

UNIT4



GRIP OP DE ZAAK

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- UNIT4
- Cloud Computing
- Q&A





- Founded in 1980
- Headquarters in Sliedrecht
- Offices in 13 European countries and 6 countries across North America, Asia, Pacific and Africa
- 3.320 employees
- Total revenue 2009: € 379,4 million
- Focus on business software and services
- Core proposition: 'Embracing Change'



On-Premises Servers



Hosted Servers Private cloud



SaaS Shared cloud

High

Low

Low

High

Control

Economy of Scale

- Bring your own machines, connectivity, software, etc.
- Complete control
- Complete responsibility
- Static capabilities
- Upfront capital costs for the infrastructure

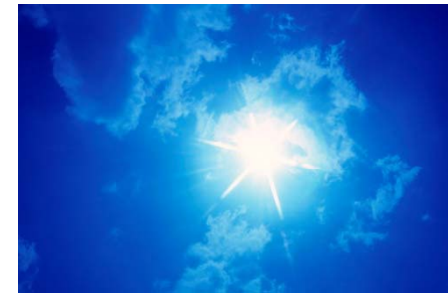
- Renting machines, connectivity, software
- Less control
- Fewer responsibilities
- Lower capital costs
- More flexible
- Pay for fixed capacity, even if idle

- Shared, multi-tenant infrastructure
- Virtualized & dynamic
- Scalable & available
- Abstracted from the infrastructure
- Higher-level services
- Pay as you go

SaaS CHALLENGES

- Provisioning?
- Integration?
- Vendor management?
- User management?
- Financial control?

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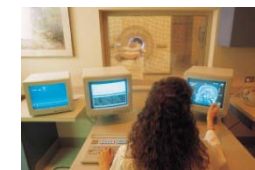
SaaS
Shared cloud



Hosted Servers
Private cloud



On-Premises
Servers

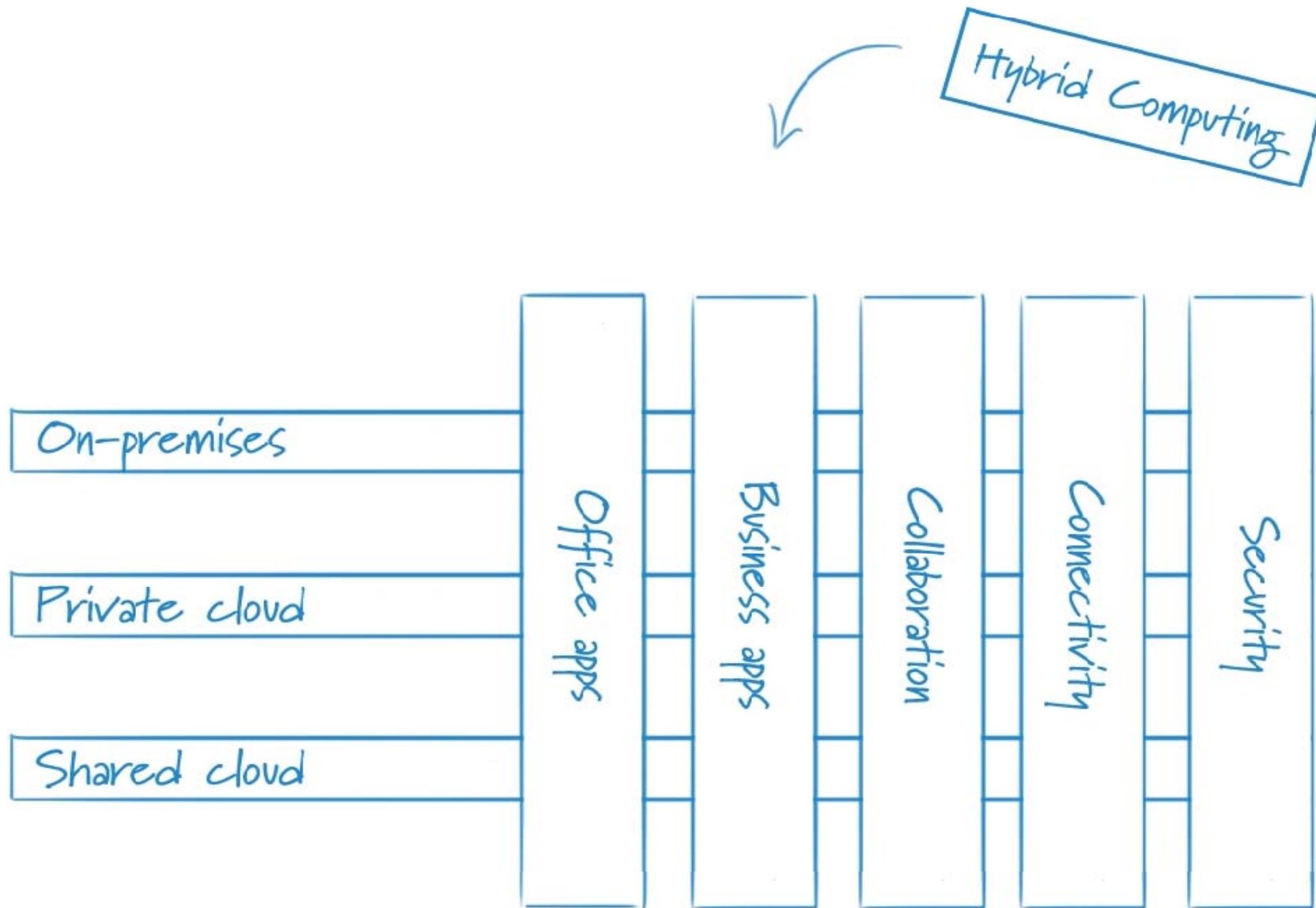


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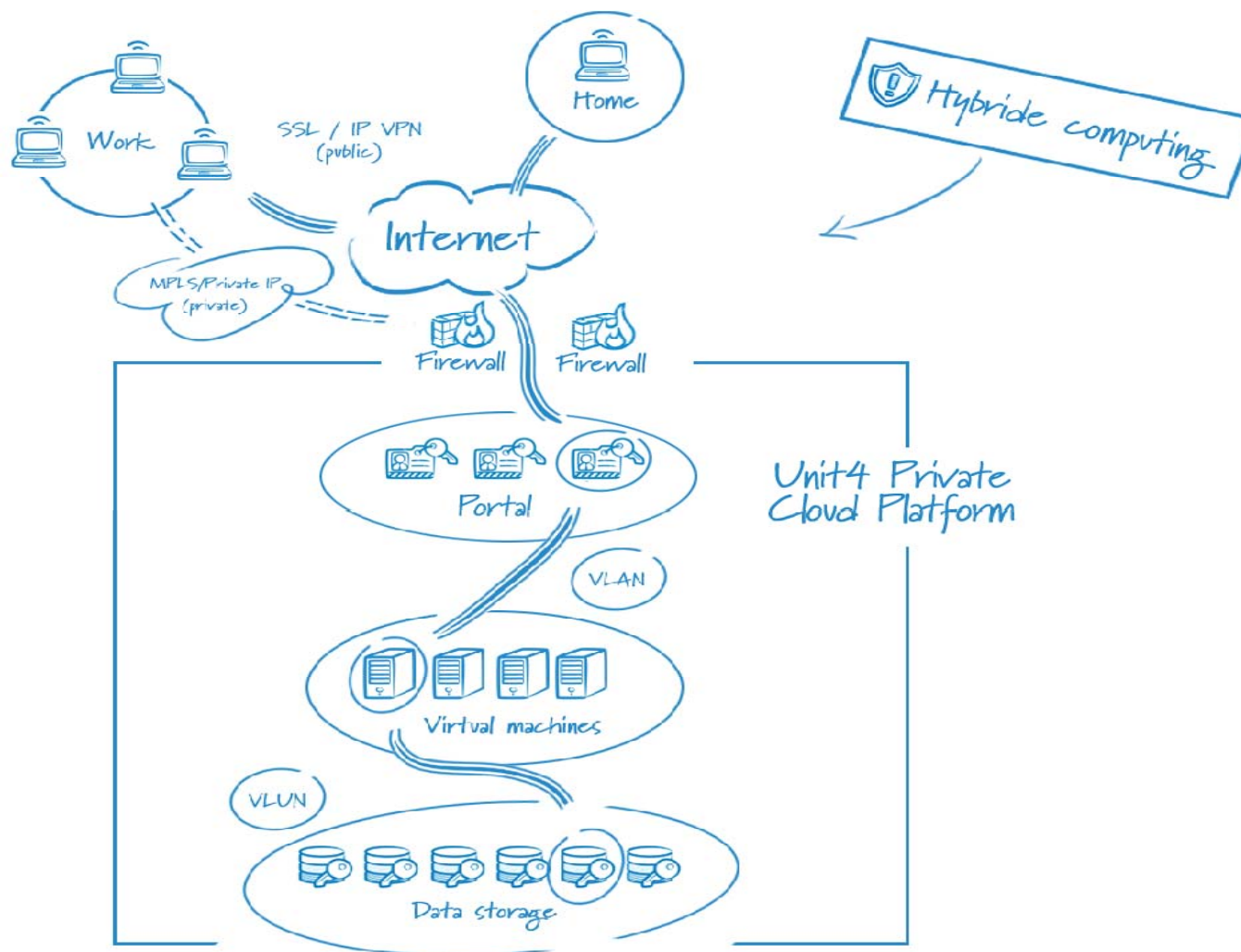
BUSINESS SOFTWARE

Hybrid Computing

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Private Cloud Computing





- Continuity
- Security
- Simplicity
- Ease of use
- Single Point of Contact
- One monthly bill based on usage
- One set of contracts
- Local partner
- Trusted partner
- HELPdesk



- Increasing use of SaaS
- X as a Service
- Increasing standardisation
- Pay as you Go

- The end of Hybrid Computing?
- “Grip op de Zaak”!

QUESTIONS?

ANSWERS!

