

Streamlining Operations and Reducing Costs by Moving to the Cloud

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Topics

Cloud Computing for Regional Development Organizations

- What is it?
- What is the right solution for Local Government?
- When is the right time to adopt?
- What is the evolving role of the local government IT Director?
- How can this be a huge enabler for:
 - RDOs
 - Your members

Background

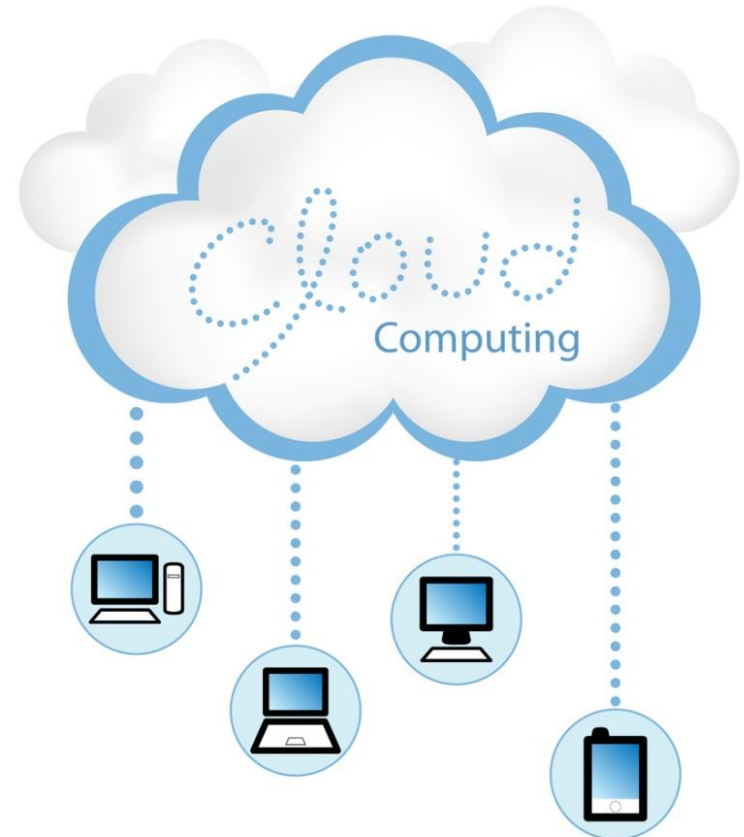
Extensive Local Government IT Experience

- Relationships with over 140 municipalities, counties, COGs, RDOs, PDs, RCs, etc.
- Focused on small and medium local government
- Over 20 years experience
- 85+ employees – depth & breath
- Technology relationships



Solutions

- **Hosted Desktop**
- Managed Support Services
- Hosted Voice
- Hosted Email and Archiving
- Website Design and Online Services
- Disaster Recovery & Cloud Based Backups
- Technology Assessments
- Microsoft SharePoint Services
- Application Development
- Networking and Computer Security



When is Cloud Computing Right for You?

- Is the breath and depth of your IT support insufficient?
- Are you unable to tackle strategic issues because you spend all your time on tactical problems?
- Are you faced with reoccurring significant desktop and server capital expenses?
- Do you need increased mobility for your staff?
- Is your data stored in an off-site location?
- Are you worried about the viability of your business if disaster strikes?
- ***Do you just want to get out of the day-to-day IT business and focus on your core competency?***



What is Cloud Computing?

Cloud computing model is:

*...any pay-per-use service,
...that extends existing IT capabilities,
...in real time over the Internet.*



Why Organizations are Moving to the Cloud...

- Scalability
- Financial flexibility
- Risk Mitigation
- Focus on specific needs



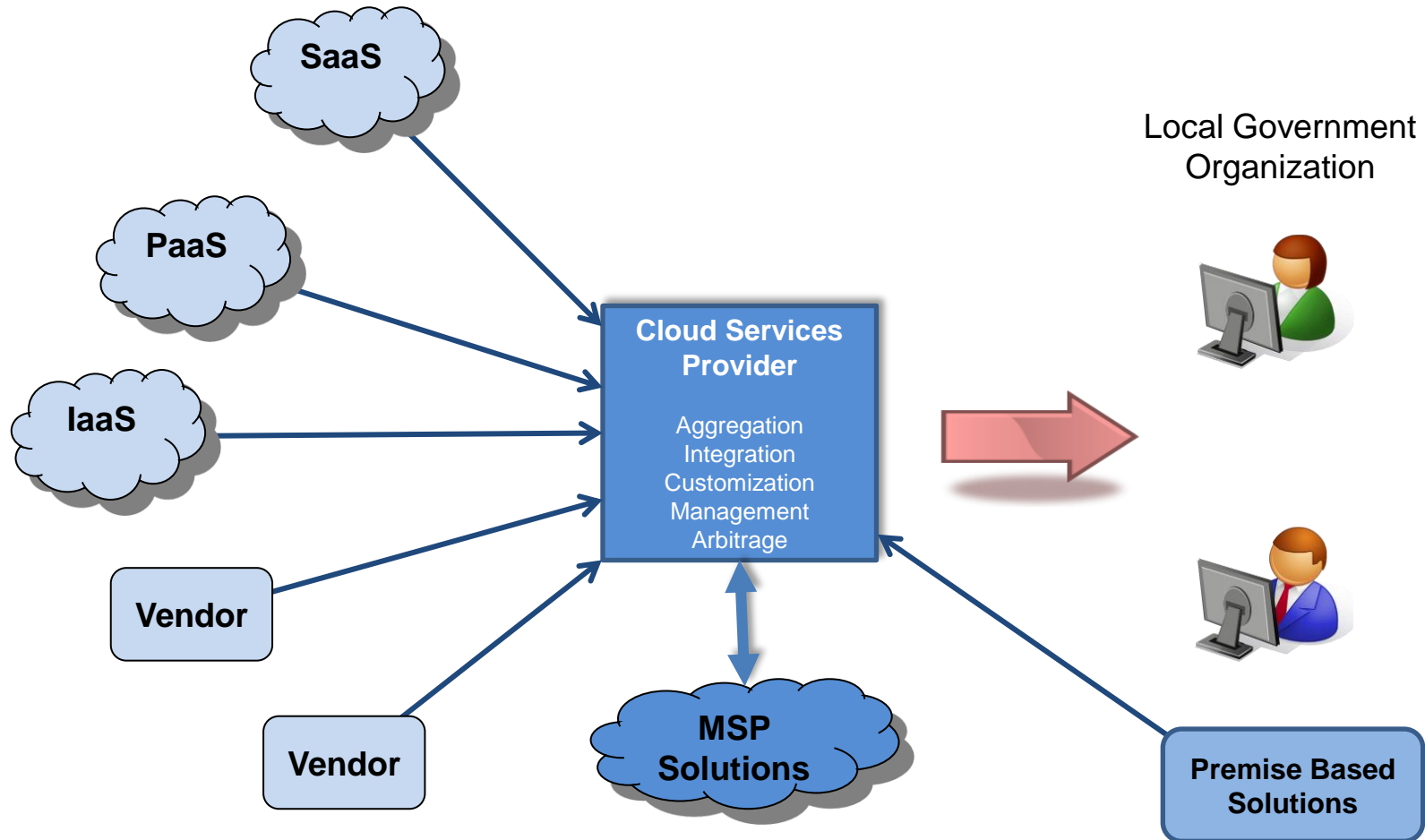
Cloud Services Are Not New...

- Website Hosting
- Email
- Phone Systems
- Hosted Desktop
- Payroll



Cloud Services Aggregation

Adding Value To Cloud Services For Local Government



Common Premise Based IT Environment

Expensive in time and resources to install and maintain!

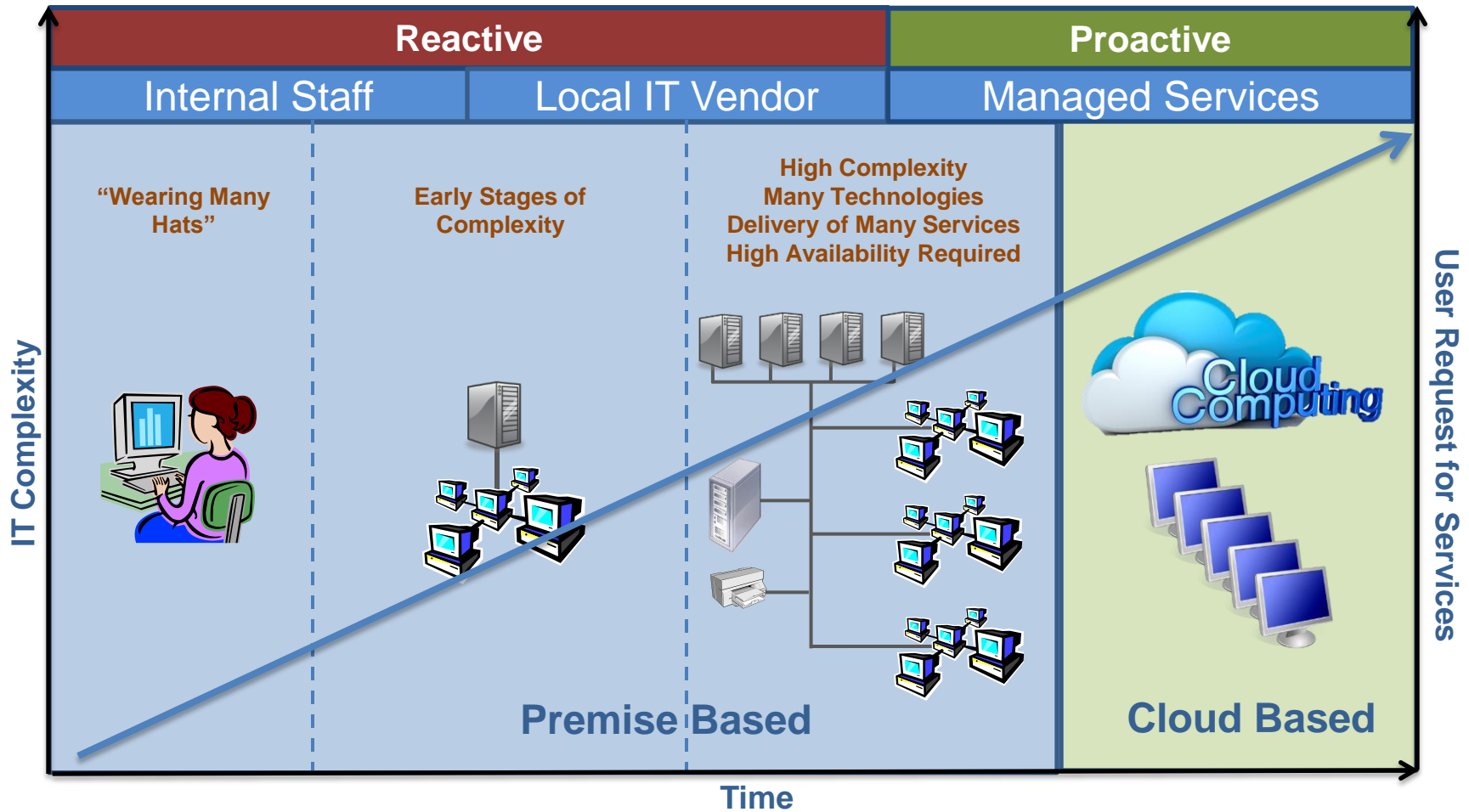
- 3 - 4 year **refresh cycle for PCs**
- Reoccurring software **license fees**
- Insufficient **skill level** of IT staff
- Lacks adequate **backups & security**
- Slow restoral of critical business processes after a disaster



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IT Continuum Stages...

Where is your organization... where are you going, and when?



A New IT Solution Option to Consider

Premise Based IT Solution



Enterprise Class Data Center



A New IT Solution Option to Consider

Hosted IT Solution

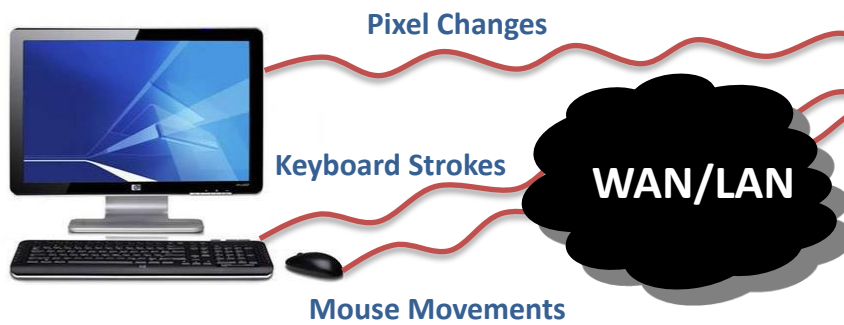


Enterprise Class Data Center



A New IT Solution Option to Consider

Hosted IT Solution



Enterprise Class Data Center



Delivery Models

Premise



Cloud

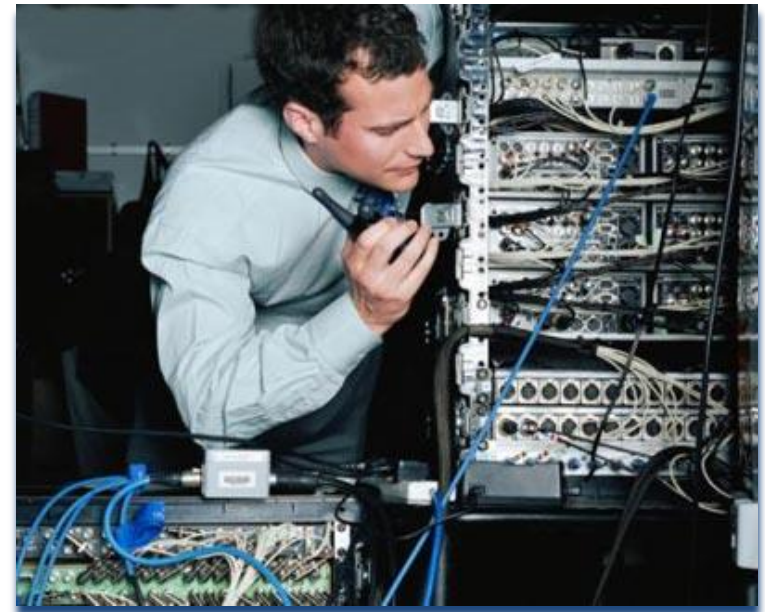


Hybrid

- Some components in the cloud
- Some components continue to be premise based

Premise

- **You buy** the servers
- **You buy** the desktops
- **You buy** the phone system
- **You buy** the storage and back-up systems
- **You buy** all of the network equipment
- **You pay** someone to maintain and support it



Cloud

- **Cloud vendor provides** the servers
- **Cloud vendor provides** the client device, monitor, keyboard and mouse
- **Cloud vendor provides** the storage
- **Cloud vendor provides** the file backup, and disaster recovery
- **Cloud vendor supports** your environment 24x7
- You only pay for what you need
- Little to no up-front capital cost
- Scale up/down much more quickly



Evolving Role of IT Director

Be a champion of the Cloud!

- Cloud Partner can free-up IT Director to focus on strategy initiatives
- No longer completely consumed by fixing tactical issues
- Direct contributor to forming business strategy
- Leadership role in external alliances and member services
- Develop a holistic strategy to leverage internal, external, and hybrid clouds
- Fewer huge SW/HW purchases, but more service partners to manage



any device. **wherever.** whenever.

Cloud Desktop Components:



Applications



Storage



Backups



Support



Hardware



Reports and Documents

What Should Be Included?



Standard Applications

- Microsoft Windows 7
- Microsoft Office Standard Edition
 - Word, Excel, PowerPoint, Outlook, OneNote...
- Microsoft Exchange Email



Client Applications

- Host your **existing applications**
 - Finance, GIS, Utilities, etc.
- Third party vendor coordination



What Should Be Included?



Storage

- Individual and shared file storage for all users



Backups

- Nightly backup to alternate data centers
- Optional 10 year email auto-archive for records retention and retrieval



What Should Be Included?



Security

- SPAM filtering
- Anti-Virus
- Optional web filter & URL blocking



Support

- **7x24 Service Desk**
- 7x24 **Proactive** and Reactive
- Remote and Onsite Support
- Software application support
- **Third Party Vendor Coordination**



What Should Be Included?



Hardware

- Client device, keyboard, mouse and monitor
- All-in-one unit



IT Director Services

- Budget planning services
- IT Documentation
- IT Performance Report
- Best Practices and Policies Library

Best
Practices

Hosted Desktop Solutions

- Cloud-based Desktop Solution that **works with ANY device from ANY location!**
- **Never purchase** a PC or server again.
- Utilize **more reliable** and powerful computers.
- **Eliminate** unplanned technology expenses.



Thank You!