

Not All Clouds Are Created Equal

The difference in On Premise, Hosting and SaaS
– and why it matters to you

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PLEDGE

1%

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1% profit



1% time



1% product

A multi-million dollar commitment annually

OUR GOAL IS TO GET OVER

500,000

CHILDREN OUT OF POVERTY

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Agenda

- Advantages of Cloud vs On Premise
- Hosting vs SaaS
- SaaS vs SaaS
- Busting some Common Myths



Advantages of Cloud vs On Premise

A man with a beard and short brown hair is shown in profile, looking down at a smartphone. He is wearing a light blue button-down shirt. The background is a blurred city street at night with warm, out-of-focus lights.

It's all about **RESPONSIBILITY**

- Hardware Provision and Management
- Software Installation and Deployment
- Software Maintenance & Upgrades
- Backups and Disaster Recovery
- Performance, Scalability, Reliability
- Security
- Deployment in multiple locations
- Mobility – full ERP suite on your mobile!

Plus costs in dollars and
downtime of managing all
that On Premise

Hosting vs SaaS

Not all Clouds are equal (part 1)

“Just shifting your On Premise problems to someone else’s data centre.”

Hosting Problems:

- Single tenanted application
- Upgrades managed by you
- Application Security
- Dealing with 2 vendors

SaaS Benefits:

- Multi tenancy – Economies of Scale
- Disaster Redundancy – ‘Always On’
- Up to date hardware and software
- Insights – pre-emptive support

SaaS - Every dollar invested
benefits every customer

Is it True SaaS?



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graph LR; PC[Computer] <--> Cloud[Cloud];
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SaaS vs SaaS

Not all Clouds are created equal (part 2)

Database Tenancy – multi v single

Disaster Recovery/Redundancy

Insights – proactive troubleshooting

Security, compliance, certifications



Myth Busting

"Daddy Long Legs are the most venomous spiders on the planet but their fangs are too small to inject the venom!!"



"If you don't forward this message to at least 5 friends, your Facebook account will be deleted and you will also contract a horrible disease!!"

Myth - Cloud is not Secure

Critical to survival as a SaaS provider

Economies of Scale

- Allows Expensive Security
- Cost shared over entire customer base

We engage professional hackers!

- Testing new cloud releases
- Offer bounties

Certifications

Cross-Industry benefits



Myth – Certifications don't really mean much

Security, Privacy and Compliance



ISOxxx = “we have a process”



SOCx = auditors sit over our shoulder to ensure we comply in practice

Industry standards e.g. Government



GDPR



HIPAA

Myth – There is no support if something goes wrong

Happy, supported customers are the lifeblood of a true SaaS provider

True SaaS actually enables next generation proactive support:

- Proactive monitoring
- Proactive intervention
- Self Healing

Myth – If the data centre explodes, I lose my data

We're beyond Disaster Recovery

SaaS is 'Always On' – Disaster Redundancy



Myth – Transitioning to the cloud is just too hard!

Ask your SaaS providers for advice, they have:

Experience

Learned Lessons

Developed Tools & Services

- Data migration assistants
- SaaS readiness discovery tools
- Value add services – e.g. Data Retention

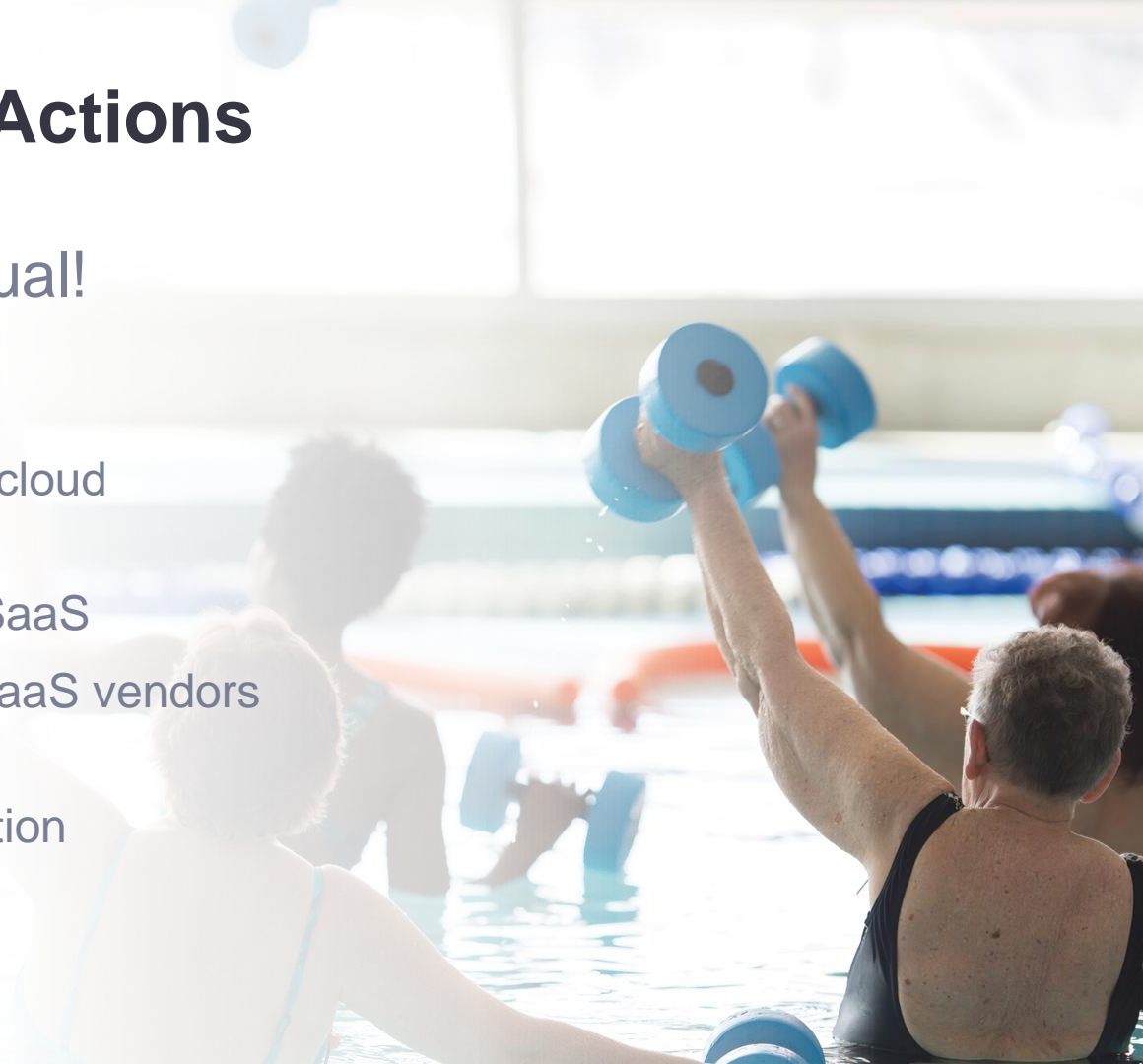
What is your organisation's cloud transition strategy?

Key Takeaways & Actions

All Clouds are not equal!

Call to Action:

- Plan your organisation's cloud transition strategy now
- Align with best practice SaaS
- Engage your preferred SaaS vendors for advice
- Transform your organisation



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