

# Cloudify your business



Sujoy Mukherjee  
sujoy.mukherjee@bt.com







Customized, Fast and Simple



# Content

- Typical customer scenario
- BT Cloud of Clouds : A technology vision





**Hi Guys,**

**My name is John. I am your  
most dreaded customer!**

# My Operations



15000 employees. An IT team of 350.

60 countries

12 delivery centers

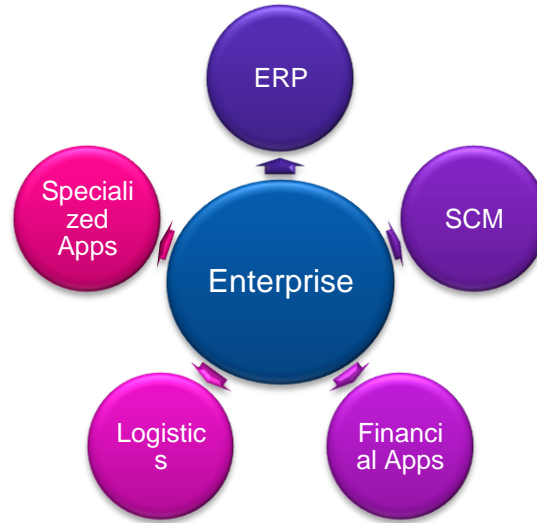
4 Datacenters



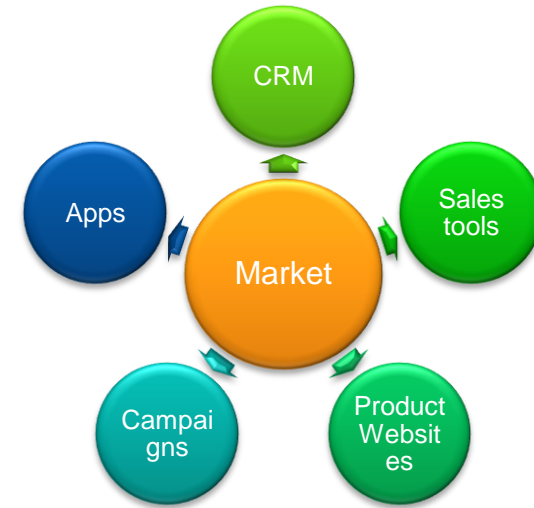
# My Application categories



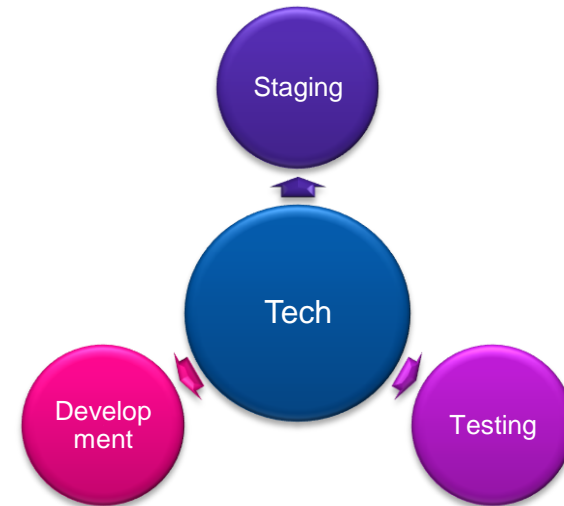
Critical, Always ON  
My business depends on it



Needs very high scalability.  
Becomes a nightmare at times



Some critical, some not.



Difficult to justify costs, but important

# Delivery is complicated ☹️

Inhouse teams, own DC

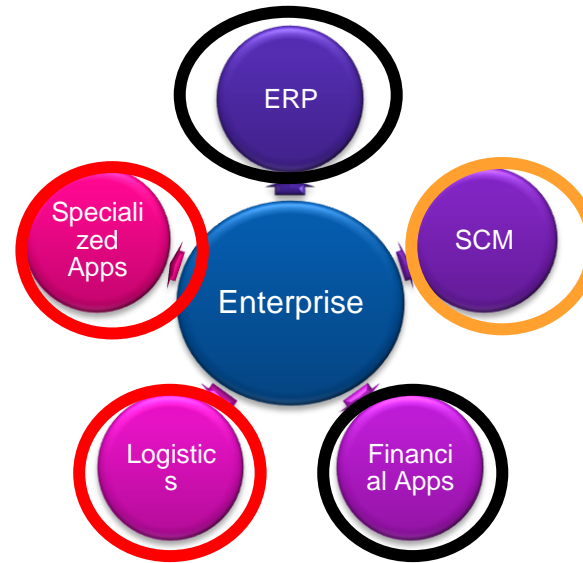
Private IAAS from third party

Public Cloud

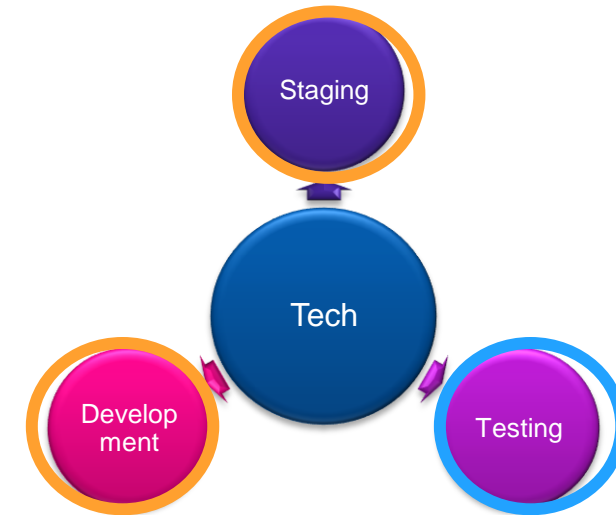
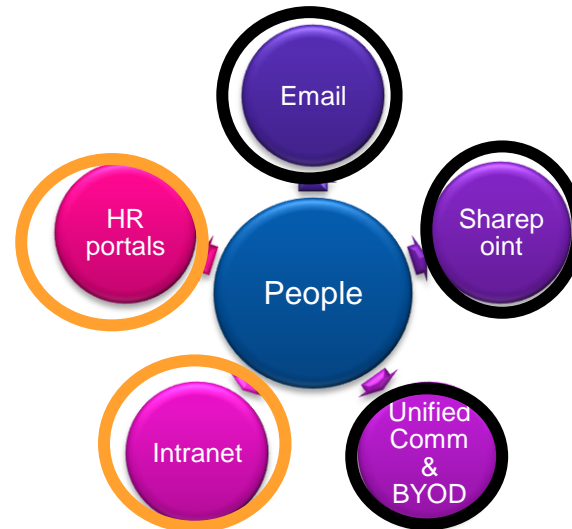
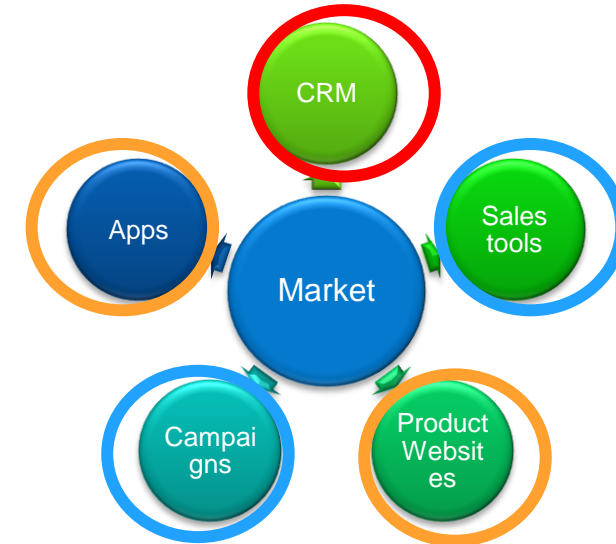
SaaS



Critical, Always ON  
My business depends on it



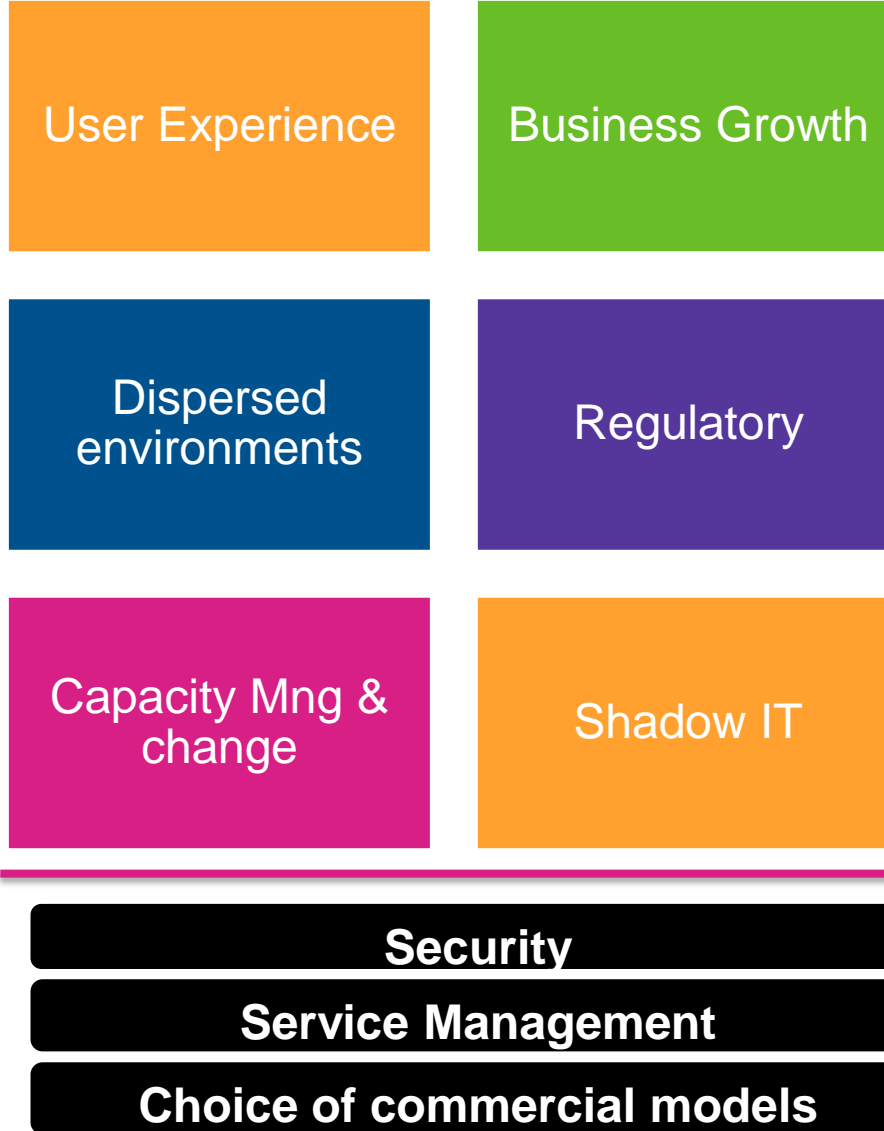
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# My key priorities





OK, here's what I want!!



- **Integration of all my IT infrastructure :**
  - **Whatever** (virtualised, non-virtualised, public cloud, private cloud)
  - **Where ever** : my location, your location, third party.
- **Secure, high performance private network access** : Managed networks for access with performance enhancers.
- **Managed Services** : Some intelligent people to design, implement and run it for me.



# Cloud computing is becoming the norm for enterprise IT delivery



## CLOUD PROVIDES LIMITLESS POSSIBILITIES



organisations are convinced that cloud computing can solve their business challenges



Nearly 50% of large enterprises will have cloud deployments by end of 2017

**50%**

## BUT IT ISN'T ALWAYS STRAIGHTFORWARD



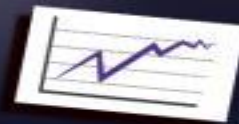
**63%** of IT decision makers are concerned about unauthorised access to data



of enterprises do not have the skills internally to manage cloud migration

**60%** of organisations cite performance

and **66%** of organisations cite data and network security as a key challenge for cloud



**31%**

of IT decision makers say they could train for a marathon faster than it would take to migrate their companies applications to the cloud



## CUSTOMERS ARE LOOKING FOR END-TO-END MANAGEMENT

**90%**

of enterprises are shifting towards end-to-end management for both cloud data centres and networks



# Cloud of Clouds.

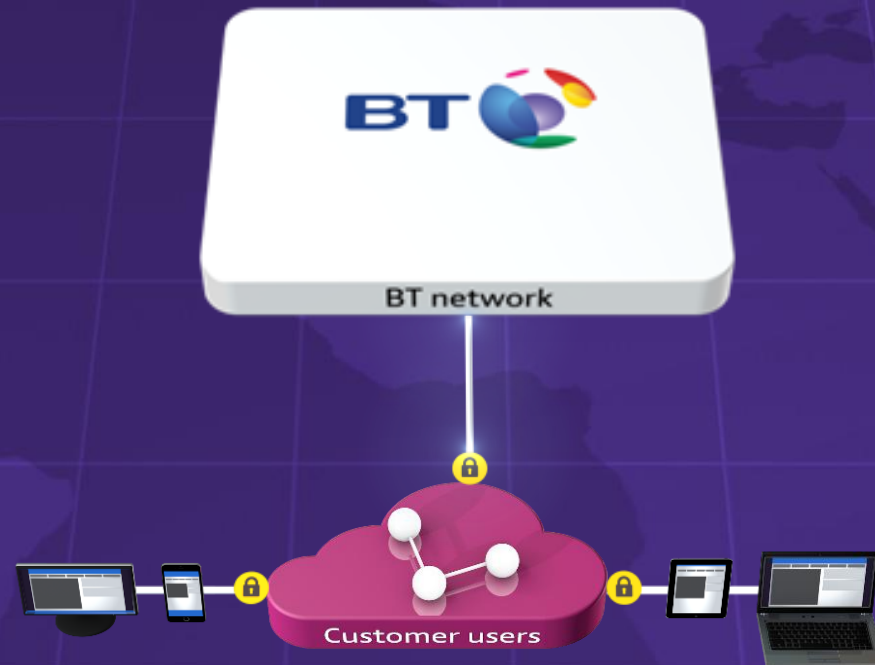
Cloud Services Integrator.





# Cloud of Clouds.

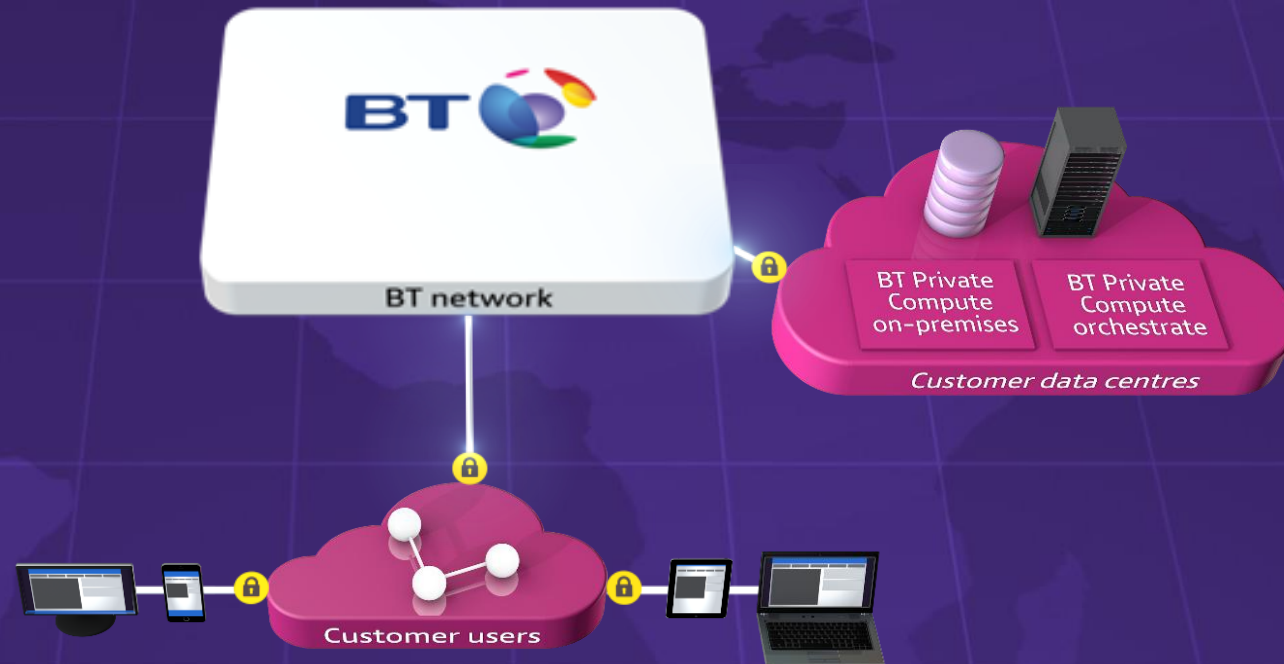
Cloud Services Integrator.



Customer users	Customer data centres	BT's data centre services	BT's Compute Management System	Third party cloud services	BT's cloud collaboration services	BT Assure	Internet	NFV / SDN	Service from BT	BT Advise	App store
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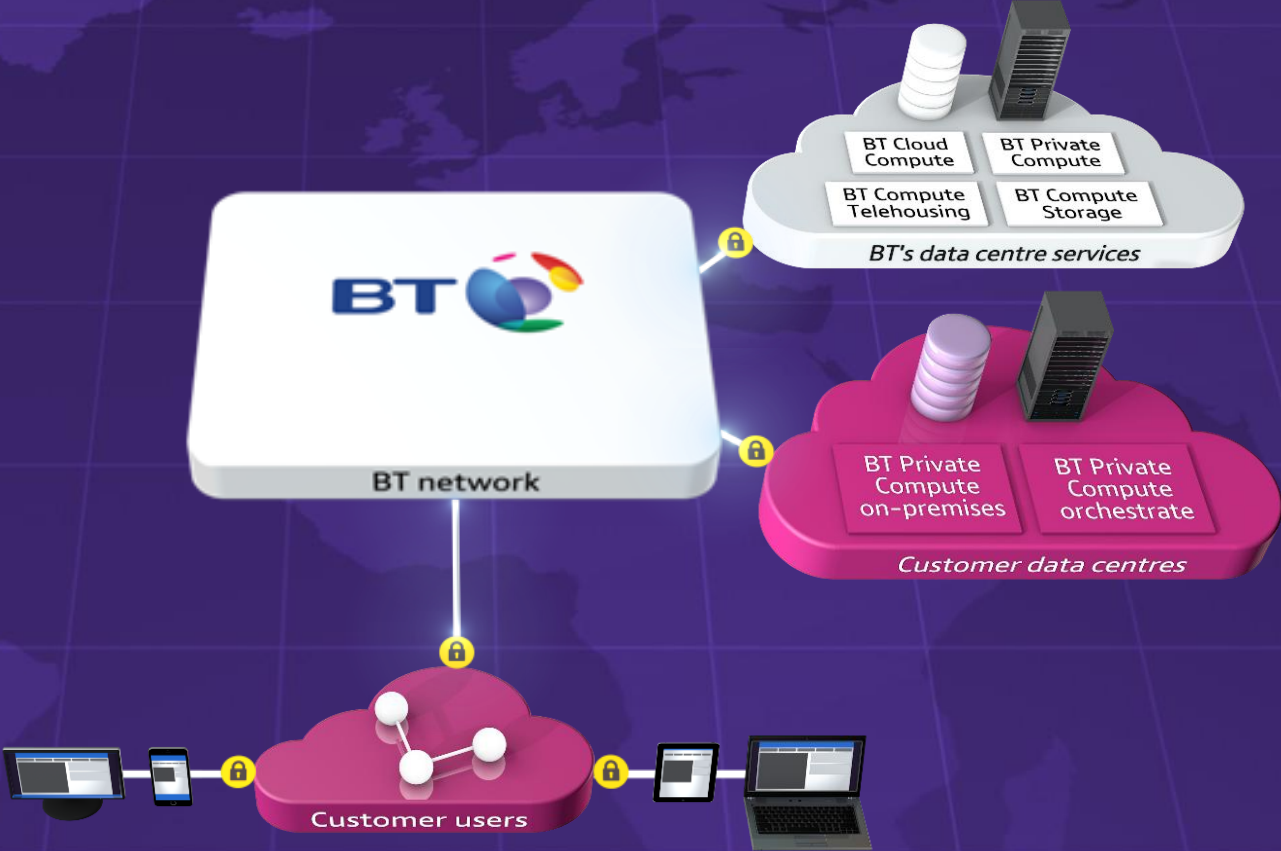
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Cloud Services Integrator.



# Cloud of Clouds.

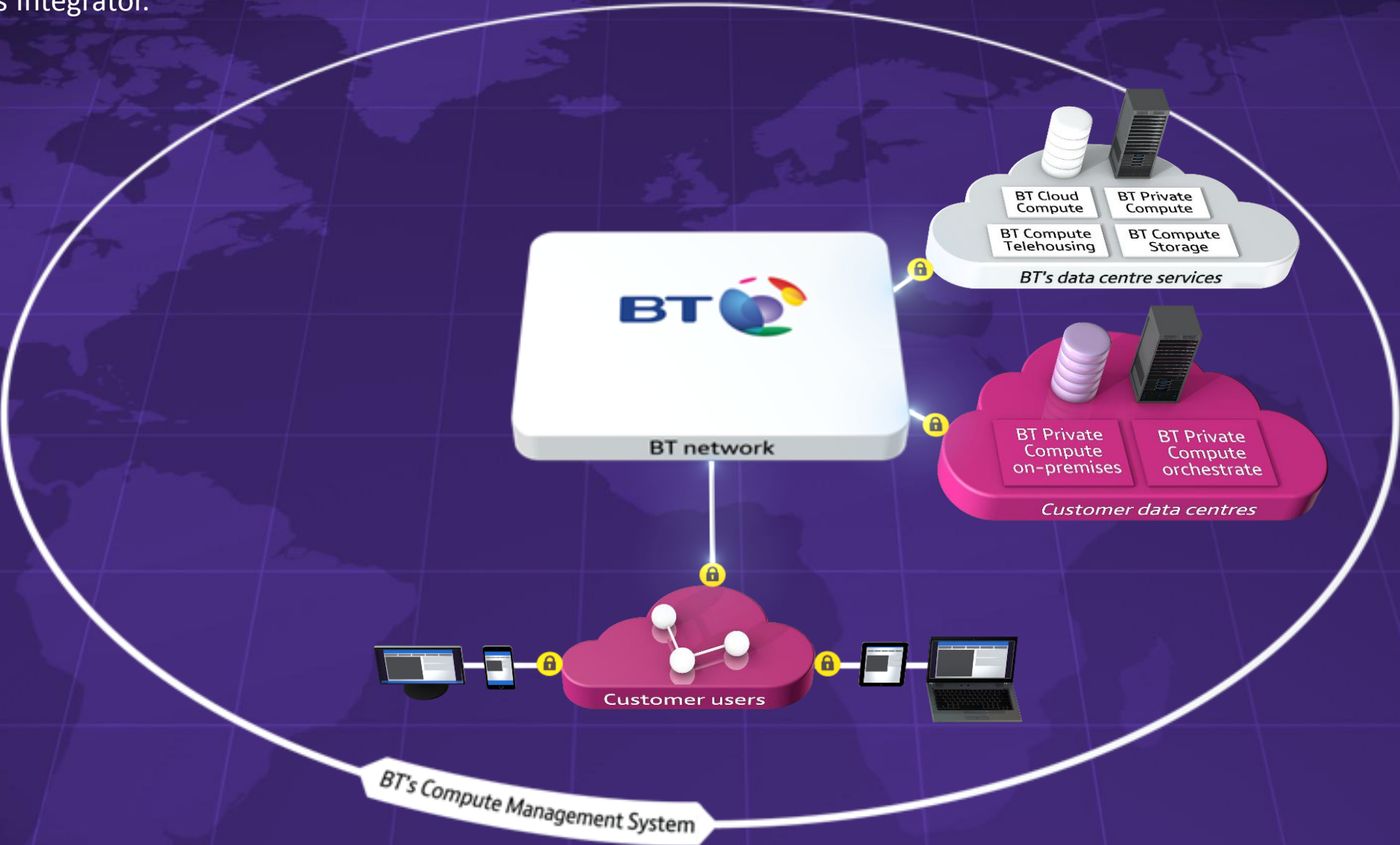
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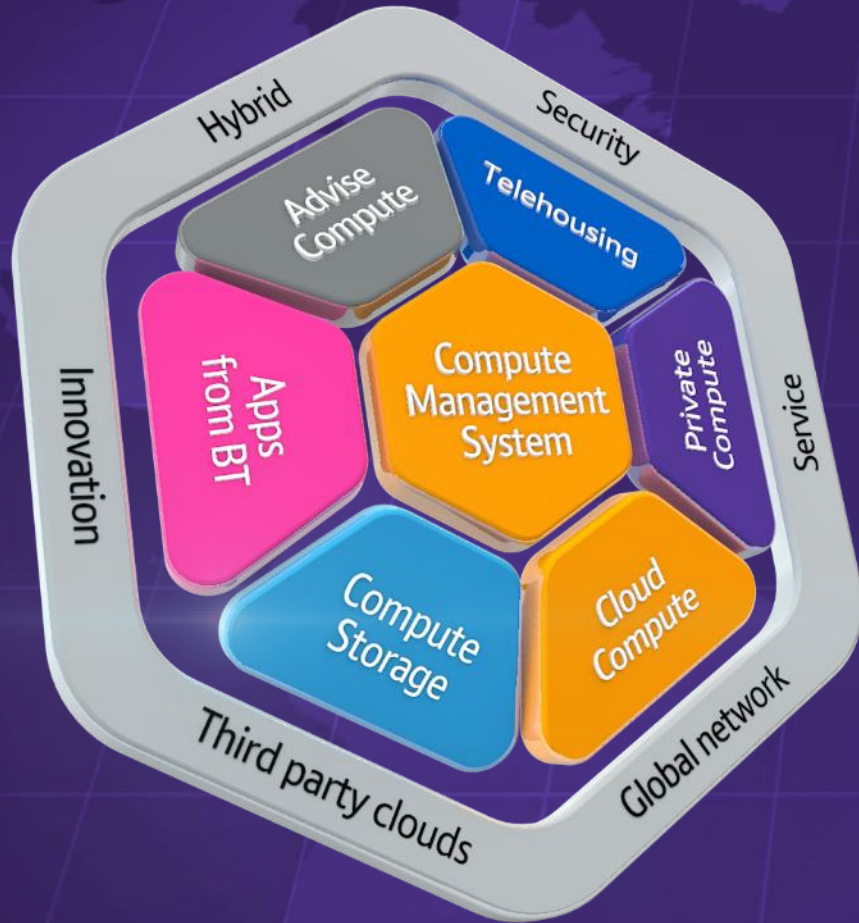


# Cloud of Clouds.

Cloud Services Integrator.



# BT Compute



## Compute Management System.

Providing you with choice and control in the cloud, connecting you across our global network through a secure central dashboard to manage the infrastructure, applications and data you need.

## Compute Telehousing.

Efficient and secure data centres for your traditional IT, pre-connected to our ecosystem providing the gateway to cost savings and the cloud.

## Compute Storage.

Efficient and scalable click-to-deploy cloud storage from 5p per month offering full data sovereignty with ability for secure data sharing, backup and archiving.

## Private Compute.

Private cloud services designed for you using our data centres or yours, and connected seamlessly to our cloud-compute enabled network.

## Apps from BT.

A simple and automated delivery platform for packaging, deploying and managing apps in the cloud in minutes rather than months with service assured.

## Cloud Compute.

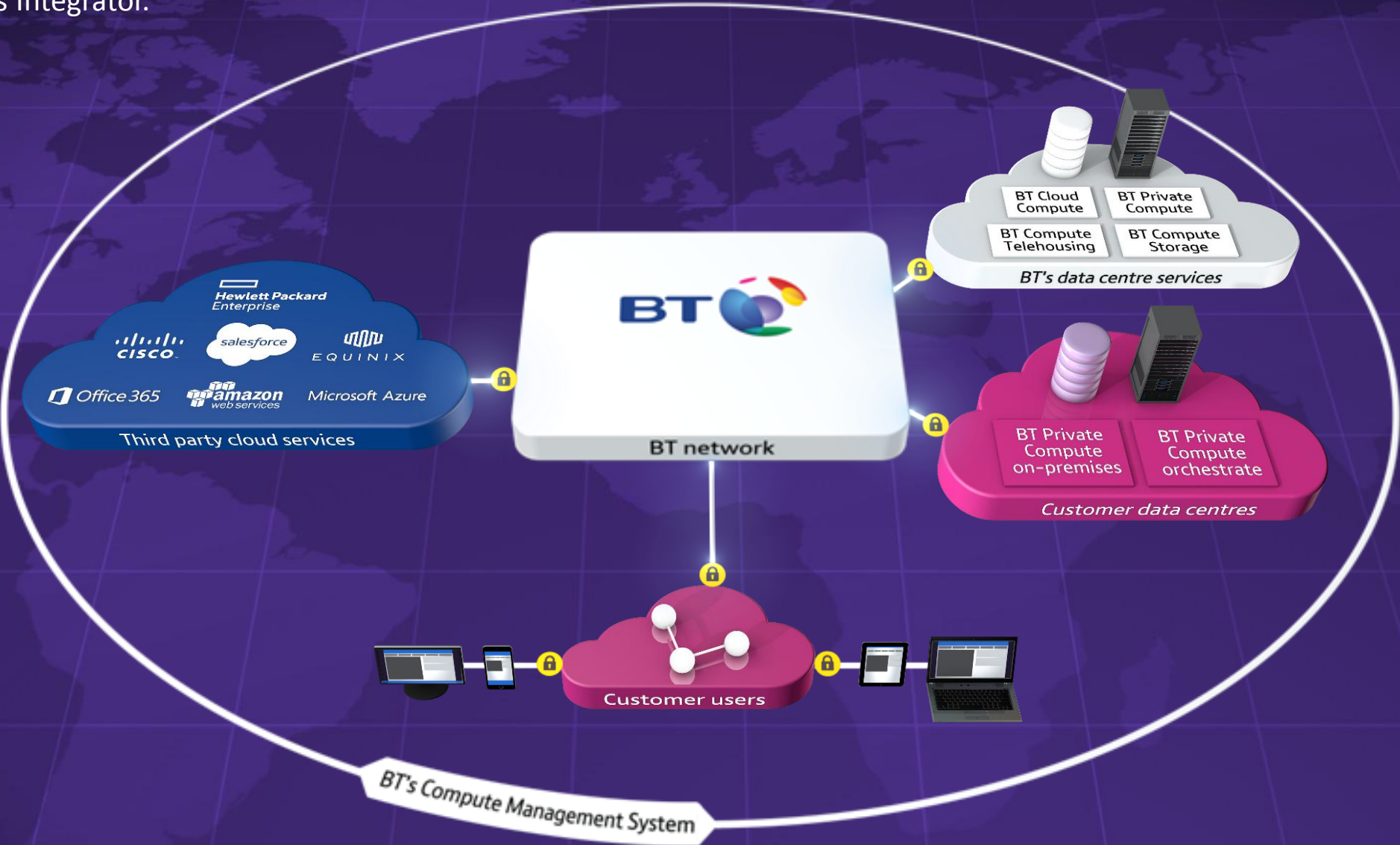
Pre-provisioned infrastructure as a service deployed in just 7 simple steps from a choice of 22 locations around the world, and available from as little as 6p per hour.

## Advise Compute.

Professional services expertise from 2,000 consultants globally, ensuring your IT transformation delivers to timescales and with the benefits you demand.

# Cloud of Clouds.

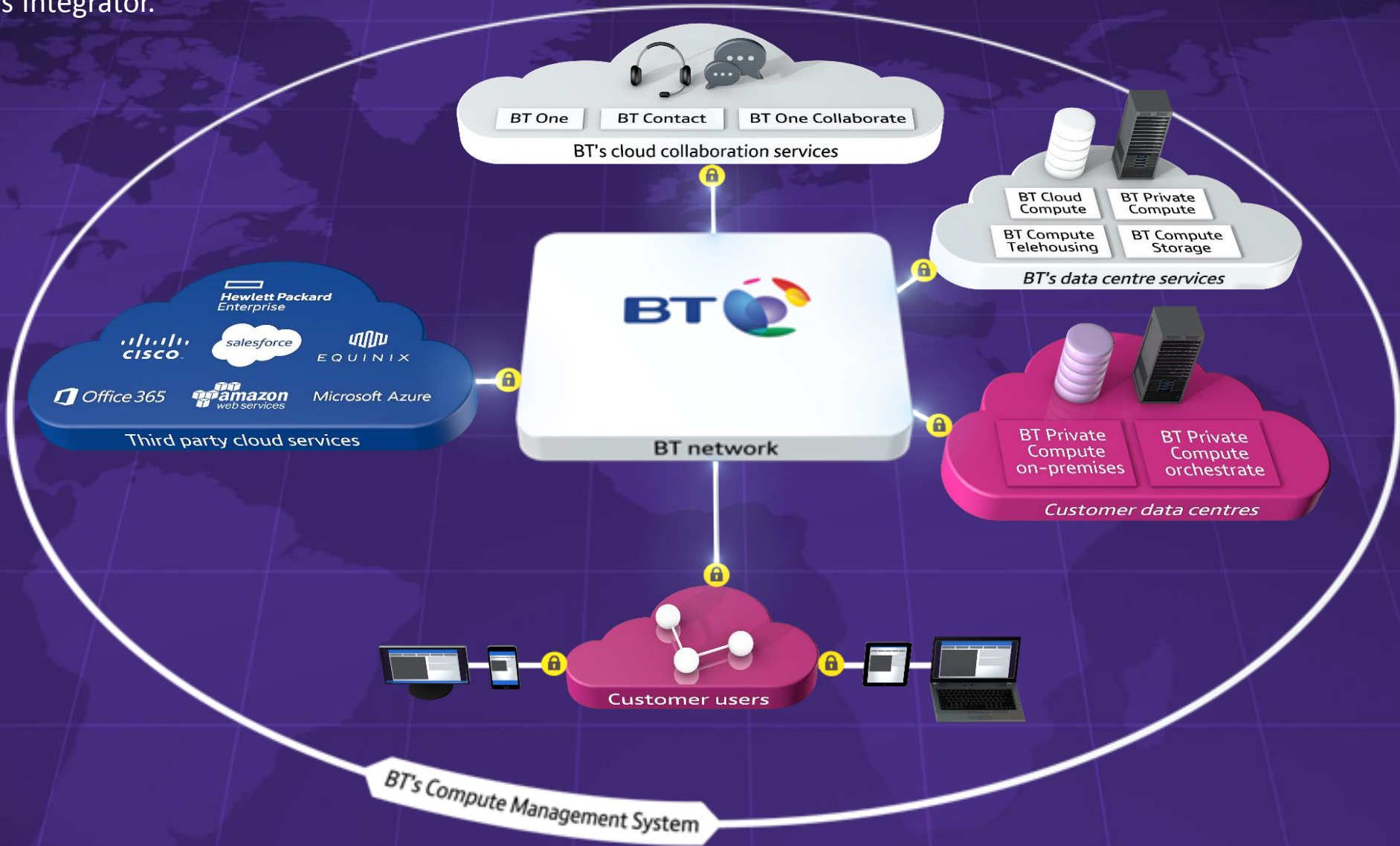
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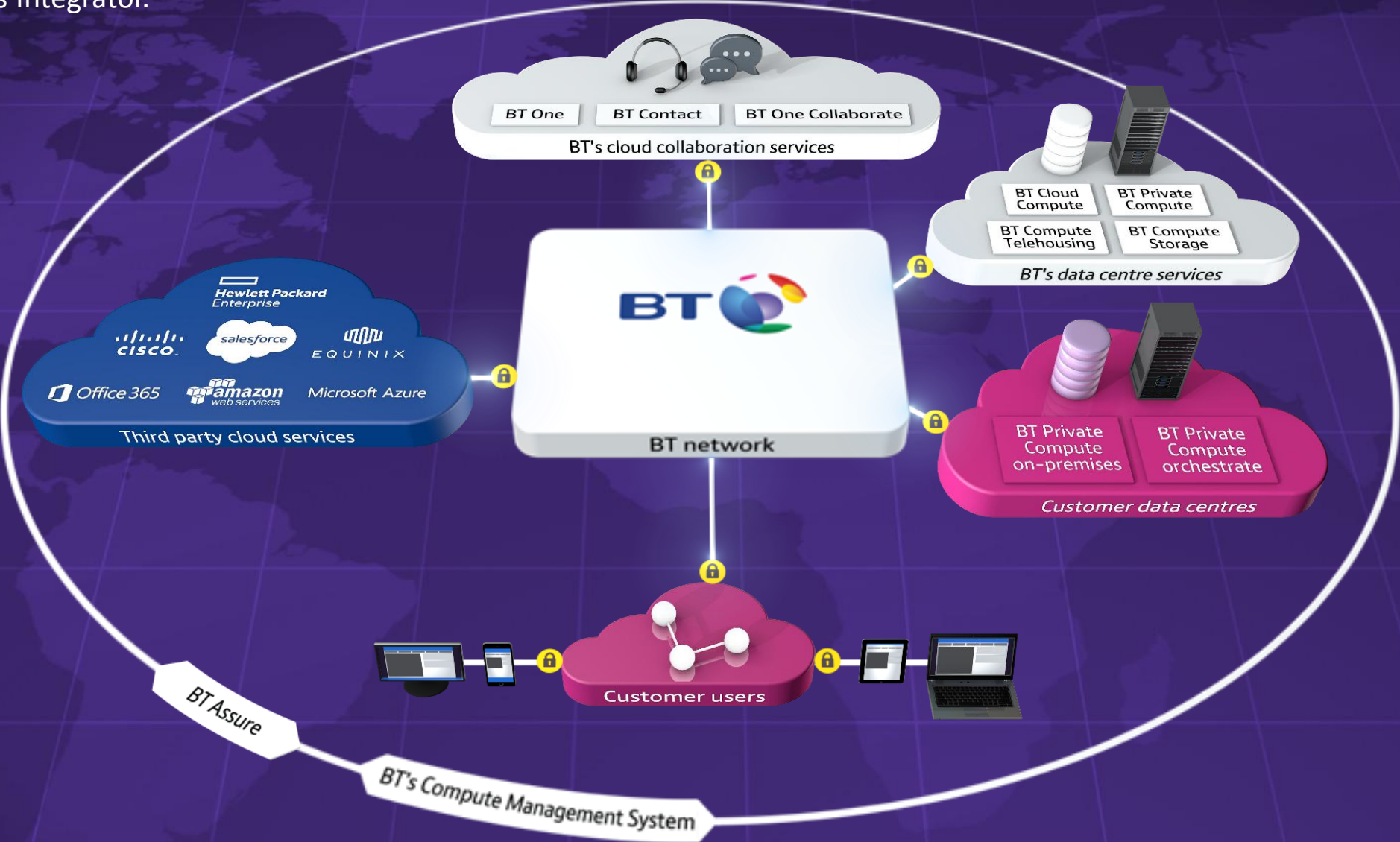
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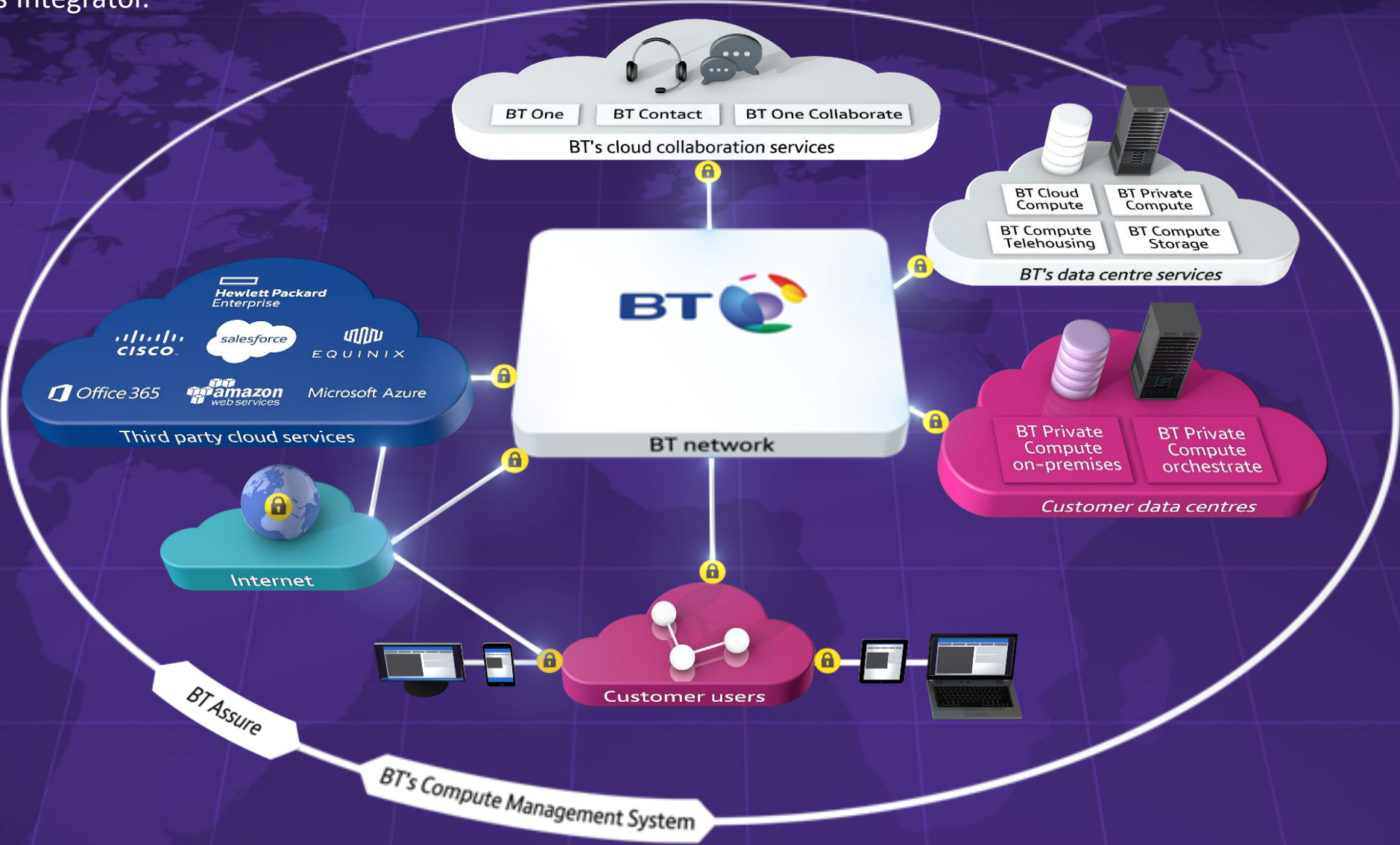
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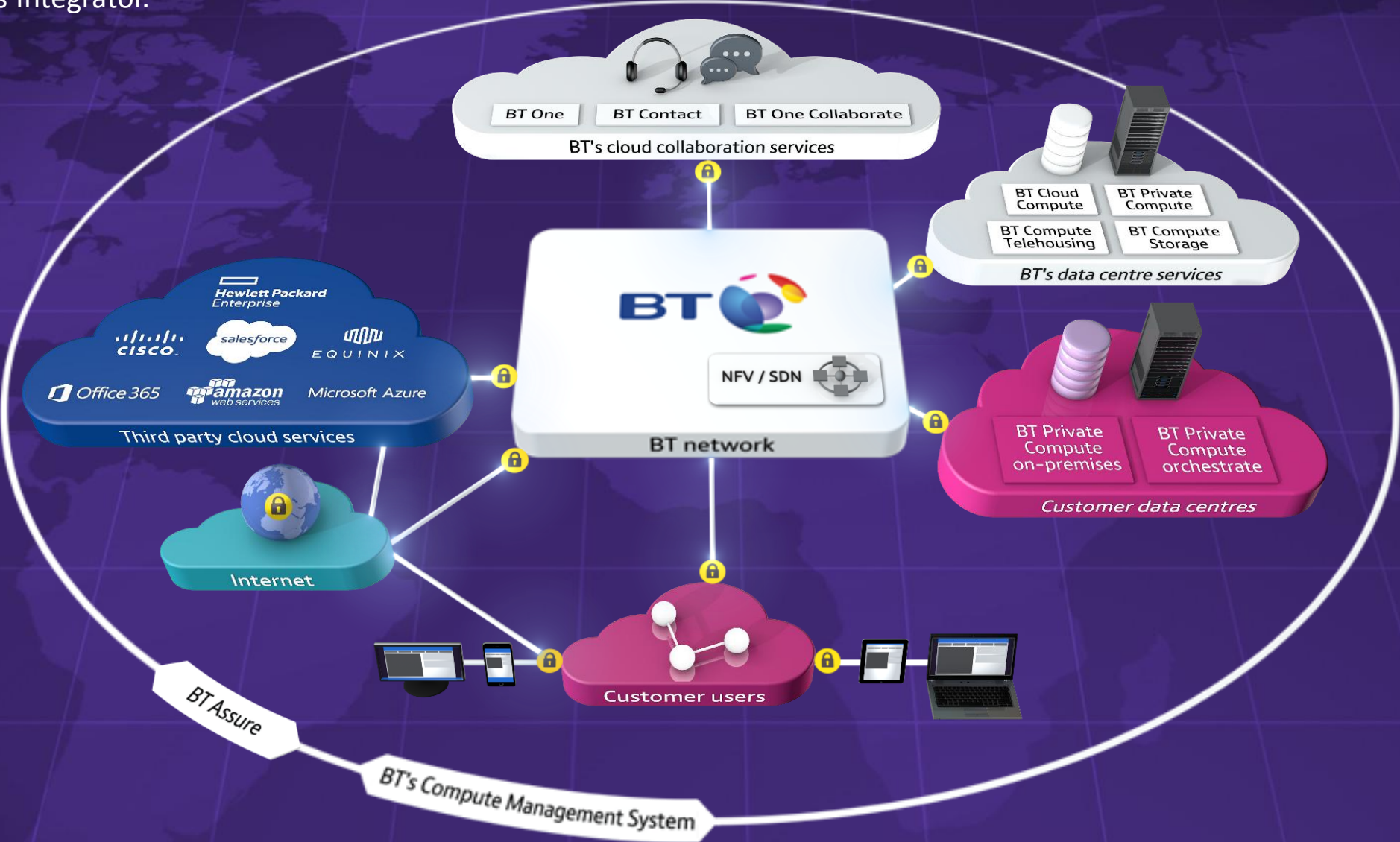
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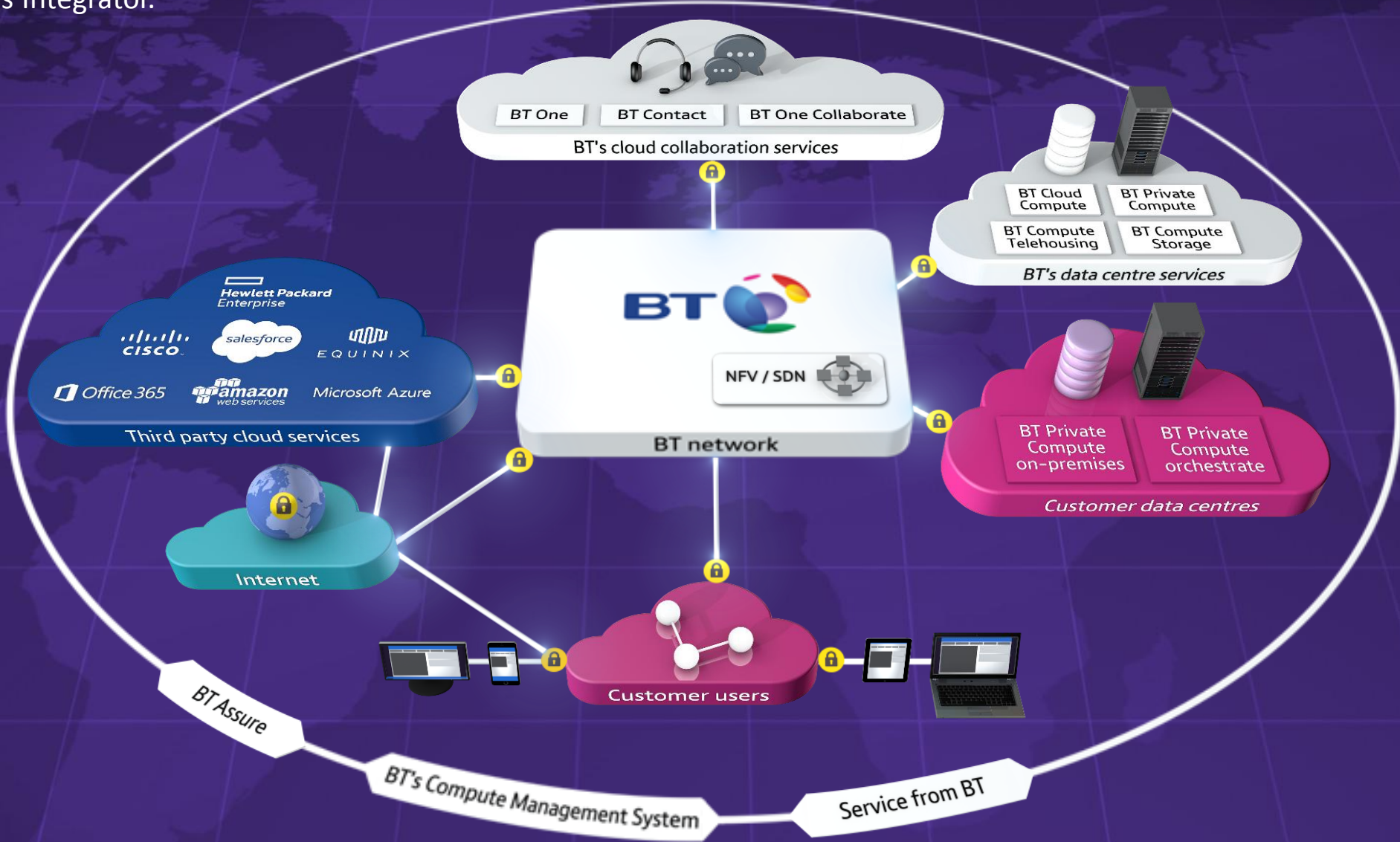
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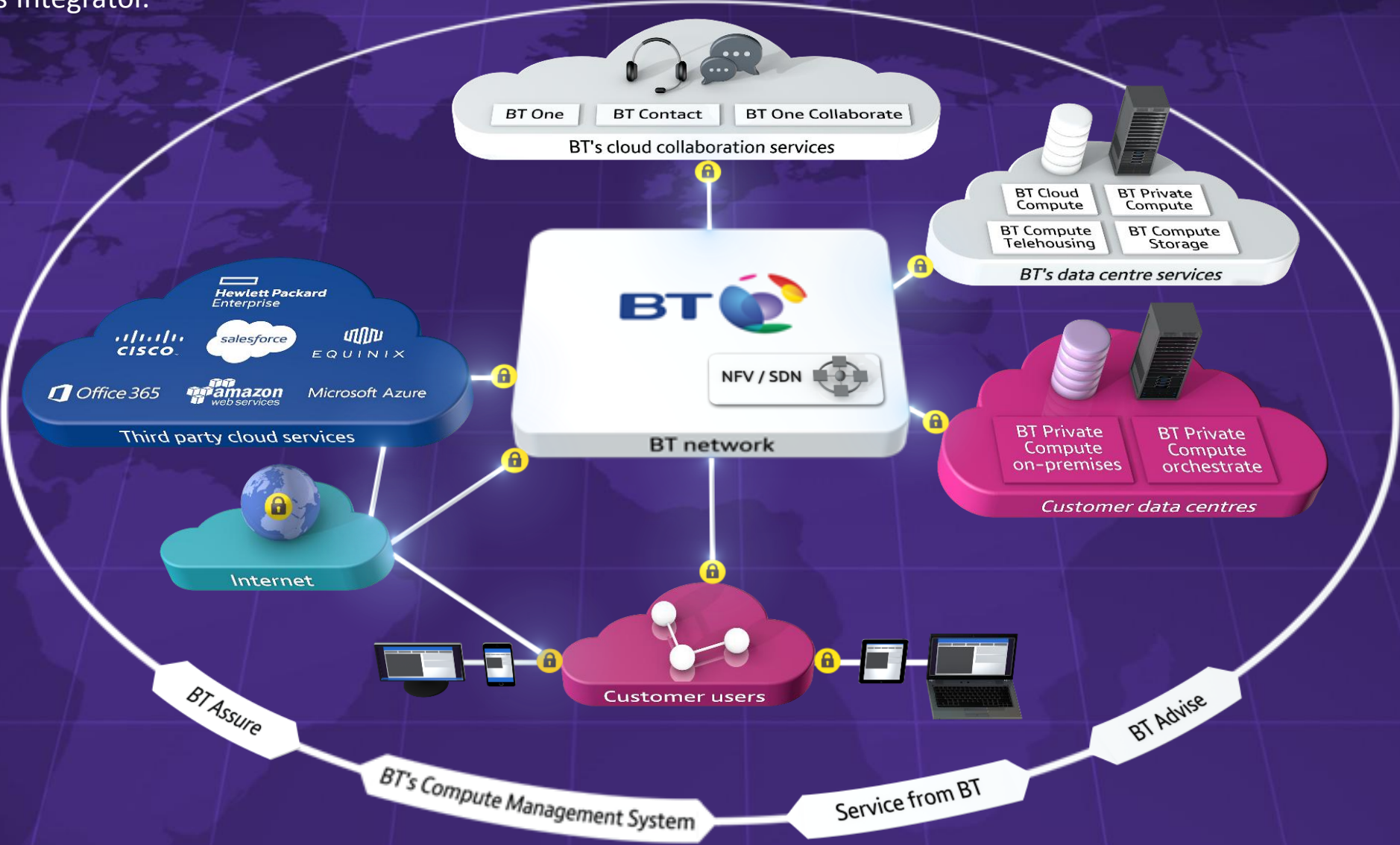
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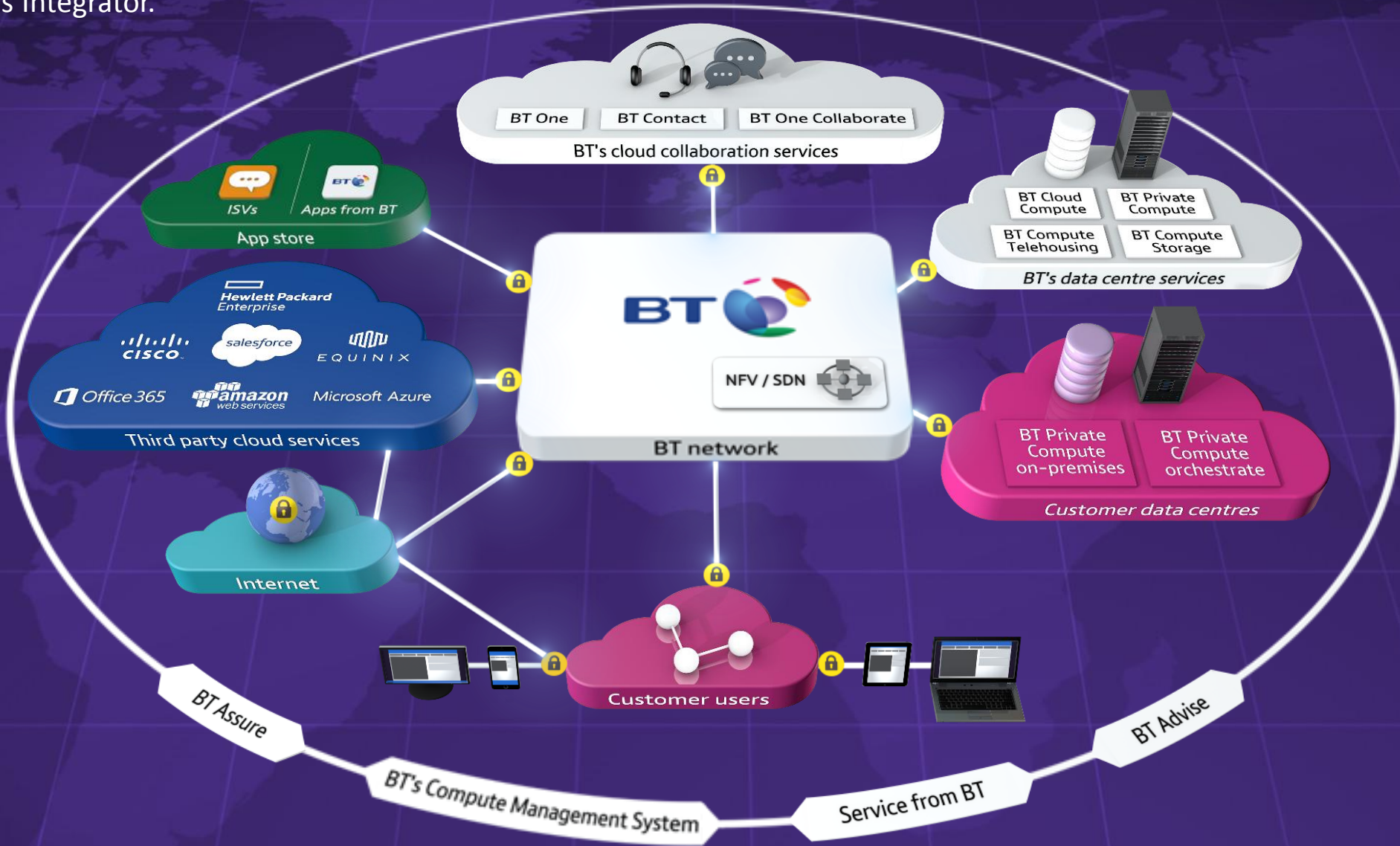


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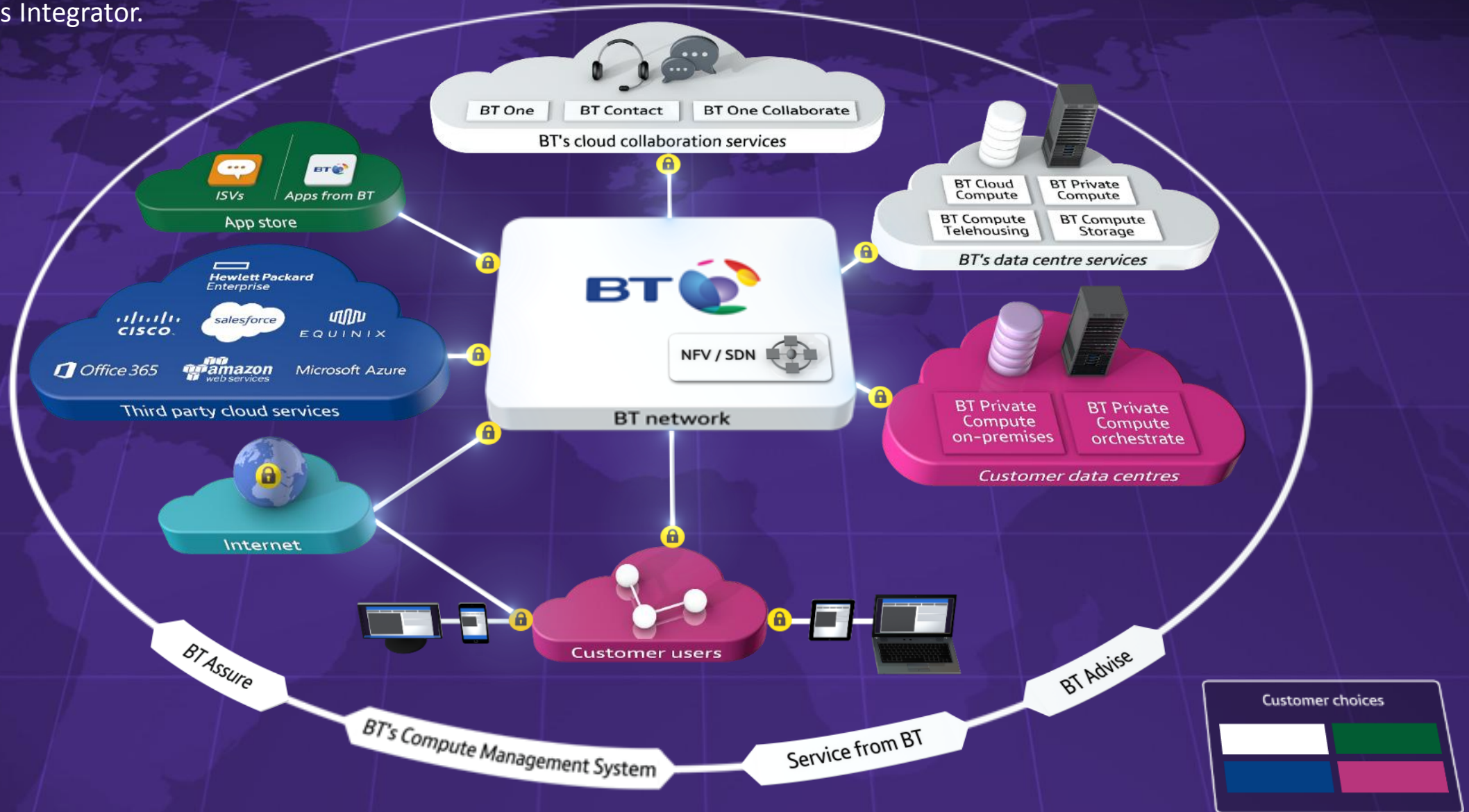
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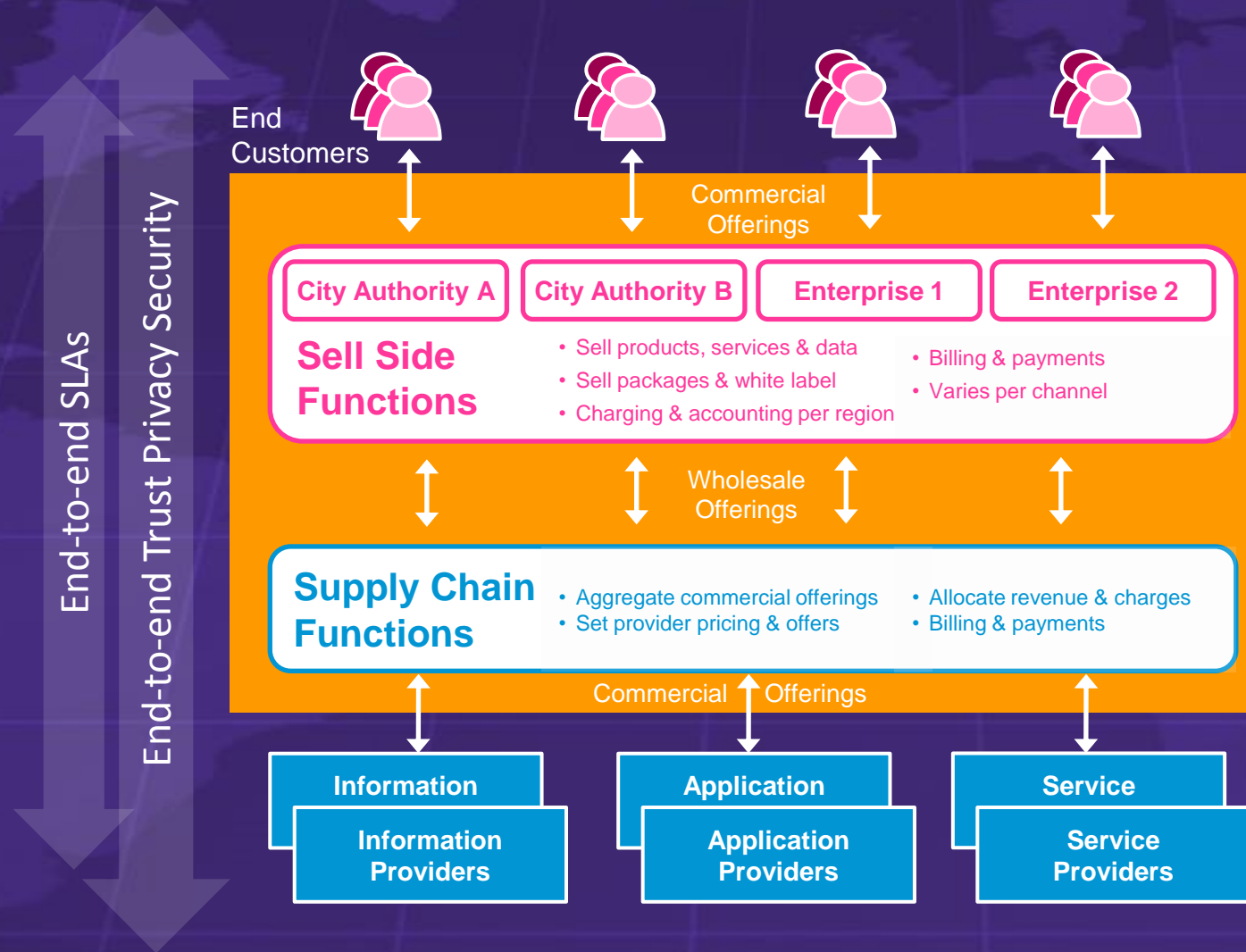
# Cloud of Clouds. Cloud Services Integrator.



# Customer Example

BT personalised CMS enables Smart City IOT ecosystem.

Wins TMForum Award 2016.



already **rolled-out globally**, **pre-connected**, and ready for customers systems with full **BSS integration**

**1/5 of typical time-to-market**  
60-80% less implementation cost and beyond setup it's all **PAYG**

Start-to-finish assisted journey by **BT Advise Compute** from discovery to design & delivery





# Why choose us?

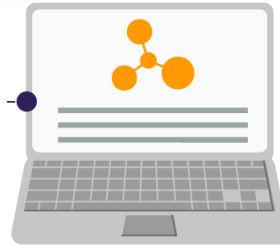
## Leading global network and infrastructure.

Delivering seamless provision and integration of cloud and non-cloud services to support all your IT needs.



## Global channel

for customers and 3rd party vertical apps.



## High level end-to-end service.



## Professional services

helping our customers on the journey to cloud.



**Security** protecting customers' assets and infrastructure.



**Seamless integration** of cloud services globally.



Bringing it all together

[bt.com/globalservices](http://bt.com/globalservices)