The **CIO paradigm**

Business priorities

- ✓ Deliver business results to shareholders
- ✓ Improve customer satisfaction & innovate
- ✓ Cut/maintain costs
- ✓ Keep us competitive
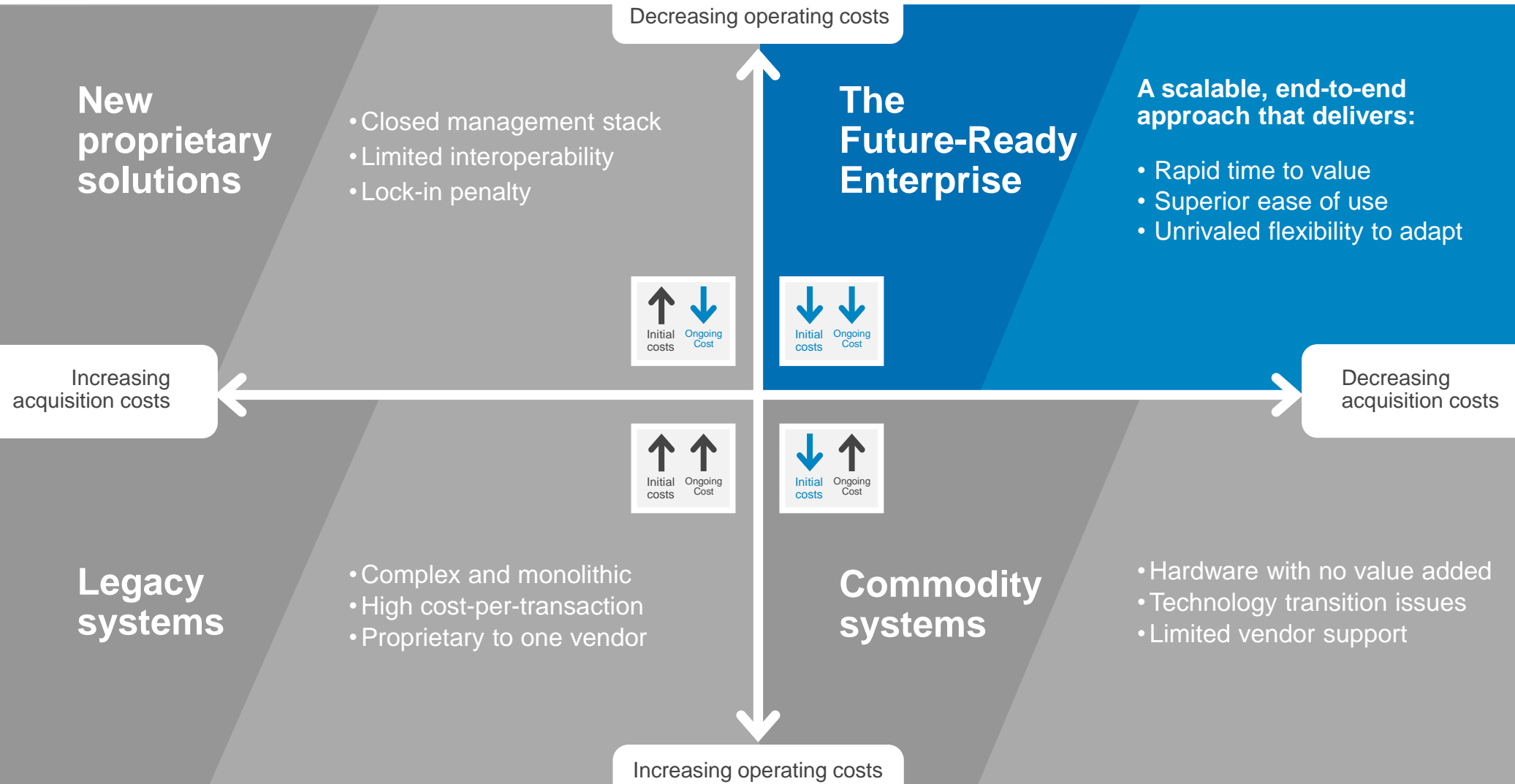- ✓ Improve employee productivity

Technology priorities

"Keeping the lights on"

- ✓ Manage current workloads
- ✓ Application rationalization
- ✓ HW updates & migrations
- ✓ Reduce costs
- ✓ Protect our data

Accelerating the business"

- ✓ Optimize workloads
- ✓ Software-defined X
- ✓ Utilize new IT benchmarks
- ✓ Deliver ubiquitous mobility
- ✓ Implement cloud computing

Which approach gives you **better results?**

Decreasing operating costs

New proprietary solutions
- Closed management stack
- Limited interoperability
- Lock-in penalty

The Future-Ready Enterprise
A scalable, end-to-end approach that delivers:
- Rapid time to value
- Superior ease of use
- Unrivaled flexibility to adapt

↑ Initial costs ↓ Ongoing Cost

↓ Initial costs ↓ Ongoing Cost

Increasing acquisition costs

Decreasing acquisition costs

↑ Initial costs ↑ Ongoing Cost

↓ Initial costs ↑ Ongoing Cost

Legacy systems
- Complex and monolithic
- High cost-per-transaction
- Proprietary to one vendor

Commodity systems
- Hardware with no value added
- Technology transition issues
- Limited vendor support

Increasing operating costs

Now you can **synthesize** traditional and new IT

Traditional IT

Support traditional IT applications and architectures with efficient and scalable virtualization-based cloud solutions
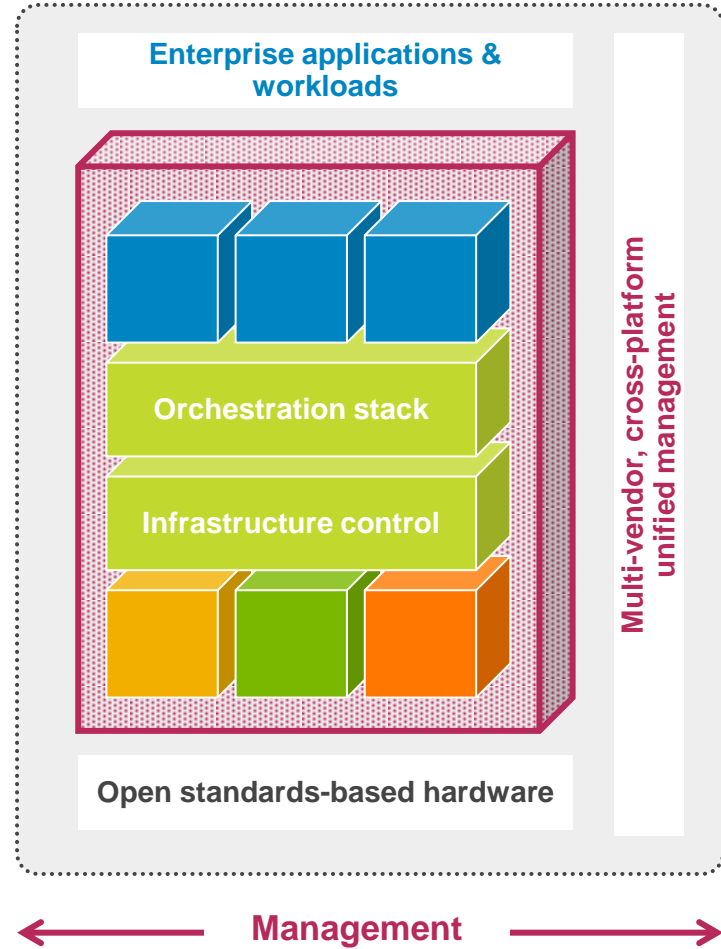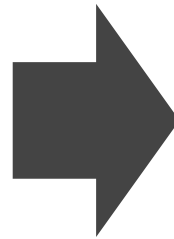
New IT

Support new IT applications and architectures with efficient, scale-out, hyperscale- inspired cloud solutions

Future-Ready IT

A common compute-centric, software-driven platform for traditional and new
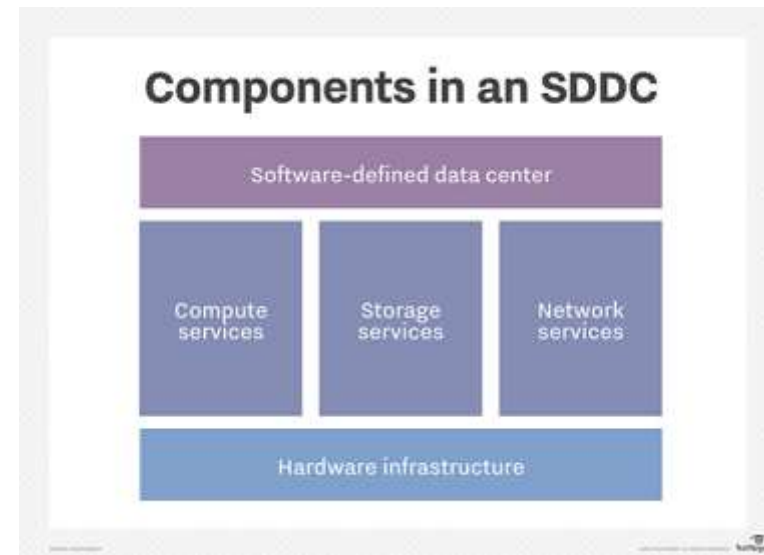
Shift your focus from infrastructure to service

Management

Server

Storage

Networking

Software

IT silos

Enterprise applications & workloads

Orchestration stack

Infrastructure control

Open standards-based hardware

Multi-vendor, cross-platform unified management

Management

Definition: What is a Software-defined Data Center (SDDC)?

" *SDDC is an IT infrastructure that extends **virtualization concepts** such as abstraction, pooling, and automation to **all of the data center's resources** and services in order to achieve IT as a service (ITaaS).*

*In a software-defined data center, **all elements of the infrastructure** — compute, storage and networking – **are virtualized, automated and maintained by software** allowing IT to be delivered as a service. A software-defined data center is the foundation of an organization that is Future Ready.* "

Components in an SDDC

Software-defined data center		
Compute services	Storage services	Network services
Hardware infrastructure		

SDDC delivers needed **agility and efficiency**

Any application			Any application	
Management platform			Virtualization platform	
Integrated x86			Any x86	
Integrated storage			Any storage	
Vendor-specific network			Any IP network	

Benefit	Hardware-defined (HDDC)	Software-defined (SDDC)
Innovation	**Slow** Long hardware/ASIC cycles	**Fast** Rapid software innovation
Flexibility	**No** Lock-in	**Yes** Choice of infrastructure
Ease of insertion/ deployment	**Low** Requires forklift upgrade	**High** Non-disruptive

What is a hyperconverged infrastructure?

Hyperconverged solutions solve the challenges of traditional IT infrastructures, by putting all of the separate pieces together. They combine compute, storage and networking into a single server, which dramatically simplifies the infrastructure stack.

Physical servers	Traditional infrastructure	Hyperconverged infrastructure

Physical servers

Server

Application 1

Storage (DAS)

Server

Application 2

Storage (DAS)

Traditional infrastructure

Servers (Hypervisor)

Network

Storage (SAN)

Hyperconverged infrastructure

Servers + Storage + Network

Hypervisor

The tangible benefits of (Hyperconverged) SDDC

1 Gain business agility with faster service delivery

2 Minimize and contain cost

3 Ease maintenance, changes and updates

4 Improve user experience through standardization

5 Application optimized infrastructure

6 Automate IT processes, saving time and resources

58% reduced TCO over five years

510% average ROI over five years

7.5 month payback period

71% less management time

If the software manages everything, why is hardware still important?

Enabling SDDC in **your** data center

1 **Prioritize SDDC plans**
Watch for business needs that require flexibility, "carving out" of resources, and rapid, dynamic response

2 **Maintain agility**
Stay open so you can leverage the technology you want, when you want

3 **Choose the right partner**
Ensure your solution provider is committed to your needs, so when challenges arise, your outcome is assured

Top recommendations to ensure SDDC success

"New skills and a cultural shift in the IT organization are needed to ensure this (SDDC) approach delivers results for the business."

Dave Russell, Gartner*

1 New processes and culture in place

2 The right skills and training

3 Start now; plan ahead! Implement in phases

4 Ensure compatible technologies

5 Mitigate vendor lock-in

Il Cloud è una delle chiavi per la Digital Transformation (fonte: AWS)

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

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

Cloud e SD IT: in **quali aree?**

Usage will increase for...

55% Storage virtualization

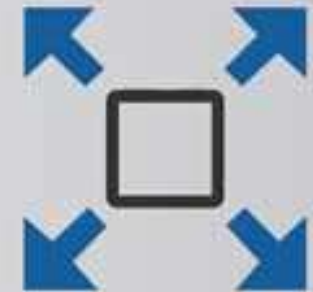**50%** Network virtualization

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

Cloud: le **preoccupazioni svaniscono?**

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

THIS ARTICLE COVERS

IaaS ➤

RELATED TOPICS

Clustering for high availability and HPC

Datacentre backup power and power distribution

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.

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La vostra 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

90% say effective automation—reducing the need for manual processes while ensuring top-tier security—is key to large-scale deployment of SDDC strategies and technologies.

95% say consistent policies can be enforced that align to meet your compliance, security and business needs.

BENEFITS OF CLOUD and SOFTWARE-DEFINED DATA CENTER (SDDC)

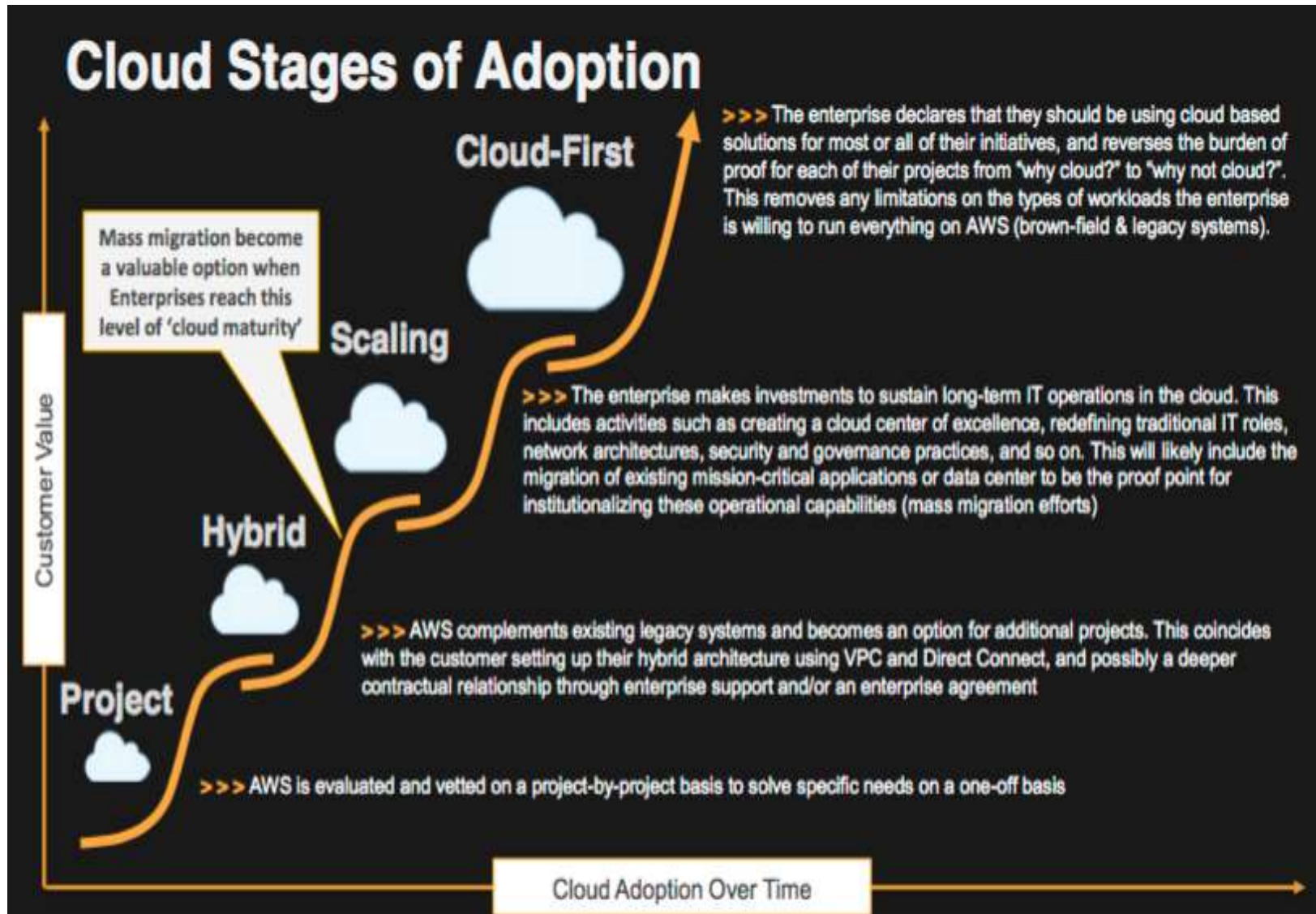95% say current SDDC platforms and strategies ensure top-tier security that meets their needs

95% believe better security helps them quickly derive the obvious benefits—agility, performance, cost savings

90% say optimal SDDC strategies and deployment noticeably benefit the bottom line, and quantifiably drive up virtualization ratios and server optimization

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

Cloud Stages of Adoption

Cloud-First — >>> The enterprise declares that they should be using cloud based solutions for most or all of their initiatives, and reverses the burden of proof for each of their projects from "why cloud?" to "why not cloud?". This removes any limitations on the types of workloads the enterprise is willing to run everything on AWS (brown-field & legacy systems).

Mass migration become a valuable option when Enterprises reach this level of 'cloud maturity'

Scaling — >>> The enterprise makes investments to sustain long-term IT operations in the cloud. This includes activities such as creating a cloud center of excellence, redefining traditional IT roles, network architectures, security and governance practices, and so on. This will likely include the migration of existing mission-critical applications or data center to be the proof point for institutionalizing these operational capabilities (mass migration efforts)

Hybrid — >>> AWS complements existing legacy systems and becomes an option for additional projects. This coincides with the customer setting up their hybrid architecture using VPC and Direct Connect, and possibly a deeper contractual relationship through enterprise support and/or an enterprise agreement

Project — >>> AWS is evaluated and vetted on a project-by-project basis to solve specific needs on a one-off basis

Customer Value

Cloud Adoption Over Time

Passare a Cloud e SD IT implica una **migrazione**

Siamo pronti per il **Public Cloud?**

Public Cloud

75% plan to move workloads to the Public Cloud

Platforms being adopted

32%	24%	22%	14%	5%	2%
Microsoft Azure	VMware vCloud Air	Amazon AWS	Google Cloud	IBM Softlayer	Virtustream

Top 3 workloads

60% Disaster recovery

60% Test/dev

55% Directory services

Cloud vuol 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

Una provocazione: i «mal di testa» del Cloud

[Infoworld] It's hangover time for enterprise cloud computing

September 30, 2017 / Cloud

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A new report from 451 Research shows that IT pros are dissatisfied with the service they get and with the difficulty of cloud migrations

Now that enterprises have done serious work in the cloud, they're a bit unhappy with their cloud technology providers. It turns out that migrations are not so easy, and service levels aren't what they expect.

According to a recent report by 451 Research, **three quarters of organizations are willing to pay a premium for enhanced services from their cloud technology providers.** Just under half (48.7 percent) of the 600 IT pros polled said they would pay to enhance their security, 43.3 percent said they would pay extra for guaranteed uptime and performance metrics, 33.6 percent would pay more for enhanced customer service, and 26.4 percent would pay more for enhanced operational management.

IT shops were also dissatisfied with the security services they were getting in their cloud services; only 38.8 percent were satisfied. But such services were important to more than half (58.1 percent) of those polled.

Only one in five respondents said their cloud technology vendors met their expectations for migrating workloads to and from on-premises platforms.
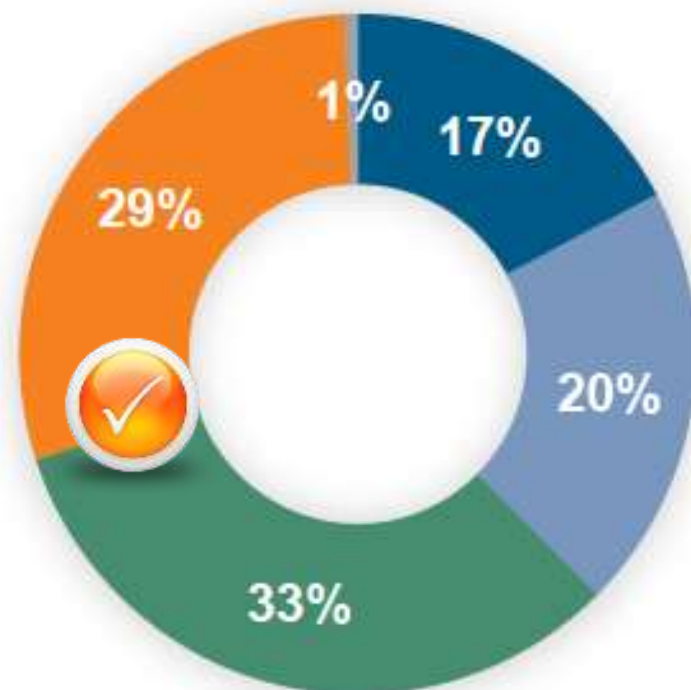
E' chiaro che **indietro non si torna**

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.

1% 17%

29%

20%

33%

- 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)

Why CIOs should be business-strategy partners

By Pedja Arandjelovic, Libby Bulin, and Naufal Khan

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

When 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,[1] 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.

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

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 e restiamo in **contatto**