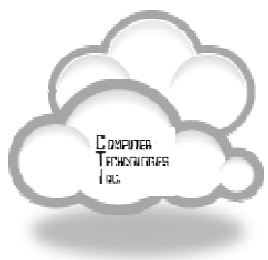


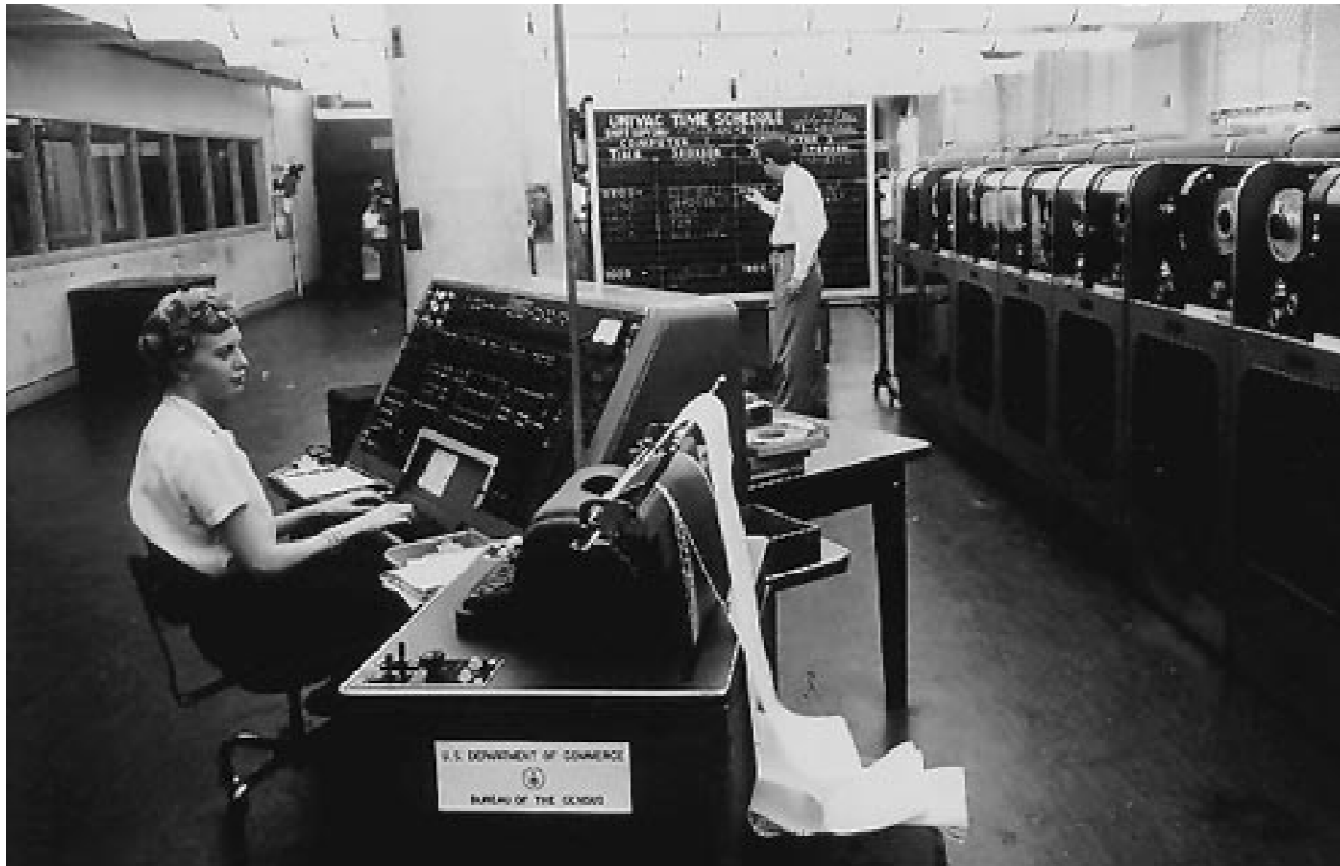
“How Cloud Computing Can Cut
Your IT Costs by *HALF*, Provide
Automatic Disaster Recovery and
Free You To Work from *Anywhere*
On *ANY Device...*”



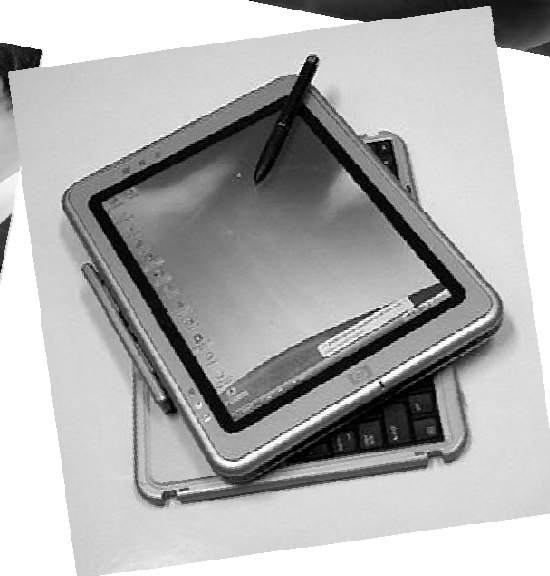
Burden's Wheel...



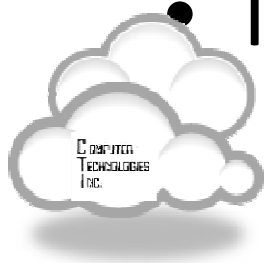
What does this have to do with technology?



What does this have to do with technology?



- What the heck IS Cloud Computing?
- Can I REALLY access the information from ANYWHERE?
- How does the cloud help with disaster recovery?
- What does the cloud cost?
- Benefits and potential problems?
- Is it right for my business?



My promise: NO GEEK SPEAK!!!!

What Is Cloud Computing?

- When we say cloud, we simply mean Internet

So....

- Cloud Computing simply refers to using computing resources that are located somewhere other than your office and are accessed through the Internet



Types of Cloud Solutions

- Point Solutions
 - Single solution to address a single issue
 - Non-strategic and usually sold on price
 - Google Docs, Office 365, Hosted Exchange
- Simple Solution or Package
 - Shared hosted services
 - Hosted Exchange + Sharepoint + File Storage
 - May include help desk



Types of Cloud Solutions - continued

- Small Business Offering
 - 1 – 2 applications on 1 – 2 servers
 - Dedicated servers
- Total Cloud Offering
 - Complete environment in the cloud and managed by your service provider
 - Includes all applications
 - Only solution that solves the whole problem



Drivers to Change

- How we acquire things
- How we use them
- Cost of distribution



**ENJOY THE
SHOW!**



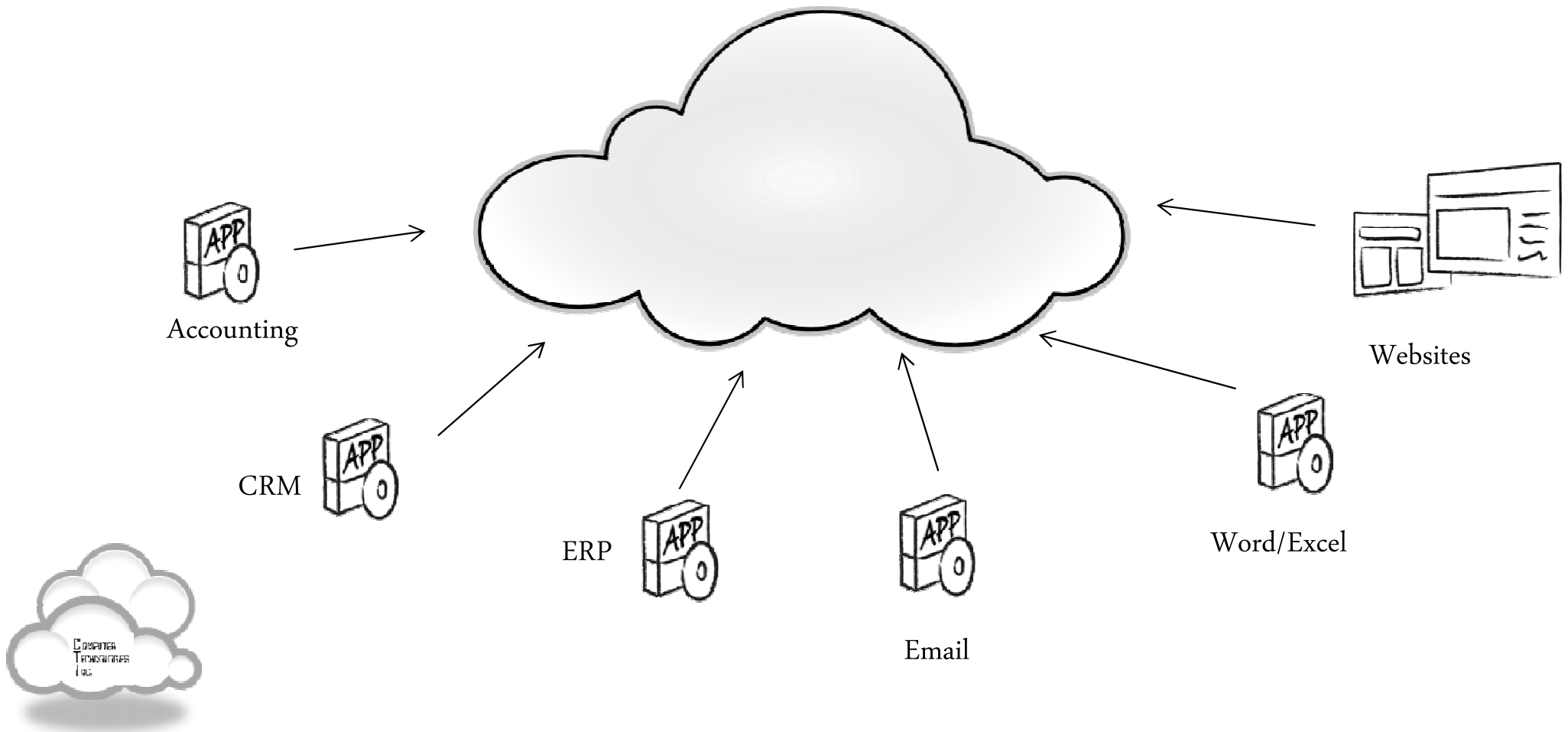
Evolution of Computing Value

- Shift from Device Specific to User Specific
 - Oriented around the user
 - Delivery counts more than the device
 - Multiple devices per user
 - Appliances – replace, not maintain
 - Choice
 - Always connected



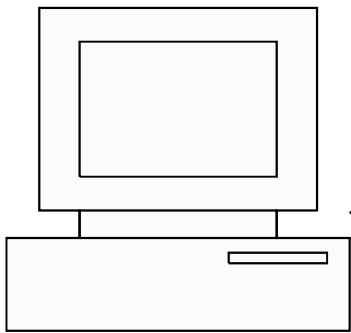
What goes in the cloud?

You can put all your business tools from email to critical business applications in the cloud...

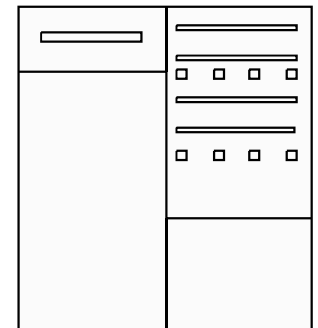
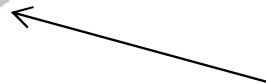
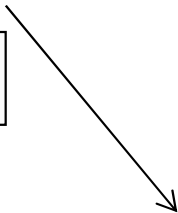


What goes in the cloud?

Both servers and desktops!



Desktops

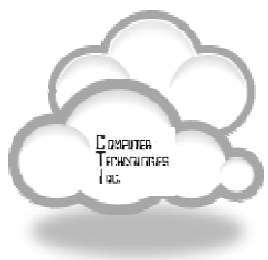


Servers



Flat IT

How much money you have to invest is no longer relevant – you just pay monthly for what you need right now. This levels the playing field and makes technology equally available to all.

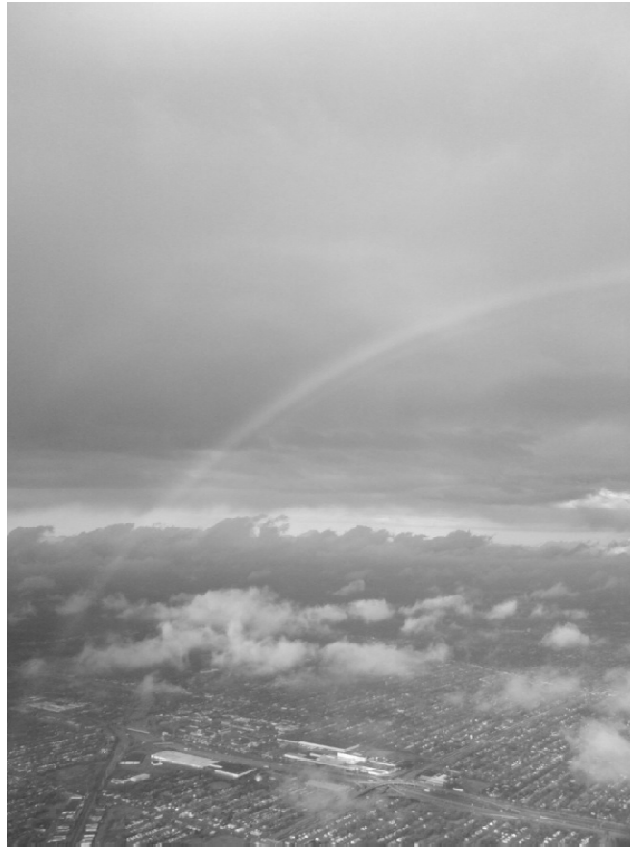


What do you need?

- Internet Connection – or two
- A device – or two or three



Working In The Cloud



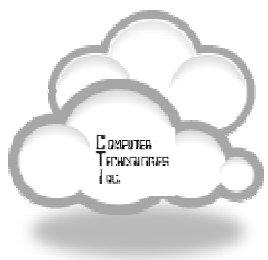
SE Michigan
December 2011



What If Disaster Strikes?

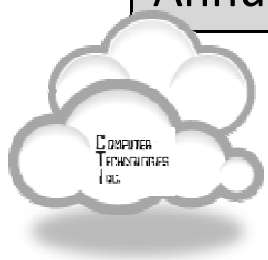


Joplin, Missouri
May 2011



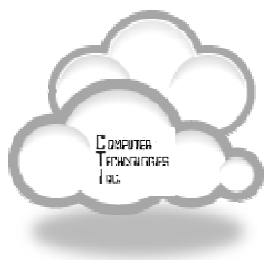
In House – Scenario 1

2 Servers 30 Users	Capital Expense	Operating Expense Monthly	Year One	Year Two	Year Three	
Maint Labor		4,000	48,000	48,000	48,000	
Server HW	9,000					
SW License	21,000					
Install Labor	6,000					
SW Assurance			5,119	5,119	5,119	
Connectivity		550	6,600	6,600	6,600	
Backup		500	6,000	6,000	6,000	
CapEx Load			12,000	12,000	12,000	
Annual Cost			77,127	77,127	77,127	231,380



Cloud Solution – Scenario 1

2 Servers 30 Users	Capital Expense	Operating Expense Monthly	Year One	Year Two	Year Three	
Cloud Install			2,500			
Cloud Solution Fees		3,300	39,600	39,600	39,600	
Connectivity		550	6,600	6600	6,600	
Desktop Support		700	8,400	8,400	8,400	
Cloud Annual Cost			57,100	54,600	54,600	166,300



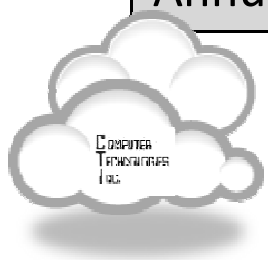
Show Me The Money- Scenario 1

2 Servers 30 Users	Year One	Year Two	Year Three	
In House Annual Cost	77,127	77,127	77,127	231,380
Cloud Annual Cost	57,100	54,600	54,600	166,300
Savings \$	20,027	22,527	22,527	65,080
Savings %	26%	29%	29%	28%



In House – Scenario 2

1 Server 7 Users	Capital Expense	Operating Expense Monthly	Year One	Year Two	Year Three	
Maint Labor		1,299	15,588	15,588	15,588	
Server HW 4 New PCs	10,250					
SW License Inc Office	3,170					
Install Labor	Included					
SW Assur & Annual AV			967	967	967	
Connectivity		200	2,400	2,400	2,400	
Backup		85	1,020	1,020	1,020	
CapEx Load			4,475	4,475	4,475	
Annual Cost			24,450	24,450	24,450	73,350



Cloud Solution – Scenario 2

1 Server 7 Users	Capital Expense	Operating Expense Monthly	Year One	Year Two	Year Three	
Cloud Install			1,500			
Cloud Solution Fees		1,500	18,000	18,000	18,000	
Connectivity		200	2,400	2,400	2,400	
Desktop Support		Included				
Cloud Annual Cost			21,900	20,400	20,400	62,700



Show Me The Money- Scenario 2

1 Servers 7 Users	Year One	Year Two	Year Three	
In House Annual Cost	24,450	24,450	24,450	73,350
Cloud Annual Cost	21,900	20,400	20,400	62,700
Savings \$	2,550	4,050	4,050	10,650
Savings %	10%	16%	16%	14%



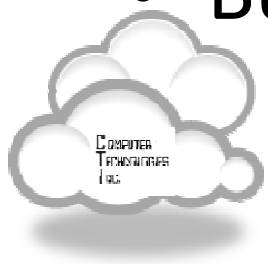
Additional Cost Savings

- Power
- Cooling
- Insurance
- Available space
- Repairs
- In-house labor
- Downtime



What are the Benefits?

- OpEx...pay as you acquire or consume resources
- Utility Pricing...pay for what you use
- Shift of Risk...to provider
- SMB = Big Boys
- Speed...implement, adapt, enable
- Scale...both up & down
- Focus on real core competencies
- Business outcomes



What are Potential Problems?

- Connectivity
- Security
- Existing investment
- Current IT staff
- Emotional
- Complete new learning curve
- Sounds easy, but it can be hard



Who is a Good Fit?

- Businesses with < 200 employees
- Sweet spot is 10 or more employees
- Multiple offices
- Variability in head count
- Remote workforce
- Focus on core competency
- Bad track record with IT



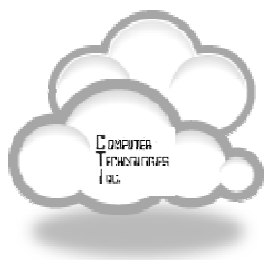
Reality

Your business can get a completely new computing platform closely aligned with your strategic and operating goals for the same price you are paying to maintain your old system.



FREE Cloud Readiness Assessment (\$695 Value!)

- Review your current network
- Internet Speed Connectivity Testing
- Determines if Cloud Is Right For You
- Gives you the “brutal facts” and a timeline



Is The Cloud Right For You?

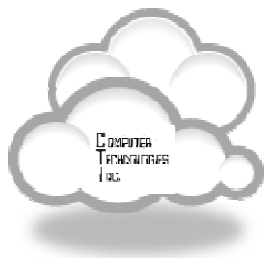
To Claim Your FREE Cloud Readiness Assessment
to see if
Cloud Is Right For You

File Out Appoint Request at:
http://www.cti-mi.com/cloud_assess

Call Me at 248-362-3800

Or

Email: Kim@cti-mi.com



(Because of time and staff limits we can only offer the FREE Assessment to the first 5 businesses, with at least 10 PCs and a server, who request an appointment)

Is The Cloud Right For You?

If You Are Not Ready For A Cloud Assessment
But Want To Find Out More:

Download My Business Guide:

FREE REPORT:

"5 Critical Facts Every
Business Owner Must Know
Before Moving Their
Network To The Cloud"

Discover What Most IT Consultants Don't
Know Or Won't Tell You About Moving
Your Company's Network To The Cloud

by Kimberly A. Mason
President, Computer Technologies, Inc.
www.cti-mi.com
Phone: 248-402-1900

"5 Critical Facts
Every Business Owner Must Know
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Questions?

http://www.cti-mi.com/cloud_assess

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