Southwest CMG Webinar – Aug 27 @ 12-1 pm CDT

A New Model for Cloud Adoption

Anthony “TJ” Johnson
Managing Partner and Founder of Cloud Sherpa Consulting

CMG
Computer Measurement Group
SOUTHWEST

Meetup

Meetup - Southwest CMG

Performance Engineering
&
Capacity Planning

CMG

DIGITAL TRANSFORMATION ASSOCIATION

CMG is a worldwide association of IT professionals committed to digital transformation initiatives and best practices, including the measurement and management of computer systems and networks from a performance and capacity perspective to drive ongoing change. Currently, more than 15,000 technology experts are within the CMG community, and our membership base continues to grow.

UPCOMING EVENTS

August 27	A New Model for Cloud Adoption – Southwest CMG Webinar
Sept 19	Is Machine Learning the Solution to Your Capacity Management Challenges? Presented by Syncsort
Sept 23-26	CMG Community Partner – SSOW Autumn 2019
October 10	Executive Insights Event- Atlanta, Ga
Sept 23-24	CMG Community Partner – Digital Business Summit 2019
Oct 29-Nov 1	CMG Community Partner – ODSC West 2019 • San Francisco

CMG

THE DIGITAL TRANSFORMATION ASSOCIATION

INTRODUCING

IMPACT 2020

LAS VEGAS NEVADA USA

FEBRUARY 09-12, 2020

LAS VEGAS, NEVADA USA

THE DIGITAL TRANSFORMATION ASSOCIATION

UPDATES

IMPACT 2020

We are delighted to host IMPACT 2020 in one of the most vibrant cities on earth: Las Vegas.

IMPACT 2020 will feature conference sessions, networking events, a Tech Expo (exhibit space), training, workshops, digital badging, lightening talks, offsite activities, and more.

- 40+ conference sessions including workshops, keynotes, and more
- 10+ dedicated Tech Expo hours with CMG Sponsors
- 70% of attendees are purchasers, influencers, and decision makers
- 9 new opportunities for Technical Demonstrations

CMGImpact.com

CLOUD SHERPA CONSULTING

ANTHONY "TJ" JOHNSON

Managing Partner and Founder

Headquarters: Orange County, CA
Geography: Global

Founding Principles:

- Educate, reduce complexity, and clear up the confusion around Cloud.
- Make fact based decisions using technology and economic modeling for the use and purchase of Cloud.
- Create a global ecosystem of solutions that use workload modeling as a core solution.

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CLOUD ADOPTION CHALLENGES

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CHALLENGES OF CLOUD ADOPTION

Few Operational Efficiencies

Lack of Cloud Best Practices

Little Governance And Policy Controls

Little Architecture Optimization

Poor Optimization Skills and Experience

Little Cost Savings Strategies

However the most important challenge is

THEY DON'T KNOW WHAT THEY DON'T KNOW

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CURRENT CLOUD INSIGHTS

78%

Utilization Challenges

Often times out of migration the workloads are not architected properly and some fine tuning is required

>95%

Experience "The Big Stall" on their Cloud Journey

Between month 6 and 12 after initial cloud deployment organizations face "The big Stall"

10%

Continue on quickly with little disruption

70%

Make it through with a delay of 12-24 months

20%

Don't Continue with cloud

65%

Purchase Challenges

With various purchase methods often times compute is not purchase correctly for savings

Copyright © 2019 Cloud Sherpa Consulting, Inc.

WHERE ARE THINGS HEADED FOR CLOUD?

- **Optimization based on economic concepts** in order to effectively communicate with C-Suite and Business stakeholders.
- Cost optimization initiatives need to have strategic perspectives and **drive a program of Continuous Improvement / Continuous Optimization (CI/CO)**.
- The need to **identify drivers of cost** across the business and technology Estate.
- It is not about just cost optimization, but rather how to **look at data and make it actionable** for operations, security, governance, and optimization.
- **Continuously evaluate and architect for future state** while taking into account people, process, and technology.
- Optimization should be a **business-focused approach driving cost reduction**, while maximizing business value.
- **Development of a cost community approach** for transparency and accountability.
- And finally develop a **Cloud Economic Center Of Excellence** model based on client cloud estates, and support it with the right team to ensure success.

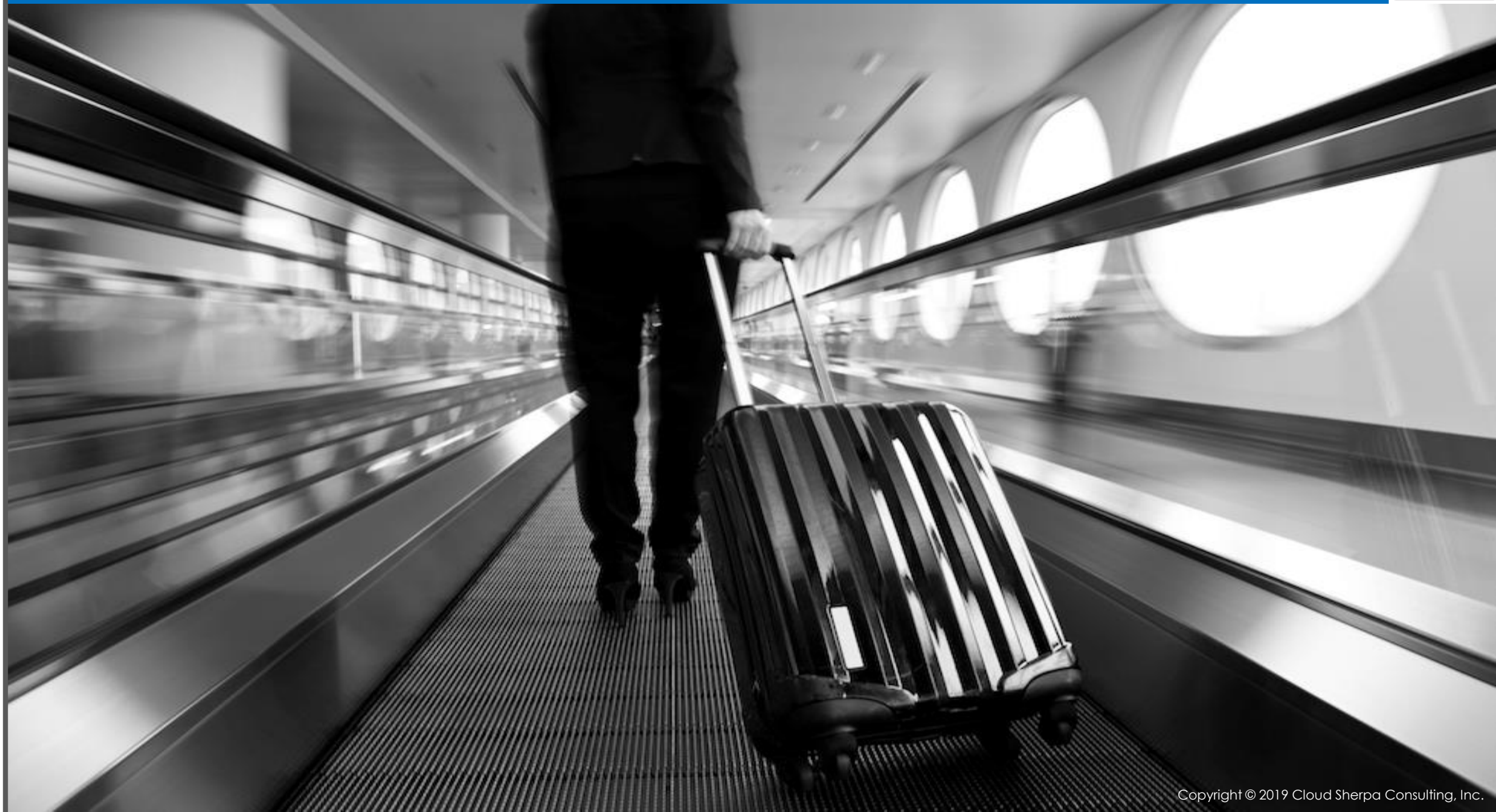
Copyright © 2019 Cloud Sherpa Consulting, Inc.

STARTING
THE CLOUD JOURNEY

Copyright © 2019 Cloud Sherpa Consulting, Inc.

HOW ARE CLIENTS GOING TO GET TO CLOUD?

CLOUD SHERPA CONSULTING



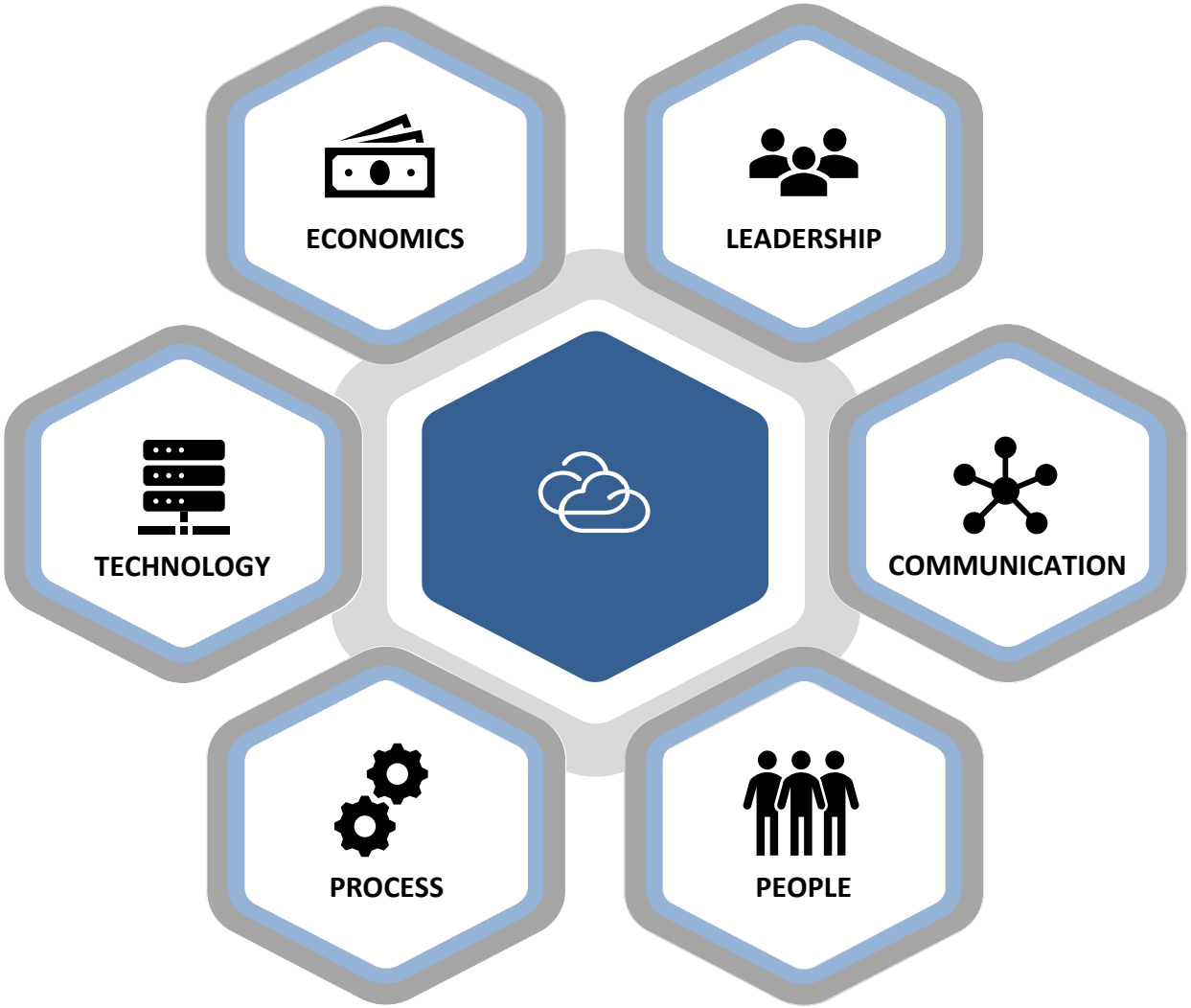
Copyright © 2019 Cloud Sherpa Consulting, Inc.

CHALLENGES OF CLOUD ADOPTION

The 6 categories of challenges are based on our years to working with many organizations and the challenges that they faced during their cloud adoption.

Over the past 9+ years the challenges faced by organizations fall into these six categories, or principles, that slow down cloud adoption.

During these years we have developed models, methodologies, strategies and best practices to help organizations overcome these challenges with a value governance approach that enabled organizations to accelerate their cloud adoption.

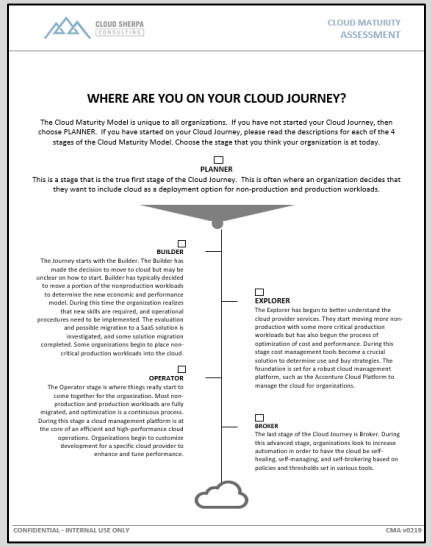


Copyright © 2019 Cloud Sherpa Consulting, Inc.

WE START WITH DISCOVERY

CLOUD SHERPA CONSULTING

CLOUD MATURITY ASSESSMENT



CLOUD SHERPA CONSULTING

CLOUD MATURITY ASSESSMENT

WHERE ARE YOU ON YOUR CLOUD JOURNEY?

The Cloud Maturity Model is unique to all organizations. If you have not started your Cloud Journey, then choose PLANNER. If you have started on your Cloud Journey, please read the descriptions for each of the 4 stages of the Cloud Maturity Model. Choose the stage that you think your organization is at today.

☐ **PLANNER**
This is a stage that is the true first stage of the Cloud Journey. This is often where an organization decides that they want to include cloud as a deployment option for non-production and production workloads.

☐ **BUILDER**
The Journey starts with the Builder. The Builder has made the decision to move to cloud but may be unclear on how to start. Builder has typically decided to move a portion of the nonproduction workloads to determine the new economic and performance model. During this time the organization realizes that new skills are required, and operational procedures need to be implemented. The evaluation and possible migration to a SaaS solution is investigated, and some solution migration completed. Some organizations begin to place non-critical production workloads into the cloud.

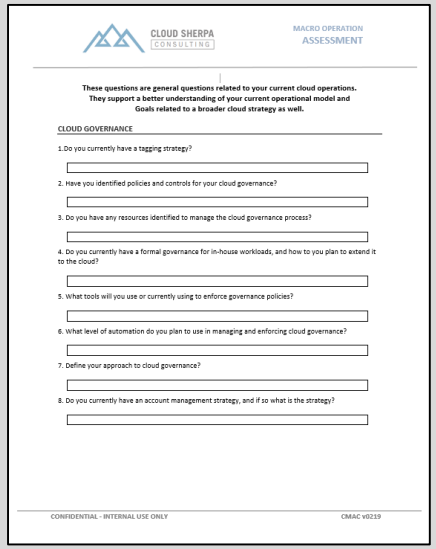
☐ **EXPLORER**
The Explorer has begun to better understand the cloud provider services. They start moving more non-production with some more critical production workloads but has also begun the process of optimization of cost and performance. During this stage cost management tools become a crucial solution to determine use and buy strategies. The foundation is set for a robust cloud management platform, such as the Accenture Cloud Platform to manage the cloud for organizations.

☐ **OPERATOR**
The Operator stage is where things really start to come together for the organization. Most non-production and production workloads are fully migrated, and optimization is a continuous process. During this stage a cloud management platform is at the core of an efficient and high-performance cloud operations. Organizations begin to customize development for a specific cloud provider to enhance and tune performance.

☐ **BROKER**
The last stage of the Cloud Journey is Broker. During this advanced stage, organizations look to increase automation in order to have the cloud be self-healing, self-managing, and self-brokering based on policies and thresholds set in various tools.

CONFIDENTIAL – INTERNAL USE ONLY CMA v0219

MACRO OPERATIONS ASSESSMENT



CLOUD SHERPA CONSULTING

MACRO OPERATION ASSESSMENT

These questions are general questions related to your current cloud operations. They support a better understanding of your current operational model and Goals related to a broader cloud strategy as well.

CLOUD GOVERNANCE

1. Do you currently have a tagging strategy?
2. Have you identified policies and controls for your cloud governance?
3. Do you have any resources identified to manage the cloud governance process?
4. Do you currently have a formal governance for in-house workloads, and how to you plan to extend it to the cloud?
5. What tools will you use or currently using to enforce governance policies?
6. What level of automation do you plan to use in managing and enforcing cloud governance?
7. Define your approach to cloud governance?
8. Do you currently have an account management strategy, and if so what is the strategy?

CONFIDENTIAL - INTERNAL USE ONLY CMAC v0219

\+

DISCOVERY SESSIONS

\+

Analysis of Performance & Billing Information

\+

Cost Management Software Tool

=

BASE ESTATE RECOGNITION

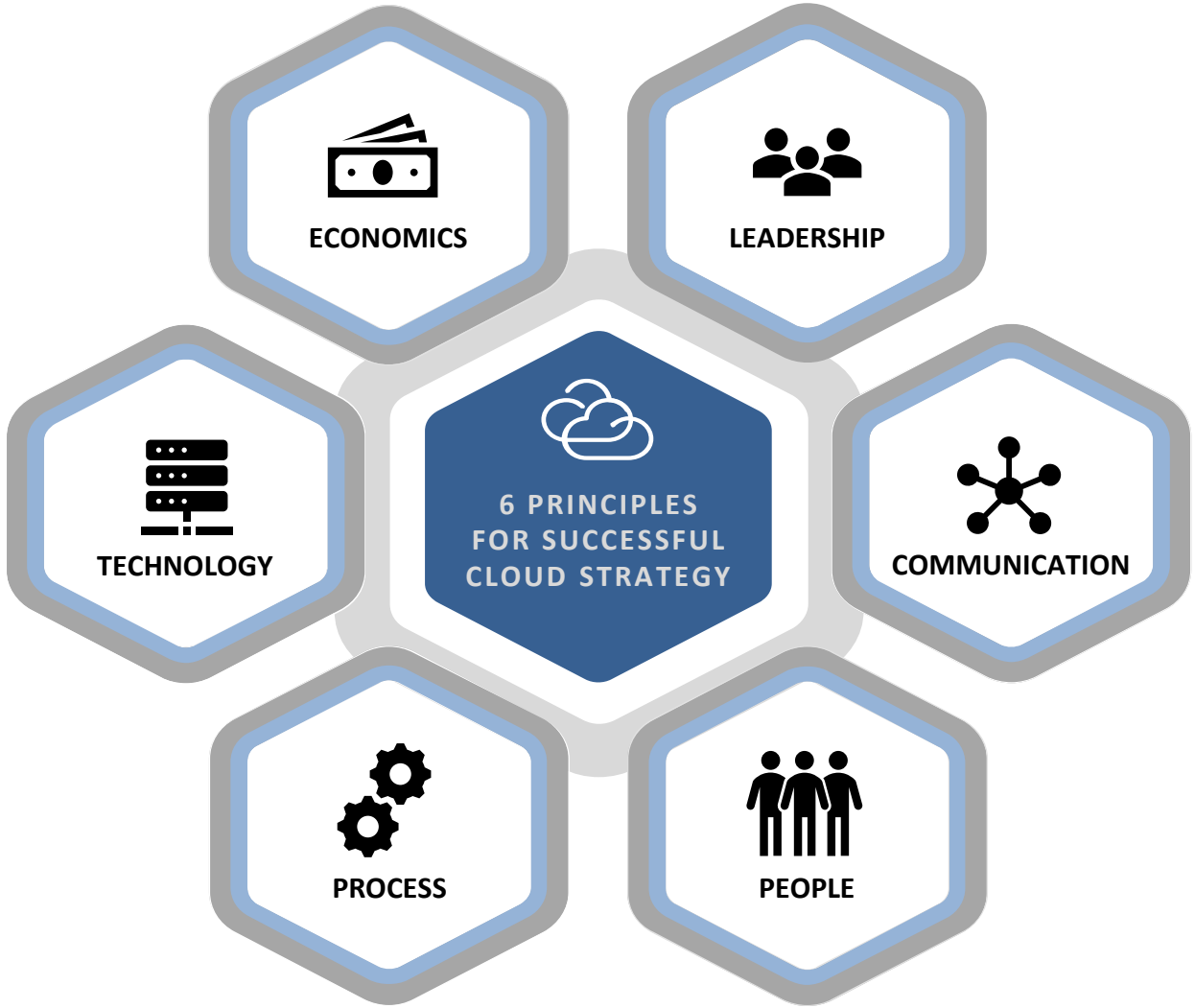
Copyright © 2019 Cloud Sherpa Consulting, Inc.

6 PRINCIPLES FOR SUCCESSFUL CLOUD STRATEGY

Copyright © 2019 Cloud Sherpa Consulting, Inc.

6 PRINCIPLES FOR SUCCESSFUL CLOUD STRATEGY

CLOUD SHERPA CONSULTING



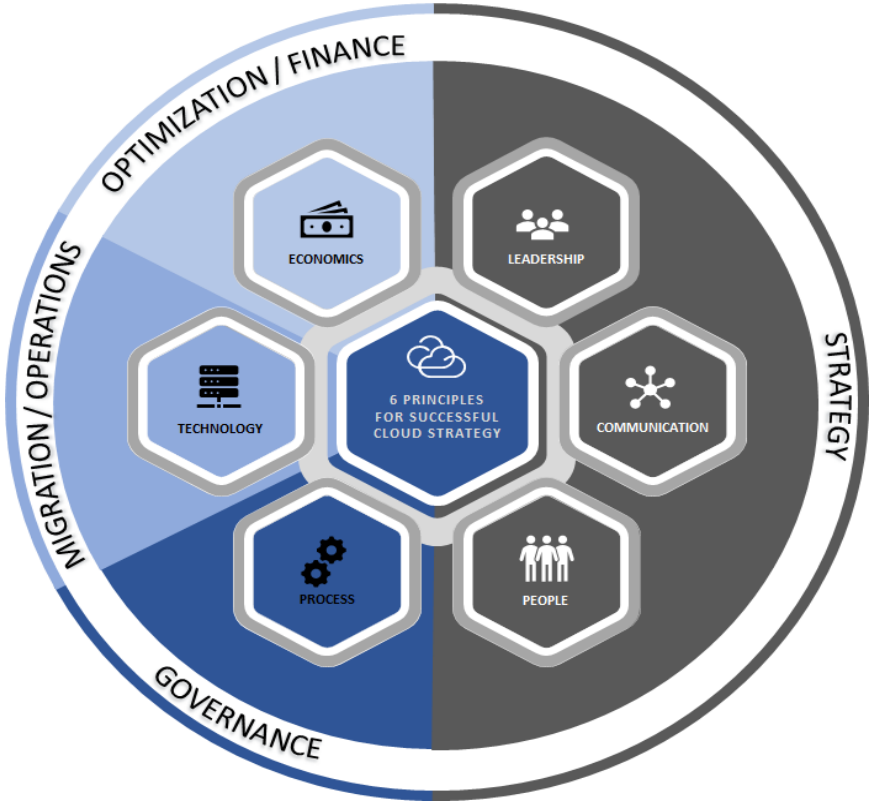
Copyright © 2019 Cloud Sherpa Consulting, Inc.

OVERVIEW

Cloud Business Office

CBO

Our Cloud Business Office (CBO) is for the adoption and management of cloud services. When organizations begin their cloud journey, economic uncertainty can arise when cloud costs are mismanaged, and this service helps create and manage process, technology and economics.



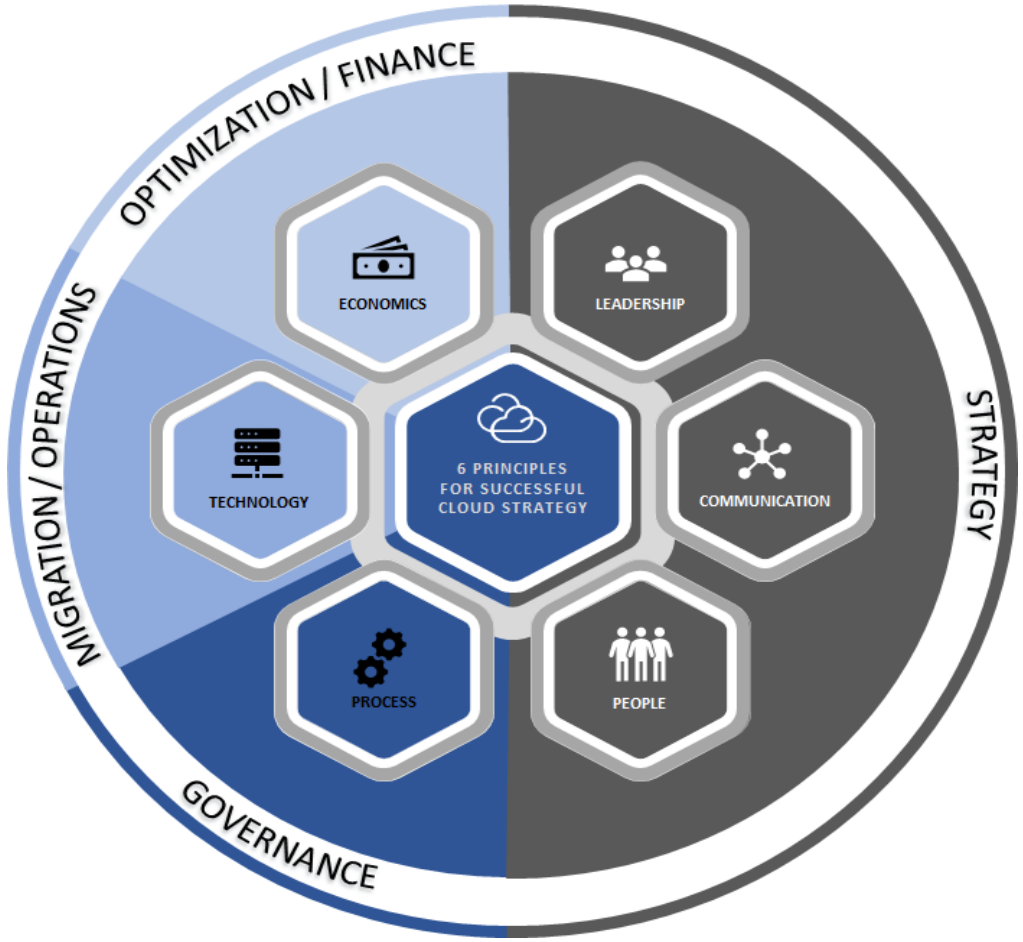
Chief Cloud Officer

CCO

The office of Chief Cloud Officer (CCO) is for organizations that are starting on their cloud journey or are looking to review their current cloud journey and reboot. The CCO is focus on building the right strategy for the organization based on leadership, communication and people.

Copyright © 2019 Cloud Sherpa Consulting, Inc.

Chief Cloud Officer | CCO



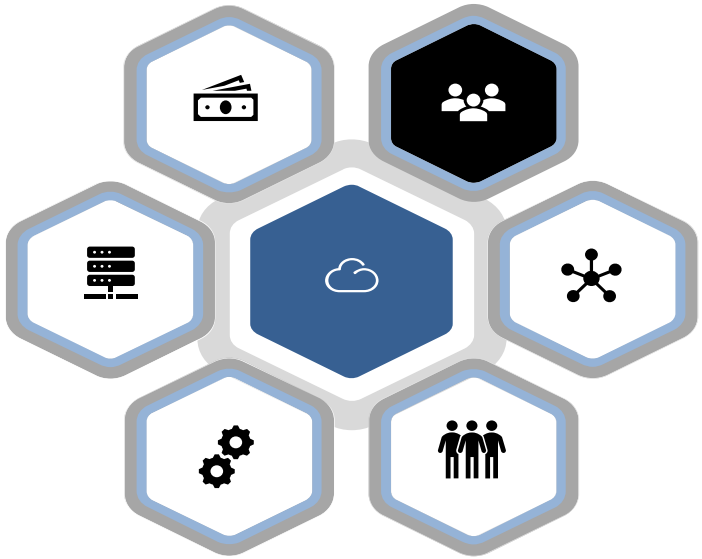
Chief Cloud Officer is for organizations that are starting on their cloud journey or are looking to review their current cloud journey and reboot. The CCO is focus on building the right strategy for the organization based on leadership, communication and people.

The primary goal is to lay the foundation for cloud adoption. Although cloud can offer speed and flexibility, it requires additional talent and special skills sets that can be difficult to locate. The current skill sets and, type of cloud will dictate whether it is time to retrain or hire on. Often times, when implementing a cloud strategy, a culture shift of IT, and even the entire organization, will be required for a successful cloud adoption.

When an organization's leaders re-design an operating model, it is interfering with established power structures that need to be adapted to the new model. Therefore it is very important to manage the culture shift carefully.

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CCO – Leadership | Strategy



Sample Reporting

- Needs and Stakeholder Analysis
- Influence Map Analysis
- Performance Analysis
- Risk Assessment Analysis
- Personal Assessments
- Mentor Sessions
- Cloud Strategy Roadmap
- Cloud Leadership Resources

Organizations that put off selecting or hiring a Cloud Steward end up adopting cloud services through ad hoc processes that lead to issues, frustrations, duplicate work cycles, general inefficiencies or inappropriate risk-filled use of cloud services.

Having a cloud strategy will enable you to apply their tenets quickly with fewer delays, thus speeding the arrival of the ultimate business outcomes. A cloud strategy should be directly tied to business goals and outcomes. Keep in mind that not all projects can utilize cloud services due to regulatory or security concerns. Also, some organizations may lack the correct skill sets and talent.

This service is intended to be the quick start for organizations not sure where or how to start their cloud journey.

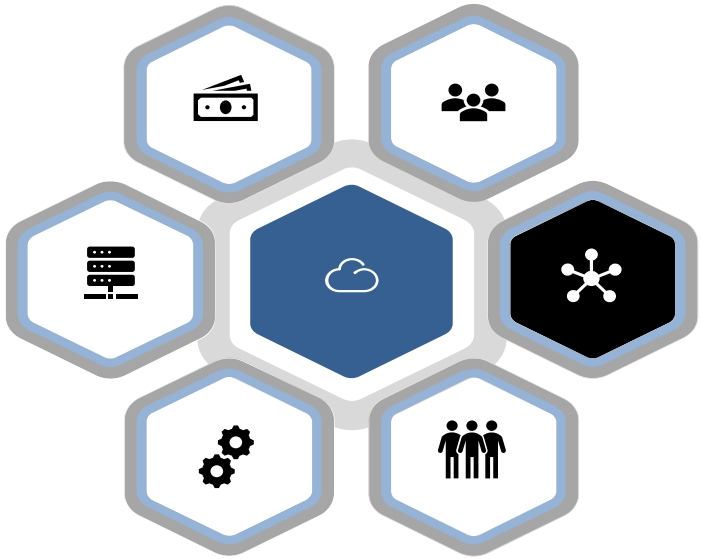
Sample Elements

- Cloud Steward & Leadership
- Needs Assessment
- Personal Assessment Tools
- Mentoring Sessions
- Influence Map Analysis
- Performance Based Analysis
- Define Strategic Objectives
- Stakeholder Analysis
- Organizational Alignment Analysis
- Risk Assessment & Mitigation
- Develop Cloud Strategy Roadmap
- Lead Cultural Change
- And more…

Gartner estimates that less than one-third of organizations have a documented cloud strategy.

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CCO – Communication | Strategy



Sample Reporting

- Communication Strategy
- Communication Action Plan
- Communication Measurement Analysis

A cloud strategy needs to have a clear communication strategy that explains the outcomes of the cloud strategy.

As part of a cloud strategy, CIOs need to educate their CEOs and Boards of Directors about the need to invest in cloud as a style of computing that drives greater speed, agility and innovation through IT. To gain buy-in from the CEO and Board, the CIO would need to create a cloud strategy to focus their cloud efforts on select business goals. It is just as important to communicate a cloud strategy internally, as it is externally. Prospective talent wants to work for organizations that have a strong and comprehensive cloud strategy.

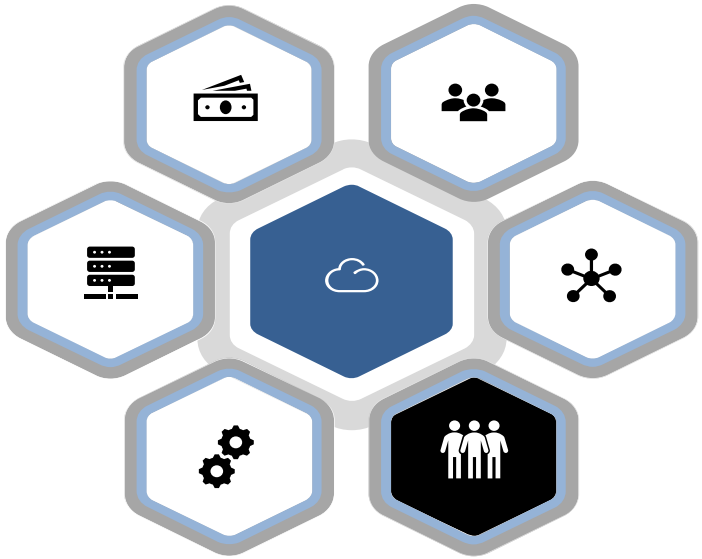
This services is intended to support an organization with clear communication as to the goals of cloud for the organization and how it impact the teams.

Sample Elements

- Develop Communication Strategy
- Perform Stakeholder Analysis
- Develop Key Messages
- Identify Channel Media
- Define Measures of Effectiveness
- Co-Create Resource Materials
- Perform Internal Review
- Create Communication Calendar
- Implement Measurement Process
- Assess Communication Success
- And more…

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CCO – People | Strategy



Sample Reporting

- Culture Development Plan
- Skills and Resource Analysis
- Education Roadmap
- Cloud Center of Excellence Model
- Cost Community Model

The people side of cloud adoption often goes under-addressed yet are key success factors.

In 2019, we will find an increase in culture change to a level never seen before. Although cloud can offer speed and flexibility, it requires additional talent and special skills sets that can be difficult to locate. The current skill sets and type of cloud will dictate whether it is time to retrain or hire on. Organization management for the culture shift of IT and, at times, the entire organization will be required for a successful cloud adoption.

Cloud adoption is about the people involved and not about the technology. And this service support organizations in understanding the relationship of its team and the success of cloud adoption.

Sample Elements

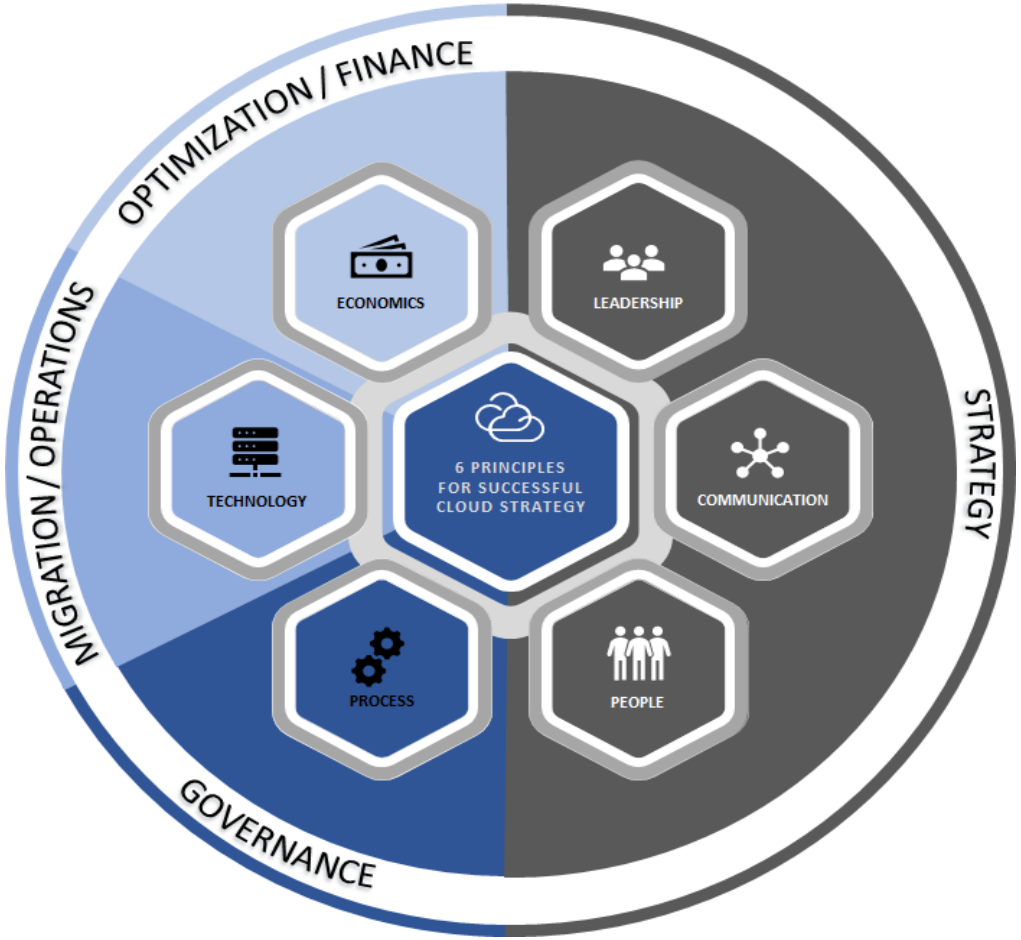
- Develop Culture Development Plan
- Perform Resource Analysis
- Create Resource Wave Plan
- Create Education Roadmap
- Perform Skills Assessment
- Develop Cloud Center of Excellence
- Develop Cost Community
- And more…

Copyright © 2019 Cloud Sherpa Consulting, Inc.

Cloud Business Office | CBO

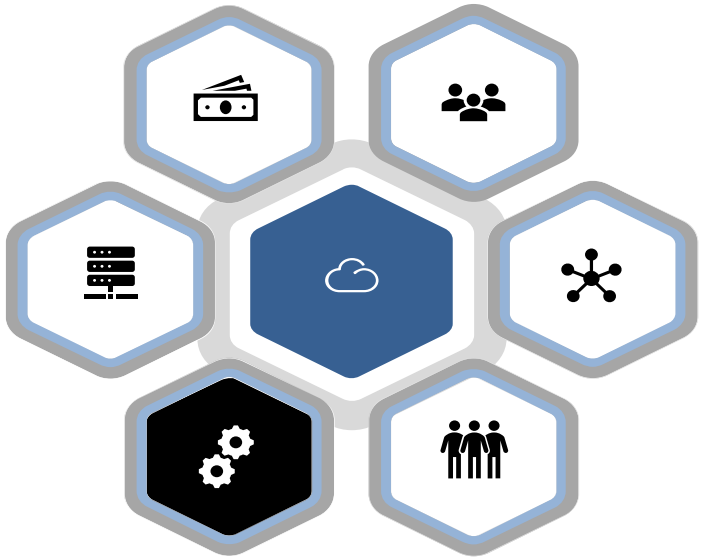
Our Cloud Business Office is a managed service for the adoption and management of cloud services. When organizations begin their cloud journey, economic uncertainty can arise when cloud costs are mismanaged. As cloud usage grows, organizations are looking to understand and control cloud costs. This can be complicated because responsibility of cloud varies within an organizations, and so does the financial responsibility. Given this complexity, the economics of cloud are different than those of traditional infrastructure, requiring skilled scrutiny of its cost.

The CBO service is based on years of experience and best practices with many organizations of various sizes to provide a comprehensive service for the management and optimization of cloud services. The service includes a series of service elements tailored to the needs of the organizations which covers governance, migration, workloads analysis, migration, operations, and economics.



Copyright © 2019 Cloud Sherpa Consulting, Inc.

CBO – Process | Governance



Sample Reporting

- Current Governance Analysis
- Governance Strategy
- Account and Tagging Strategy
- Governance Workstream Plan

Technology governance has become a critical focus for all companies, but defining guiding principles for cloud adoption in a governance strategy are very important.

Success criteria for cloud governance is architectural performance, cost management, asset management, security and rate of adoption. But before that can happen, a distinct set of foundational elements need to be in place.

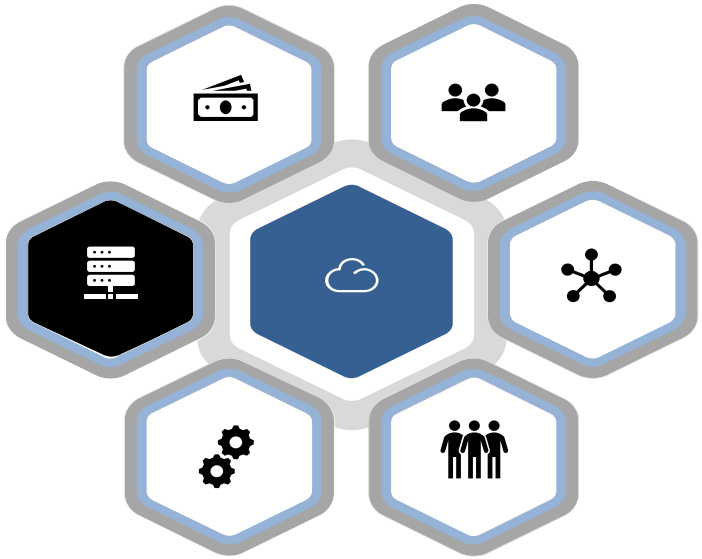
This service is intended to provide that guidance to support organizations to achieve success based on our experience in cloud governance modeling.

Sample Elements

- Develop Governance Strategy
- Create Tagging Strategy
- Cloud Account Management
- Governance Maturity Assessment
- Develop Workstream Approach
- Policy Review Assessment
- Co-create Cloud Governance Document
- Define Governance Scope
- Perform Stakeholder Analysis
- Define Resource Governance Plan
- Co-create Governance Model
- Policy Creation and Enforcement
- And more…

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CBO – Technology | Migration and Operations



Sample Reporting

- Discovery Analysis
- Migration Application Analysis
- Migration Design & Construct
- Migration Implement & Support
- Cloud Service Topology Diagrams
- Operations Cost Analysis
- Security Risk Analysis & Mitigation Plan
- Hybrid Cloud Assessment
- Cloud Operating Model

The key to an all-in cloud strategy is not "lift and shift" data center content. Instead, organizations should evaluate what applications within the data center can be replaced with SaaS, refactored or rebuilt. However, an all-in strategy will have more impact on IT than will a cloud-first or cloud-only strategy.

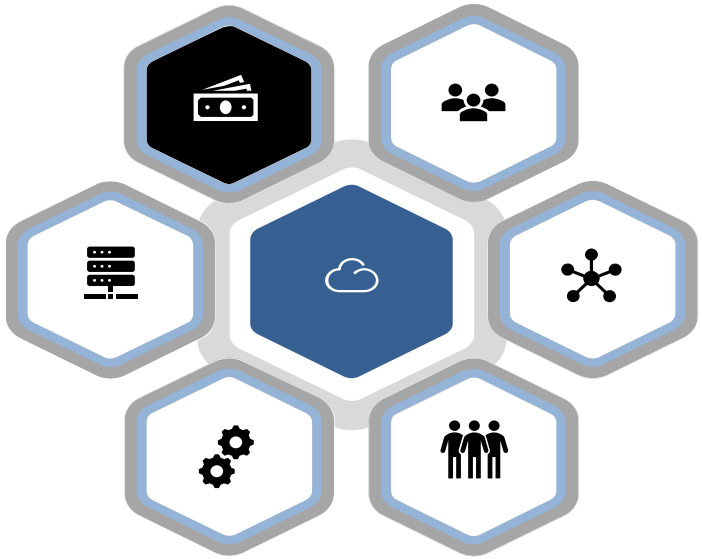
A part of a cloud adoption model is not to think about it as installing a set of technologies, but instead, adopting a cloud service from an outcome perspective. Keep in mind that not all projects can utilize cloud services due to regulatory or security concerns Also, some organizations may lack the correct skill sets and talent.

Sample Elements

- Cloud Maturity Assessment
- Macro Operations Assessment
- Technology Discovery Sessions
- Workload Discovery
- KPI and Stakeholder Review
- Topology Explorer
- Budget, Forecast, and Variance Analysis
- Hybrid Cloud Assessment
- Security Risk Mitigation Analysis
- Migration Application Analysis
- Migration Design and Construct
- Migration Implement and Support
- Transition from Governance to Operating
- And more…

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CBO – Economics | Optimization & Finance



Sample Reporting

- Optimization Analysis
- Tiered Optimization Recommendations
- RI Management Plan
- Billing Analysis
- Dashboard Analytic Reporting
- TBM Review and Analysis
- Work Value Scoring Model

When organizations begin their cloud journey, economic uncertainty can arise when cloud is mismanaged. As cloud usage grows, organizations are looking to understand and control cloud costs. This can be complicated because responsibility of cloud varies within an organizations, and so does the financial responsibility. Given this complexity, the economics of cloud are different than those of traditional infrastructure, requiring skilled scrutiny of its cost.

Many technology teams are not equipped with the tools and knowledge necessary to help business leaders make informed cloud investment decisions, leading to unsatisfied business objectives, unrealized financial savings and increased operational risk.

Sample Elements

- Optimization Analysis & Recommendation
- Reserved Instance Management
- Tiered Optimization Modeling
- Billing Analysis
- Show Back and Charge Back Analysis
- Hybrid Cloud Modeling
- Use and Buy Tactic Reporting
- Dashboard Cascade Streams Reporting
- Hybrid Workload Cost Analysis
- Create Value Tracker
- TBM Review and Analysis
- Create Workload Scoring Model
- And more…

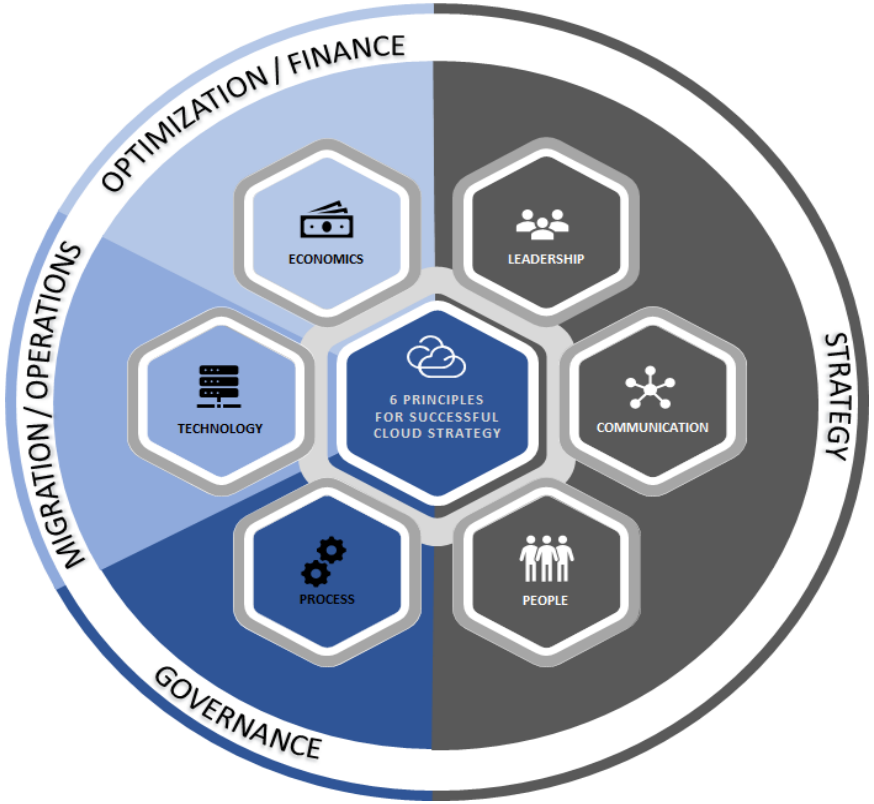
Copyright © 2019 Cloud Sherpa Consulting, Inc.

Overview

Cloud Business Office

CBO

Our Cloud Business Office (CBO) is a managed service for the adoption and management of cloud services. When organizations begin their cloud journey, economic uncertainty can arise when cloud costs are mismanaged, and this service helps create and manage process, technology and economics.



Chief Cloud Officer

CCO

The office of Chief Cloud Officer (CCO) is a service provided to organizations that are starting on their cloud journey or are looking to review their current cloud journey and reboot. The CCO is focus on building the right strategy for the organization based on leadership, communication and people.

Copyright © 2019 Cloud Sherpa Consulting, Inc.

CLOUD SHERPA CONSULTING

Connect with as at
connect@cloudsherpa.com

Or visit us at
www.cloudsherpa.com

TAKE THE FREE CLOUD MATURITY ASSESSMENT AT

www.cloudsherpa.com/cj

Copyright © 2019 Cloud Sherpa Consulting, Inc.

Southwest CMG Webinar – Aug 27 @ 12-1 pm CDT

Thank you for attending

Join our Meetup to get notified when we post presentation material

www.meetup.com/Southwest-Computer-Measurement-Group-SWCMG/