



AISTM
ENTERPRISE-CLASS
DATA CENTER SERVICES

***IoT and
Hybrid Cloud***

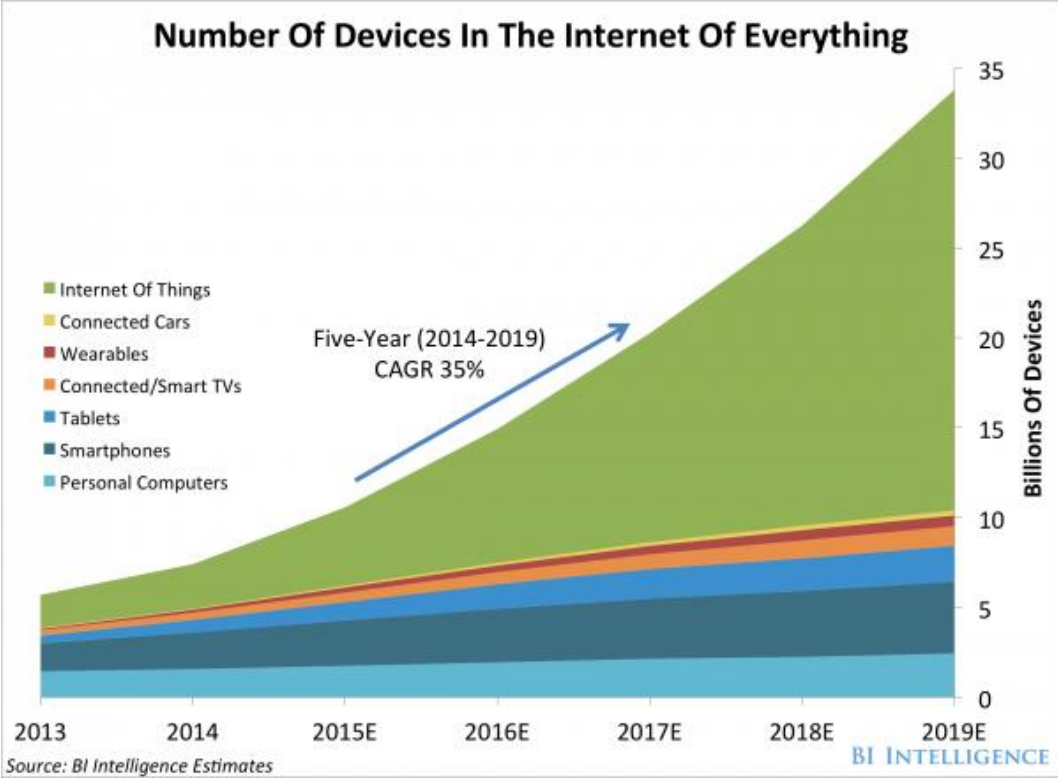
IoT Revolution

50 billion things connected by 2020

IPv6 allows for 100 addresses for every atom on Earth!

44ZB of Data worldwide by 2020.

94% of businesses have seen a return on IoT investments



Endless Possibilities

Home Devices

Power Efficiency, Appliances, Security

Wearables

Health, Safety, Entertainment

Smart Cities

Traffic Control, Parking, Smartphone Recognition



Commercial/Industrial

Logistics, Manufacturing, Supply Chain

Healthcare

Monitoring, Alerts, Research

Infrastructure Challenges in IoT

Availability

Life or death scenarios

24/7/365

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Scalability

Time to market

Storage capacity

Space Limitations

Security/Compliance

New Type of Terrorism

Access to data

Privacy – who owns your data



99.999%

Availability

HA Hardware Clusters

Failure, Maintenance, Patching

Infrastructure Redundancy

Generators, Fuel Tanks, UPS, Cooling

Network Connectivity

Size Matters, Multicarrier, Multi-pathed

Geographic Diversity

Disaster, User Performance



Scalability

Capex/Opex Models

Organizational Balance

Performance

Keeping up with technology

Hardware Management

Support Cost

Upgrade Cost

Capacity

Overbuy/Under-buy

Limited

Application Specific Needs

Firewall Types

Who has access to data

Production vs. analytics

Physical Security

Access Control

Process Control

Expensive Audits

Where Should Things Go

Workload Pyramid

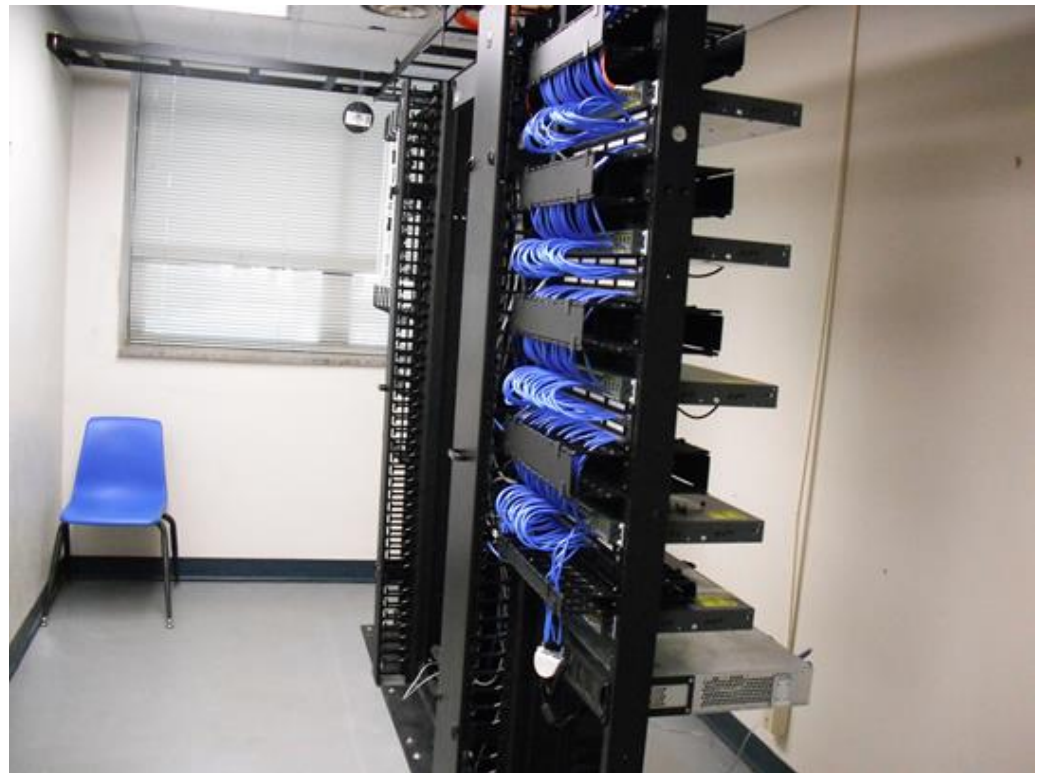


Staying On Premises

Networking Gear

Firewalls

Internally High Touched Apps



Getting Things Offsite

High Security Customer Facing Apps

RAM intensive applications

Legacy apps difficult to upgrade

Stable Production Environments

Environments that will be audited



What Belongs in Public Cloud

Customer Facing Applications

Scaling Applications

Additional Nodes

Test/Dev

Email



Embracing The Cloud

Cloud adoption growing...



78%

businesses use at least 1 Cloud service formally



46%

of firms use 1 Cloud service



27%

of firms use 2 Cloud services



14%

of firms use 3 Cloud services



13%

of firms use 4 Cloud services



66%

of current users will extend their use of Cloud in year

Hybrid is the new norm.



75%

believe they will not move all IT to the Cloud



46%

consider on-premises their primary IT strategy



44%

consider Hybrid to be their primary IT strategy



10%

organizations see Cloud as their primary IT strategy



Over next 12 months

29%

of non-users will adopt Cloud



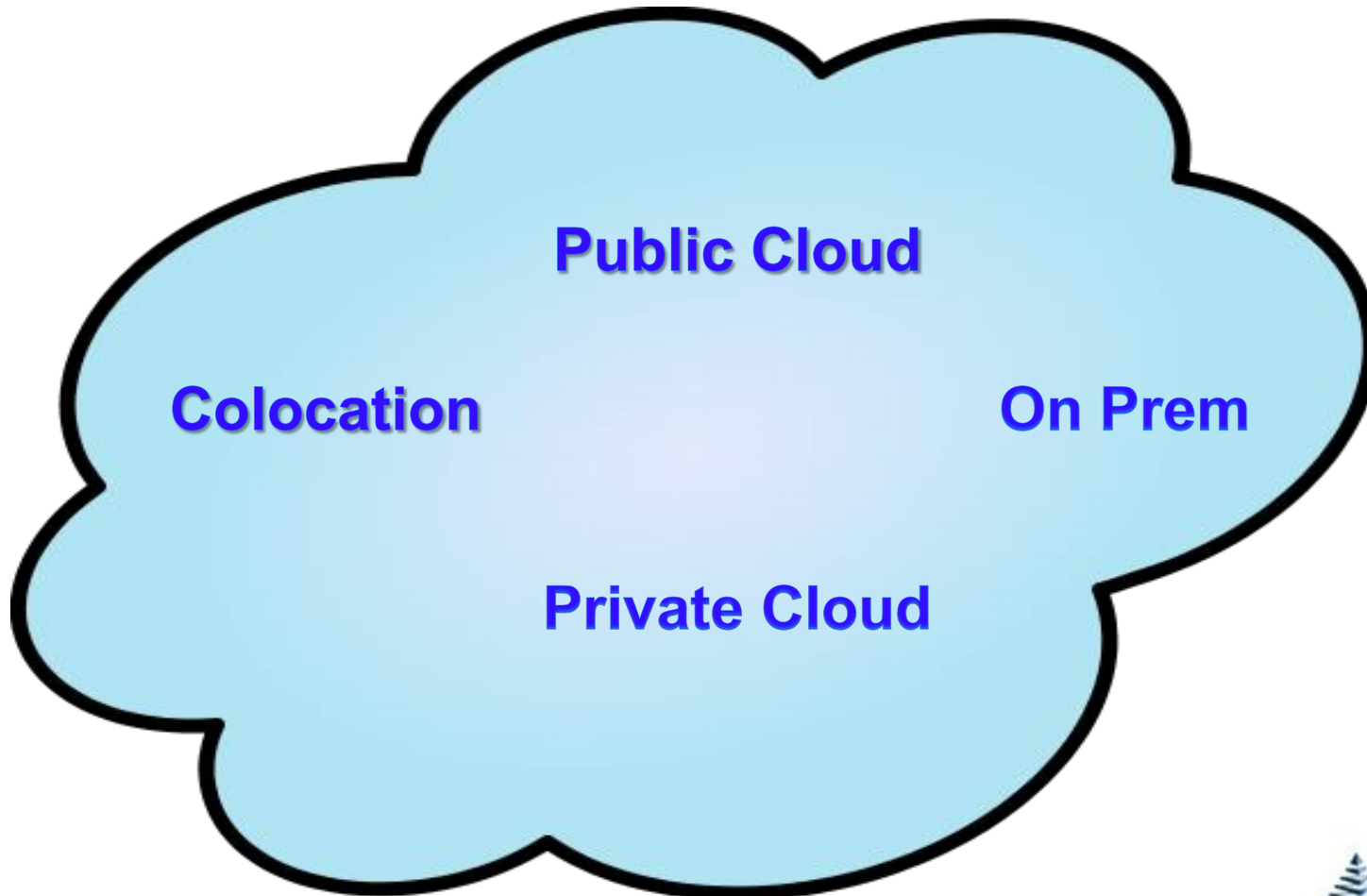
72%

organizations see refresh of infrastructure as Cloud driver

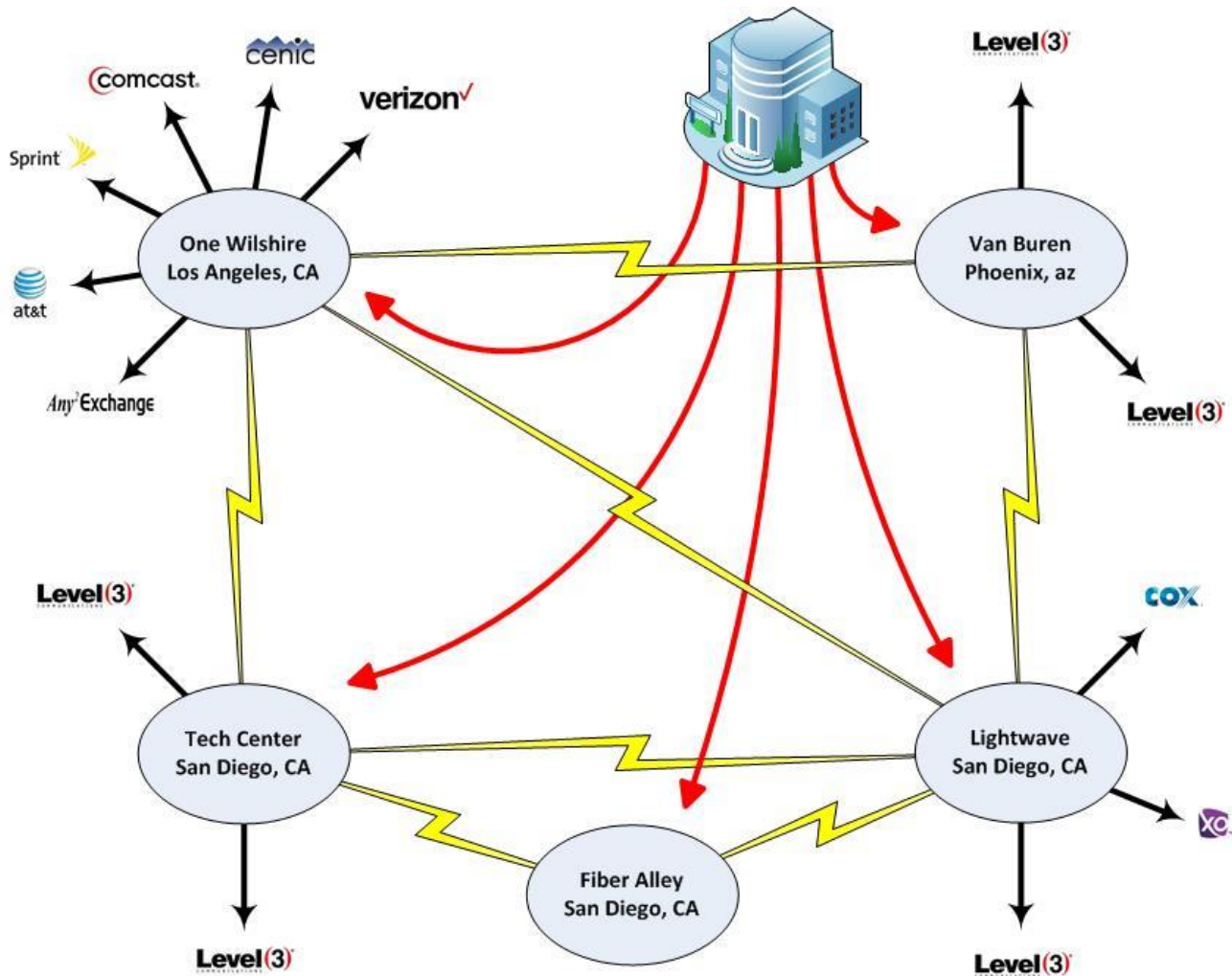
Creating a Hybrid Cloud

Private Cloud \neq Owning & Managing Hardware

Private Cloud = Dedicated Managed Hardware



Staying Connected



Choosing an Outsourcing Partner

Solutions that allow you to Pivot

Colocation, Cloud, Storage, DR, Network Architecture

Technical Assistance

Face to face, Design, Implementation, Back end support

Flexibility to build it right

Who manages? How Secure?

No Finger Pointing

Time is \$, Time to resolution is key

Are you a name or a # ?

Questions/Discussion





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Thank you for attending!

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