

# Cloud: Not when but how.

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# The Market is ~~entering a new chapter in~~ Cloud and Digital

## Chapter 1

Consumer-driven innovation

Digital/AI experimentation

“User applications”  
(20% of workloads)

Public cloud

Companies “experimenting”

“Adding” vs “transforming”

## Chapter 2

Enterprise-driven innovation

Digital/AI embedded in the business

“Mission Critical” apps  
(80% of workloads)

Hybrid Cloud  
Public + Private + Traditional  
Open and multicloud

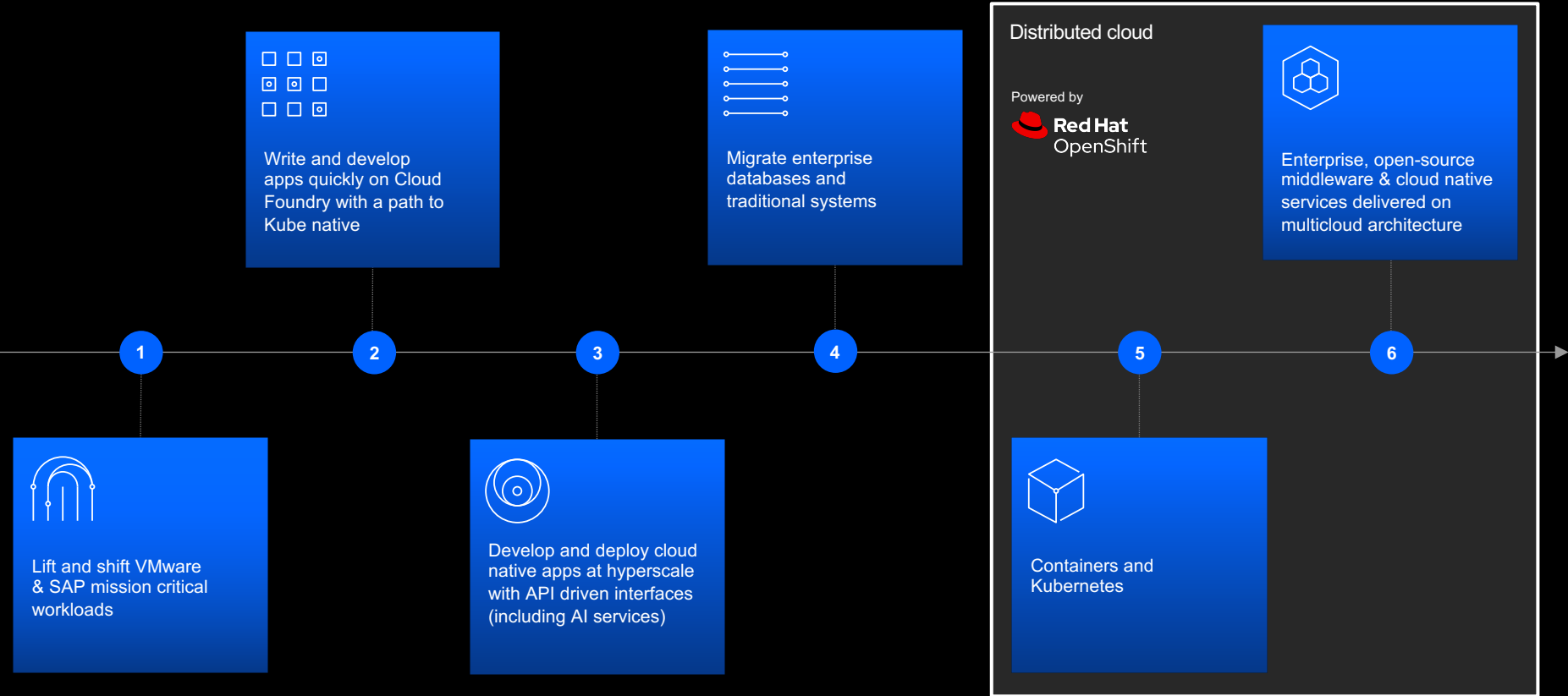
Companies moving to production

Transforming mission critical

End-to-end integration

- ✓ Sustaining operations
- ✓ Remote workforce
- ✓ Maintaining communication

# Journey to cloud for enterprises



# Reflections for a successful journey to the Cloud



## Razor sharp focus on the business case and don't underestimate costs:

- Design with the end goal in mind, and be clear on what success looks like.
- Hybrid cloud is the reality. One size does not fit all.
- Bring the right team together and have Executive sponsorship.



## Cloud transformation is also a cultural transformation

- Your organisation's culture has to change for taking the full advantage of Cloud and get the most out of the investment.
- Ensure open and transparent communication between the different (agile) teams.



## Assess which apps/workloads to move to Cloud, and why

- Don't just move everything - evaluate your apps and decide the appropriate deployment model.
- Retire, Retain, Replace, Rehost, Refactor.
- Not every application will have an improved ROI by moving it to Cloud.



## Do you have the right skills on board ?

- Does your team have the skills to move apps to Cloud ?
- Do you need to hire new or train existing staff ?
- Engage with the right partners.
- Consider Cloud as an opportunity to learn new things and stay current.

# The three principles of IBM Cloud



## Open Innovation

- Open Standards to enable workload portability at scale
- Build and run apps with ease on managed Red Hat OpenShift on IBM Cloud
- Major contributor to cloud native open source



## Security Leadership

- The data you store on our cloud is yours and yours alone.
- Highest compliance for data encryption
- Even IBM cannot see your data



## Enterprise Grade










- #1 public cloud for VMware workloads
- SAP, IBM Power AIX and IBM i, IBM Z
- Compute choices, from serverless & Kubernetes to virtual private clouds and software defined virtual data centers

# The IBM Hybrid Multicloud Platform

**Build once.**  
Deploy anywhere.

**Innovate anywhere.**  
With anyone's technology.

**Move freely.**  
Optimize for cost savings.

Expertise	Strategy	Migration	Development	Management	AI Skills		
	ISV Applications/Solutions						
Advanced Technologies	Blockchain	IoT	Quantum	Supply Chain	Watson	Weather	
Capabilities	Cloud Pak for Applications	Cloud Pak for Data	Cloud Pak for Integration	Cloud Pak for Automation	Cloud Pak for Multicloud Management	Cloud Pak for Security	
Foundation	Open Hybrid Multicloud Platform						
	 Red Hat OpenShift	 Red Hat Enterprise Linux	Common Services	Multicloud Management			
Infrastructure	IBM public cloud 	AWS 	Microsoft Azure 	Google Cloud 	Edge 	Private 	IBM Z IBM <b>LinuxOne</b> IBM <b>Power</b> Systems

