Cloud for CIOs: An emotional story

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October 2012
Cloudsourcing
Outsourcing
Consulting
Engineering
Healthy
There are at least 3 reasons why people are willing to pay or buy more:
They don’t know how to solve a problem
They are not in the mood to deal with it.
There is not enough time to take care of it.
Megatrend:

„Megatrends (…are) large social, economic, political, and technological changes (…), they influence us for some time – between seven and ten years, or longer.“

John Naisbitt
Public Cloud Market

Virtual Private Cloud Market

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Cloud Computing?
Risk = Damage x Probability
To be involved in a plane crash:

To get killed: \[
\frac{1}{5.400.000}\]

\[
\frac{1}{9.200.000}
\]

planecrashinfo.com
To win the Austrian lottery:

To Win the Slovenian lottery:

1

8,100,000

1

15,381,000
There are countless reasons, why something may not work.
“Cloud Services are unreliable. I want to keep our data close to us”
“I can‘t set half of a SysAdmin free”
“The migration costs me more than I would save with that Cloud Service”
“The US government will sneak into my data and will steal my intellectual property”
Why all this whining?
Sales

is important...
...but Trust is everything
Cloud!

On-Premise?
"The essence of strategy is choosing what not to do."

Michael Porter, Professor, Harvard University
CIOs aren’t dumb – they are just cautious.
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