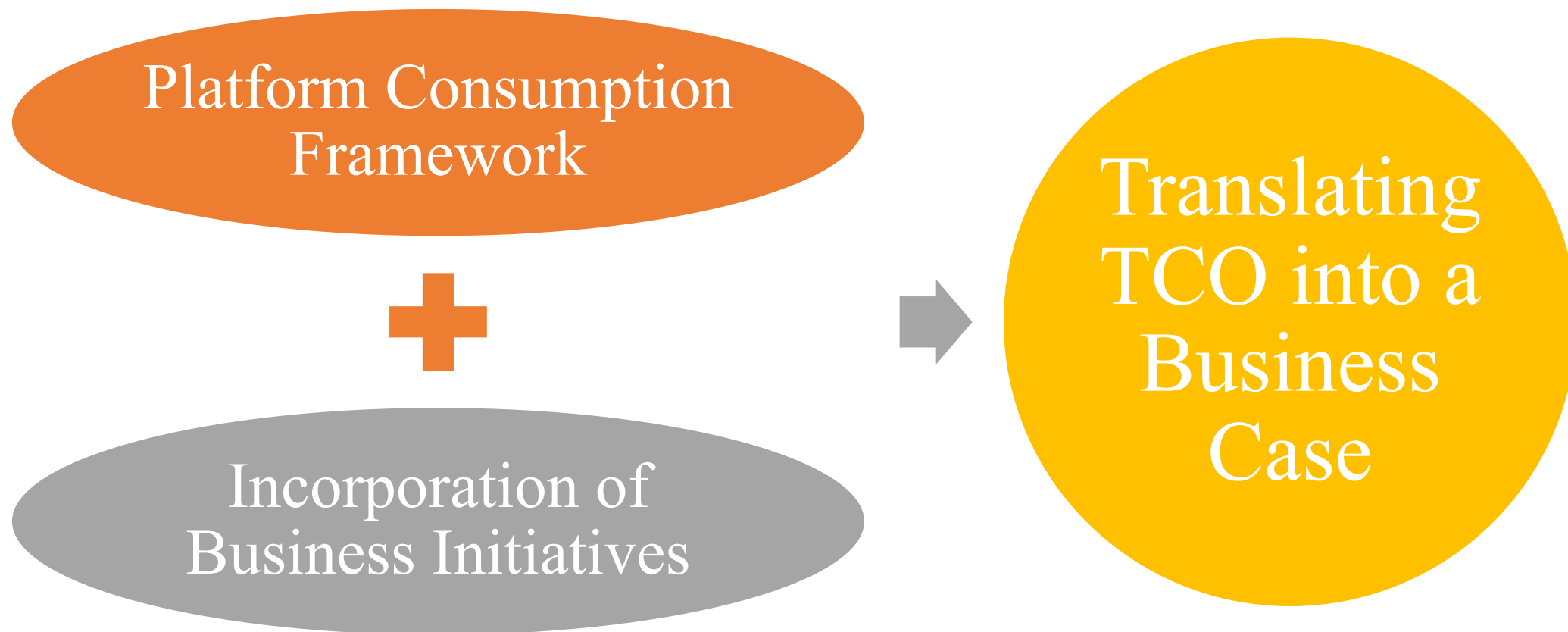
“Sample” Creating a Cost Efficient Consumption Model for IT

A Platform Consumption Framework/Model



Creating a Cost Efficient Consumption Model for IT

A High Level Methodology





TO THE HYBRID CLOUD!

Thank You



www.longviewsystems.com