



Future  
infrastructures  
will **not** be  
on-premises —  
they will be  
*everywhere*

# Key Issues

1. Living with legacy — embracing the future
2. Design for uncertainty
3. Cloud strategies and options
4. Infrastructure will be everywhere

# Key Issues

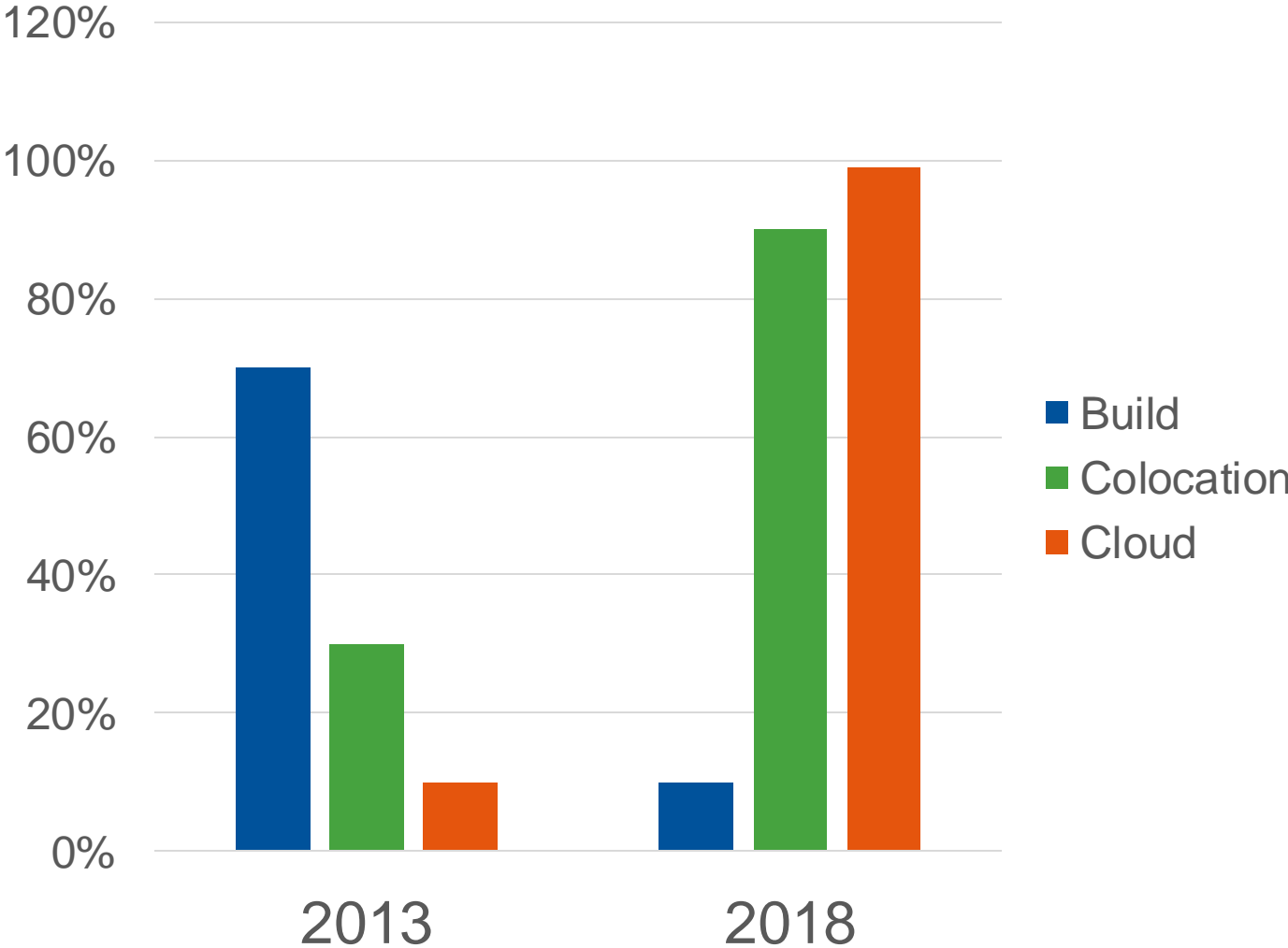
1. Living with legacy — embracing the future

2. Design for uncertainty

3. Cloud strategies and options

4. Infrastructure will be everywhere

# Requirements Are Changing

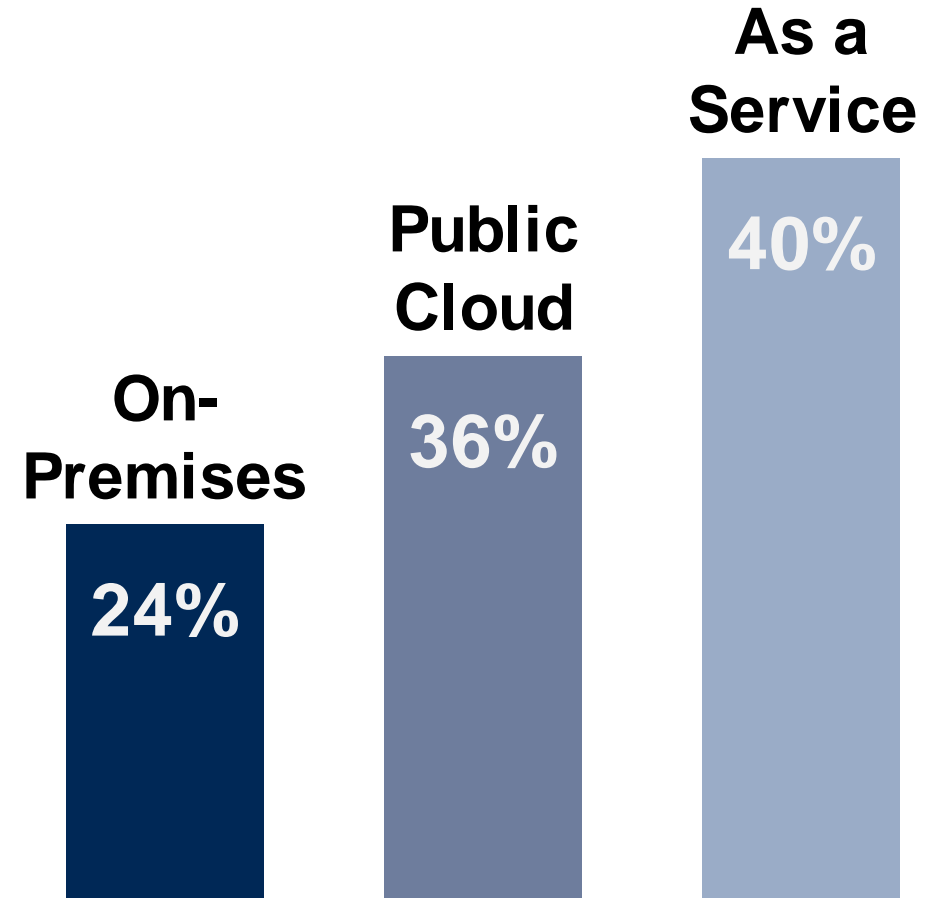


Enterprise desire to build or retrofit data centres has dropped

# Average Workload Distribution by 2025

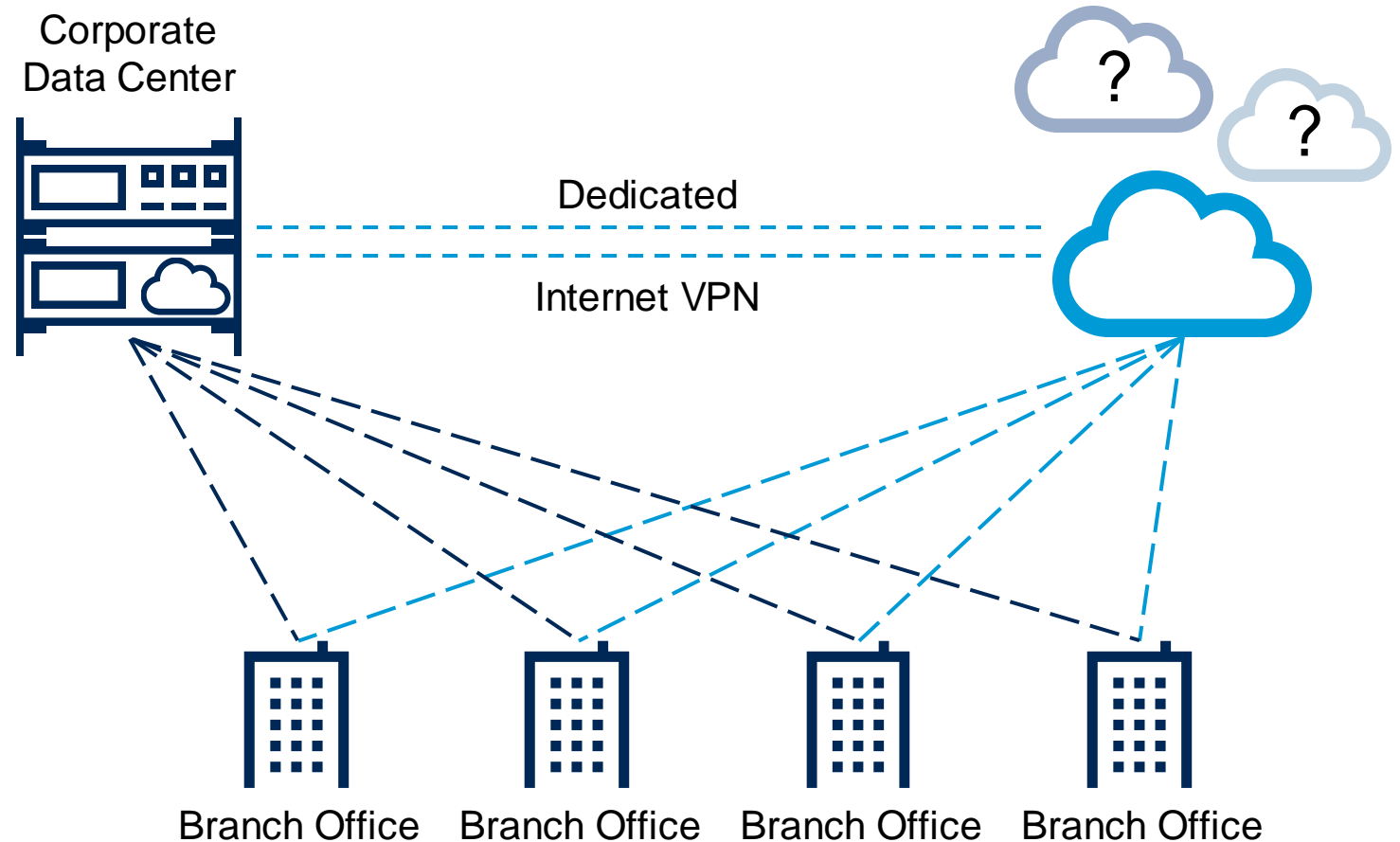
## Workloads Are Shifting:

- On-premises migrating towards SaaS
- New cloud-enabled workloads
- Lift and Shift increasing
- On-premises relocating away from “corporate” data center
- Elastic footprint needed



# Traditional Enterprise Strategy

- Colo. floorspace replaces enterprise DC floorspace
- Private network links
- Controlled cloud access
- Provider manages facility only
- Rapid change difficult
- Requires clear strategy



# Traditional Strategy

## What Lies Ahead

- Continued conflict between what IT needs and what the business wants
- Rapidly changing business and technology market
- New architectures — lack of blueprints
- Multicloud strategy — increased complexity, new skills and tools needed

## How does it affect you?

- Network team burnout
- I&O staff's reskilling required
- IT strategies delivered in isolation

## Actions/Issues:

- Brokerage role required
- Network and operations automation
- Invest to build skills and relationships
- Reward for innovation and collaborative behaviors

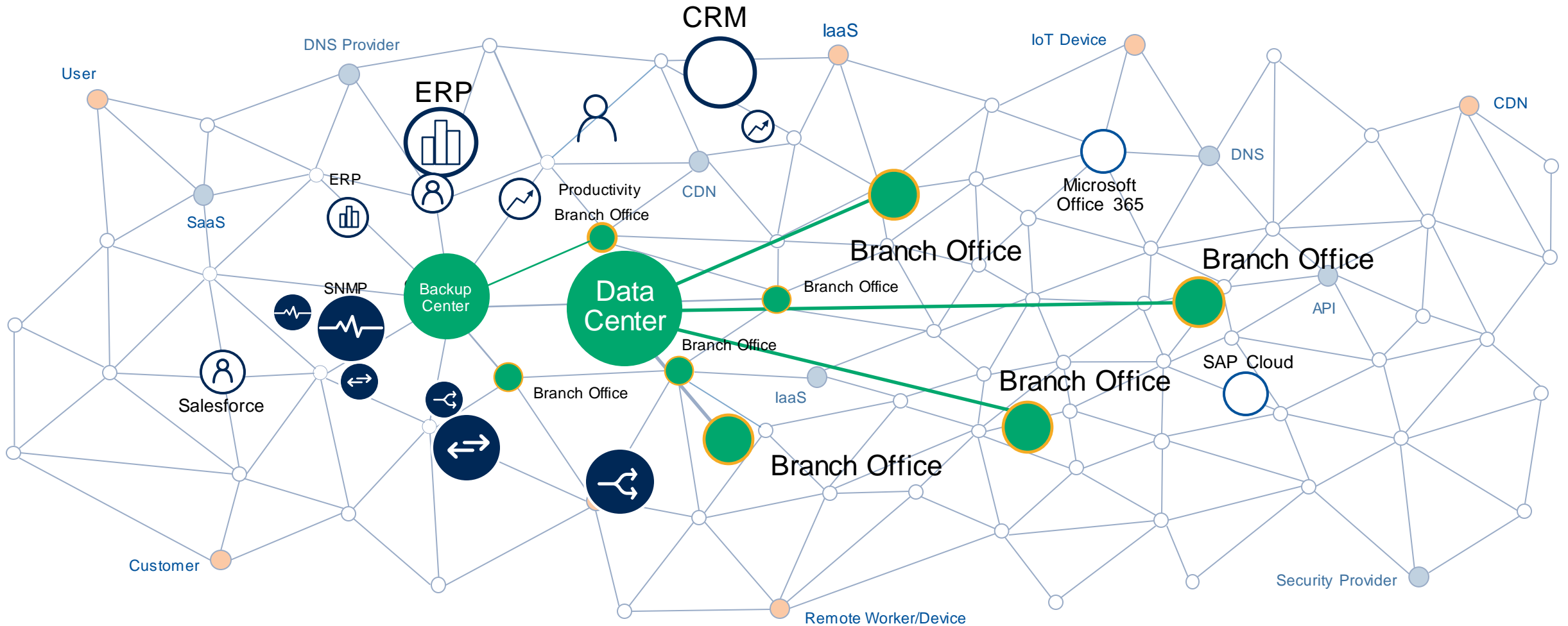
**Critical Time Frame**  
**Now**

# Key Issues

1. Living with legacy — embracing the future
- 2. Design for uncertainty**
3. Cloud strategies and options
4. Infrastructure will be everywhere



# The Future Without a Strategy



Cloud-Based, Internet-Dependent, Distributed

# Design for Uncertainty

## Assume the Following

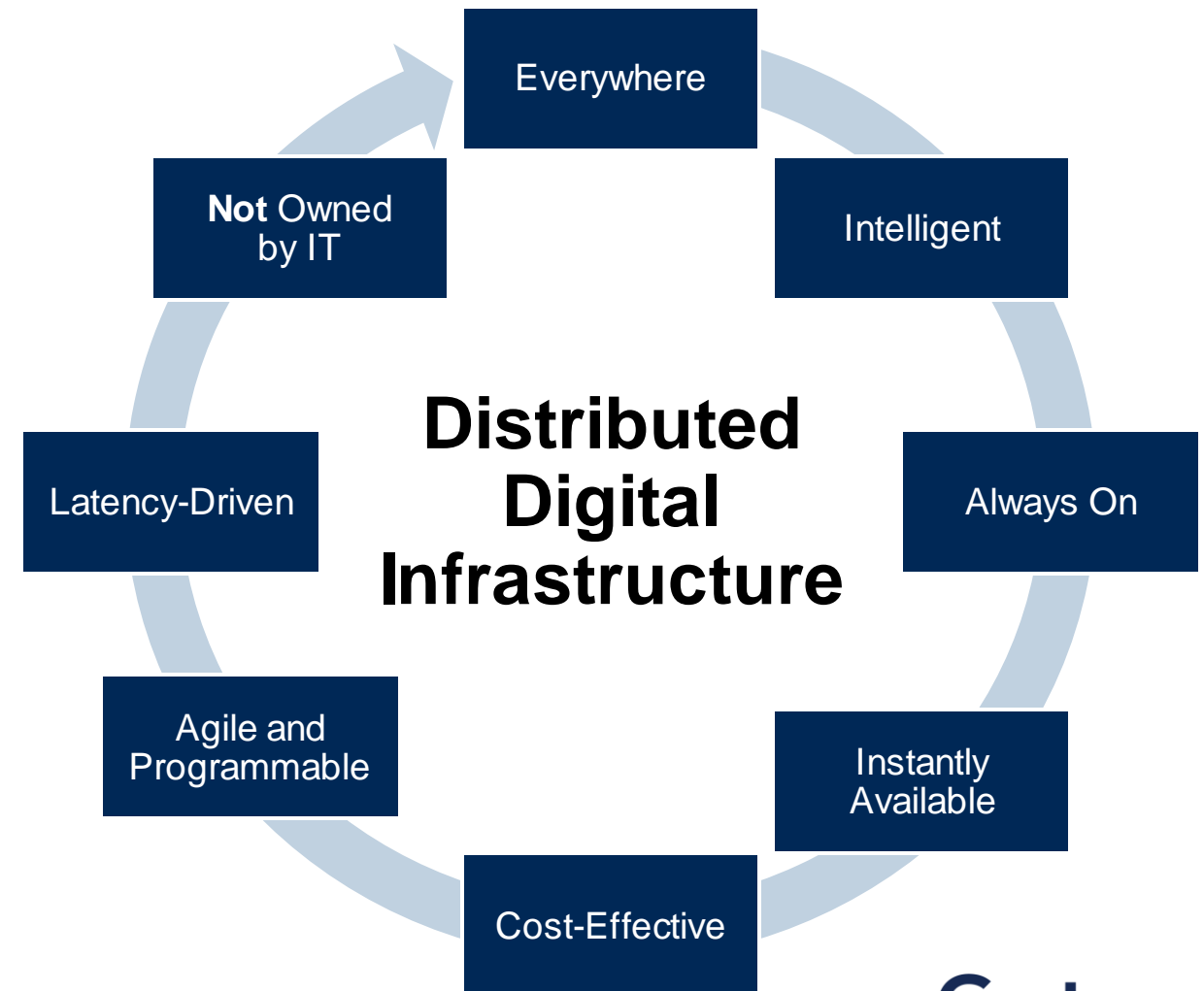
- Cloud-first, not always
- SaaS evolves — and dominates
- Edge becomes pervasive
- IoT will be a component
- Develop an ecosystem of partners
- Resiliency is integral to everything
- Network agility (and choice) are key
- Objective — enable the business



# Workload Strategies Defined by Business Requirements

## Business Defines IT

- 32% of IT spend not in the IT budget
- Customer experience is critical
- Availability and reliability assumed
- Business reputation impacted by infrastructure decisions
- Regulatory and compliance challenges dictate location



# Key Issues

1. Living with legacy — embracing the future
2. Design for uncertainty
- 3. Cloud strategies and options**
4. Infrastructure will be everywhere

# Seven Elements for Creating a Pragmatic Enterprise Cloud Strategy



Ensure Cloud Strategy Follows Business Strategy

Assess Five Types of Cloud Risk to Address Security, Compliance and Other Cloud Concerns

Question Cost Reduction as a Main Driver for Cloud Adoption

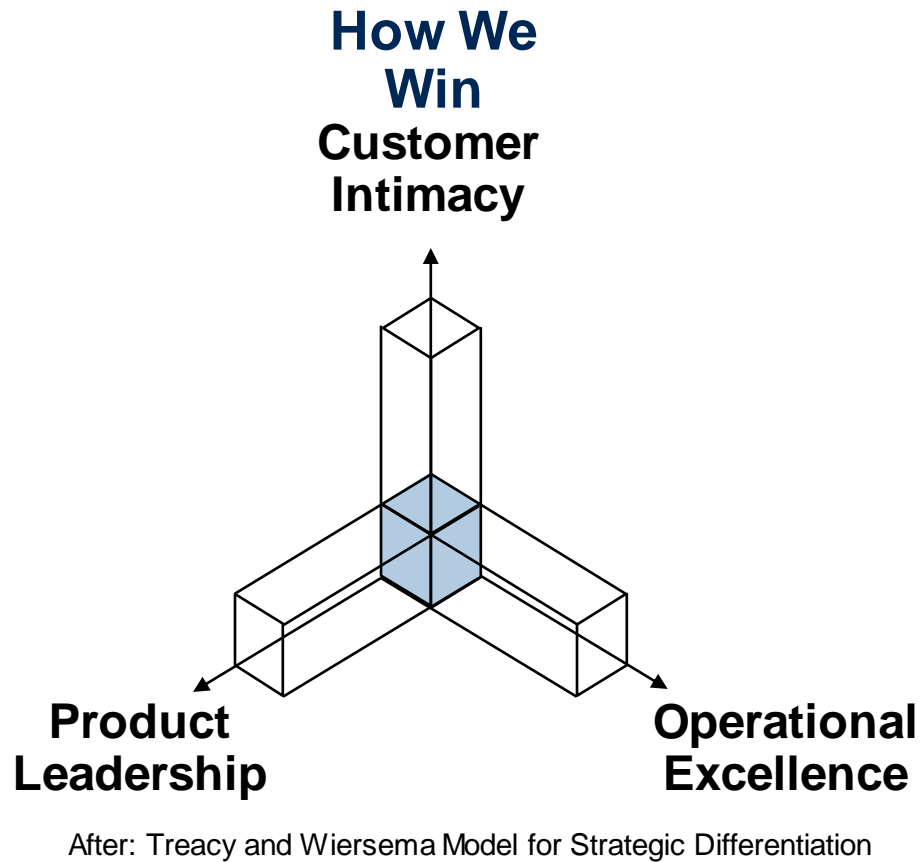
Plan Your Potential Routes to the Cloud

Understand the Shared Responsibility Model of the Cloud

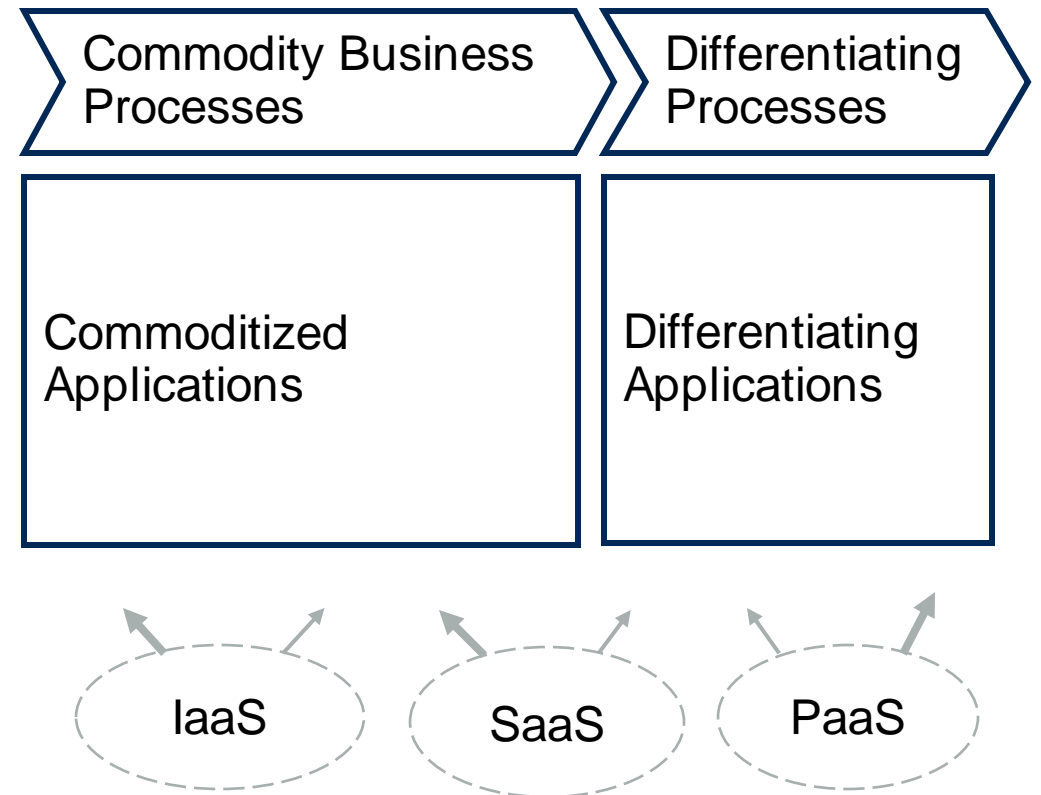
Differentiate Your Approach for the Three Typical Areas of Enterprise Cloud Adoption

Embrace the Changing Role of the IT Department

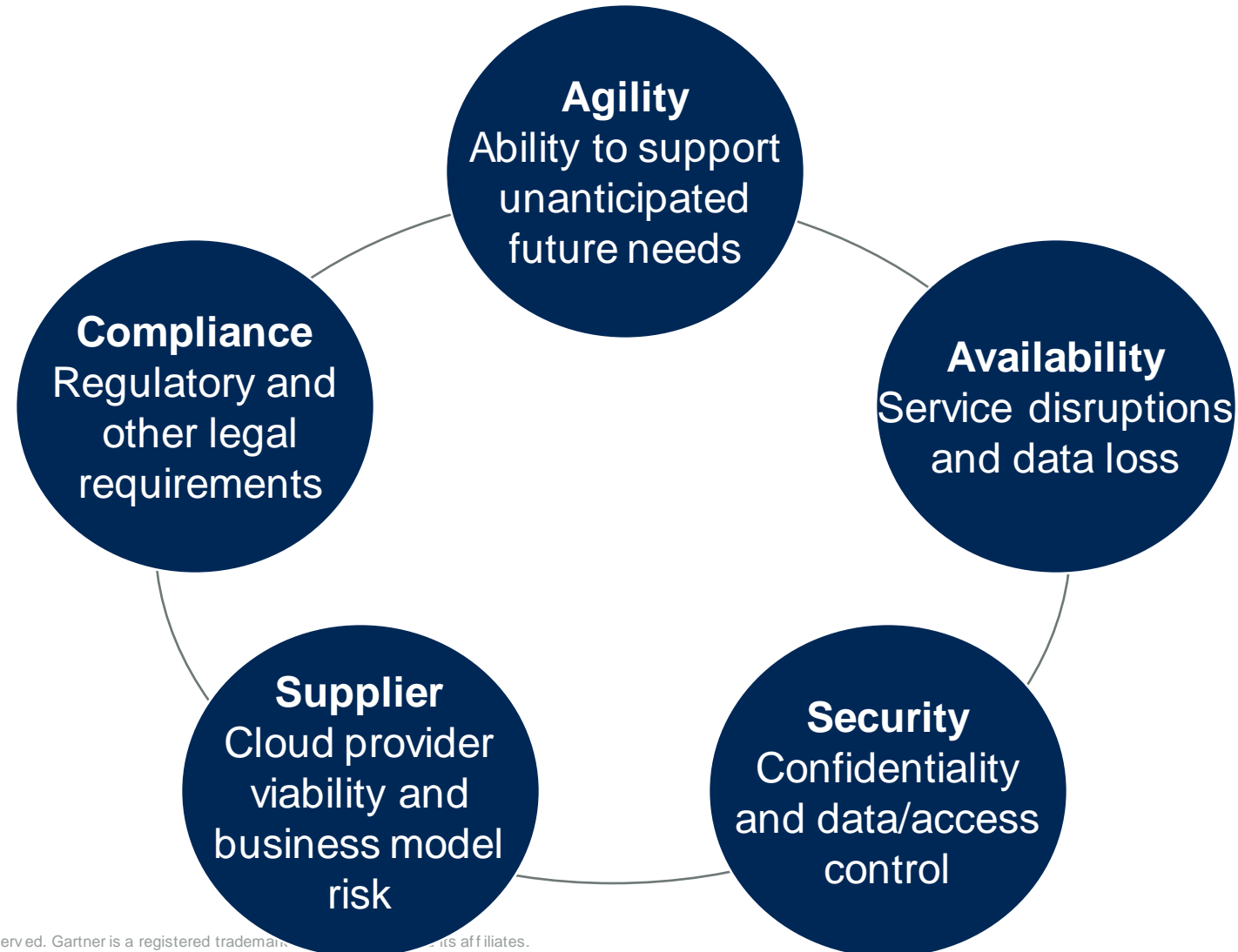
# Ensure Cloud Strategy Follows Business Strategy



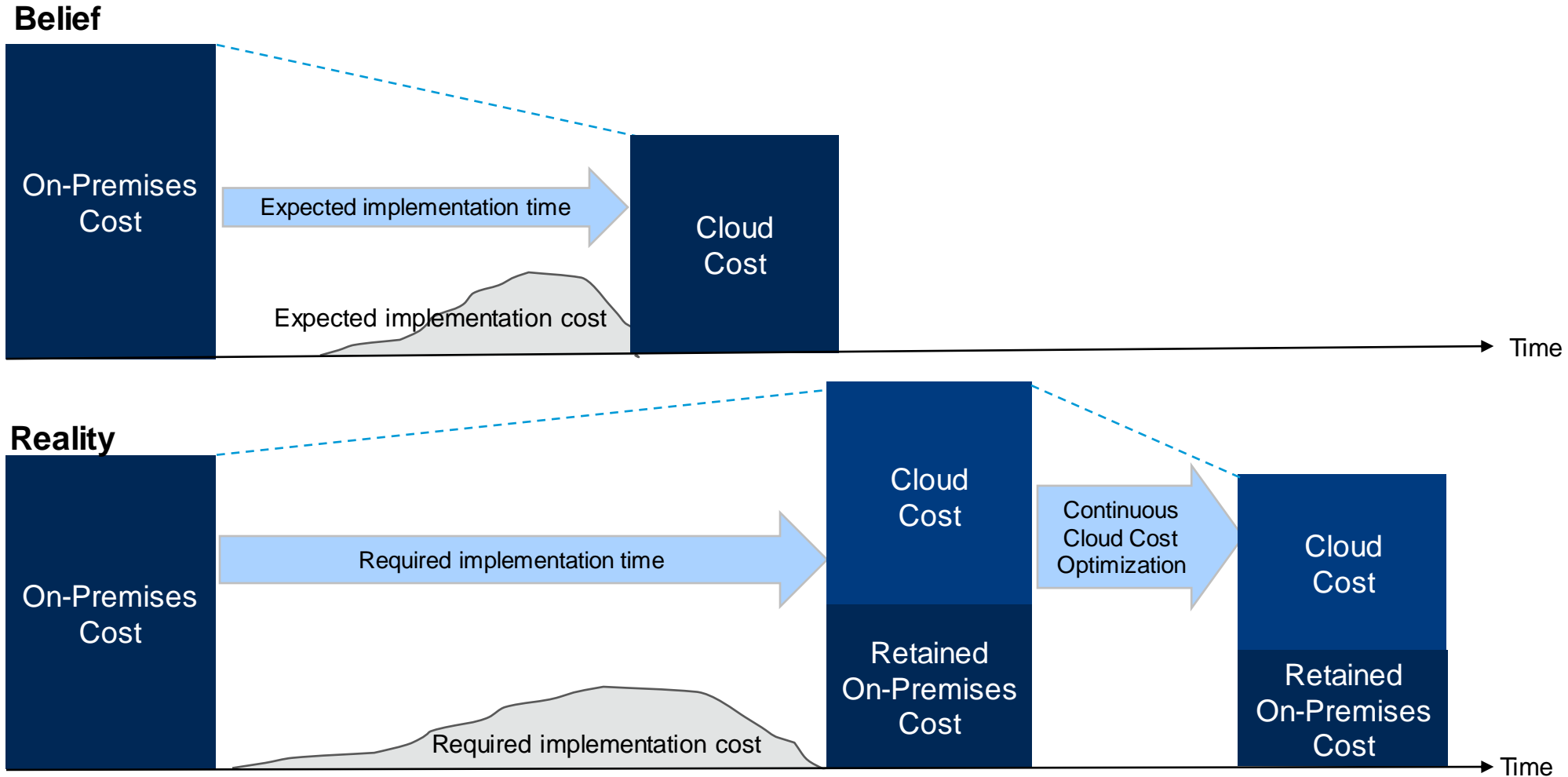
## Commodities Versus Differentiators



# Assess Five Types of Cloud Risk to Address Security, Compliance and Other Cloud Concerns

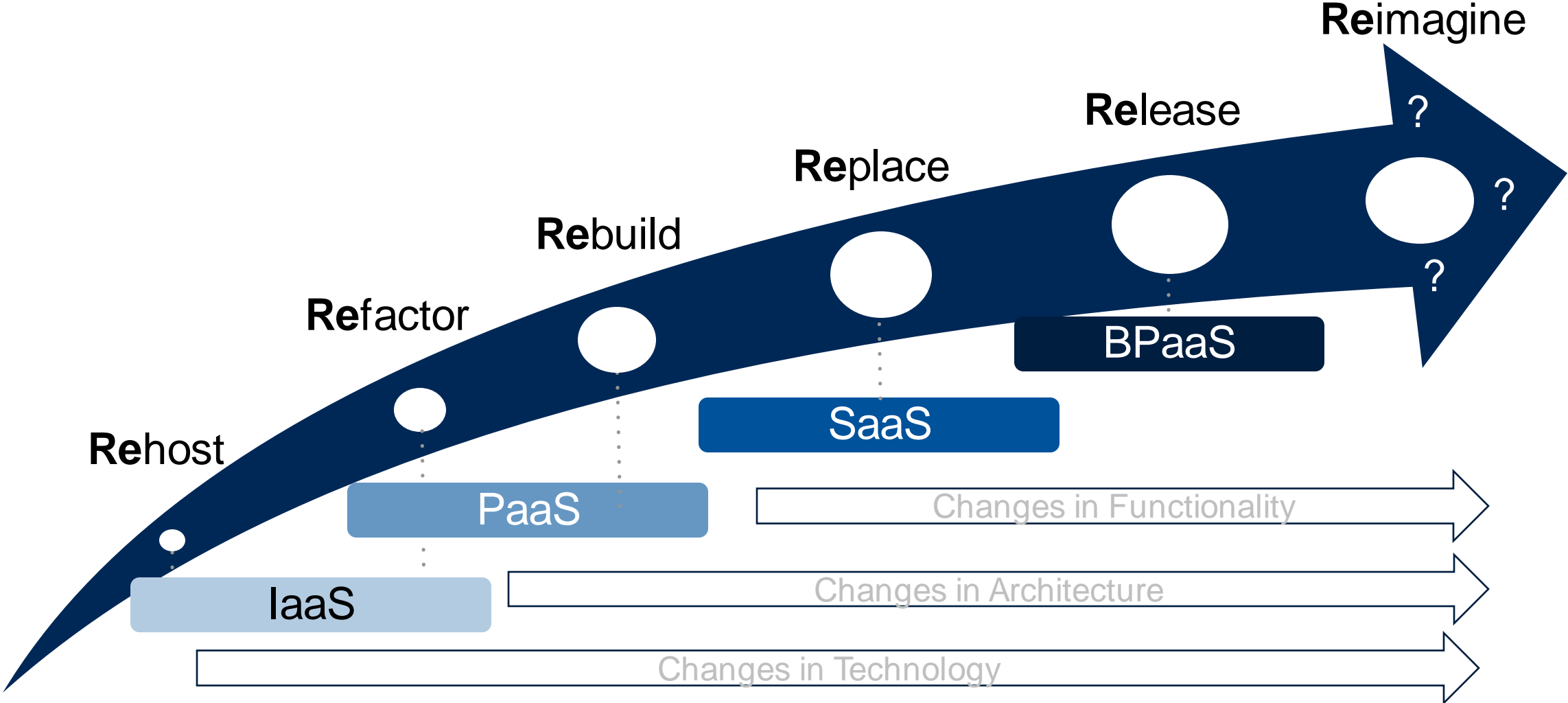


# Question Cost Reduction as a Main Driver for Cloud Adoption



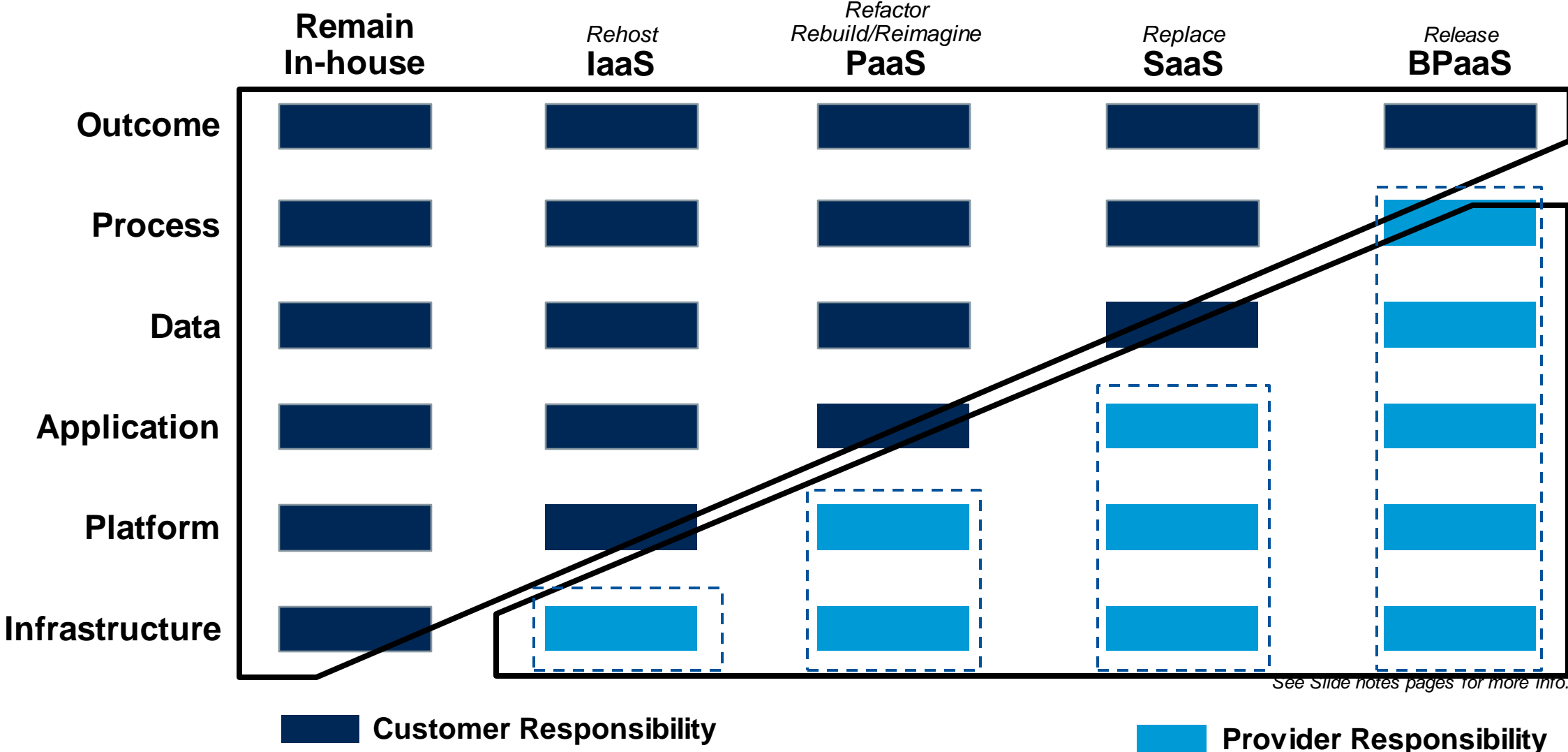


# Plan Your Potential Routes to the Cloud



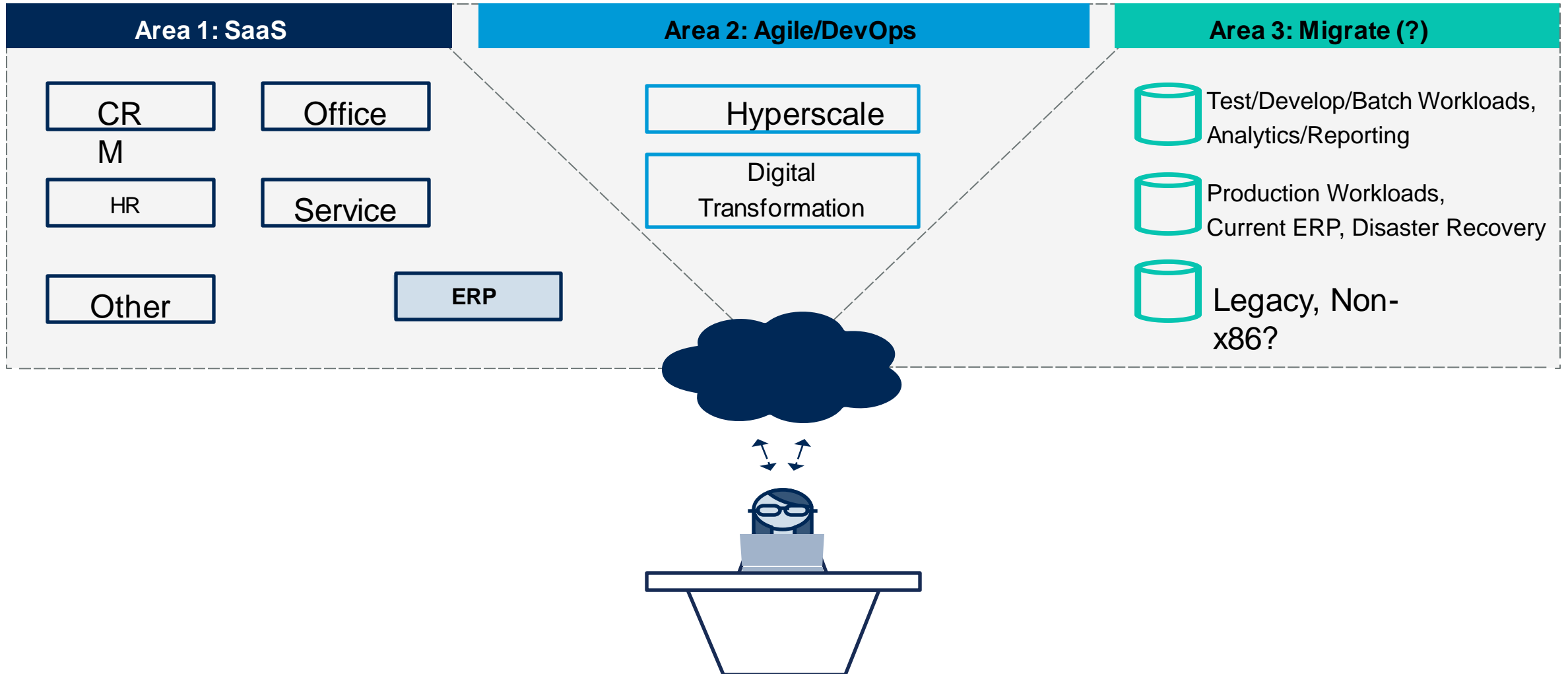
**BPaaS** = Business process as a service; **IaaS** = Infrastructure as a service;  
**PaaS** = Platform as a service; **SaaS** = Software as a service

# Understand the Shared Responsibility Model of the Cloud



See Slide notes pages for more info.

# Differentiate Your Approach for the Three Typical Areas of Enterprise Cloud Adoption



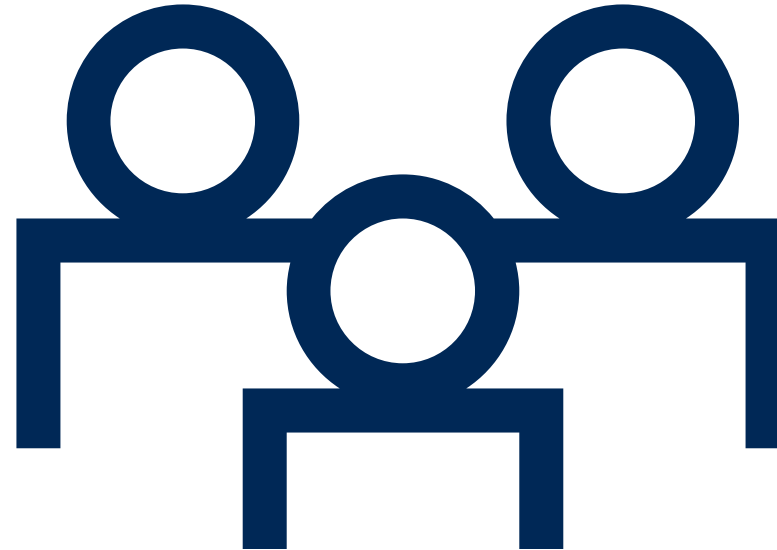
# Embrace the Changing Role of the IT Department

Over time, the **IT department** may adopt a role with regard to **cloud services**, comparable to that of the **HR department** with regard to **human resources**.

Facilitation and Oversight

Onboarding/  
Offboarding  
and Backbone  
Systems

Awareness  
and Training



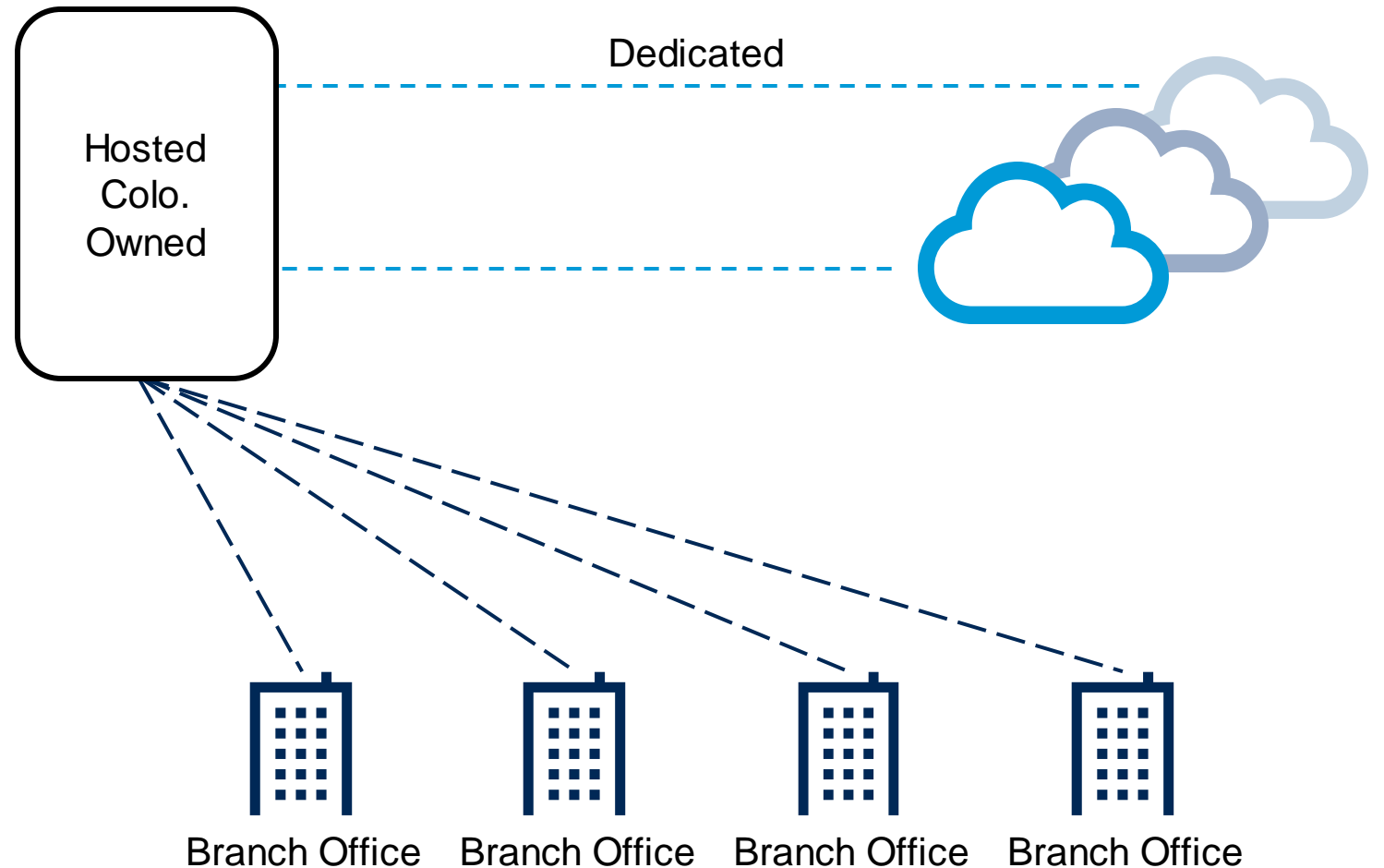
# Key Issues

1. Living with legacy — embracing the future
2. Design for uncertainty
3. Cloud strategies and options
4. Infrastructure will be everywhere

# Emerging Infrastructure Strategies

## Infrastructure Requirements

- Reduced latency
- Secure and private
- Flexible, scalable
- Multiple providers
- Global ecosystem
- Access to partners
- Access to other providers



# Emerging Infrastructure Strategies

## Disadvantages

- Single infrastructure provider
- Provider strategy is now yours
- Provider becomes part of your infrastructure
- Staff roles change — reduced control
- Monitoring tools need to evolve

## Advantages

- Flexible infrastructure
- Minimal staff impact
- Operational consistency
- Complex, manageable
- Rapid change possible
- Often carrier/vendor neutral

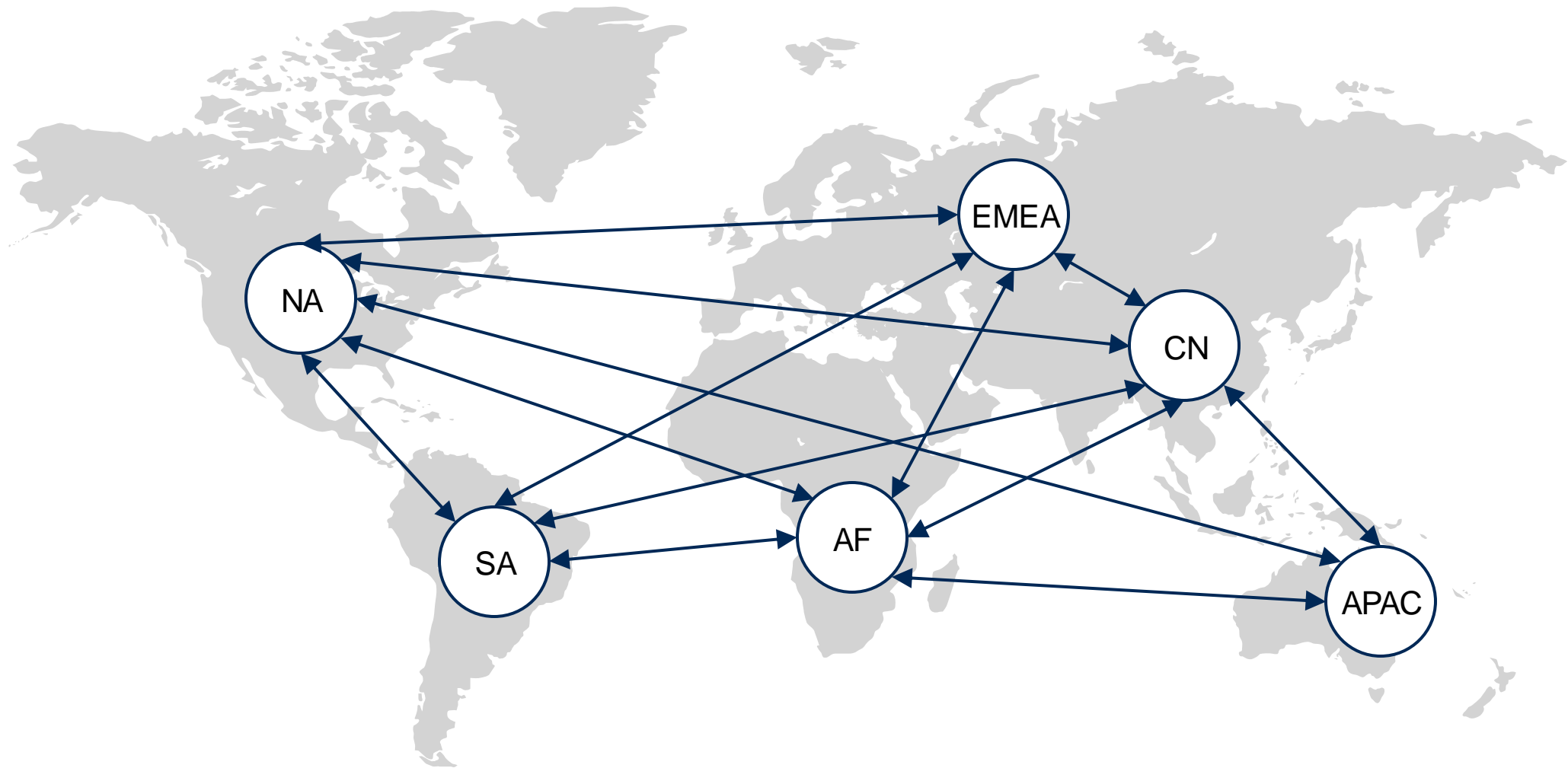
# Your Data Center Is Everywhere



- Driven by client satisfaction (latency, response times)
- Driven by business outcomes (which drive reputation)
- Designed to morph quickly, as needed
- **IT's role is to enable the business to adapt quickly, not to control it**
- IT evolves into a provider of services — an infrastructure service provider



# Leverage Your Partner Ecosystem



Leverage location, networks, interconnects, latency

# Leverage Your Partner Ecosystem

## Leverage Points

- Create partner-to-partner links
- Move workloads closer to customers
- Address GDPR and regulatory issues
- Improve service continuity
- Adopt regional cloud services
- Build relationships, not just transactions



# Ecosystem Strategy

## Values and Issues

- Rapid response to new services
- Adaptive to changing business and technology market
- Multicloud, multiservice strategy
- Geodiversity
- Driven by business requirements, not hardware or software
- Complex monitoring environment
- Impact on staff skills and process

## How does it affect you?

- Improved time to market
- Reactive/Flexible infrastructure
- Infrastructure strategy tied directly to provider choice
- Change acceleration

## Actions/Issues:

- Partner strategy alignment needed
- Broader skillsets critical
- Network automation required
- Tighter I&O control of infrastructure delivery

**Critical Time Frame**  
**2020 to 2024**



Future  
infrastructures  
will **not** be  
on-premises —  
they will be  
*everywhere*

# Your Action Plan

## Monday Morning:

- *Link* your business strategy — and your cloud strategy
- *Initiate* workload placement analysis, both short- and long-term

## Next 90 Days:

- *Build* an infrastructure delivery strategy
- *Begin* developing a partner ecosystem strategy

## Next 12 Months:

- *Align* long-term workload placement with ecosystem partners
- *Begin* developing the versatilist role within I&O

# Recommended Gartner Research

- ▶ [The Data Center Is Dead, and Digital Infrastructures Emerge](#)  
David Cappuccio (G00354861)
- ▶ [Prepare for the Death of the Data Center as We Know It](#)  
Tiny Haynes (G00360715)
- ▶ [Talent Management: Dealing With Silos in a Hybrid Infrastructure World](#)  
David Cappuccio and Ross Winser (G00348482)
- ▶ [How Edge Computing Redefines Infrastructure](#)  
Thomas Bittman, Bob Gill and Aapo Markkanen (G00366225)