



# CLOUDPILOTS @ HANNE

14. Juli 2011

Michael Herkens  
Felix Binsack

HANNE,  
Norbert & Thorsten,  
habt vielen Dank  
für die Einladung!

CLOUDPILOTS

Herzlichen Glückwunsch  
zum 12. Geburtstag!



CLOUDPILOTS

# Eigentlich...

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- wollten wir hier eine Unternehmenspräsentation halten...
  - ABER
- Thorsten Koch



- hat uns das Thema vorgegeben

Warum ist CLOUDPILOTS  
Google Partner ?

CLOUDPILOTS

# Agenda

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## ■ Cloud

- Warum Cloud?
- Welche Cloud?
- Warum eine eigene "Cloud" Firma?

## ■ Google

- Warum Google?
- Warum Google Apps for Business?
- Was gefällt uns an Google Apps?

## ■ CLOUDPILOTS

- Wer ist CLOUDPILOTS?
- Was kann CLOUDPILOTS für Ihr Unternehmen leisten?
- Unser Angebot

# Warum Cloud?

CLOUDPILOTS

# Gigantische Economies of Scale

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- > 1.000 Mio \$ Kosten / Rechenzentrum  
(3-4 Rechenzentren für Ausfallsicherheit erforderlich)
- >> 1.000.000 Server / Rechenzentrum
- >> 1.000 Servers / Administrator
- Effizienzgewinne durch
  - Supply-Side Savings
  - Demand-Side Aggregation
  - Multi-Tenancy Efficiency



# Cloud ist ökonomisch

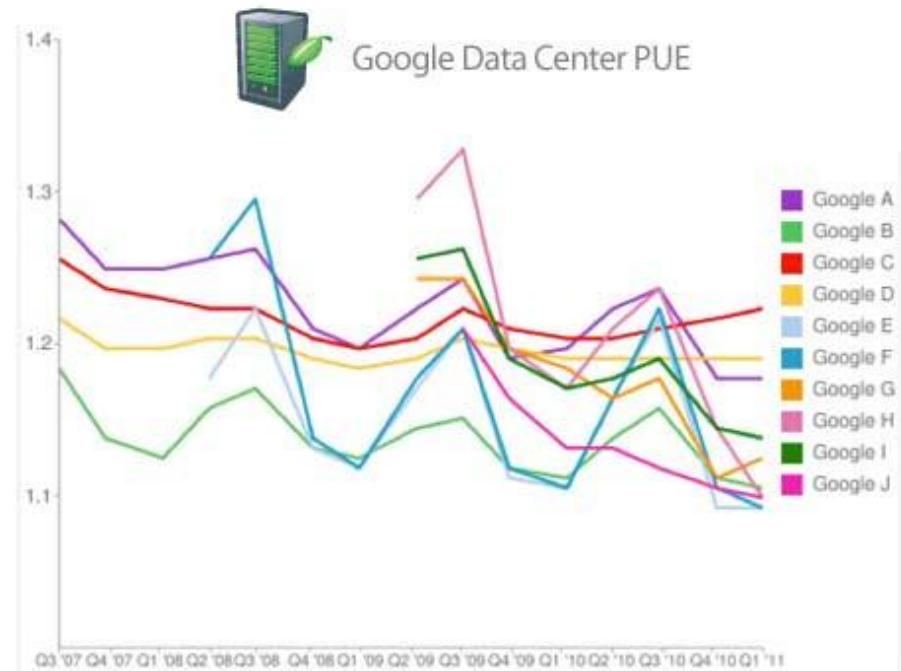
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- Keine Fixkosten  
(OPEX statt CAPEX)
- Kostentransparenz
- Kostenreduktion



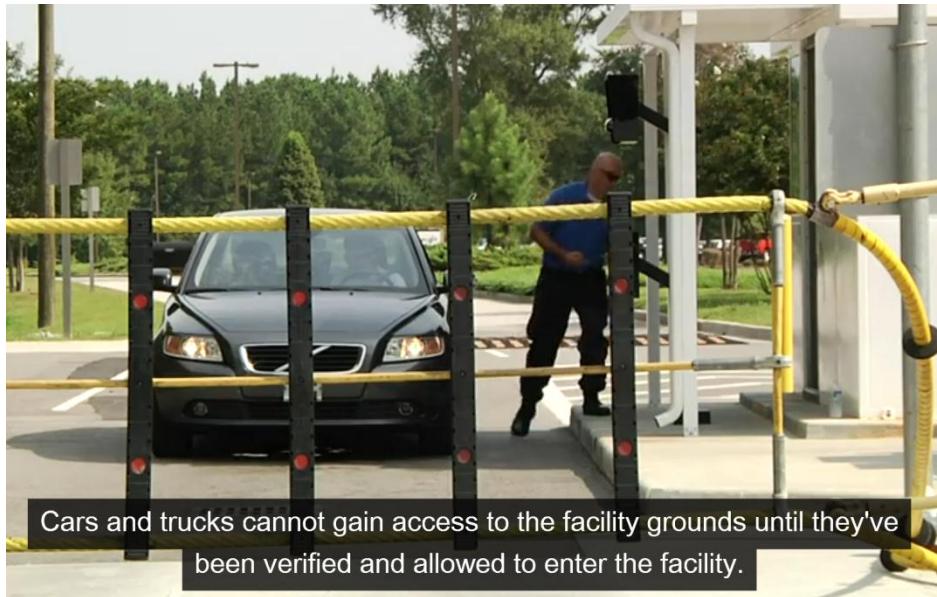
# Cloud ist ökologisch

- Ø CPU Utilization in public Data Center = 60-70%  
(private Data Center = 6-10%)
- Power Utilization Efficiency (PUE) ratio  $\approx 1.2$   
Total Facility Power (incl. Cooling etc.) / IT Equipment Power



# Cloud ist sicher

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Cars and trucks cannot gain access to the facility grounds until they've been verified and allowed to enter the facility.



After the crushing process, the remains are sent to recycling centers.

# Cloud ist sicher

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- Vor 100 Jahren
  - galt es als sicher, das Geld unter der Matratze aufzubewahren
  - hatte jedes Industrieunternehmen noch seine eigene Energieerzeugung
- Ausfallsicherheit
  - 3-4 regional verteilte Rechenzentren mit State of the Art Technologie und Prozessen inklusive Schutz von DoS etc.
- Datensicherheit
  - sehr hohe Investitionen und einem Ruf, den es zu verteidigen gilt
- Rechtssicherheit



# Cloud ist einfach

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- Elastizität / Skaliert nach oben
- Flexibilität / auch bei Reduktion
- Integration erfolgt durch Hersteller



# Cloud ist die 3. IT Generation

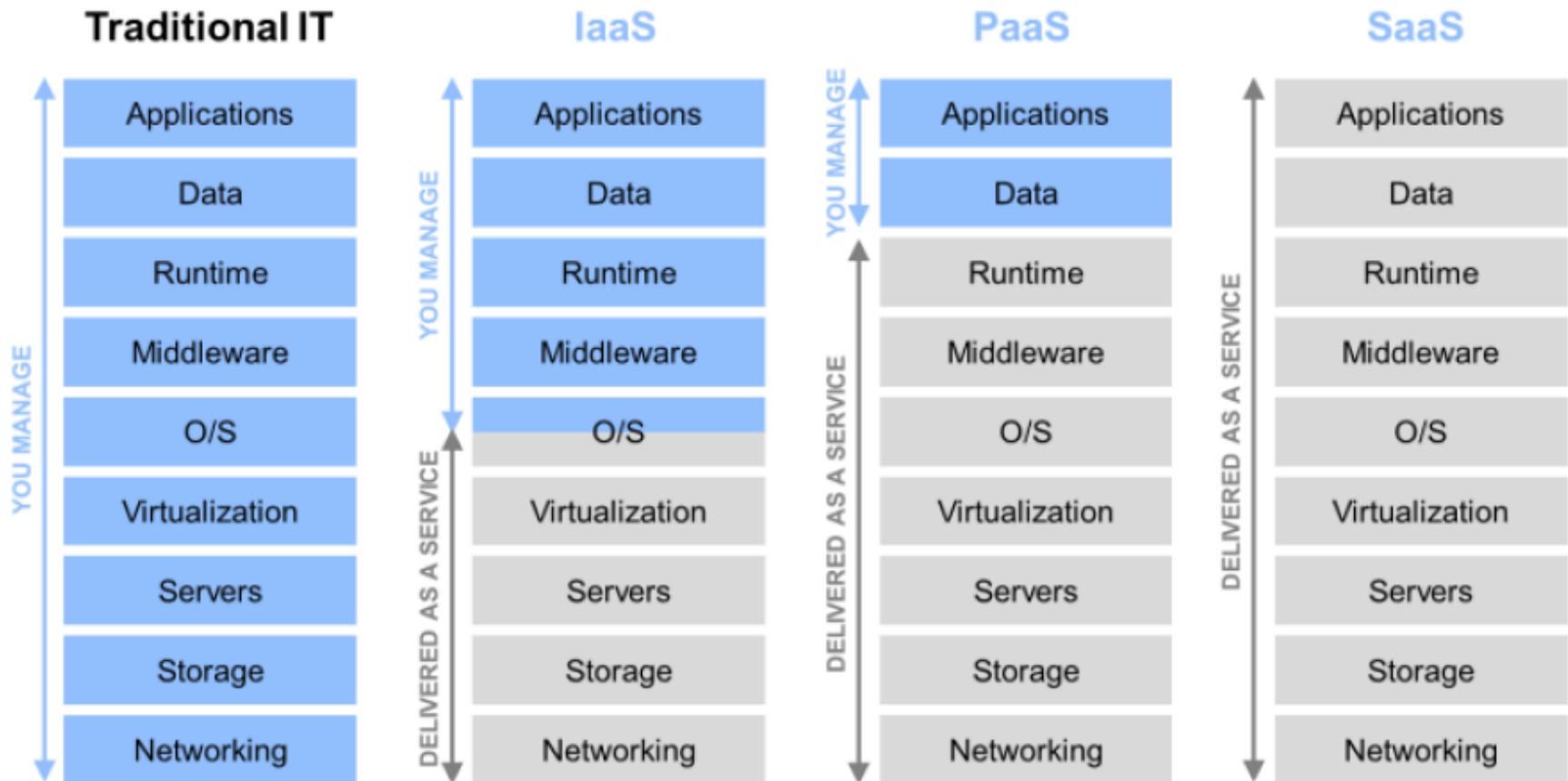
	Technology	Economic	Business Model
Mainframe	 Centralized compute and storage Thin clients	Optimized for efficiency because of the high cost	High up-front costs for hardware and software
Client/Server	 PCs and servers for distributed compute, storage, and so on	Optimized for agility because of the low cost	Perpetual license for OS and application software
Cloud	 Large DCs, ability to scale, commodity hardware, devices	Efficiency and agility an order of magnitude better	Ability to pay as you go, and only for what you use

Source Microsoft: THE ECONOMICS OF THE CLOUD  
(<http://www.microsoft.com/presspass/presskits/cloud/docs/The-Economics-of-the-Cloud.pdf>)

# Welche Cloud?

CLOUDPILOTS

# Nur die Public Cloud ist die wahre Cloud



Source Microsoft: THE ECONOMICS OF THE CLOUD  
(<http://www.microsoft.com/presspass/presskits/cloud/docs/The-Economics-of-the-Cloud.pdf>)

# Nur die Public Cloud ist die wahre Cloud

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Private Cloud



Public Cloud



Pinneberg nach  
Lippstadt

Individuelle Software

Frankfurt nach Shanghai

Commodity Software / IT

# Commodity IT

- Standardisiert / Massenmarkttaugliche Software
- Betrifft nicht Kernprozesse
- Die Commoditization nimmt zu



# Public Cloud ist die Zukunft

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- Der Public-Cloud-Markt wächst bis 2015 mit einer jährlichen Wachstumsrate von 27,6 % auf 50,8 Mrd. €
- Public-Cloud-Computing wird 2015 für 46 Prozent des neuen Wachstums der IT-Ausgaben verantwortlich sein



IDC Worldwide and Regional Public IT Cloud Services 2011-2015  
Forecast vom 20. Juni 2011

# Cloud ist die Zukunft

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- Commodity IT wandert in die (Public) Cloud (mit wenigen regulierten Ausnahmen)
- Die Frage ist nicht ob, sondern wann auch Ihr Unternehmen Cloud nutzt



Warum eine  
Cloud Firma?

CLOUDPILOTS

# CLOUDPILOTS ist eigene Firma...:

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- Weil CLOUDPILOTS ein schöner Name mit hohem Wiedererkennungseffekt ist :-)
- Weil Cloud Computing nicht die IT sondern C-Level und Line-Of-Business im Unternehmen adressiert
- Weil nur eine eigene Firma den uneingeschränkten Fokus auf Cloud hat
- Weil nur eine eigene Firma frei von Interessenskonflikten mit der traditionellen IT-Services sein kann

# Das Systemhaus ist der Feind der Cloud

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- Systemhäuser verkaufen Hardware, Software und Services
- Mit der Cloud können Systemhäuser nicht genug verdienen (daher FUD Strategie)
- Systemhäuser verkaufen Virtualisierung als "private Cloud"

ChannelPartner

Ausgabe  
11/2011 S. 44



# Warum Google?

CLOUDPILOTS

# Werte und Unternehmenskultur

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- Offenheit
- Transparenz

Our philosophy

[Ten things](#)

[Software principles](#)

[Privacy principles](#)

[Design principles](#)

[No pop-ups](#)

[Security](#)

Google:  
Don't be evil.

<http://www.google.com/intl/en/about/corporate/company/>

# Transparenz

## Transparency Report

 United States

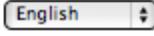
**Content Removal Requests**  54 Content Removal Requests  
Government requests for removal of content from services.

**Observations on Content Removal Requests**

- Six court orders resulted in the removal of 1,110 items from man and his family.

**Product Breakdown** **Reason Breakdown**

Reason	Court
Defamation	
Web Search	
Google Groups	
YouTube	
Blogger	

English 

## Google Apps Status Dashboard

This page offers performance information for Google Apps services. Unless otherwise noted, this status information applies to consumer services as well as services for organizations using Google Apps.

Check back here any time to view the current status of the services listed below. For all other information or to report a problem, please visit the [Google Apps Help Centers](#).

Today's Status	7/7/11	7/6/11	7/5/11	7/4/11	7/3/11	7/2/11
Google Mail	✓ No Issues	✓	✓	✓	✓	✓
Google Calendar	✓ No Issues	✓	✓	✓	✓	✓
Google Talk	✓ No Issues	✓	✓	✓	✓	✓
Google Docs List	✓ No Issues	✓	✓	✓	✓	✓
Google Documents	✓ No Issues	✓	✓	✓	✓	✓
Google Spreadsheets	✓ No Issues	✓	✓	✓	✓	✓
Google Presentations	✓ No Issues	✓	✓	✓	✓	✓
Google Drawings	✓ No Issues	✓	✓	✓	✓	✓
Google Sites	✓ No Issues	✓	✓	✓	✓	✓
Google Video for business	✓ No Issues	✓	✓	✓	✓	✓
Google Groups	✓ No Issues	✓	✓	✓	✓	✓
Admin control panel / API	✓ No Issues	✓	✓	✓	✓	✓
Postini Services	✓ No Issues	✓	✓	✓	✓	✓

[Older »](#)

<http://www.google.com/transparencyreport/>

<http://www.google.com/appsstatus>

 CLOUDPILOTS  
SOFTWARE & CONSULTING

# "With your permission"



"With your permission" "eric schmidt"  
About 109,000 results (0.08 seconds)

E-Mail Kalender Text & Tabellen Sites Video Mehr ▾ Heinz.Schenk@cloudpilots.com | Mein Konto | Abmelden

## Google konten

### Dashboard

**Konto**  
Name: Heinz Schenk  
E-Mail-Adresse: Heinz.Schenk@cloudpilots.com

[Konto verwalten](#)  
[Passwort ändern](#)  
[Datenschutzbestimmungen von Google](#)  
[Hilfe zu Datenschutz und Sicherheit](#)

**Ich im Internet**  
Erstellen Sie ein Google-Profil, um zu steuern, wie Sie in den Google-Suchergebnissen angezeigt werden.

[Suchbenachrichtigungen für meine Daten einrichten](#)  
[Wie verwalte ich meine Online-Identität](#)  
[Wie entferne ich unerwünschte Inhalte](#)  
[Über "Ich im Internet"](#)

**Benutzerdefinierte Suche**  
Meine Suchmaschinen 0 Suchmaschinen erstellt

[Datenschutzbestimmungen für die benutzerdefinierte Suche](#)

# Weil Google ein Synonym für Cloud ist

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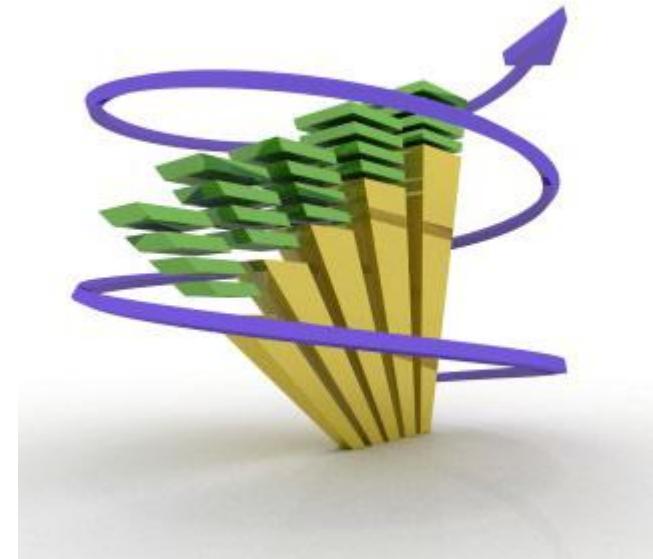
- Browser Only
- GMail started in 2005
- Google Apps started in 2007
- HTML5



# Preise und Verträge

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- Einfach
- Kein Cross- & Upsell



# Data Liberation

## ■ Take no Prisoners

 Data liberation

Google lets you save a backup of your photos, profile information, contacts, circles, streams, and more to your computer.

[Download your data](#)

**Download data from a specific service**

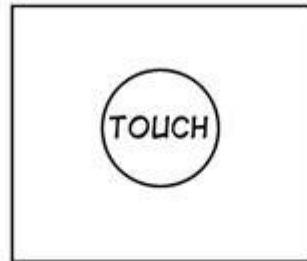
-  [Download your Picasa Web Albums photos](#)  
Save your albums and photos as a **.zip** file
-  [Download your Profile data](#)  
Save your profile data as a **.json** file
-  [Download your Stream data](#)  
Save your Stream posts as a **.zip** file
-  [Download your Buzz data](#)  
Save your Buzz posts as a **.zip** file
-  [Download your Circles and Contacts](#)  
Save your circles and contacts as a **.zip** file



# Weil Google für Anwender gemacht ist

## ■ Usability

TYPICAL APPLE PRODUCT...

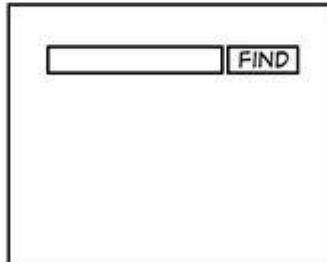


YOUR COMPANY'S APP...

FIRST NAME: [ ] TYPE CD: [ ] 4 - K  
LAST NAME: [ ] TQP STAT: [ ] AA2-  
SSN: [ ] FT/PT: [ ] DK9B  
ID: [ ] VER: [ ] KKA?  
PHONE 1: [ ] CITY: [ ] CN3  
PHONE 2: [ ] STATE: [ ] AA-9  
ADDR 1: [ ] ZIP: [ ] NEW  
ACCT #: [ ] ORD #: [ ] O O ? DEL  
...  
OKAY APPLY SAVE UNDO HELP DELETE EDIT  
SELECT BROWSE ERRORS

STUFFTHATHAPPENS.COM BY ERIC BURKE

A GOOGLE PRODUCT...



# Weil Google schnell ist

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- "Obsessed" by Performance



# Weil Google innovativ ist

## UPDATE ARCHIV

▼ 2011 (121)

July (2)

June (24)

May (15)

April (34)

March (21)

February (15)

January (10)

► 2010 (133)

► 2009 (117)

► 2008 (68)

► 2007 (41)



The official update feed  
from the Google Apps team



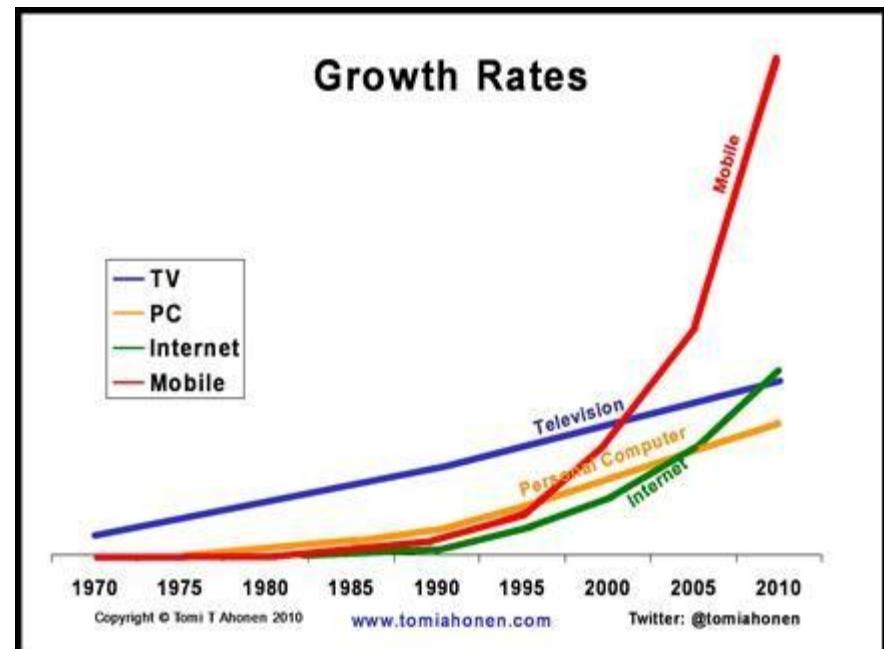
## UPDATE TOPICS

- End-user (235)
- Google Apps (150)
- Google Docs (135)
- Google Apps for Government (131)
- Premier Edition (113)
- Google Apps for Education (102)
- Google Apps for Business (98)
- Education Edition (94)
- Gmail (90)
- Standard Edition (56)
- Partner Edition (47)
- Google Calendar (42)
- Team Edition (37)
- Google Sites (34)
- Mobile (28)
- Scheduled Release (19)
- Control Panel (12)
- Rapid Release (12)
- Contacts (10)
- Migration (10)
- Google Talk (9)
- Marketplace (7)
- API (5)
- Google Video (5)
- Security and Compliance (5)
- Cloud Connect (3)
- Chrome (1)
- Google Labs (1)
- Google Sync (1)
- Google Wave (1)
- iGoogle (1)

- Frequent, small updates
  - ~2 week release cycle
  - Easier for users to adjust
- Learn from users
  - Research
  - Usage analysis
- Easy to manage
  - No server or client upgrades
  - No data migration
  - Everyone is on the latest release

# Weil Google mobil macht

- "Mobile First"
- Access from anywhere



# Weil Google mächtige APIs hat

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- 62 APIs in 3 Jahren
- Google Maps
- Mail-Migrationstools
- Verzeichnissynchronisierung
- SSO-API
- Nutzer- und Gruppenverwaltung

# Warum Google Apps for Business?

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# Mail- & Collaboration sind Commodity

- Patching ist ein undankbarer Job
- Kümmern Sie sich um Value Add

	<b>Gmail</b> <i>Huge inbox with search: keep and find everything.</i>
	<b>Talk</b> <i>Business class IM and VC as easy as email.</i>
	<b>Groups</b> <i>Let users easily create and work in teams.</i>
	<b>Calendar</b> <i>Make sharing calendars and schedules easy.</i>
	<b>Docs</b> <i>Makes collaborating as easy as creating</i>
	<b>Sites</b> <i>Allow users to manage their own sites.</i>
	<b>Video</b> <i>Unlock the power of video within your business.</i>
	<b>Postini</b> <i>Security and compliance solutions.</i>



# Typischer Innovationszyklus

Einfach -> Komplex -> Einfach

1.



Machine, OS, Productivity



Email servers

2.



Mobile Devices



Mobile Servers



Spam Filters



Machine, OS, Productivity



Email servers



Directory servers



Storage System

3.



Mobile Devices



Mobile Servers



Spam Filters



Machine, OS, Productivity



Email servers



Directory servers



Storage Systems

4.



Security Systems



Content Repositories



Backup Server



Mobile Devices



Mobile Servers



Spam Filters



Machine, OS, Productivity



Email servers



Directory servers



Storage Systems



Security Systems

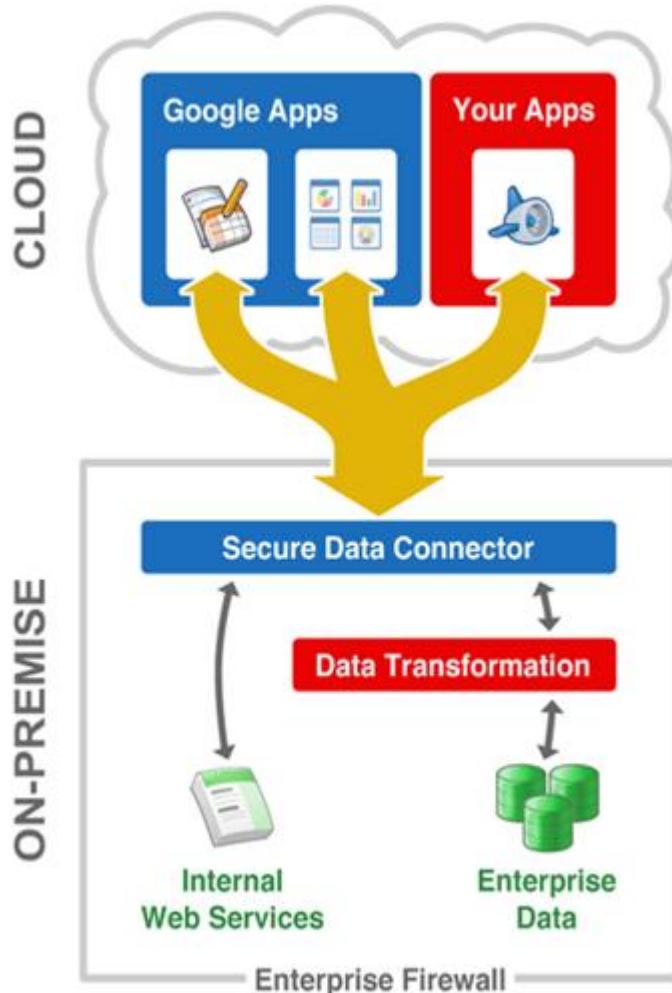


Content Repositories



Backup Server

# PaaS und SaaS von einem Anbieter



- Individuelle Apps auf Google App Engine / PaaS
- JEE und GWT Skills sind in der TIMETOACT GROUP reichlich vorhanden

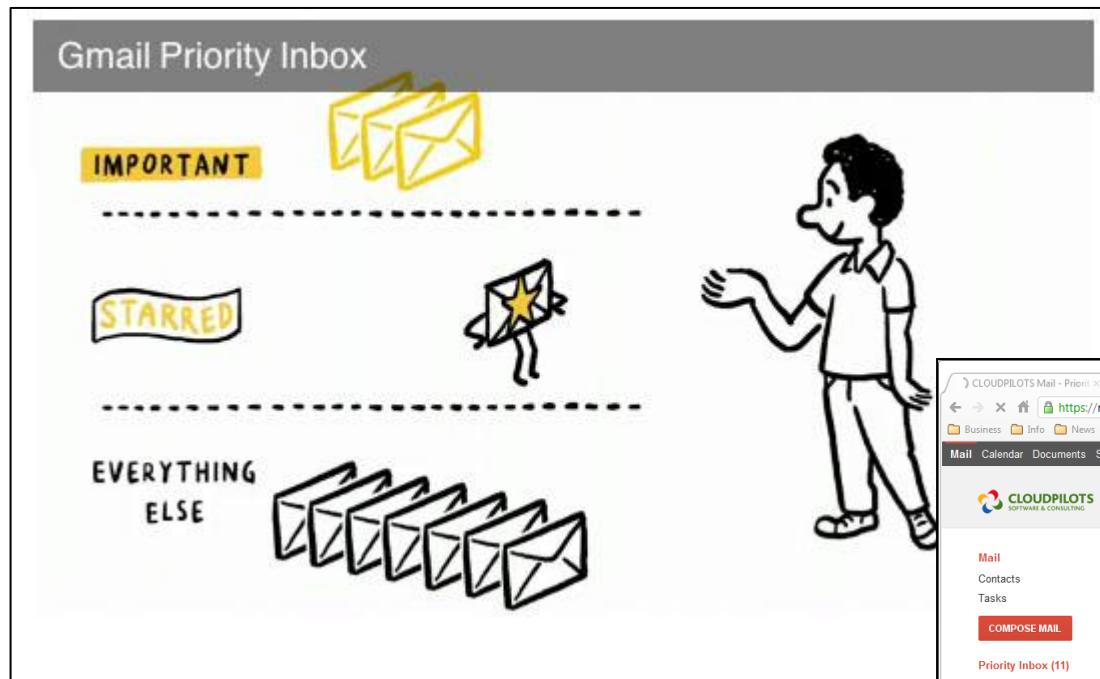




# Was gefällt uns an Google Apps? (Subjektive Beispiele)

CLOUDPILOTS

# Priority Inbox



- Effiziente Wiedervorlage
- Gute Ablage
- Beste Suche

- Kein Spam
- Design
- Selbstlernende Priorisierung

A screenshot of the Gmail Priority Inbox interface. The top navigation bar shows 'CLOUDPILOTS Mail - Priority'. The left sidebar includes links for Mail, Calendar, Documents, Sites, Video, and more. The main area displays a list of emails under the heading 'IMPORTANT AND UNREAD'. The list shows 11 messages from Michael.Herkens, Danieli Esposito | Google, and others, with dates ranging from Jun 1 to Jul 5. Below this is a section for 'STARRED' messages, which is currently empty. At the bottom, there are sections for 'EVERYTHING ELSE' containing messages from Michael.Herkens and others, with dates from Jul 4 to Jul 5.

# "GoogleLookup" statt "@DBLoockup"

The screenshot shows a Google Sheets interface. The formula bar at the top contains the formula `=GoogleFinance(A2)`. Below the formula bar is a toolbar with various icons for printing, saving, and formatting. The main area shows a table with three rows and two columns. The first row has column headers A and B. The second row contains the value "Goog" in column A and "\$ 546,60" in column B. The third row is empty. The cell containing "\$ 546,60" is currently selected.

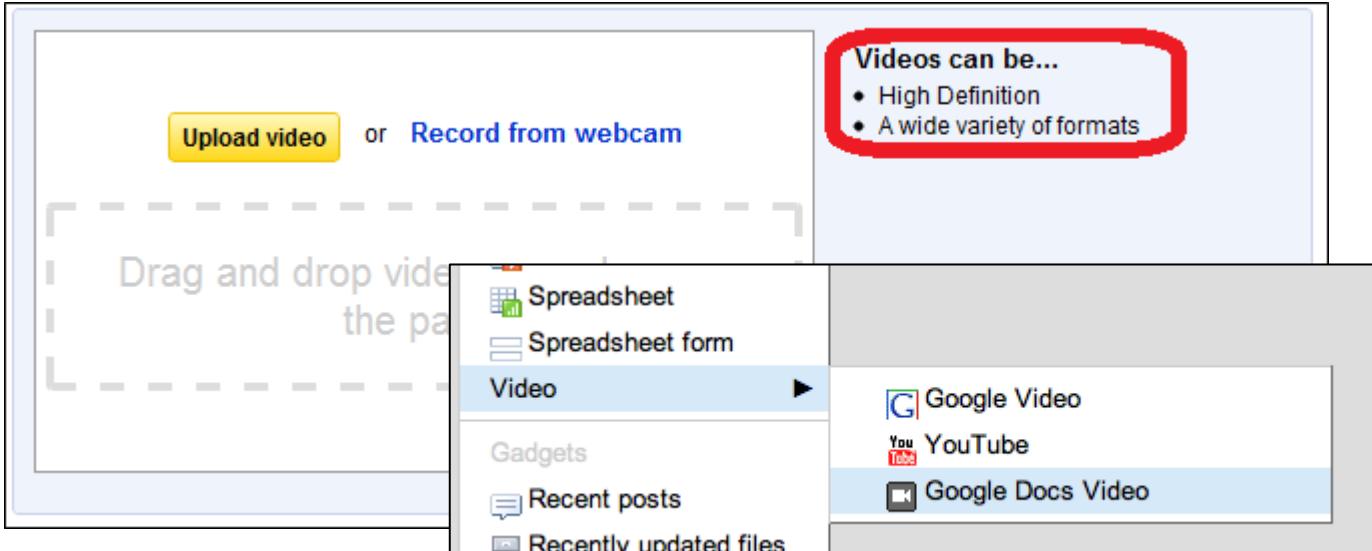
	A	B
1		
2	Goog	\$ 546,60
3		

# Forms, Workflow, Reporting

The screenshot shows the Google Forms editor interface. At the top, there's a toolbar with options like 'Add item', 'Theme: Plain', and 'Save'. Below the toolbar, there are three checkboxes: 'Allow users to edit responses' (unchecked), 'Require CLOUDPILOTS sign-in to view this form.' (checked), and 'Automatically collect respondent's CLOUDPILOTS username' (unchecked). The main area is titled 'Untitled form' and contains a text box with placeholder text: 'You can include any text or info that will help people fill this out.' A question is currently being edited, with its title 'Sample Question 1' and type set to 'Text'. A dropdown menu for 'Question Type' is open, showing options: Text, Paragraph text, Multiple choice, Checkboxes, Choose from a list, Scale, and Grid. At the bottom of the question card, there are 'Done' and 'Make this a' buttons. Another question, 'Sample Question 2', is partially visible below. At the very bottom of the editor window, there's a message: 'You can view the published form here: https://spreadsheets.google.com/a/cloudpilots.com/spreadsheet/viewform?formkey=dG55b1RCX0tWWWRXdGQ1MTdrWjNrc1E6MQ'.

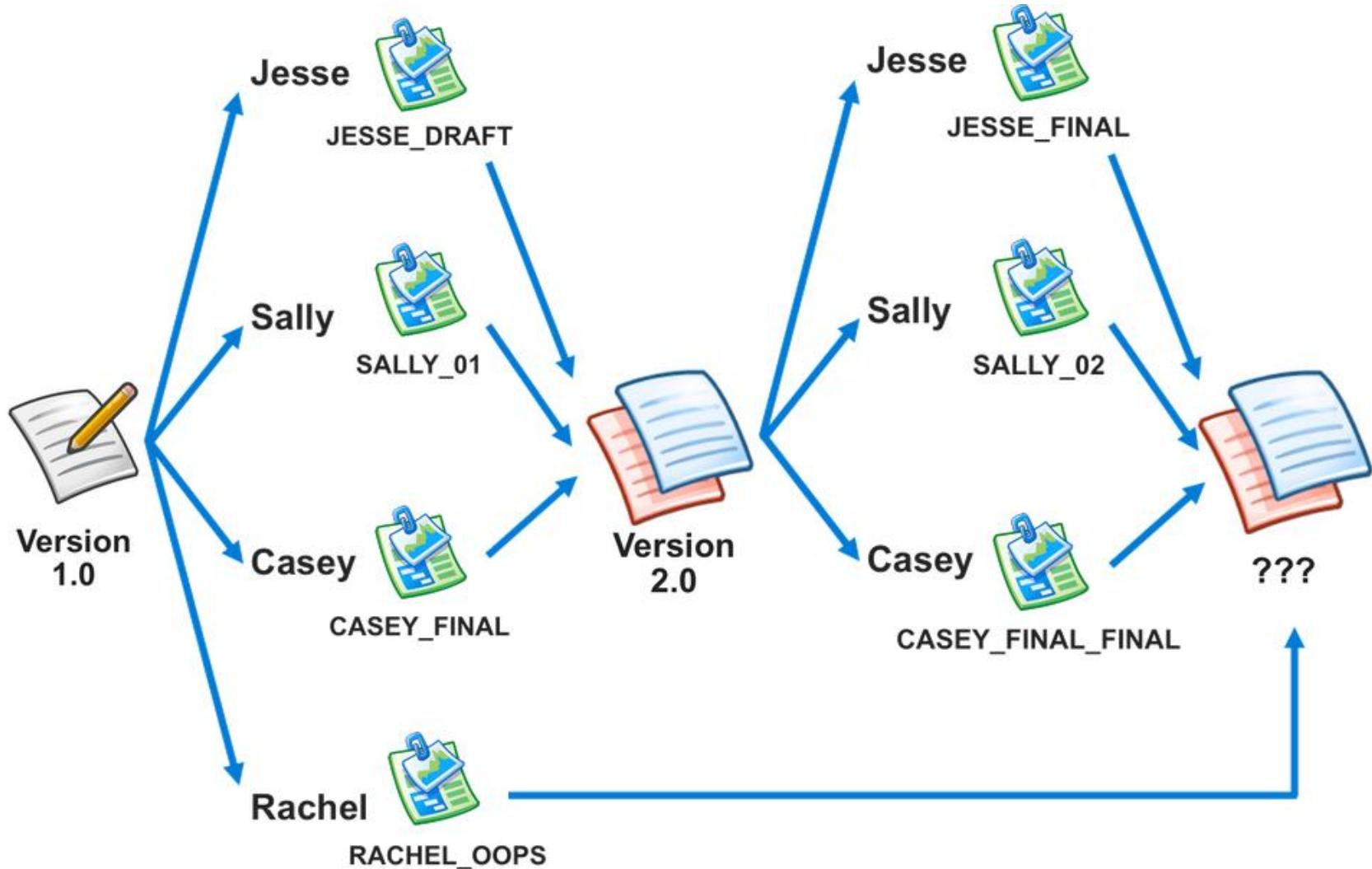
- Kein Designer erforderlich
- Unterstützt Branching
- Mailintegration
- Auswertung in Spreadsheets & Summary
- Workflow mit GoogleScript
- Embed anywhere
- E A S Y !

# Google Photo / Video

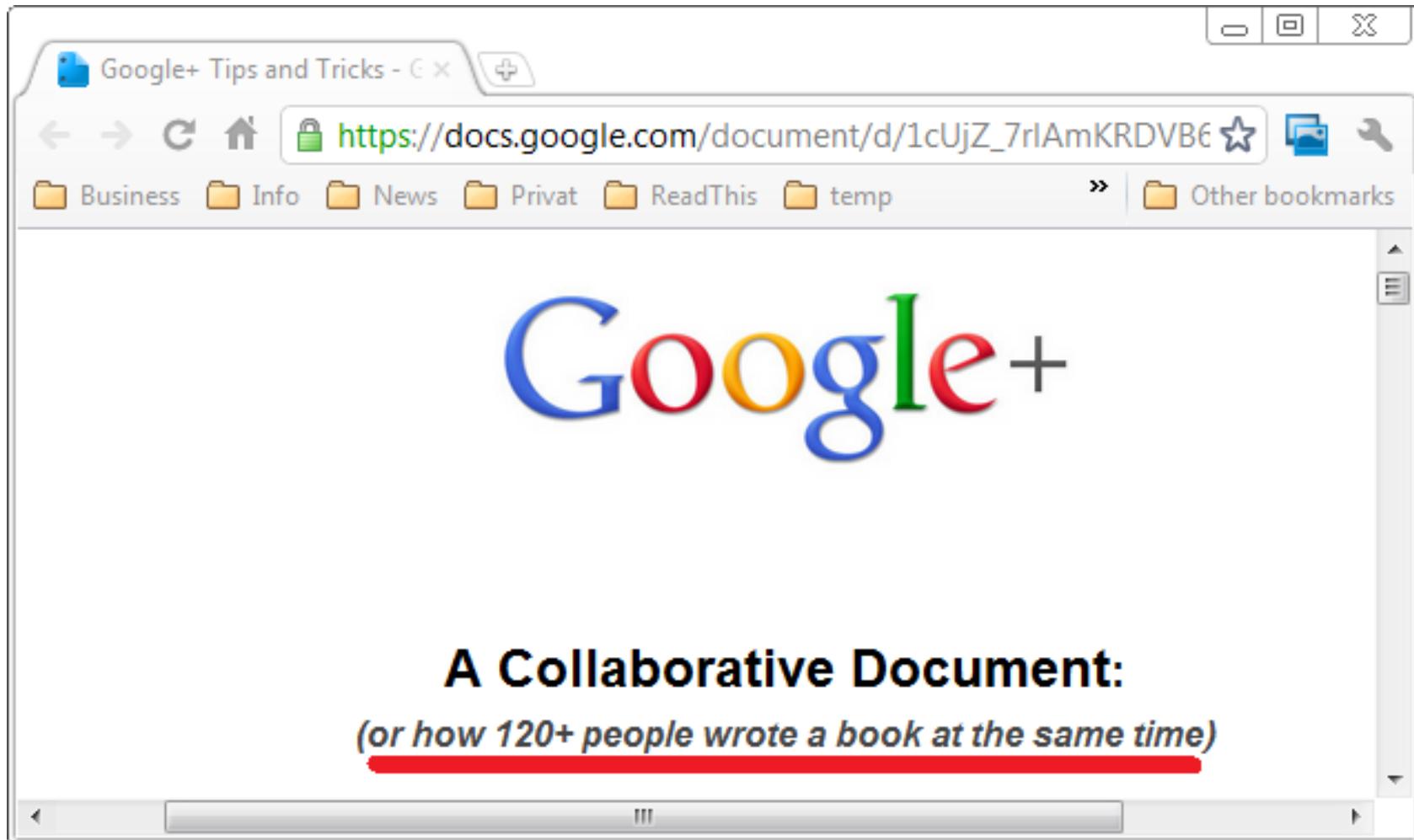


- YouTube für das Intranet
  - versteht jedes Format
  - unterstützt Video Untertitel (Volltextsuche!)
- Picasa für das Intranet
- Embed anywhere
- E A S Y !

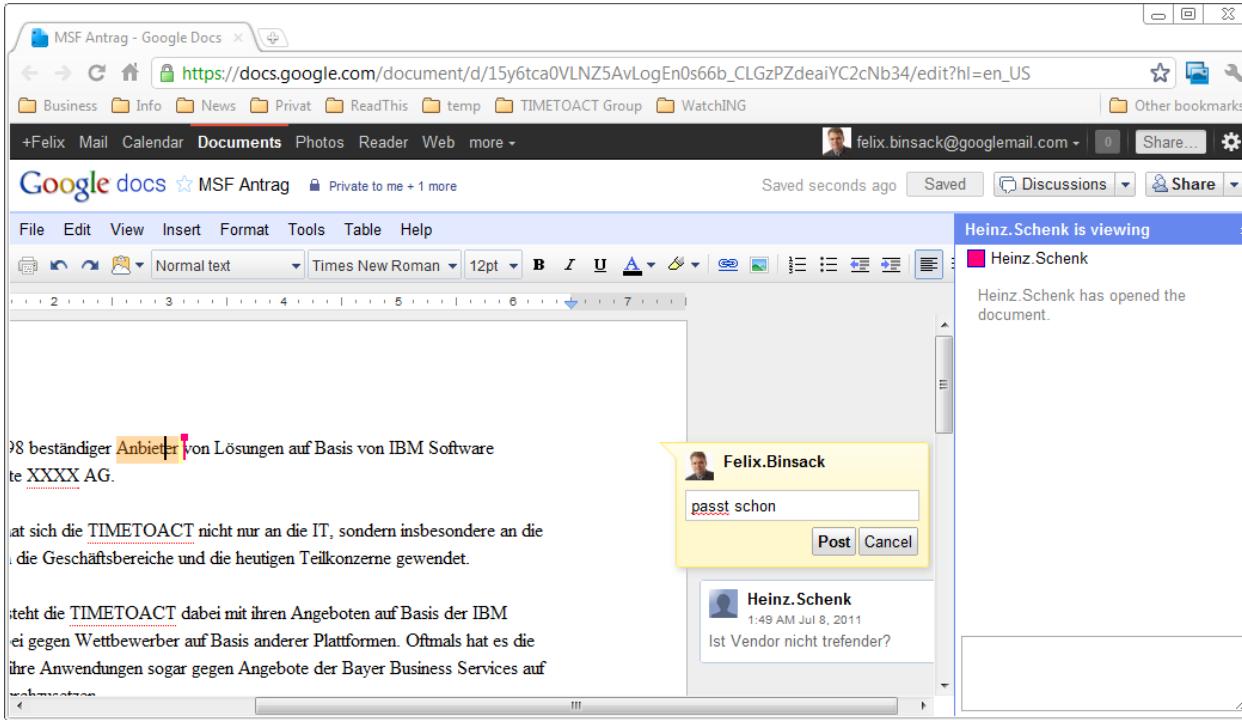
# Anforderungen Collaboration



# Beispiel Collaboration



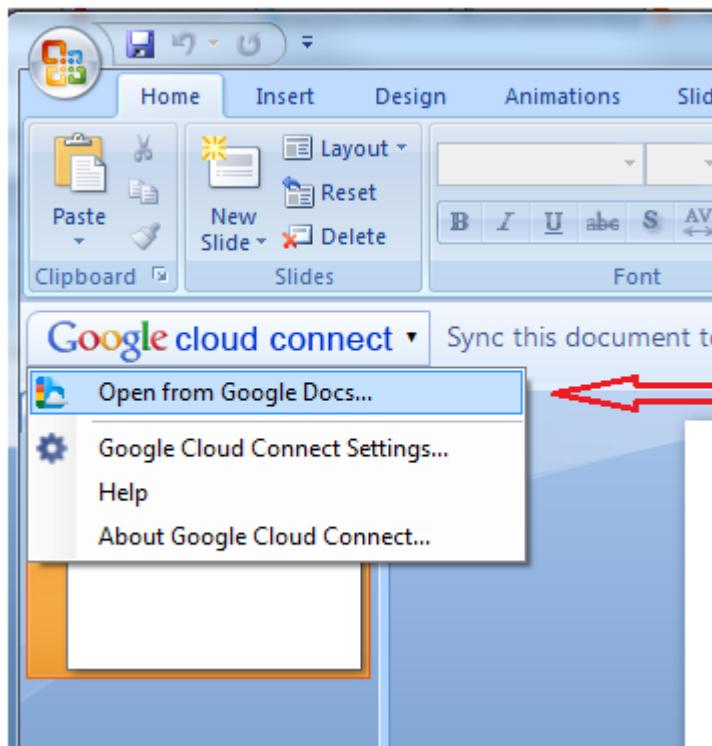
# Collaborative Editing in Google Docs



- Geeignet für:
- Creatives Schreiben
  - Lange Dokumente

- Realtime Editing auf Basis von XMPP (Chat / Google Wave)
- Immer "Saved" / beste Versionskontrolle

# Cloud Connect = MS-Office + Cloud



- Mit Microsoft Office erstellen / bearbeiten
- In Google Docs speichern / verwalten / lesen

# Google Apps Marketplace

The screenshot shows the Google Apps Marketplace interface. On the left, there's a sidebar with categories like Google Apps (Accounting & Finance, Admin Tools, etc.), Professional Services (Archiving & Discovery, Custom Application Development, etc.), and Enterprise Search. The main content area has a "Featured Apps" section with a thumbnail for Weebly. Below it is a "Try popular & notable apps" section with thumbnails for Spanning Backup and Google Apps Training.

**Marketplaces**

**Google Apps**

- Accounting & Finance
- Admin Tools
- Calendar & Scheduling
- Customer Management
- Document Management
- EDU
- Productivity
- Project Management
- Sales & Marketing
- Security & Compliance
- Workflow

Professional Services

- Archiving & Discovery
- Implementation
- Custom Application Development
- EDU Specialists
- Google Analytics
- Medium-Large Business
- Implementation
- Small Business Implementation
- Support & Managed Services
- Training & Change Management

Enterprise Search

**Featured Apps**

[Weebly: Easily Create a Company Website](#)

The easiest way to create a website, blog or online store. No Technical skills required. Hosting Included. Single sign-on with Google Apps.

[Spanning Backup for Google Apps \(3 Seats Free\)](#)

Spanning Backup continually backs up Google Calendar, Contacts, and Docs to the cloud, so if your users' data is deleted or corrupted you can restore it immediately. Gmail backup in private beta!

[Google Apps Training](#)

At the completion of Google Apps Training, participants will have developed the skills to use the robust features and intuitive design of

**"Tops" in Google Apps**

**Top Installed this week**

1. [MailChimp](#) ★★★★★ 47 reviews
2. [Insightly: Free simple CRM and Project Management](#) ★★★★★ 495 reviews
3. [Mavenlink: FREE Collaboration-Manage Projects, Docs, Tasks, Time, Invoices](#) ★★★★★ 207 reviews
4. [Box FREE TRIAL - Sync, Assign Tasks, Scale Document Mgmt to 1000s](#) ★★★★★ 39 reviews
5. [SherpaTools for Google Apps \(FREE\)](#) ★★★★★ 74 reviews

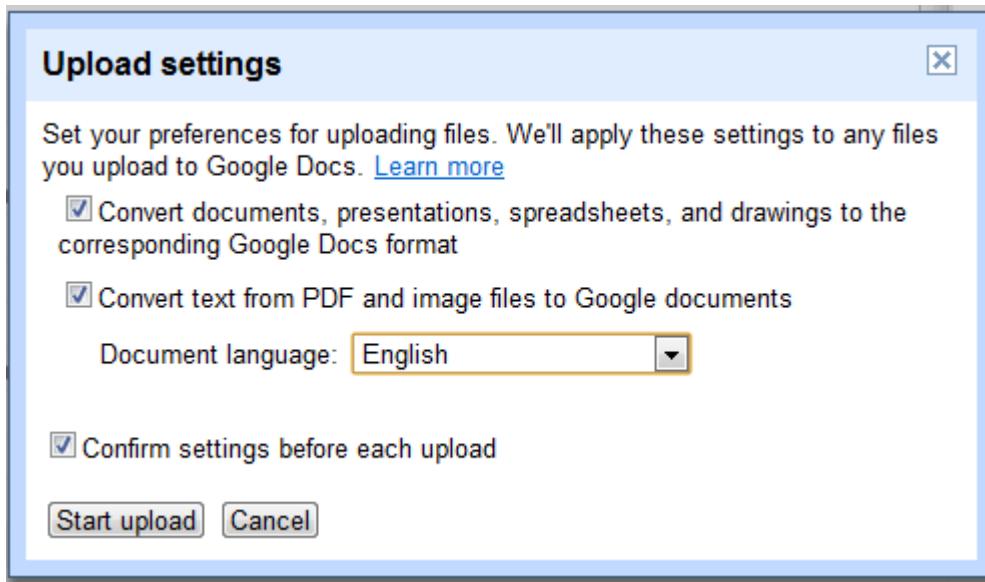
**Top installed**

1. [MailChimp](#) ★★★★★ 47 reviews
2. [ManyMoon: Free Collaborative Project & Task Management](#) ★★★★★ 299 reviews
3. [Insightly: Free simple CRM and Project Management](#) ★★★★★ 495 reviews
4. [Aviary Design Suite \(Free\)](#) ★★★★★ 25 reviews



■ >> 300 Apps

# Google Apps PDF Import mit OCR



# Extranet mit Google Sites

Sites settings

General    Templates    Web Address Mapping

Web Address	Your users can access Sites at: <a href="http://sites.cloudpilots.com">http://sites.cloudpilots.com</a> <a href="#">Change URL</a>
Sharing options	<b>Outside CLOUDPILOTS</b> Select the highest level of sharing that you want to allow for your users:  <input type="radio"/> Users cannot share sites outside CLOUDPILOTS <input checked="" type="radio"/> Users can share outside CLOUDPILOTS, but will receive a warning each time <input type="radio"/> Users can share sites outside CLOUDPILOTS (without any warning) <input checked="" type="checkbox"/> Users can make Sites public

- Best of Breed Sharing Options

# Kalenderintegration

Klicken Sie auf einen freien Zeitblock, um sich anzumelden. Wenn keine Zeitblöcke verfügbar sind, versuchen Sie es mit einem anderen Zeitraum. Einen Zeitblock, den Sie bereits eingetragen haben, streichen Sie, indem Sie die Eintragsseite verlassen und den Termin aus Ihrem eigenen Kalender löschen.

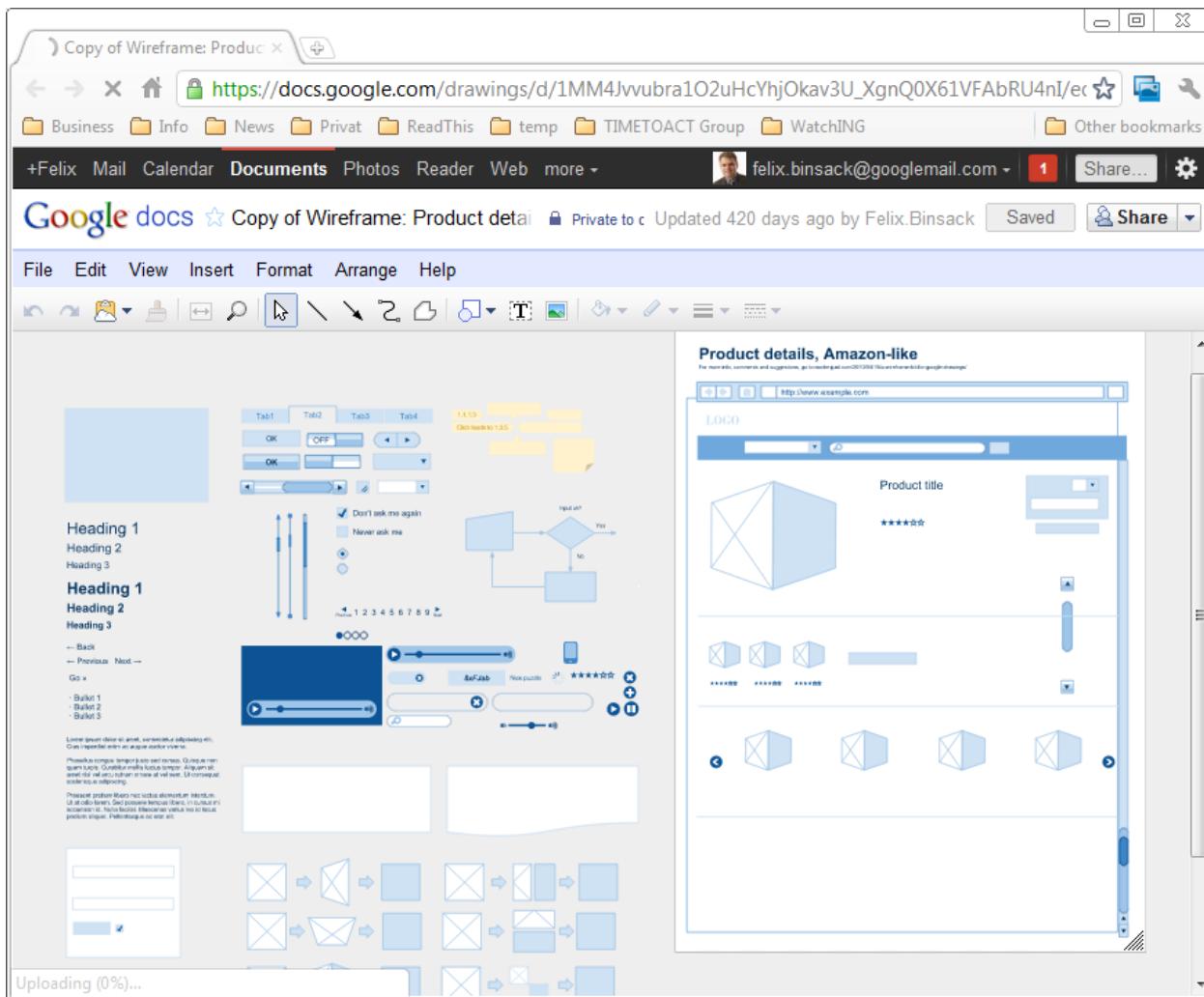
Heute ◀ ▶ 18. – 24. Jul. 2011 Aktualisieren Tag Woche

Mo 18.7.	Di 19.7.	Mi 20.7.	Do 21.7.	Fr 22.7.	Sa 23.7.	So 24.7.
11:00						
12:00						
13:00						
14:00						
15:00						
16:00						
17:00						

Erstellt mit Google Kalender Eigentümer des Terminkalenders: Michael.Herkens@cloudpilots.com

- Sign up for an appointment slot
- Team Kalender
- Calendar Overlay (Team, Public, Private)
- ...

# Google Drawings



# Google Meetings (in Kürze)

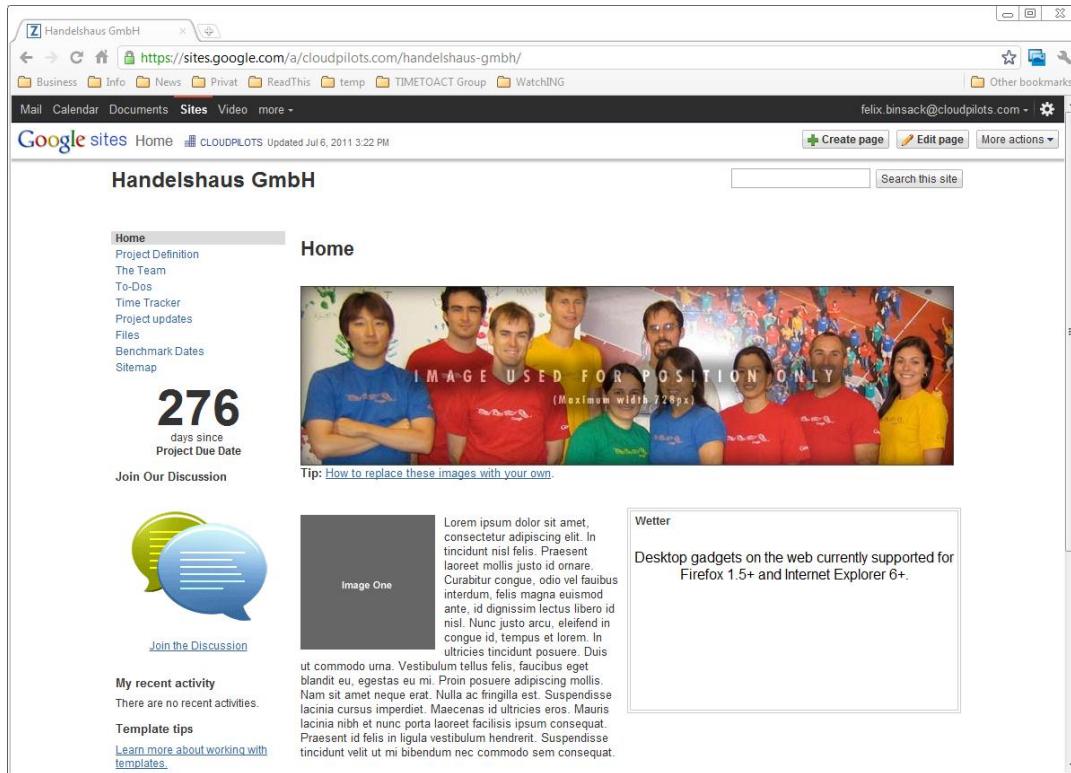


- Analog Google+ Hangouts
- Video Chat Konferenz für bis zu 10 Personen
- Speaker autofocus
- Integrated Chat

Was gefällt uns  
an Google Apps?  
(Demo)

CLOUDPILOTS

# Demo Intranet



- Best Practices
- Integration von
  - Google Sites
  - Widgets
  - Spreadsheets
  - Video
  - Teamkalender
  - Forms
- No Programming
- Optional AppScript

# Wer ist CLOUDPILOTS?

(Kurzversion Unternehmenspräsentation)

CLOUDPILOTS

# Michael Herkens & Team

---



Geschäftsführer  
Über 15 Jahre Mail- &  
Collaboration Software:

- Elsa / Hypercope
- IBM
- Autor bei Addison-Wesley
- Tech Data Midrange
- Open-Xchange



# Mitglied der TIMETOACT GROUP



E-Commerce Software & Marketing



SaaS Mail- & Collaboration Services



System Services, Training



SharePoint, Semantic Applications



Line of Business Applications



Business Integration Cloud Integration

- 20 Jahre Erfahrung mit Mail & Collaboration
- IBM Premier Partner, Microsoft Gold Partner, Google Enterprise Partner
- 100 Mitarbeiter in Köln, München, Augsburg, Stuttgart



# TIMETOACT GROUP

## SOFTWARE & CONSULTING



**BLUETRADE**  
Focus on E-Business



**CLOUDPILOTS**  
SOFTWARE & CONSULTING



**edcom**  
SOFTWARE & CONSULTING



**NOWSHARE**  
SOFTWARE & CONSULTING



**TIMETOACT**  
SOFTWARE & CONSULTING



**X-INTEGRATE**  
Manage Your Business Integration

E-Commerce Software & Marketing	SaaS for Mail-Collaboration, PaaS AppDev	System Services, Training	SharePoint, Semantic Applications	Line of Business Applications	Business Integration
Consulting , Architectur, Best Practices, Project Management					
<ul style="list-style-type: none"> <li>▪ Multi Channel Commerce</li> <li>▪ Full Service</li> <li>▪ Converion Optimization</li> <li>▪ Social Media</li> <li>▪ Application Dev.</li> <li>▪ WebSphere Commerce</li> <li>▪ Coremetrics</li> <li>▪ Unica</li> <li>▪ Sterling Commerce</li> <li>▪ Smart Commerce Starterpack</li> </ul>	<ul style="list-style-type: none"> <li>▪ CoExistence</li> <li>▪ Deployment</li> <li>▪ Migration</li> <li>▪ PaaS App Dev.</li> <li>▪ Support</li> <li>▪ Training</li> <li>▪ GWT, JEE</li> <li>▪ Google Apps</li> <li>▪ LotusLive</li> <li>▪ Office365</li> <li>▪ AD, TDI</li> </ul>	<ul style="list-style-type: none"> <li>▪ Archiving</li> <li>▪ CoExistence</li> <li>▪ Deployment</li> <li>▪ Migration</li> <li>▪ Hosting</li> <li>▪ System Integration</li> <li>▪ System Services</li> <li>▪ IBM Connections, Notes, Quickr, Sametime...</li> <li>▪ WebSphere Portal</li> <li>▪ 3rd Party Tools</li> <li>▪ TeamOffice</li> <li>▪ TeamCalendar</li> <li>▪ VacationManager</li> </ul>	<ul style="list-style-type: none"> <li>▪ Application Dev.</li> <li>▪ Microsoft SharePoint</li> <li>▪ .NET</li> <li>▪ Synamtics for Sharepoint (Core, Minder, Visualizer, WiKi)</li> <li>▪ Time Tracking</li> <li>▪ Project Management</li> </ul>	<ul style="list-style-type: none"> <li>▪ Application Dev.</li> <li>▪ Information Architecture</li> <li>▪ Search</li> <li>▪ Social Software</li> <li>▪ Usability</li> <li>▪ JEE, GWT, HTML5</li> <li>▪ IBM Connections, Notes, Quickr Sametime...</li> <li>▪ WebSphere Portal</li> <li>▪ Connections Admin Toolkit</li> <li>▪ EmployeePages</li> <li>▪ TIMETOWEB™ CMS</li> </ul>	<ul style="list-style-type: none"> <li>▪ Cloud Integration</li> <li>▪ Optimization</li> <li>▪ EAI, BPM, ESB, SOA</li> <li>▪ WebSphere</li> <li>▪ MQ</li> <li>▪ Message Broker</li> <li>▪ DataPower</li> <li>▪ iLog</li> <li>▪ Cast Iron</li> <li>▪ Process Manager</li> <li>▪ BlueWorks Live</li> <li>▪ Cast Iron Management Tool</li> </ul>

Color Code: Services (green), Platforms (red), Apps+Assets (blue)

Was kann CLOUDPILOTS  
für Ihr Unternehmen  
leisten?

CLOUDPILOTS

# Aus dem Gesellschaftsvertrag

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Gegenstand des Unternehmens ist die Beratung,  
der Vertrieb und die Implementierung von Cloud  
basierten IT-Services (SaaS) sowie die Entwicklung  
von Produkten, Lösungen und individueller  
Anwendungen (PaaS) auf Basis von Cloud  
Architekturen inklusive aller erforderlicher  
Nebenleistungen.



# CLOUDPILOTS Leistungen

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**Consulting**

**Deployment**

**Development**

**Change Management**

# CLOUDPILOTS Leistungen

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## Consulting

- Rechtsberatung
- Value Assement
- Requirement Analysis
- Vendor Selection
- Project Management

**Deployment**

**Development**

**Change Management**

# CLOUDPILOTS Leistungen

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**Consulting**

## Deployment

- POT / POC
- CoExistence
- Migration
- Integration

**Development**

**Change Management**

# CLOUDPILOTS Leistungen

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**Consulting**

**Deployment**

## **Development**

- Customization
- Enterprise Gadgets
- Custom App Development (PaaS)

**Change Management**

# CLOUDPILOTS Leistungen

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**Consulting**

**Deployment**

**Development**

## Change Management

- Internes Marketing
- Empowerment / Training

# Cloud Rechtsberatung

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Jan Schneider  
Rechtsanwalt  
Fachanwalt für IT-Recht

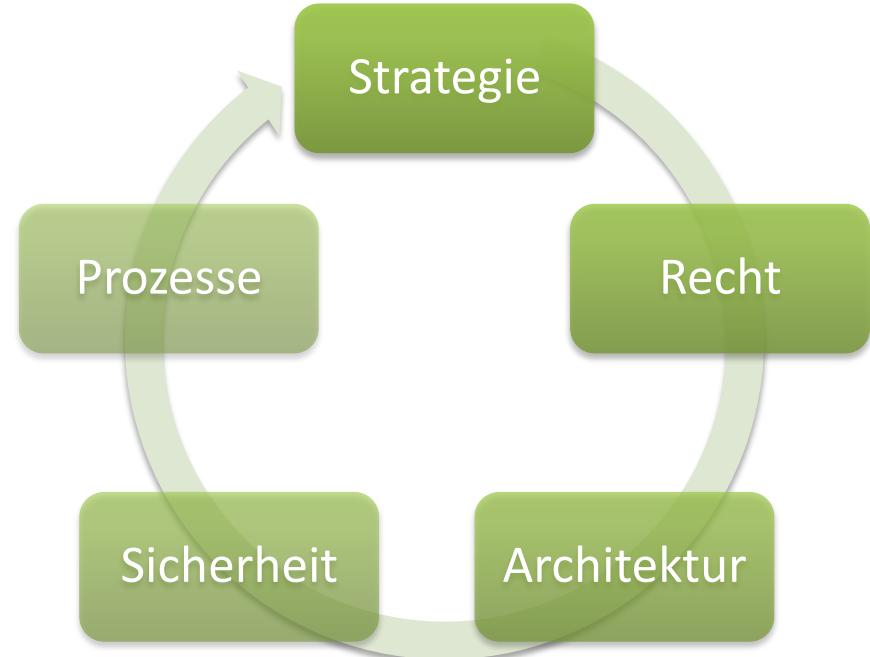
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Steinstraße 1 / KÖ  
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[j.schneider@skwschwarz.de](mailto:j.schneider@skwschwarz.de)  
[www.skwschwarz.de](http://www.skwschwarz.de)

SKW  
Schwarz  
Rechtsanwälte

# Cloud Value Assement

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- Ganzheitliche Betrachtung unter Beachtung betriebswirtschaftlicher, technischer und rechtlicher Vorgaben
- Zieldefinition für die Cloud Computing Strategie
- Potential- und ROI Analyse



# Cloud Requirement Analysis

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- Analyse aktuellen Infrastruktur, Rollen und Geschäftsprozesse
- Erstellung von Spezifikationen und Definition der Milestones
- Beratung zur Einhaltung der IT-Compliance

# Cloud Vendor Selection

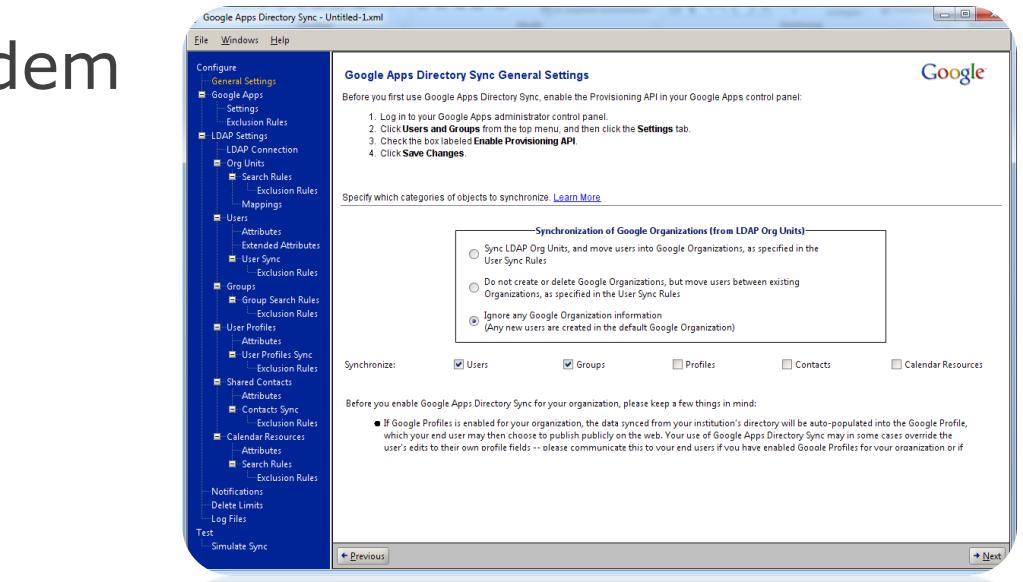
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- Entwicklung eines Kriterienkatalogs
  - Funktionen
  - Integrationsmöglichkeiten und Schnittstellen
  - Compliance und Datensicherheit
  - Vendor-Lock-In
  - Sourcing Governance
- Identifikation der optimalen Liefer- und Bereitstellungsmodelle
  - Public
  - Private
  - Hybrid
  - On-premises



# Cloud POC / POT

- Vorbereitung der Pilotphase(n)
  - Mail, Kontakte/Termin, Mobility
- Definition der Benutzergruppen und Use Cases
- Simulation der Datenübernahme
  - Übernahme der Identitäten aus dem Directory



# Cloud Migration

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- Definition der Anforderungen und Zeitpläne
- Leitung der Abstimmungsprozesse mit den Bereichsleitern
- Client vs. Server Migration
- Planung des Go-Live
  - Butterfly vs. Big Bang
  - Rollback Plan
- Last NOT least: Einbindung der Anwender in den Migrationsprozess



# Unser Angebot

CLOUDPILOTS

# Unser Angebot

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- Questionnaire ausfüllen
- Individuelles Webinar 1h
- Begleitete Teststellung

Vielen Dank für Ihre  
Aufmerksamkeit!



CLOUDPILOTS



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# Exkurs: Cloud Computing im Handel!

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