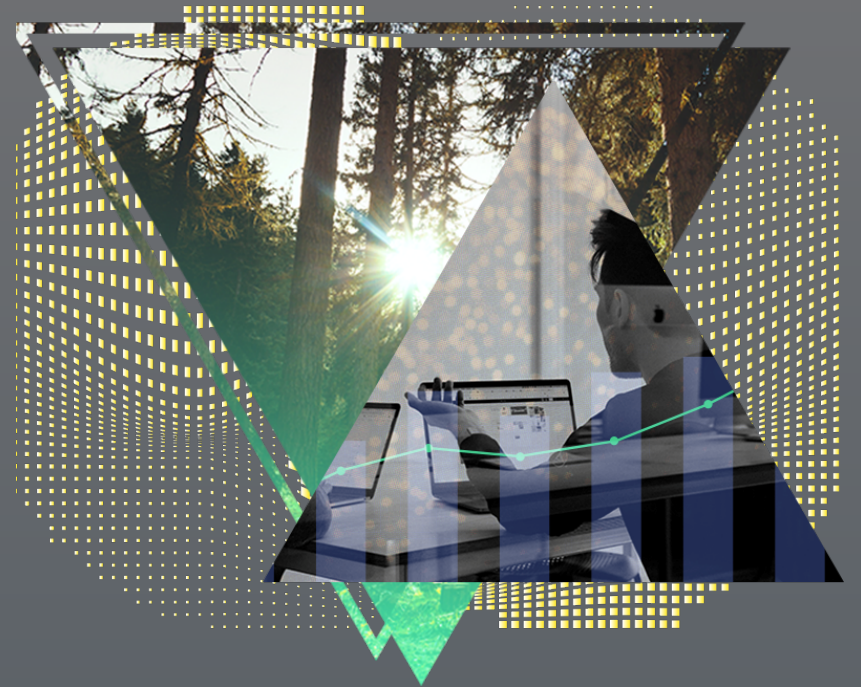FORRESTER®

Why You Should Move to The Cloud
For Selerant

Bill Martorelli, Principal Analyst
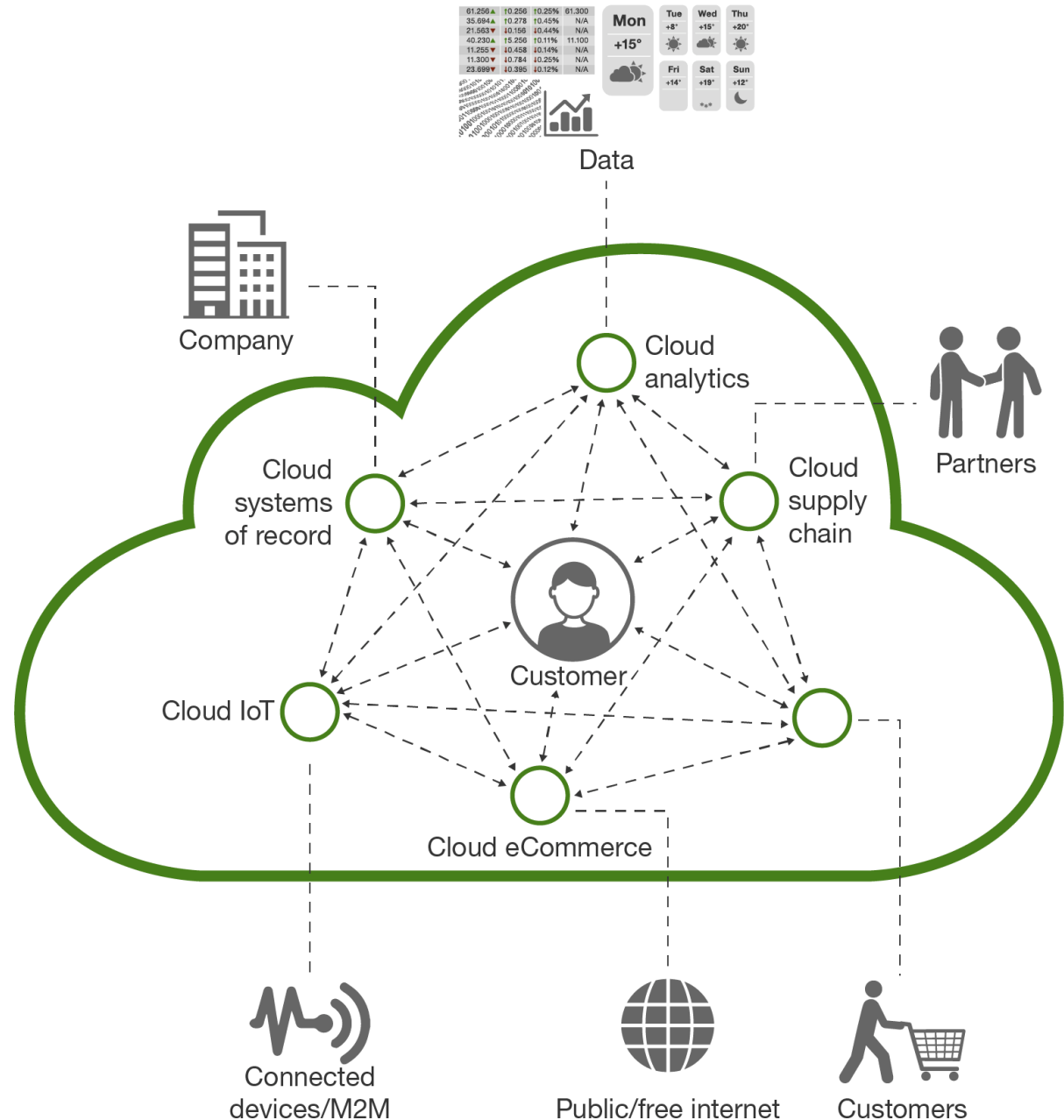
September 2022

Why Cloud? The Big Picture
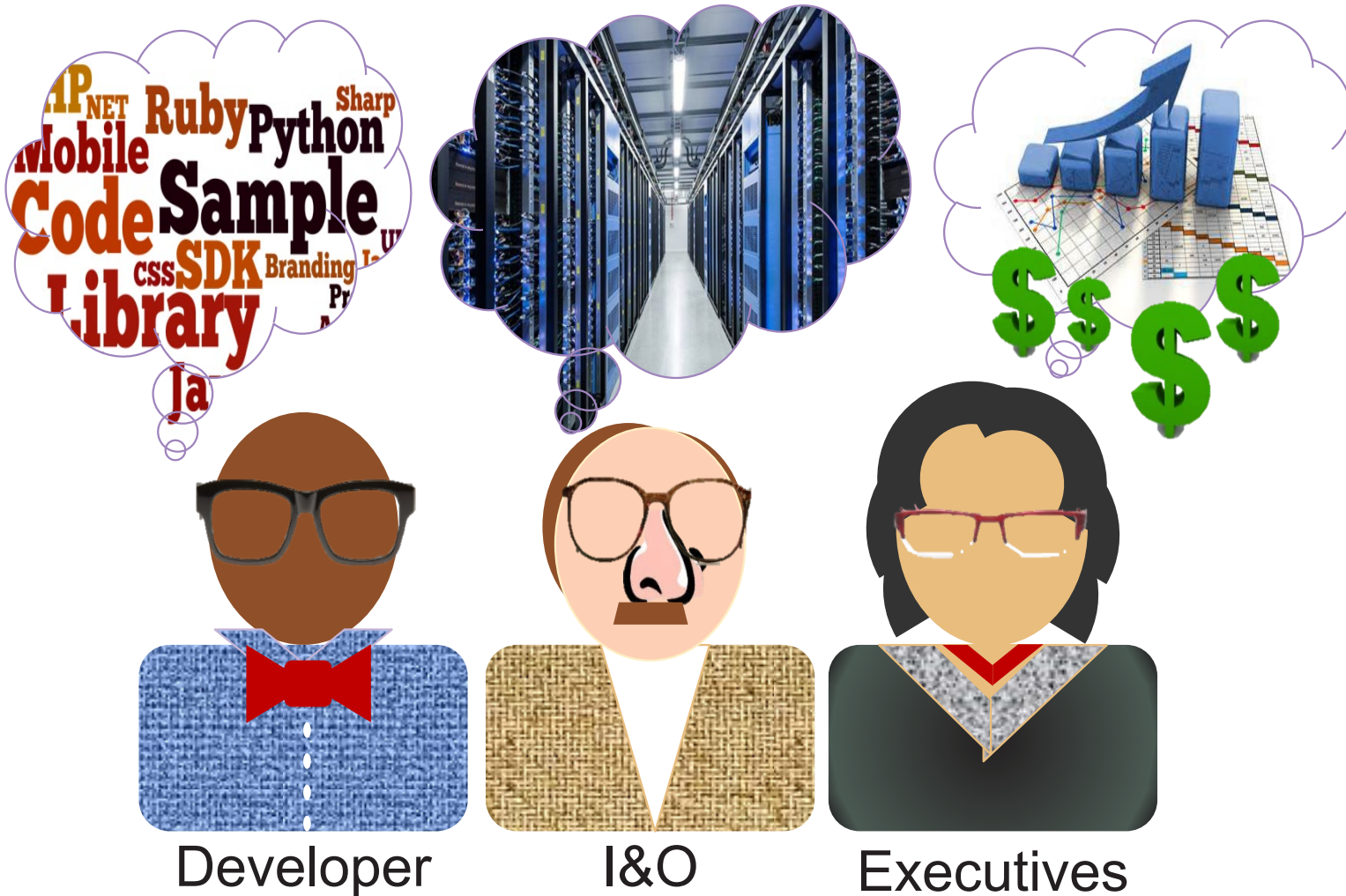
Cloud powers the new connected economy

———

The fastest digital businesses create connected cloud ecosystems with their customers at the center.

Cloud-powered transformation tops the CIO agenda in 2020.

Data

Company

Cloud analytics

Partners

Cloud systems of record

Cloud supply chain

Customer

Cloud IoT

Cloud eCommerce

Connected devices/M2M

Public/free internet

Customers

Cloud benefits: Eye of the beholder?

Developer   I&O   Executives

Cloud Is Now Shorthand For **Modern**

Everything about apps is changing at once
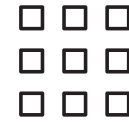
- **MODERN ARCHITECTURES**
  - Microservices
  - Serverless

- **MODERN DEVELOPMENT STYLES**
  - DevOps
  - CI/CD

- **MODERN INFRASTRUCTURE**
  - Containers plus VMs
  - Infrastructure as Code & SRE

Cloud strategies boil down to three initiatives

Build
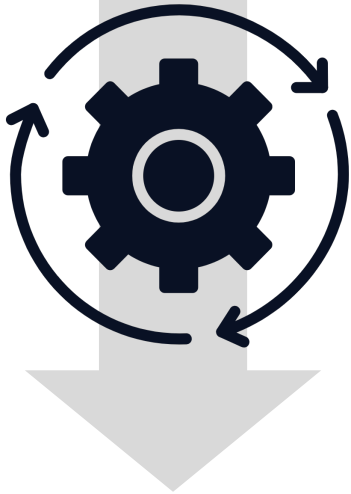
Migrate

Modernize

Speed and time-to-market

Portability and efficiency

Agility and customer experience

Cloud strategies are hybrid in nature

"Edge"

Private Cloud

Public cloud

Hosted Private Cloud

"Hybrid"

Data Center

Colocation

On-premises

Off-premises
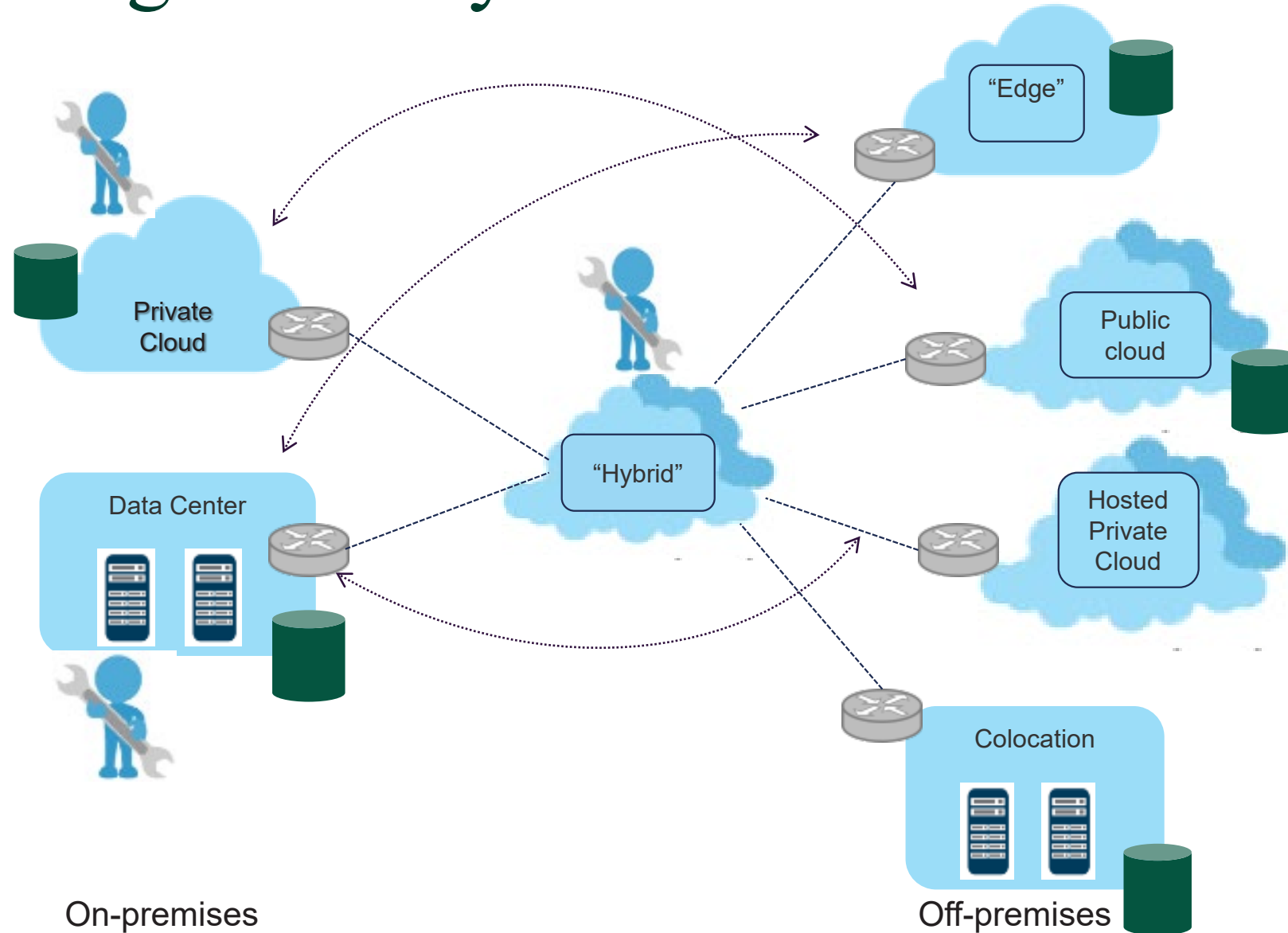
Most enterprise strategies are hybrid in nature

Would you describe your organization's cloud strategy as hybrid?

Yes	77%
No	20%
Don't know	2%
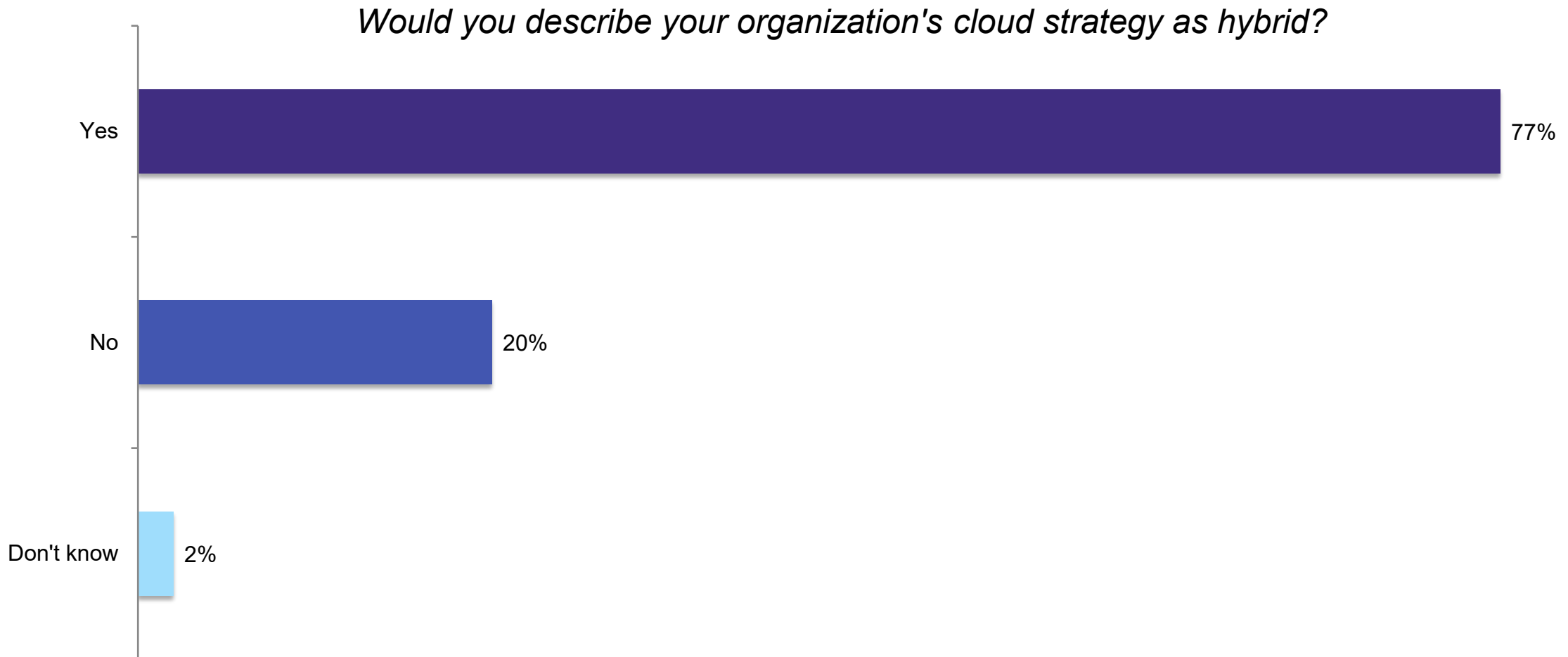
Source: Business Technographics Infrastructure Survey, 2021
Base: 3495 Infrastructure decision-makers whose organizations are adopting cloud platform(s)

Customers go hybrid for various reasons

Why does your organization primarily use a hybrid strategy of multiple cloud platforms?

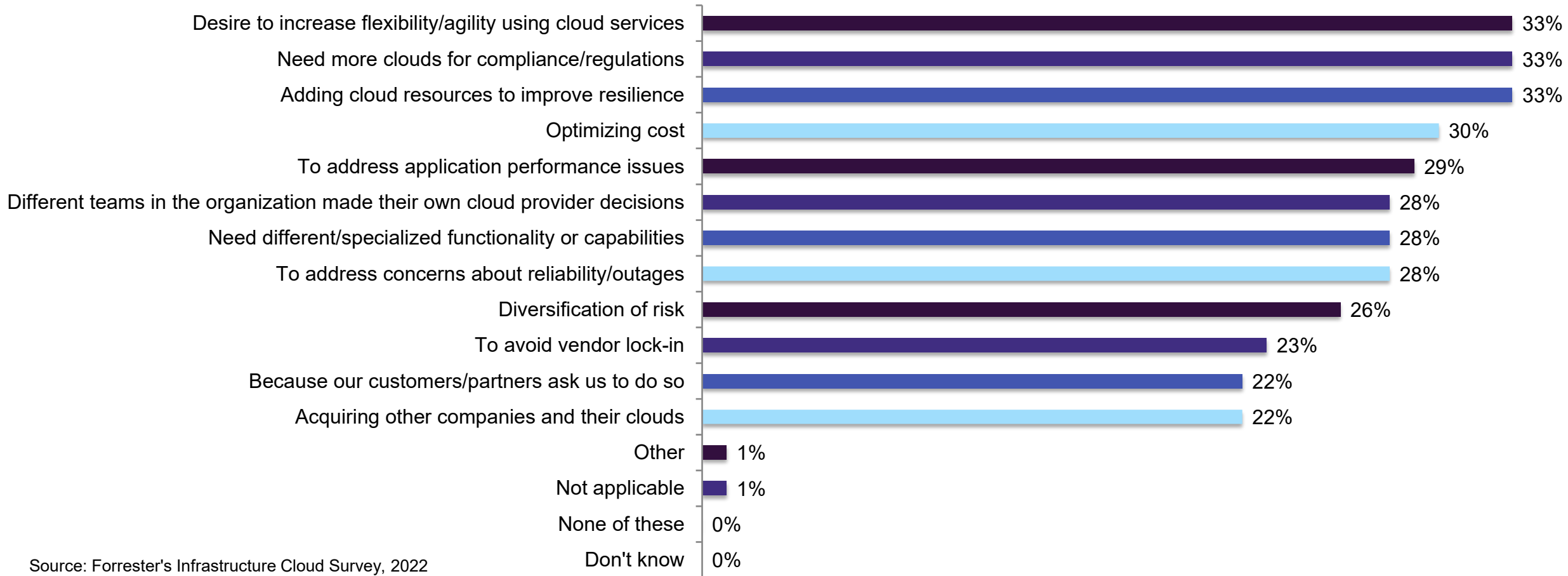| Reason	Percentage
Desire to increase flexibility/agility using cloud services	33%
Need more clouds for compliance/regulations	33%
Adding cloud resources to improve resilience	33%
Optimizing cost	30%
To address application performance issues	29%
Different teams in the organization made their own cloud provider decisions	28%
Need different/specialized functionality or capabilities	28%
To address concerns about reliability/outages	28%
Diversification of risk	26%
To avoid vendor lock-in	23%
Because our customers/partners ask us to do so	22%
Acquiring other companies and their clouds	22%
Other	1%
Not applicable	1%
None of these	0%
Don't know	0%

Source: Forrester's Infrastructure Cloud Survey, 2022
Base: 2972 Cloud decision-makers who were assigned to the platforms or business survey track

Public and private clouds coexist

What are your organization's plan to adopt the following cloud platforms (includes IaaS and PaaS) deployment models? (Please select one for each)

Legend:
- ■ Implemented and currently expanding
- ■ Implemented, but no immediate plans to expand
- ■ Implementing
- ■ Planning to implement in the next 12 months
- ■ Interested but no immediate plans to implement in the next 12 months
- ■ Not interested
- ■ Don't know

Public cloud
- 48% — Implemented and currently expanding
- 22% — Implemented, but no immediate plans to expand
- 15% — Implementing
- 9% — Planning to implement in the next 12 months
- 4% / 2% / 0% — remaining

Internal private cloud
- 44%
- 23%
- 16%
- 9%
- 4% / 3% / 0%

Hosted private cloud
- 42%
- 26%
- 16%
- 11%
- 4% / 2% / 0%

But public cloud will become the primary focus

Which of the following is/will be your organization's primary cloud computing platform? (Please select one)
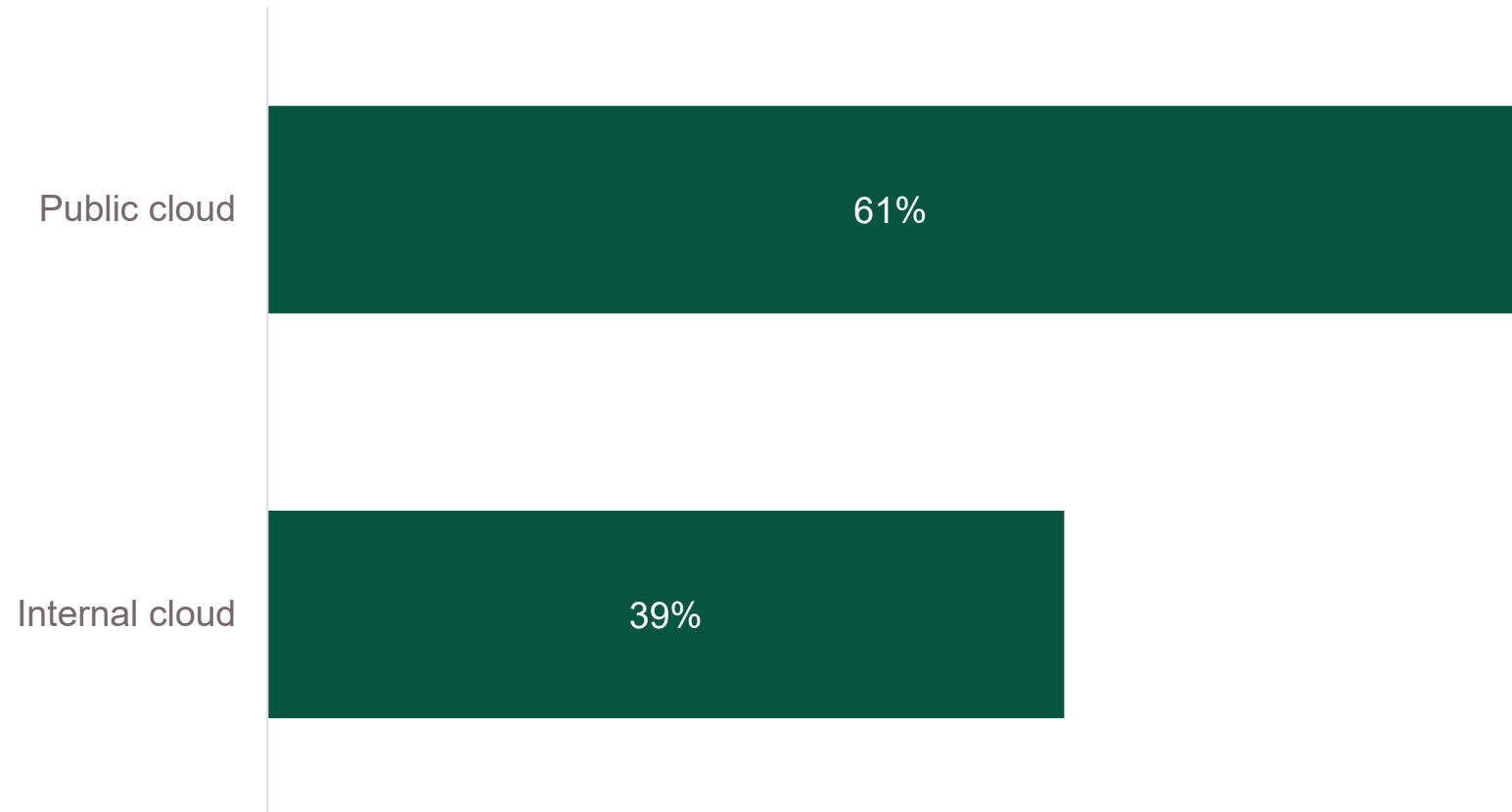
Motivations to use internal private cloud are diverse

Which are most important in your organization's decision to adopt internal private cloud? (Please select up to five)

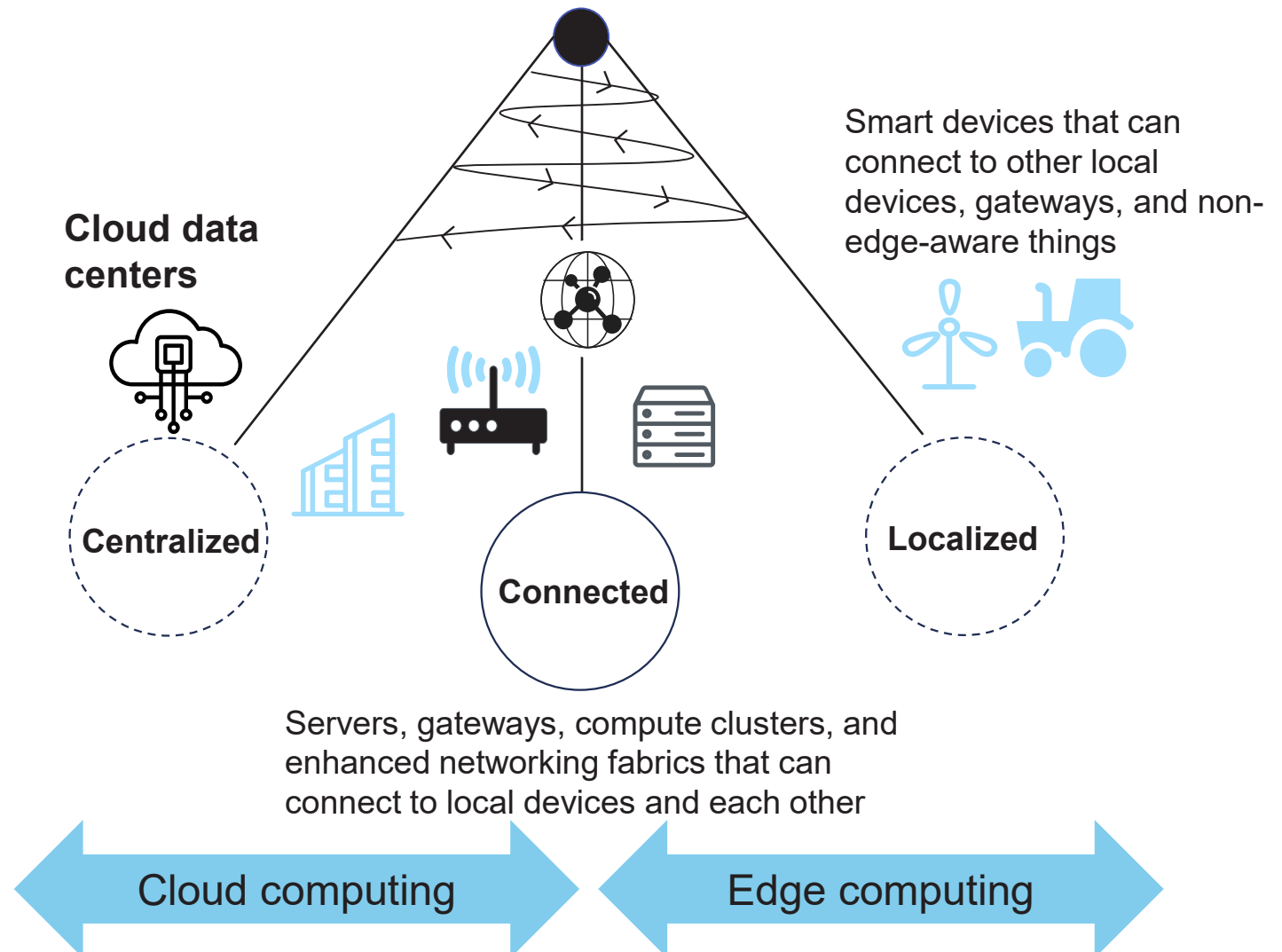| Motivation	Percentage
Access to new and innovative development services	24%
On-demand capacity and scalability	23%
Lower total cost of ownership for servers and storage (CapEx savings)	23%
Improved ability to meet compliance regulations	22%
Access to new and innovative middleware services (messaging, API…	22%
Improved security	22%
Ability to scale globally to reach a global user base (either internal or…	22%
Ability to use as peak capacity for times of high usage, such as the…	22%
Provides developers with fast, easy resources for test and development	22%
Faster development and time to market for new software products	21%
Temporary or project-based capacity needs, like special projects	21%
Improved disaster recovery and business continuity	21%
Remain competitive as an IT organization	20%
To support business-led development	19%
Reduce power and cooling credits	19%
To support sustainability efforts	17%
None of these	1%
Don't know	

Source: Forrester's Infrastructure Cloud Survey, 2022
Base: 2,888 Cloud decision-makers whose organizations are adopting internal private cloud platforms and who were assigned to the partners or business survey track
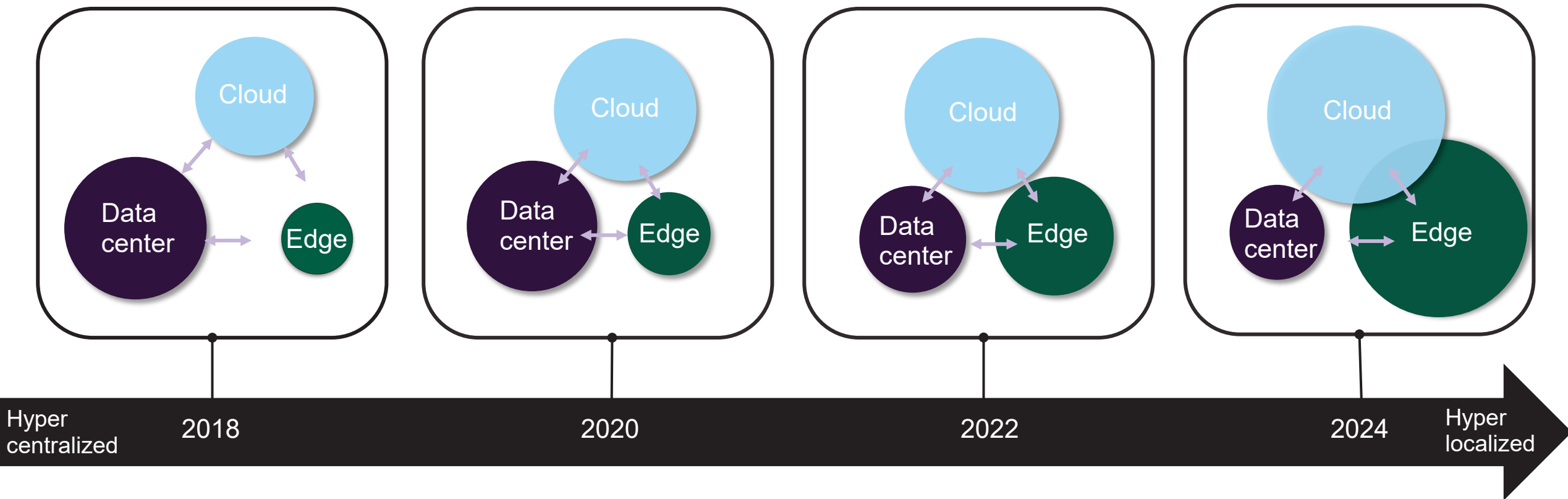
The edge represents an end to the pendulum swinging between centralized and localized applications

- Falling costs and sizes of chips and increasing capacity of networks and software have reduced pendulum swings between central and local compute.

- Firms no longer have to make as many design time decisions about where code should run.

- Edge computing allows firms to flexibly design and deploy software between central, distributed, and edge locations.

Cloud data centers

Centralized

Connected

Localized

Smart devices that can connect to other local devices, gateways, and non-edge-aware things

Servers, gateways, compute clusters, and enhanced networking fabrics that can connect to local devices and each other

Cloud computing

Edge computing

The diminishing data center

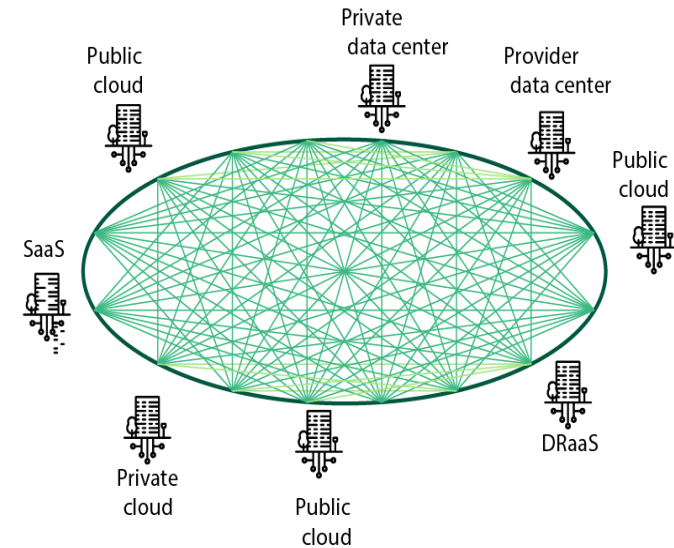

Hyper centralized   2018   2020   2022   2024   Hyper localized

Where are we heading? Towards a more deterministic multicloud strategy

Multicloud
Use of multiple public cloud environments

Private data center

Public cloud

Provider data center

Public cloud

SaaS

DRaaS

Private cloud

Public cloud

How we have viewed the cloud _____

SaaS

Or

PaaS

Or

IaaS

Or

Bare Metal

Where are we heading? To a redefined view

Cloud 2010 ➡ **Cloud 2020**

Cloud consulting and services

Application modernization and migration; implementation

Cloud security and management tools

Hybrid cloud management; cloud cost optimization; cloud gateways

SaaS

or

PaaS

or

IaaS

or

Bare metal

Cloud applications — Core banking; financials; CRM; HRM; supply chain

Cloud development services — PaaS; CI/CD; containers; serverless; DevOps

Cloud database and analytics services — Database; big data; AI/ML; IoT

Cloud infrastructure services — Compute; storage; network

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Thank you

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