

# Cloud Computing Primer Training and Courseware

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This course provides foundational knowledge in Cloud Computing components, foundational technologies, architecture, design, and business value. Attendees are provided with a broad survey of Cloud Computing concepts and given an opportunity to explore Cloud from multiple angles. Concepts are reinforced through analysis of real world case studies and group discussion.

## Audience

- General audience including business and technology team leadership

## Prerequisites

- None

## Course Length

- 1 day

## Learning Objectives

- The Rise of the Cloud
- The Cloud Value Proposition
- Cloud Computing Components
- Categorizing Cloud
- Real World Case Studies
- Cloud Risks and Risk Mitigation
- Adopting Cloud Computing

## Teaching Methods

- Lectures
- Hands-on workshops

## Course Outline

WTE10

### The Rise of the Cloud

- Objectives
- Where did Cloud Computing originate?
- Cloud Computing
- Wikipedia Entry
- Five Attributes of Cloud Computing
- Cloud Computing Examples
- Understanding by Analogy
- What is so special about Cloud?
- Synergy is Powerful
- Moving to the cloud
- By the Numbers
- Summary

### Cloud Computing Value Proposition

- Objectives
- Why does Cloud matter?
- Cloud Value Proposition
- Cloud Value Business Case #1
- Cloud Value Business Case #2
- Cloud Value Business Case #3
- Cloud Value Business Case #4
- Cloud Business Cases
- Do Clouds Compute?
- 1. Select Expected Benefits
- 2. Identify applicable cost scenario
- 3. Calculate initial, simple return
- 4. Calculate returns for on-going usage
- Summary

### Cloud Computing Components

- Objectives
- The Cloud Computing Stack
- Cloud Computing Components
- Tightly Coupled Enterprise
- Breaking the Silos
- Understanding SOA
- Applying SOA to the Cloud
- Cloud Computing without SOA
- Cloud Component - SaaS

- Applying SaaS to the Cloud
- Cloud Component - Virtualization
- Applying Virtualization to the Cloud
- Web 2.0 Should I upgrade?
- Web 1.0 vs Web 2.0
- Summary

### Categorizing Clouds

- Objectives
- Consider the kind of cloud
- Cloud Scope Public clouds
- Cloud Scope Private clouds
- Cloud Scope Hybrid clouds
- Discussing Cloud Scope
- Cloud Types
- Discussing Cloud Types
- Cloud Role
- Discussing Cloud Categories
- Summary

### Real World Case Study Analysis

- Objectives
- Case Study - Amazon
- Amazon EC2 Value
- Discussing Amazon
- Case Study TuneCore
- TuneCore s Value
- Discussing TuneCore
- Case Study Salesforce.com
- Salesforce.com Value
- Discussing Salesforce
- Case Study Google Apps
- Google Apps Value
- Discussing Google
- Case Study Pitney Bowes
- Pitney Bowes Value
- Discussing Pitney Bowes
- Summary

### Cloud Risks and Risk Mitigation Objectives

- Objectives
- Service Availability

- Service Quality
- Secure Cloud Calling
- Problem Resolution
- Data Back-up
- Total Cost of Ownership (TCO)
- Provisioning
- Financial Management
- Managing Service Levels
- Redundancy / Failover
- Security
- Identifying Cloud-ready Solutions
- Governing Cloud Services
- Business alignment
- Asset Ownership
- Contract-driven Services
- Financial Management and Tracking
- Governance and Risk Mitigation
- Some Best Practices
- Summary 1/2
- Summary 2/2

### Adopting Your Very Own Cloud

- Objectives
- How can my organization explore Cloud?
- Cloud Adoption Best Practices
- 1. Identify your business drivers
- 2. Get Educated
- 3. Articulate a Value Proposition
- 4. Define one or more scenarios
- 5. Produce a Road Map
- 6. Gain Stakeholder Buy-in
- 7. Establish Governance
- 8. Invest in Infrastructure
- 9. Cloud Pilot
- Scoping the Pilot Project
- Pilot Project Scope (cont d)
- 10. Enterprise Roll-out
- Start small and grow incrementally
- Summary