CloudingSMEs Toolbox:
Overview & Demo

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CLOUD Workshop

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CloudingSMEs Toolbox:
Strategic Considerations Scorecard

Currently Localized Content in EN, DE (planned ES, IT, EL, FR)

Strategic Tool Scope / Case

WHO: Medium to Large SME with some IT knowhow & infrastructure

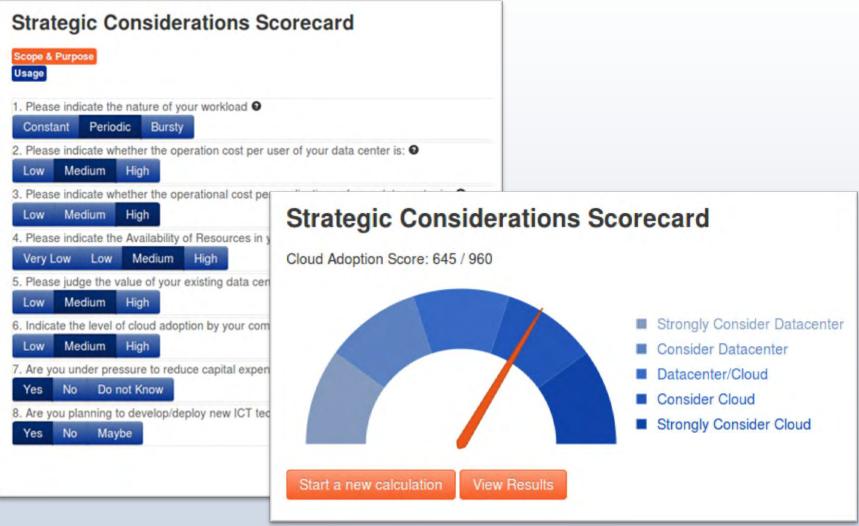**CASE**: heard about the cloud – need to evaluate potential move

The tool provides guidance based on the business / IT needs and current status of the SME

Involved stakeholders:
* Director/CEO
* "IT Director"

Requires knowledge of the SME's strategic goals, current IT status, and business environment

Should I move to / extensively use the cloud?
The tool provides guidance based on needs/status at a high level (strategic view)

http://www.cloudingsmes.eu

TCO Live Demo

Strategic Considerations Scorecard

Scope & Purpose
Usage

1. Please indicate the nature of your workload
   Constant | Periodic | Bursty

2. Please indicate whether the operation cost per user of your data center is:
   Low | Medium | High

3. Please indicate whether the operational cost pe...
   Low | Medium | High

4. Please indicate the Availability of Resources in y...
   Very Low | Low | Medium | High

5. Please judge the value of your existing data cen...
   Low | Medium | High

6. Indicate the level of cloud adoption by your com...
   Low | Medium | High

7. Are you under pressure to reduce capital expen...
   Yes | No | Do not Know

8. Are you planning to develop/deploy new ICT tec...
   Yes | No | Maybe

Strategic Considerations Scorecard

Cloud Adoption Score: 645 / 960

- Strongly Consider Datacenter
- Consider Datacenter
- Datacenter/Cloud
- Consider Cloud
- Strongly Consider Cloud

Start a new calculation | View Results

http://www.cloudingsmes.eu

CloudingSMEs Toolbox:
Cloud Security Scorecard

Currently Localized Content in EN, DE (planned **ES**, IT, EL, FR)

Security Scorecard Scope

WHO: SME with security concerns (e.g. handling medical, financial, customer data)

CASE: SME wants to select among 2 or more potential vendors and needs to assess their security conformance
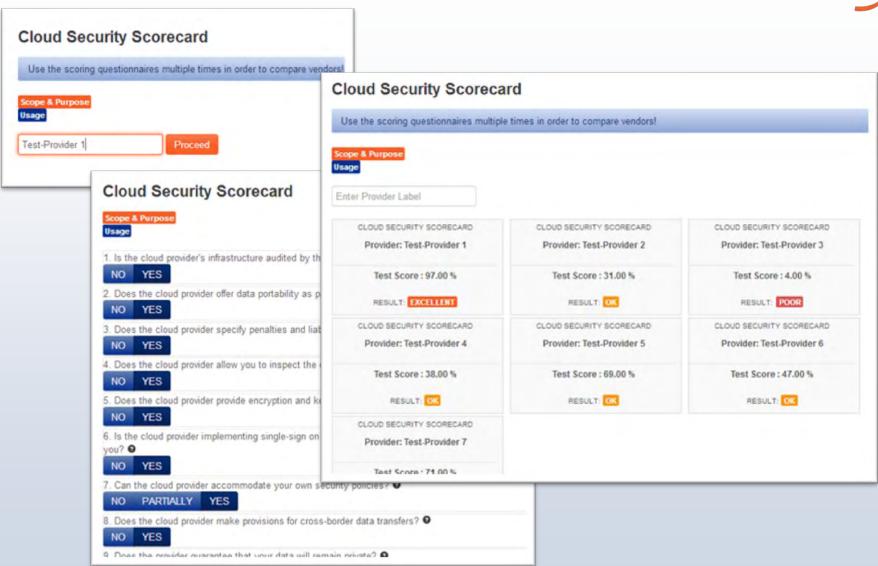
The tool provides guidance on how to compare and allows visual side by side assessment

Involved stakeholders:
- "IT Director"
- "Procurement manager"

How can I compare these vendors in terms of security?
The tool provides a set of questions, whose answers help compare alternatives

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Security Scorecard Live Demo

CloudingSMEs Toolbox:
TCO/ROI Calculator

Currently Localized Content in EN, DE (planned ES, IT, EL, FR)

TCO Tool Scope / Case

Clouding SMEs

Person managing financials (CFO)

Other employee Involved (CTO)

Director (CEO)

User(s)

WHO: Medium to Large SME with "data center"

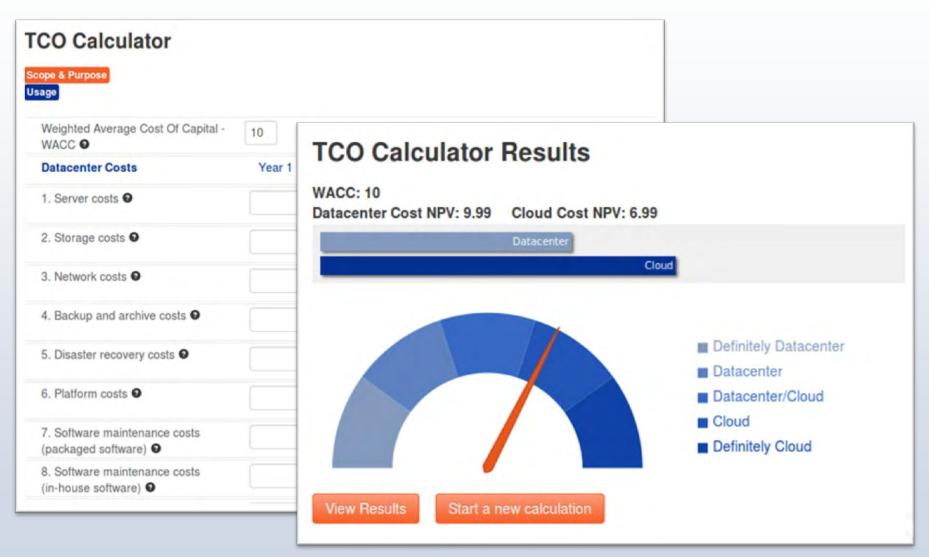**CASE**: New software system(s). Choice between:

(a) use/extend **in-house** data center

(b) use a **cloud-based** solution (e.g. virtual machines or software as a service)

Is the cloud option financially beneficial?
Calculate and compare costs in both cases. The tool provides guidance.

http://www.cloudingsmes.eu

TCO Live Demo

Upcoming Tools

- Guide on Service Level Agreements (SLA)
- Privacy / Data Protection Checklist
- Searchable catalogues for:
  - Service providers (with self assessment)
  - Cloud standards

- Cloud Primer section of the web site (?)

YOUR Participation

We need YOUR feedback!

- Help us understand your needs
- Give us feedback on desired tools / areas

Fill-in the survey and/or send us your thoughts

http://www.cloudingsmes.eu