



CloudingSMEs Toolbox: Overview & Demo

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CLOUD Workshop
Bologna, June 19th 2014



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)

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 per

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



CloudingSMEs Toolbox: Cloud Security Scorecard

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

Security Scorecard Scope



Involved stakeholders:

- “IT Director”
- “Procurement manager”

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

How can I compare these vendors in terms of security?

The tool provides a set of questions, whose answers help compare alternatives

Security Scorecard Live Demo



Cloud Security Scorecard

Use the scoring questionnaires multiple times in order to compare vendors!

Scope & Purpose

Usage

Test-Provider 1

Proceed

Cloud Security Scorecard

Scope & Purpose

Usage

1. Is the cloud provider's infrastructure audited by the provider?
NO **YES**
2. Does the cloud provider offer data portability as per the requirements?
NO **YES**
3. Does the cloud provider specify penalties and liabilities?
NO **YES**
4. Does the cloud provider allow you to inspect the logs?
NO **YES**
5. Does the cloud provider provide encryption and key management?
NO **YES**
6. Is the cloud provider implementing single-sign on for you?
NO **YES**
7. Can the cloud provider accommodate your own security policies?
NO **PARTIALLY** **YES**
8. Does the cloud provider make provisions for cross-border data transfers?
NO **YES**
9. Does the provider guarantee that your data will remain private?
NO **YES**

Cloud Security Scorecard

Use the scoring questionnaires multiple times in order to compare vendors!

Scope & Purpose

Usage

Enter Provider Label

| | | |
|---|--|---|
| CLOUD SECURITY SCORECARD Provider: Test-Provider 1 Test Score : 97.00 % RESULT: EXCELLENT | CLOUD SECURITY SCORECARD Provider: Test-Provider 2 Test Score : 31.00 % RESULT: OK | CLOUD SECURITY SCORECARD Provider: Test-Provider 3 Test Score : 4.00 % RESULT: POOR |
| CLOUD SECURITY SCORECARD Provider: Test-Provider 4 Test Score : 38.00 % RESULT: OK | CLOUD SECURITY SCORECARD Provider: Test-Provider 5 Test Score : 69.00 % RESULT: OK | CLOUD SECURITY SCORECARD Provider: Test-Provider 6 Test Score : 47.00 % RESULT: OK |
| CLOUD SECURITY SCORECARD Provider: Test-Provider 7 Test Score : 71.00 % | | |



CloudingSMEs Toolbox: TCO/ROI Calculator

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

TCO Tool Scope / Case



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.

TCO Live Demo



TCO Calculator

Scope & Purpose

Usage

Weighted Average Cost Of Capital - WACC

10

Datcenter Costs

Year 1

1. Server costs

2. Storage costs

3. Network costs

4. Backup and archive costs

5. Disaster recovery costs

6. Platform costs

7. Software maintenance costs (packaged software)

8. Software maintenance costs (in-house software)

TCO Calculator Results

WACC: 10

Datcenter Cost NPV: 9.99

Cloud Cost NPV: 6.99



- Definitely Datacenter
- Datacenter
- Datacenter/Cloud
- Cloud
- Definitely Cloud

View Results

Start a new calculation

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

