

# Software-Defined IT

ROMA 6 aprile 2017

SGM Centro Congressi - Via Portuense, 741

Si parlerà di:

**SOFTWARE-DEFINED IT,  
IPERCONVERGENZA E CLOUD:  
PRONTI? VIA!**

Con la partecipazione di:



Primo Bonacina, Managing Partner

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**Primo Bonacina**, Managing Partner, PBS – Primo Bonacina Services

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# Primo Bonacina: IT e Digital dal 1984



# Di cosa mi occupo: Agility



# Da dove iniziamo?

# DIGITAL disruption

# Conoscete il termine «Digital Disruption»?



## Parliamone con il CTO di AWS

# What does “Digital” really mean?



# Turning “Data” into “business value” ... through “Software”



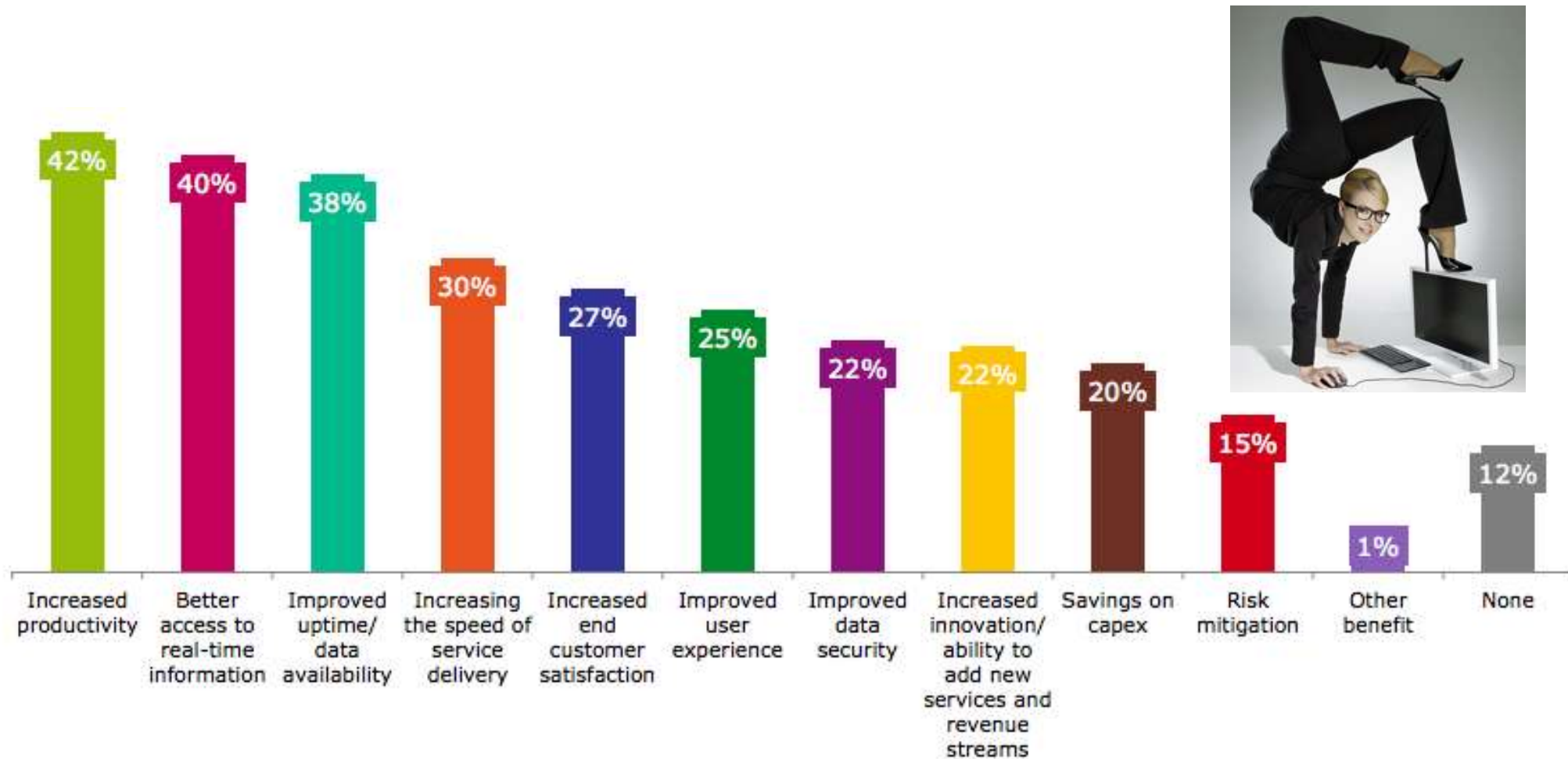


The **faster** you get **new ideas** to market,  
The **better** you **collect, analyze and predict data**  
The **quicker** you react to **customer feedback**,  
**The more successful you are.**



# Quindi perché Software-Defined IT e Cloud?

## La risposta: **agility!**



**Figure 14:** "Which of the following do you perceive as the biggest potential benefits of SDN technologies?" – asked of all (500 respondents)



The #1 only, ready-to-run,  
measurable consultancy firm

The diagram illustrates the Amazon Web Services (AWS) cloud ecosystem. At the center is a cloud labeled "amazon web services" with the AWS logo. Surrounding this central cloud are several service categories, each with specific offerings:

- STORAGE:** Amazon Simple Storage Service (S3), Amazon Elastic Block Store (EBS).
- COMPUTE:** Amazon Elastic Compute Cloud (EC2), Amazon Elastic MapReduce.
- DATABASE:** Amazon Relational Database Service (RDS), Amazon SimpleDB.
- NETWORKING:** Amazon Virtual Private Cloud (VPC), Amazon Cloud Direct Connect (DC), Amazon CloudFormation (CF).
- CONTENT DELIVERY:** Amazon CloudFront.
- DEVELOPMENT & MANAGEMENT TOOLS:** AWS Suite for Amazon, AWS Management Console.
- IDENTITY & ACCESS MANAGEMENT:** Amazon Identity and Access Management (IAM).
- ON-DEMAND WORKFORCE:** Amazon EC2 Spot Instance.

Below the cloud, a globe represents the Internet, with lines connecting the cloud services to the globe, indicating global availability and connectivity.

# Lo Studio «State of the Cloud and SDDC» (Hytrust, H2 2016)



## The State of the Cloud and Software-Defined Data Center (SDDC) 2016



**125 C-Level Executives** (CEO, CFO, CIO, CTO, CISO/CSO);

**125 VP-level Business/Tech Executives** (VP, SVP, EVP)

Plus, 10% IT Directors, 20% IT Managers, 20% Systems/Network Admins & Engineers

100 Large Enterprises (1000+ employees); 400 SMBs/Mid-Sized Enterprises (250+ employees)

Study conducted by HyTrust Inc.

# Cloud e SD IT: cosa c'è di buono

## ISSUES & TRENDS:

CLOUD & SOFTWARE-DEFINED COMPUTING

### Positive trend indicators:

70%



Increased adoption



60%



Faster deployment



50%



Greater tangible benefits  
and ROI

# Cloud e SD IT: in quali aree?

Usage will increase for...

**55%**

Storage  
virtualization



**50%**

Network  
virtualization

**50%**

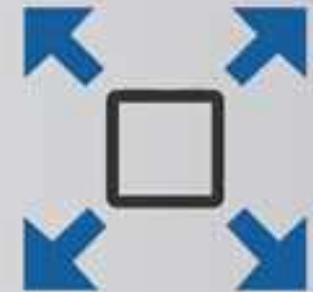
Public Cloud

**40%**

Hyper-converged  
infrastructure

**40%**

Workloads traversing  
Hybrid Clouds



# Cloud: le preoccupazioni

## #1 Concern of business and IT professionals: Security.



**67%** say security will slow down migration



**55%** believe there'll be more data breaches and other security problems

**70%** expect more or the same amount of internal compliance and auditing issues

**In fact,** the biggest security gap holding organizations back is the perception of inadequate security, or the fear that it's not as strong as physical data center security (**52%**), while, on the other hand, **44%** say the problem is split between a lack of solutions, immaturity of offerings, and interoperability issues.



**However...** **70%** say security will be less of an obstacle



## Security will be key public sector cloud adoption driver by 2018, predicts Gartner



Caroline Donnelly  
Datacentre Editor

20 Jan 2016 15:36

Gartner predicts that by 2018 government agencies will be citing security as a reason to move to public cloud rather than to stay away from it



Better security will be the main reason by 2018 why government agencies decide to use the public cloud, Gartner predicts.

The market watcher says that over the next two years the cost and business agility perks of moving to the public cloud will pale in comparison to the security benefits government agencies stand to gain by using off-premise technologies.

THIS ARTICLE COVERS

IaaS

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# L'infrastruttura è pronta per il Software-Defined IT?



**Software-defined data center  
gaining mainstream adoption.**

## Workloads/services already virtualized:



**45%**



Mission Critical Servers

**55%**



Active Directory/Directory

**55%**



Network

**55%**



Storage

**60%**

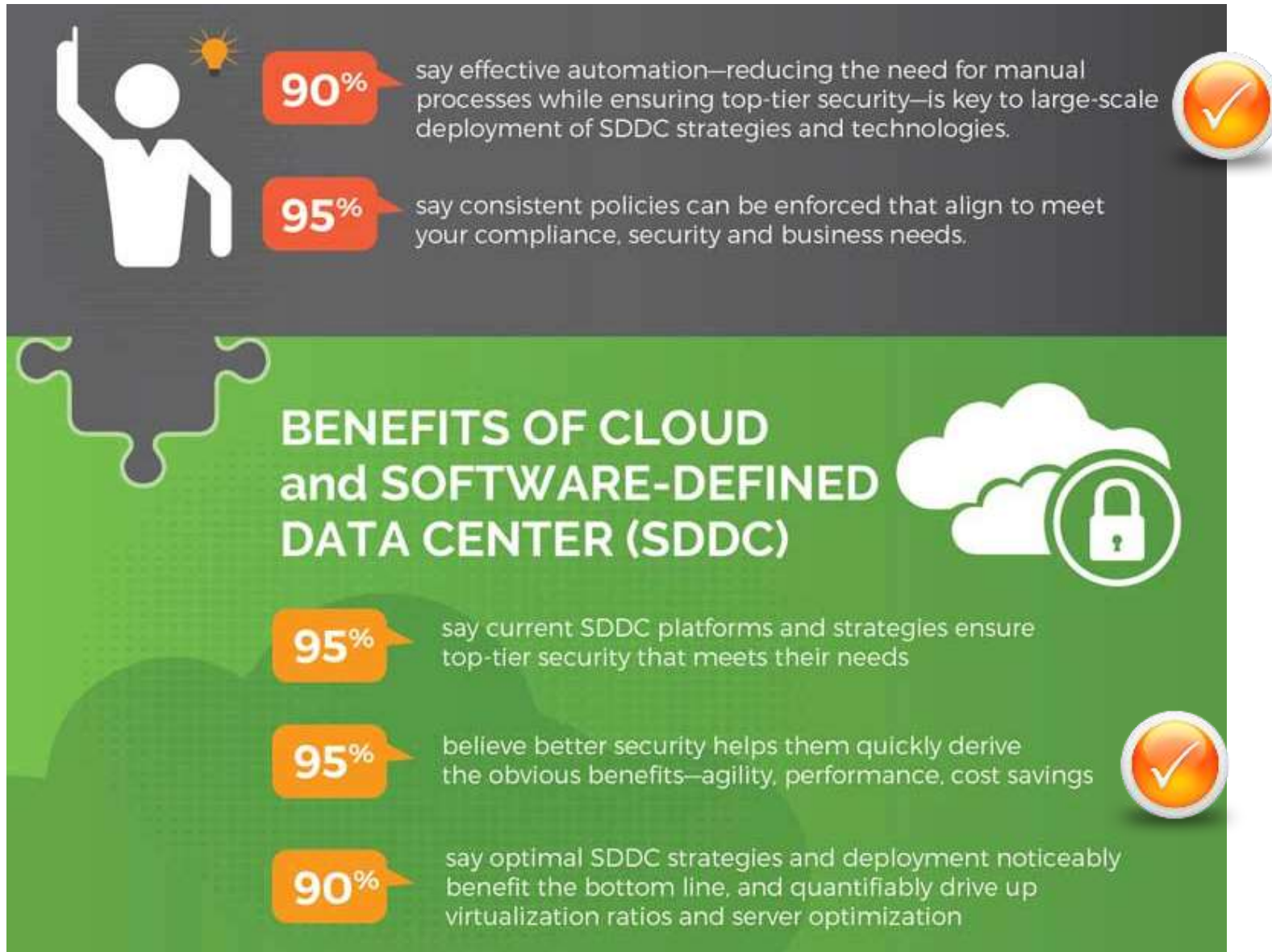


Test/Dev Servers



**Broad adoption across multiple  
disciplines and vertical industries.**

# Software-Defined = automazione



# Passare a Cloud e SD IT implica una migrazione



## Top 3 concerns during migration:

60%



Data breach

60%



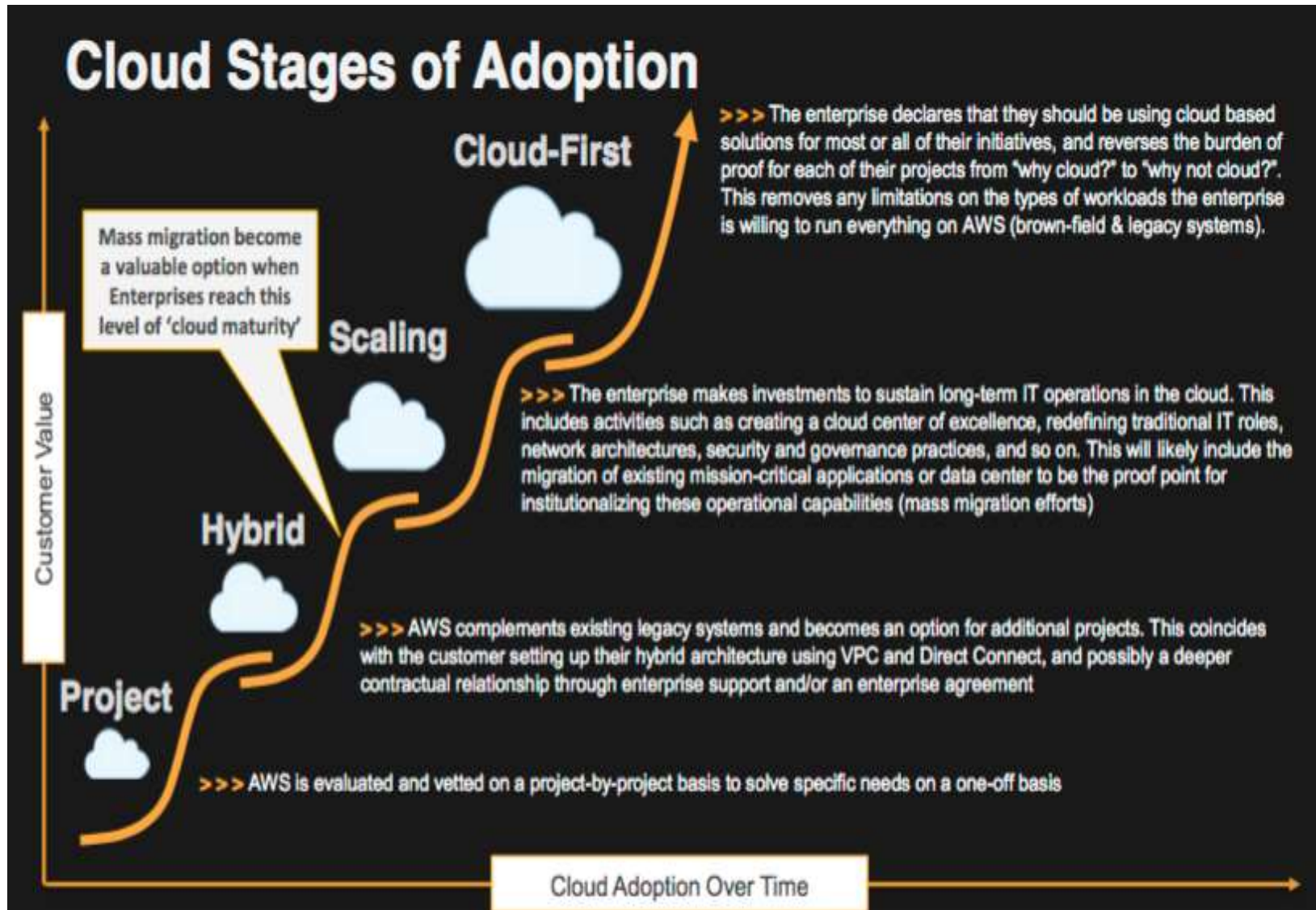
Infrastructure-wide  
security & control

55%

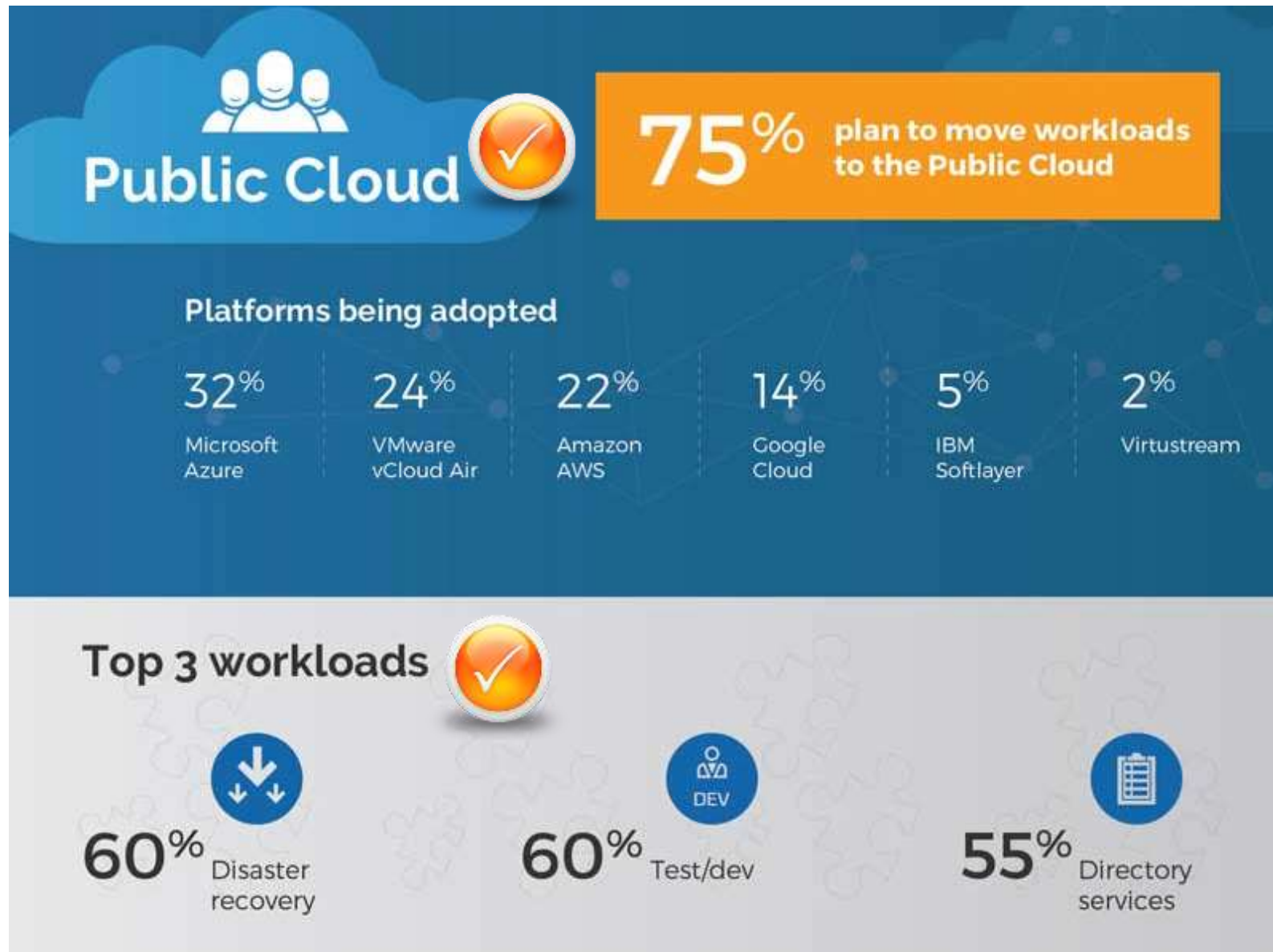


Effective monitoring  
and visibility

# Il passaggio al Cloud è quindi un percorso (fonte: AWS)



# Siamo pronti per il Public Cloud?



# Cloud soprattutto vorrà dire governance

**InfoWorld**  
FROM IDG



## CLOUD COMPUTING

By [David Linthicum](#) | [Follow](#)

### The second cloud wave is upon us,



*Credit: World Surf League*

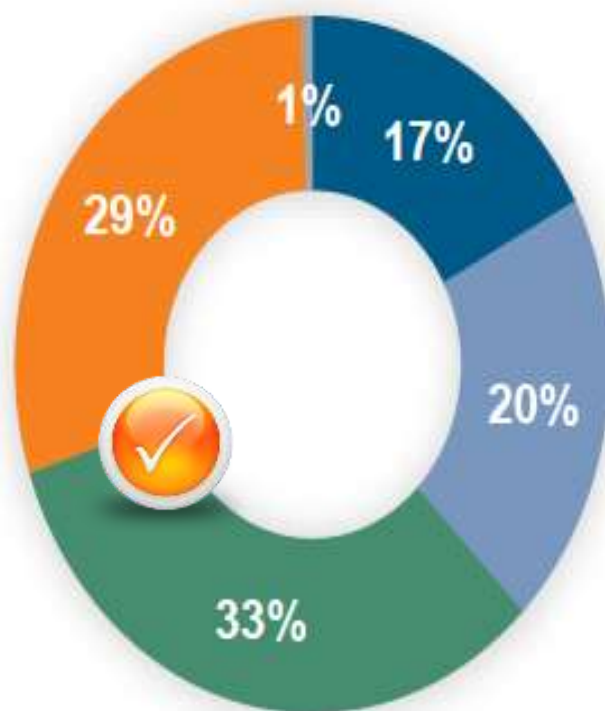


Enterprise cloud workloads should hit the 10 percent mark in 2018, and we'll need new management and governance tools to make it all work

# Ormai è chiaro che indietro non si torna

## Nearly 1/3 have a formal digital transformation strategy

Digital Transformation is the investment in new digital technologies and processes to not only more effectively engage customers, partners or employees, but also cut costs.



■ We currently have no digital transformation strategy

■ We are considering it, but have no formal plans

■ We are in the planning stage - researching to form our digital transformation strategy

■ We have a formal strategy and are actively digitizing our business processes and technologies

■ Don't Know

Which of the following best describes your organization's status with regards to a Digital Transformation effort?

451

Research

# Il ruolo chiave del CIO (fonte: McKinsey)



Discover how the involvement of CIOs in business strategy can increase IT performance in McKinsey & Company's newest survey.

Mc

**W**hen CIOs play an active role in business strategy, IT performance on a wide range of functional and business tasks improves. But in McKinsey's latest survey on business technology,<sup>1</sup> few executives say their IT leaders are closely involved in helping shape the strategic agenda, and confidence in IT's ability to support growth and other business goals is waning. Moreover, IT and business executives disagree strongly on the function's overall priorities—though both sides agree on the need for better data and analytics talent, a challenge that has grown in importance since the previous survey. The results suggest that closing the gap to engage more CIOs in strategy discussions could deliver business benefits and address widespread concerns over IT effectiveness.



2.

3.

# Ma, nel Management board, priorità e linguaggi possono naturalmente differire

## First step - align on the Outcome

	Priority
CEO	Competitive advantage Save money
CIO	Business alignment Move faster, more efficiency
CFO	Improved cash flow Save money
CMO	Respond to market changes More experimentation, better analytics
CISO	Visibility, auditability, control
CRO	Get more products to market Move faster, more efficiency

# Quali le **priorità** assegnate dal board al CIO?



57%

Increasing operational  
**efficiencies**

56%

Improving business  
**processes**

41%

Cyber Security

# Le priorità possono differire

## Cyber security Priority

#1

priority for  
technology &  
security leaders

#5

priority for c-suite

Source: Economist Intelligent Unit Survey, 2016

# Le priorità possono differire

Technology Leaders #1  
priority for protection  
against cyber attack:

**Data**

C-Suite #1 priority for  
protection against  
cyber attack:

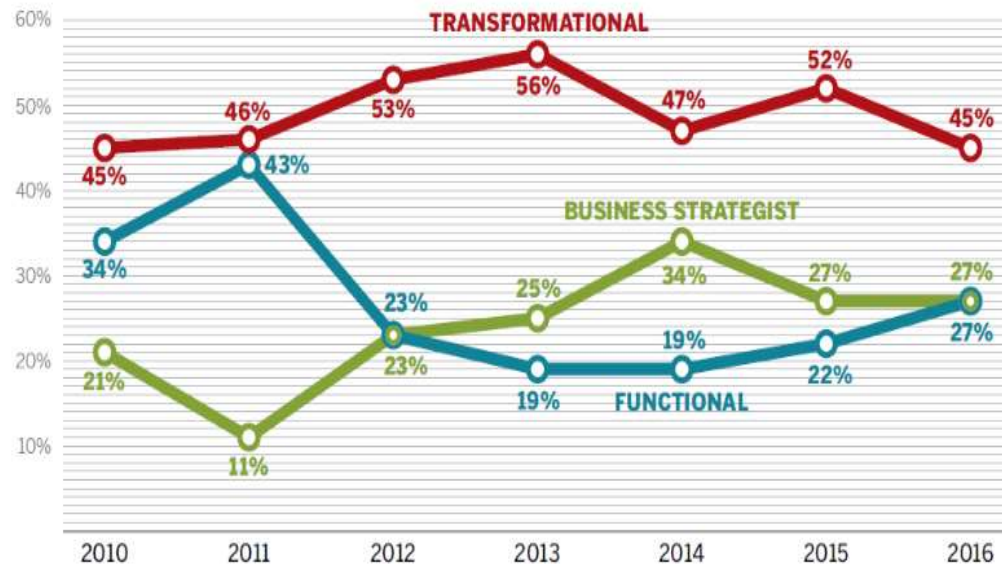
**Reputation**

Source: Economist Intelligent Unit Survey, 2016



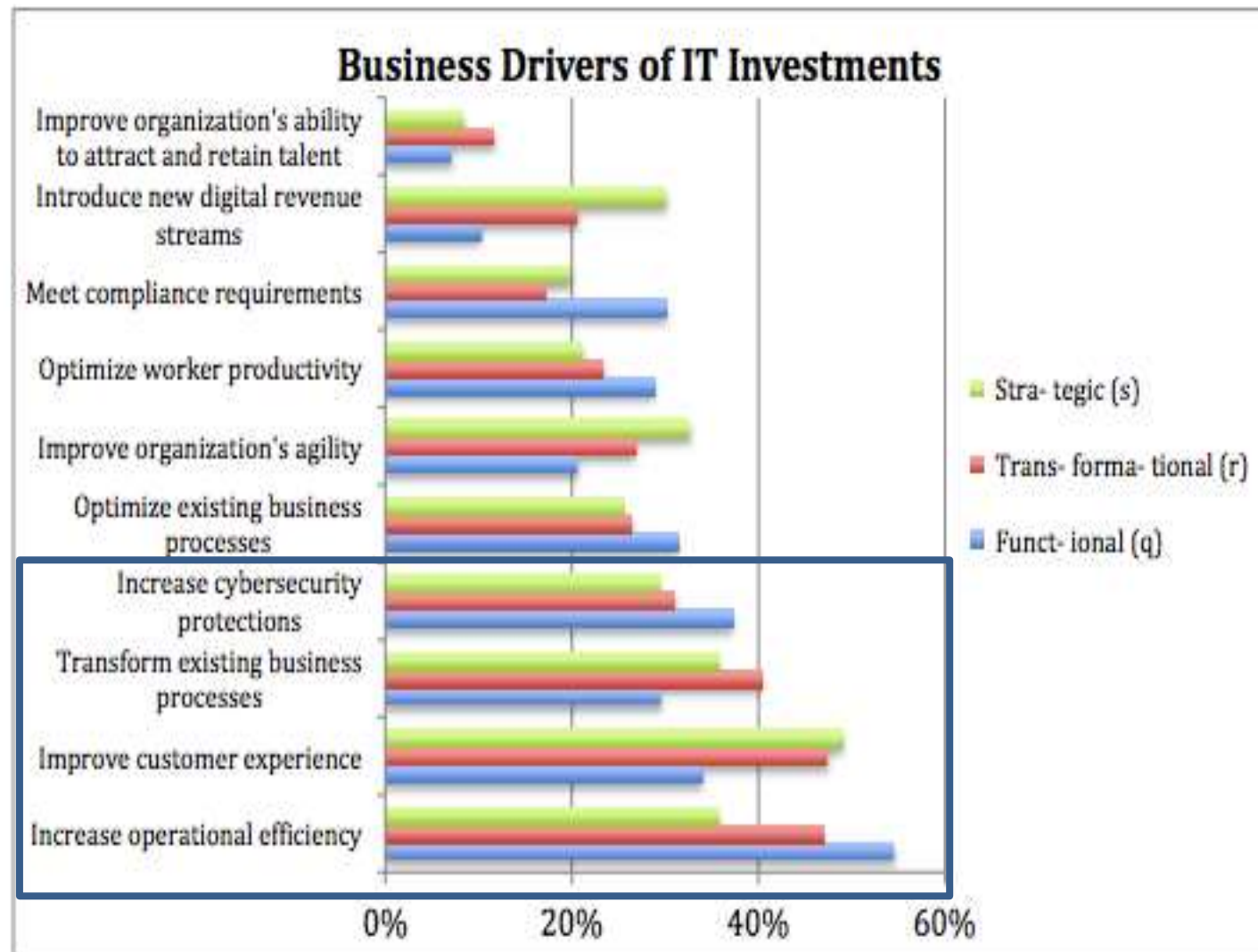
# Il ruolo chiave del CIO

- ✓ **Strategic** – spending most of their time on strategy, growth and innovation activities
- ✓ **Transformational** – focused primarily on implementing new systems and architectures, leading change efforts and aligning IT with business goal
- ✓ **Functional** – managing expenses, security and IT crises, and improving IT operations



Source: 2016 State of the CIO Survey

# Come i CIO spendono il loro *share of mind/time/money*



Attenzione: il CIO non è più il solo a spendere in IT (fonte: Gartner), e non stiamo parlando di “Shadow IT” ...



## Yes, CMOs Will Likely Spend More on Technology than CIOs by 2017

By [Jake Sorofman](#) | September 20, 2016 | 2 Comments

By 2017, CMOs will spend more on technology than CIOs.

This now-famous prediction was made several years ago by my former Gartner colleague [Laura McLellan](#).

At the time, it was polarizing, to say the least. Depending on who you asked, it was either highly provocative or wholly outrageous. And, according to our latest research, probably right on target!

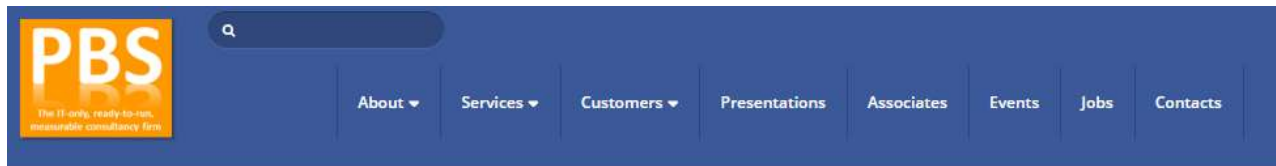


Gartner's soon-to-be-published annual CMO spend survey suggests that, for 2016, CMOs allocated **3.24%** of revenue to technology spending, which is very close indeed to the **3.4%** of revenue CIOs earmark for IT.

This is an important finding.

It suggests that [marketing technology](#), once a relatively narrow and specialized adjunct to enterprise IT, is now garnering investment nearly equivalent to the core systems that run the business.

Grazie di tutto e vi aspetto su  
<http://www.primobonacina.com/tag/software-defined/>



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