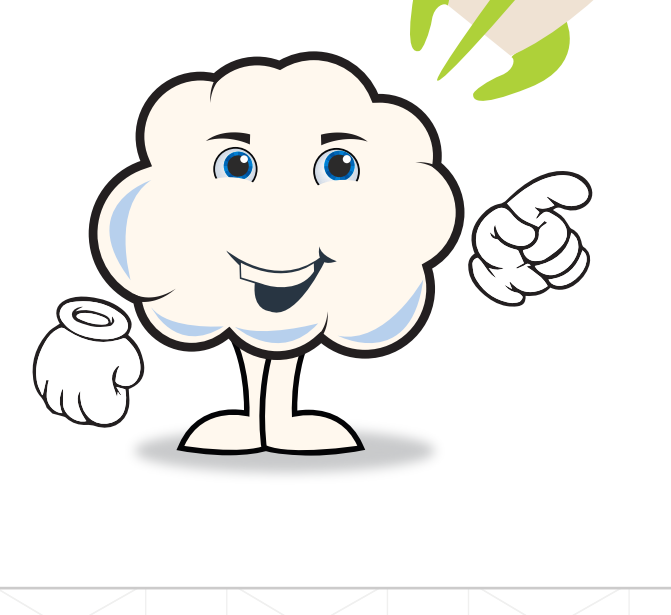


20 Truths

about Cloud
that Every **SMB** should know



Cloud economics are compelling and they will drive most **future automation activities**

1

2

Cloud infrastructure **responds to business pressure** and the sources of pressure are increasing



3

Cloud tightly connects **“strategy” and “execution”**



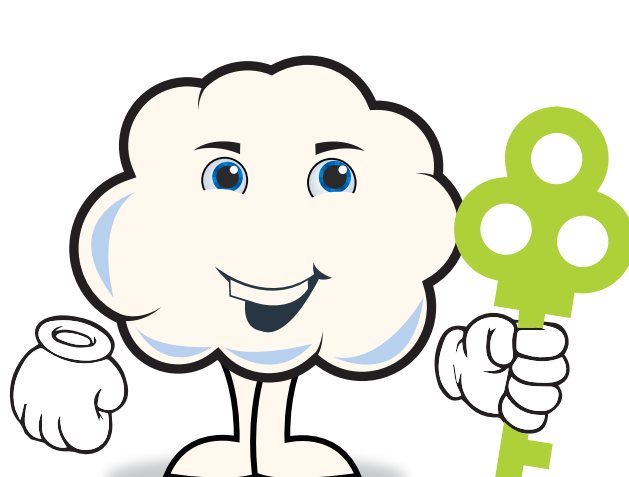
4

Cloud is not an extension of business as usual, it is a disruptive force **transforming capabilities and competitiveness**



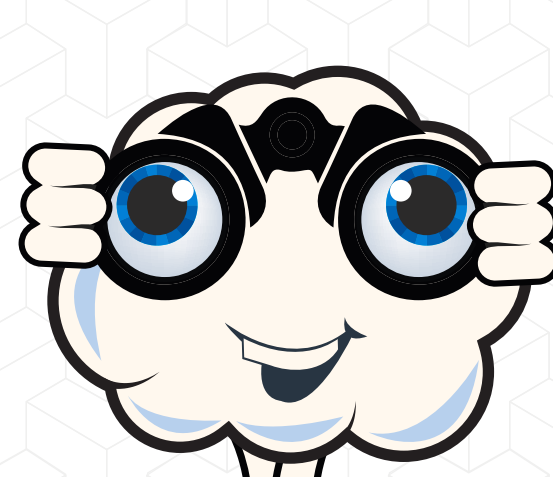
5

Cloud is your work ally, it will be the **key means of developing new capabilities**



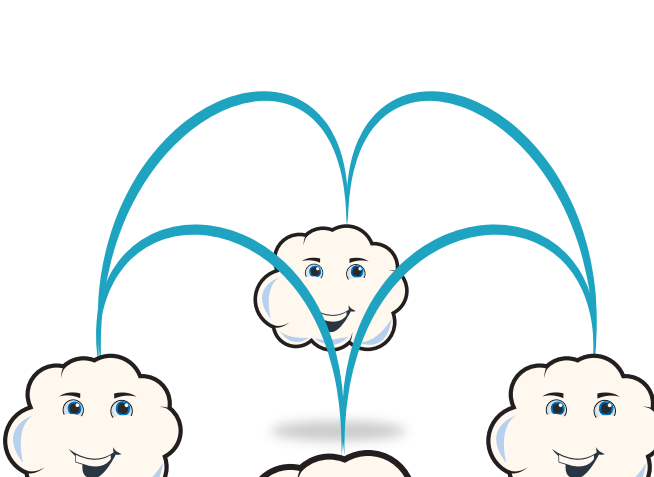
6

Cloud must spread rapidly through the organization, **it is a mistake to adopt a “wait and see”** approach after initial Cloud adoption



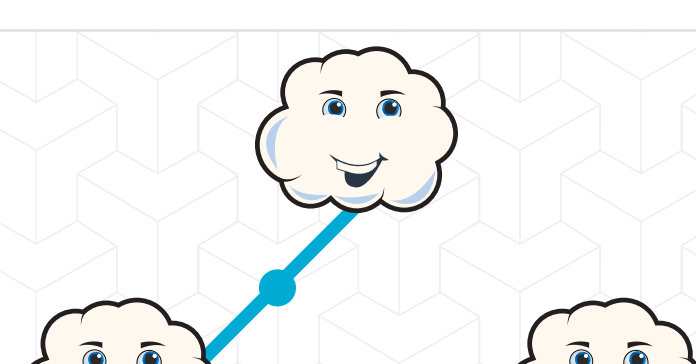
7

Cloud is a collaborative endeavor, **real “magic” comes from adopting in multiple areas** and across employees



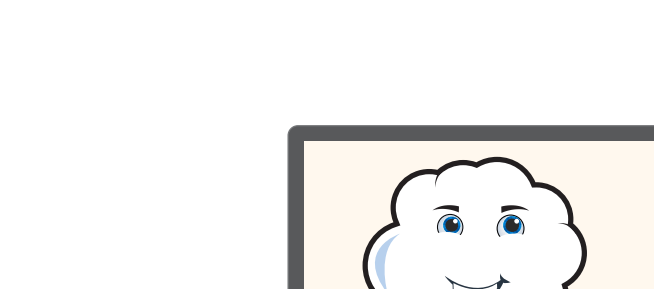
8

Cloud **changes relationships extending peer groups creating constant and pervasive links** across the organization



9

With Cloud, **change becomes a constant** and this benefits people who embrace change



10

Cloud suppliers play important roles in preparing your business for Cloud success



11

Cloud may sidetrack you with IT lingo, **take time to understand**



12

Cloud is a framework, not a technology; it evolves as business needs, opportunities, customers and competitors evolve



13

Cloud is a management issue and not a technological issue



14

Cloud roadmaps really matter, link tasks, processes and external resources so that each deployment is accretive to overall capabilities



15

Cloud demands **IT reskilling, train your staff**, move them to drive strategic initiatives



16

With Cloud **do not assume that processes will automatically change** to meet constraints of new applications



17

In the Cloud world, **“fail fast”** is a critical capability



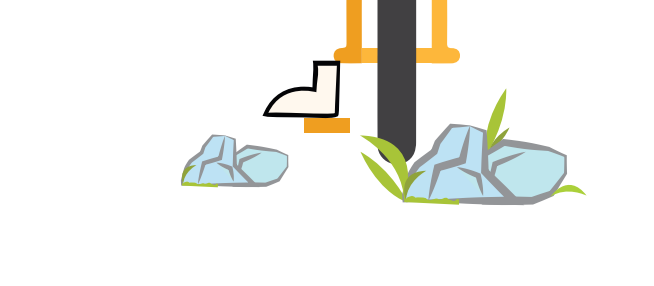
18

Orchestration and Data Integration are essential components of a Cloud strategy



19

There are **multiple paths to Cloud success**



20

There will be no advantage to being a **“late follower”**; there will be no merit to being at the back end of adoption curve

