

Mariano Ammirabile – GTS Cloud Sales Leader 09/10/2010

Cloud Computing, tecnologie e servizi



IBM SmarterSystems

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Cloud - The (Vision of a) Fifth Utility







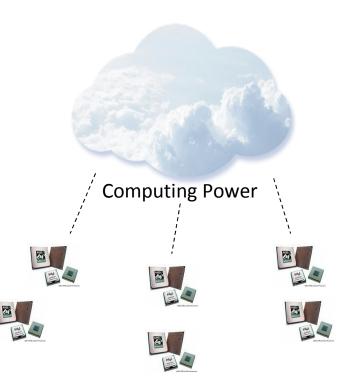


Water

Gas

Electricity

Communication



Virtualization as fundamental stage towards cloud adoption

Cloud Computing

Advanced Virtual Resource Pools

Physical Consolidation



- Improve utilization
- Reduce costs
- Lower power usage

Improve capacity utilization by as much as 60%, while reducing the power and cooling costs

- Decouple complexity from scale
- Share resources optimally
- Automate workload management
- Incorporate HA & DR

Hands-free operation, eliminate mundane tasks and manual processes and deploy workloads in minutes



Fully virtualized IT with integrated Service Management

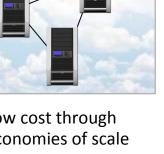
- Sense and respond to workload requirements
- Dynamically move workloads to best-fit infrastructures
- Integrated virtualization management with IT processes

Save time and reduce skill level required for workload provisioning through pre-packaged automation templates

Low cost through economies of scale Always on

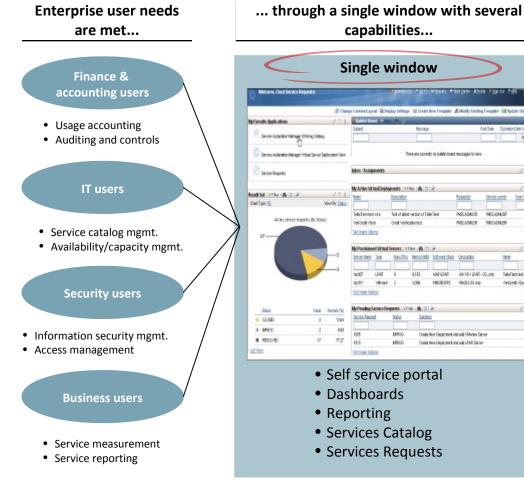
- Globally available
- Elastic scaling
- Pay for use
- Self-service with rapid provisioning
- Service catalog

Give users the flexibility to request and pay for services they want without the complexities of establishing an IT infrastructure





Cloud computing and service management



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traditional, private & public environments Service Service Desian Subscription Service Operations Service Service Activation Delivery

... delivered using service management in

Traditional IT

Applications

Private

cloud

Public cloud

(Enterprise dedicated)

Business Services

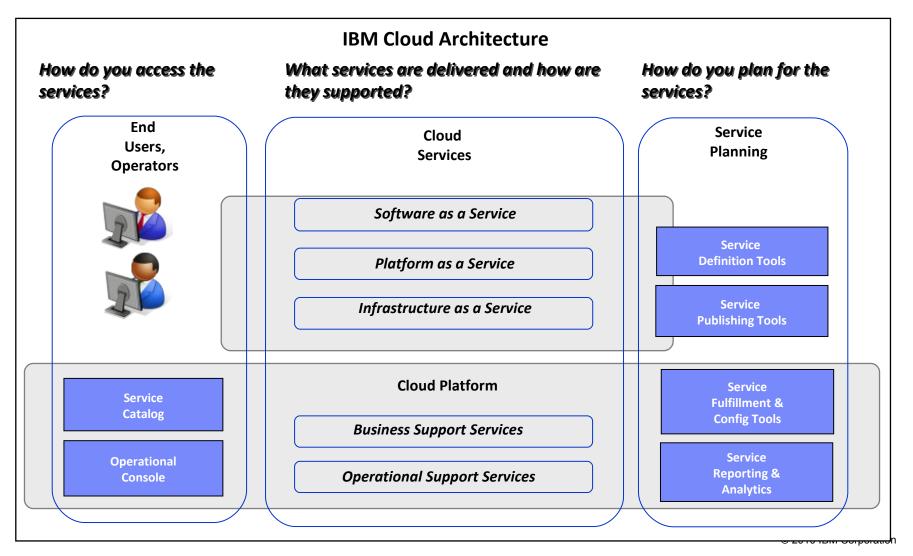
Infrastructure Services

cloud

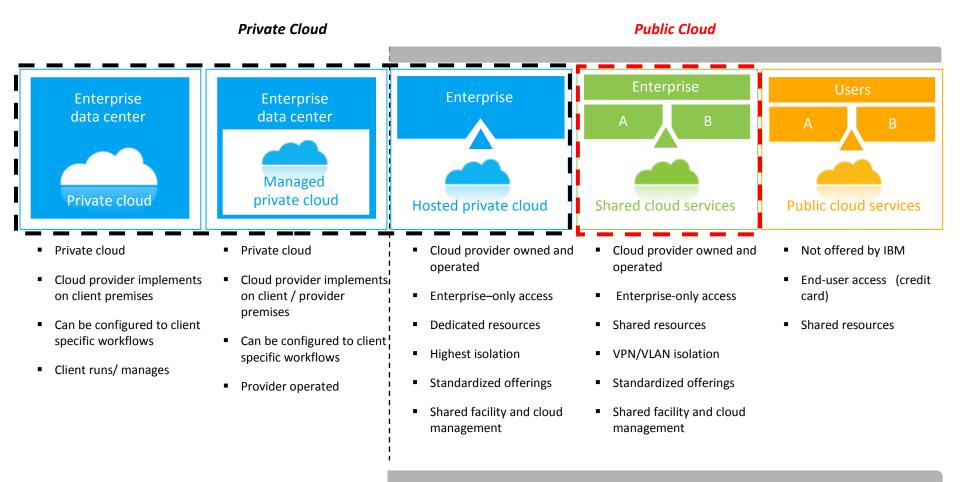


IBM Cloud Architecture

A complete cloud architecture includes not only the blueprint for the physical components (hardware, network, storage, etc.), but also the software components and the management and operational processes

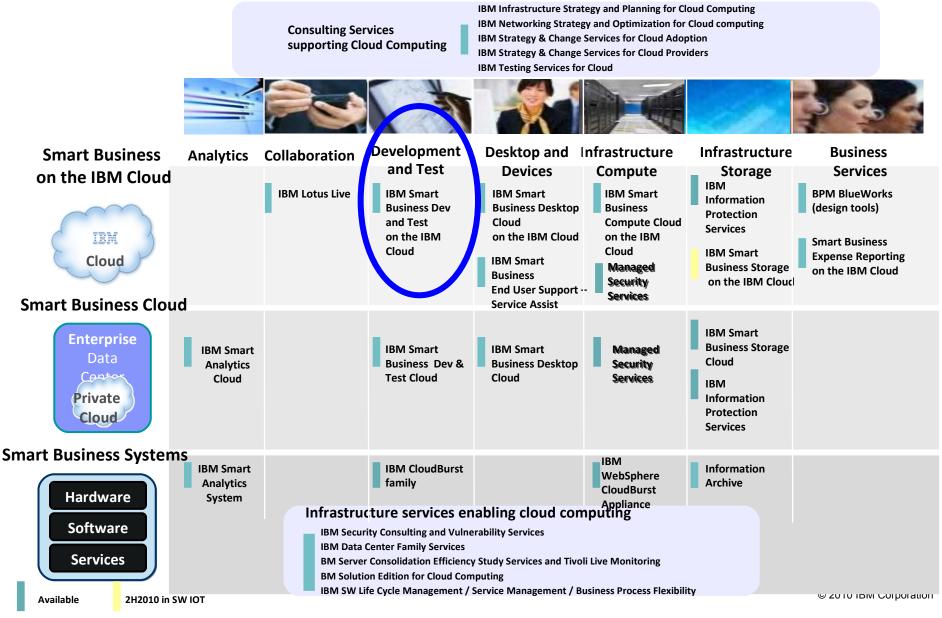


IBM Cloud delivery models



Data resides outside client's firewall

IBM Cloud Computing Offering Summary





Test & Development on IBM Cloud video