
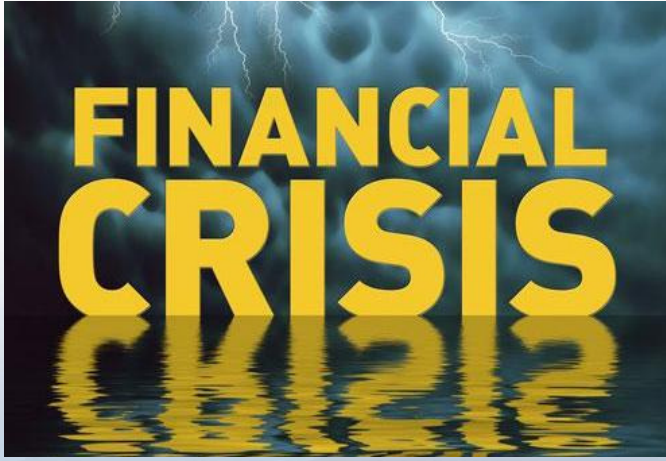


The image shows the bottom half of a presentation slide. At the top center is the ICA 46th Conference logo, which includes a stylized city skyline and the text 'ICA 46th Conference' and 'October 22 - 25, 2012 / Inbal Hotel, Jerusalem, Israel'. Below the logo, the title 'PROVOCATIVE QUESTIONS' is displayed in large, bold, blue capital letters. To the left of the list is an image of several 3D question marks, with one in the foreground being larger and red, and a black pen pointing at it. To the right of the image is a numbered list of eight questions. The background is a light blue gradient with a darker blue wave-like shape at the bottom. A small number '2' is visible in the bottom right corner of the slide.


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Q: Why CC NOW?
A:



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CC OFFERINGS

1. Reduced costs for IT infrastructure
2. Capital conservation – use the capital for basic activities and not for IT infrastructures
3. Pay the results
4. Pay exactly for what is used
5. High availability – always on / on demand
6. No additional complexity for end users – keep focus on basic activities
7. Guaranteed SLA based performance and availability




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CC ADOPTION RISKS



The major risks for Cloud Computing adoption:

- Security** – 67% of organizations mention the risk of unauthorized access to data and ability to ensure data integrity and protection .
- Availability** – 41% mention the risk of data unavailability when using cloud data stores.
- Vendor lock-in**

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CC ADOPTION RISKS

... and some staff problems:

- What do you do with people after moving to the cloud?
- What do you tell them?

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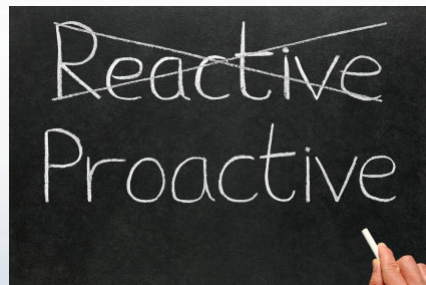


DEALING WITH PRIVATE PARTNERS


When dealing with private partners we need to consider:

- Security** issues
- Applying open standards whenever possible to avoid vendor lock-in**
- Better resource planning on both governmental and private sides**
- Better project management, including *aggressive agile!***
- Keeping black list and white list of vendors**

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IT TRENDS & CHALLENGES

Disruption: Business users expect the same level of IT performance and support as they experience with consumer-based applications and services.

Software Defined Networks: SDN is a means to abstract the network just as server virtualization abstracts the server.


Bigger data and storage: Data growth continues unabated.

Hybrid clouds: This new computing model drives revolutionary changes in the way solutions are designed, built, delivered, sourced and managed.

Client server: Today, anything goes! The operating system -- as well as the application -- can be executed on the PC or a server -- or streamed to a PC when needed.

The Internet of Things: The concept that describes how the Internet will expand as physical items such as consumer devices and physical assets are connected to the Internet.


Complexity: it gets higher and higher.
etc.



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CONCLUSION

There is no silver bullet in adoption of cloud computing in governments, but this is definitely the direction they need to go.



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