

A man and a woman in business attire are looking at a smartphone together. The woman is holding the phone, and the man is pointing at the screen. They are both smiling and appear to be in a collaborative work environment. The background is a blurred office setting with large windows.

Public, private or hybrid? Is it really happening?

George Cozos
Partner Channel Development Manager

“There’s no way *that*
company exists in a year.” (2001)

[*That* company is none other than Salesforce.com. Siebel doesn’t exist as a company anymore. In September 2005 it was bought by Oracle Corporation and now it is a brand name owned by Oracle Corporation]

Tom Siebel
Founder - Siebel CRM Systems.

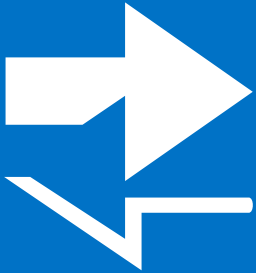
“The computer industry is the only industry that is more fashion-driven than women's fashion. Maybe I'm an idiot, but I have no idea what anyone is talking about. What is it? It's complete gibberish. It's insane. When is this idiocy going to stop? We'll make cloud computing announcements. I'm not going to fight this thing. But I don't understand what we would do differently in the light of cloud..” (2008)

Larry Ellison

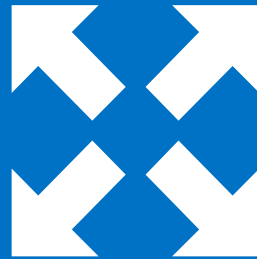
Ex CEO – Oracle Corporation

Why consider the cloud?

Speed



Scale



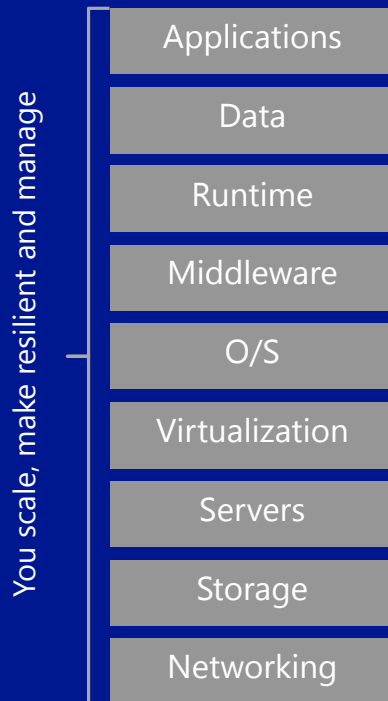
Economics



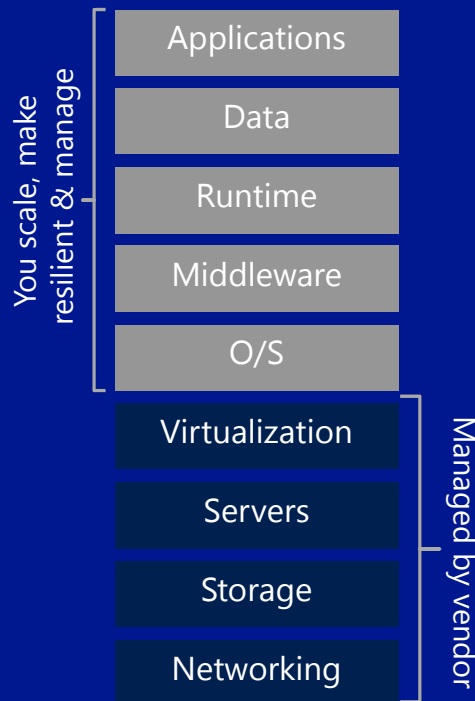
Software Delivery

Hosting Models

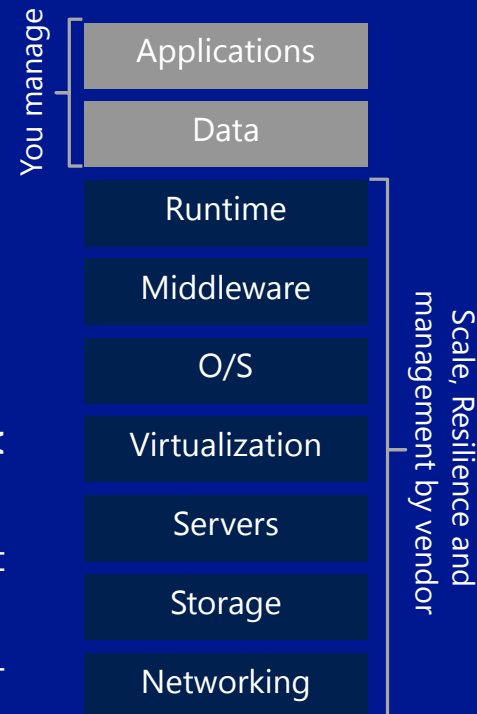
On Premises



Infrastructure (as a Service)

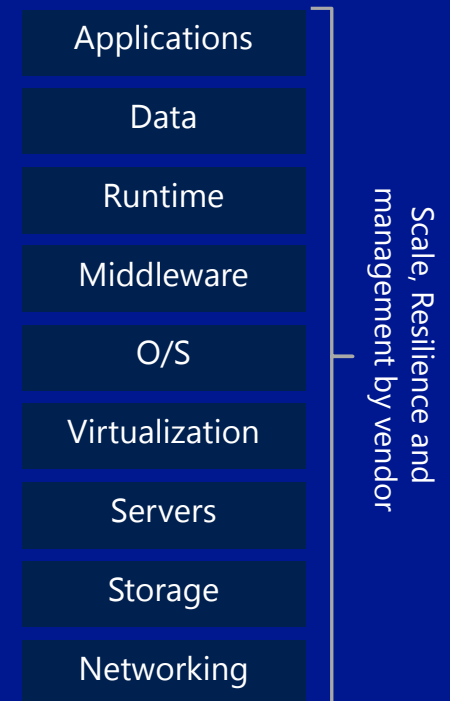


Platform (as a Service)



Business Model

Software (as a Service)



Clouds come in different shapes

The need for Hybrid Cloud

Public Clouds



Managed in data centers by Service Providers

- Agile
- Cost effective
- Scalable

Private Clouds



On-premises or hosted by an in-country service provider:

- Can be more secure
- More customizable
- Greater control
- More overhead

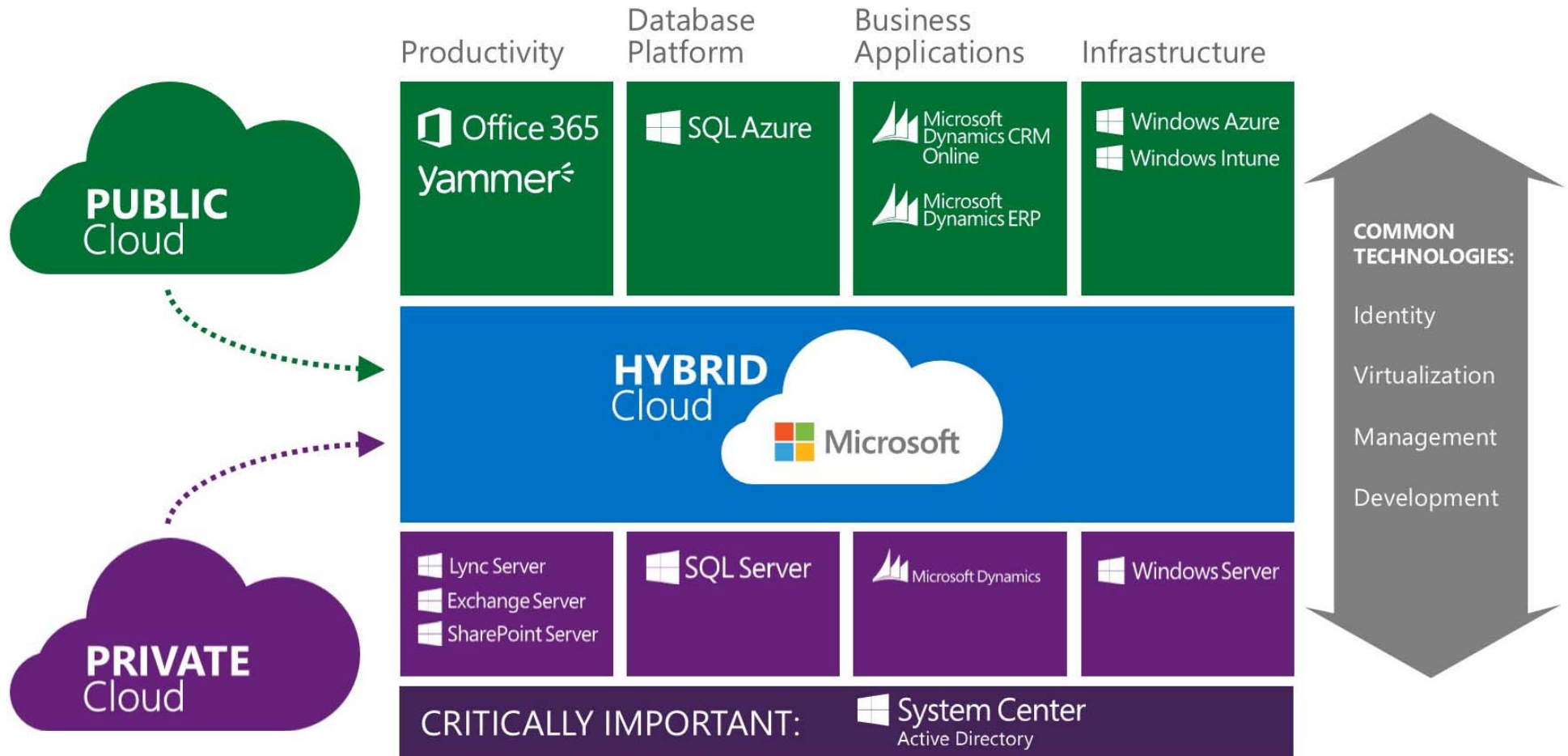
Hybrid Clouds



Optimal mix of cost and control

- Agile
- Scalable
- More control
- Cost effective

Microsoft Advantage



“With the cloud, anyone can snap their fingers and instantly set up enterprise-class services..”

Roy Stephan

Director of IT architecture and engineering - Intelligent Decisions

“Cloud computing is empowering, as anyone in any part of world with internet connection and a credit card can run and manage applications in the state of the art global datacenters; companies leveraging cloud will be able to innovate cheaper and faster.”

Jamal Mazhar
Founder and CEO - Kaavo