



Hyperion Focus  
'EPM in 2020'  
11 Feb 2020 London



# DSP – AMOSCA

## Moving Applications to the Cloud Facts v's Fiction

## Agenda:

- **Introduction to DSP**
- **What does Cloud bring to existing Applications**
- **Moving Applications to the Cloud – Facts v's Fiction**
  - Moving the crown jewels to the Cloud...are you nuts?
  - I'll give it six months and then it will get expensive....
  - Once you're in....you can NEVER get out!
  - Cloud sounds complicated we need simplicity 🙄
  - We can't afford to move it; something might go wrong

# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction



20 Years in business



24x7x365 Managed Services Operation



Experienced Management Team



Enterprise Grade Cloud Architectures



Highly skilled consultants



Increased spotlight on innovation



200 clients, annuity focus



Tier 1 Vendor Relationships



Oracle Cloud Managed Service Provider



Specialized  
Oracle Infrastructure  
as a Service



Specialized  
Oracle Cloud Infrastructure



Specialized  
Oracle Database 12c



Specialized  
MySQL 5



Specialized  
Oracle Linux 6



Specialized  
Oracle VM 3.0



Specialized  
Oracle Database Appliance



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

DSP is the UK's leading provider of Database and Data Platform Managed Services and the only Oracle MSP and Microsoft CSP in the UK.



## Technical Consultancy

Design, implementation and modernisation of Oracle, SQL Server and NoSQL architectures.



## Managed Services

Continuous peace of mind and constant optimisation of Oracle, SQL Server and NoSQL environments.



## Managed Cloud

Providing the automation, expertise and support for Oracle, Microsoft and Amazon Cloud Platforms.



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

## Project A – Pre-Cloud – Project Plan

Infrastructure Procurement

Hardware Deployment

Software Installation

## Project A – Post-Cloud – Project Plan

~~Infrastructure Procurement~~

~~Hardware Deployment~~

Software Installation

**What has Cloud enabled**



DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

SaaS

**No Virtual Machines  
Just software**

PaaS

**Virtual Machines  
Built with software and automation**

IaaS

**Virtual Machines  
Deploy your own software**

**What does Cloud bring to existing Applications**



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

Why do we perceive this problem?

Shared Responsibility Model

Show me how it can be secure!

What about Security in the Cloud?

CJIS - Criminal Justice Information Services	+
Cyber Essentials Plus	+
DISA SRG - Defense Information Systems Agency, Security Requirements Guide	+
FedRAMP - Federal Risk and Authorization Management Program	+
FIPS 140-2 - Federal Information Processing Standards	+
FISC - Financial Industry Regulatory Authority	+
GDPR - General Data Protection Regulation	+
HIPAA - Health Insurance Portability and Accountability Act	+
IRS 1075 - Internal Revenue Code	+
ISO/IEC 27001:2013 - International Standard for Information Security Management Systems	+
ISO/IEC 27017:2015 - Code of Practice for Information Security Management Systems	+
ISO/IEC 27018:2014 - Code of Practice for Protection of Personal Information	+
MARS-E - Minimum Acceptable Risk	+
NIST 800-171/DFARS 252.701-701.7 - Federal Acquisition Regulation Supplement 252.701-701.7	+
PCI DSS - Payment Card Industry Data Security Standard	+
PIPEDA - Canadian Personal Information Protection and Electronic Documents Act	+
SOC 1 - System and Organization Controls 1	+
SOC 2 - System and Organization Controls 2	+
SOC 3 - System and Organization Controls 3	+

VPNs  
Encryption at Rest  
Network Firewalls  
WAF  
Security Analytics  
PaaS  
Encrypted Backups  
Host Firewalls

***Moving the crown jewels to the Cloud...are you nuts?***



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

TCO of Cloud...v's On-Premises

Resources = Costs

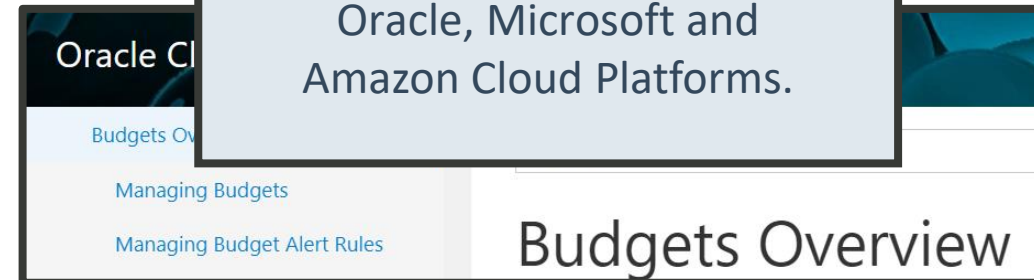
How can we stick to a Cloud budget

How about a 'service cost'?



Managed Cloud

Providing the automation, expertise and support for Oracle, Microsoft and Amazon Cloud Platforms.



*I'll give it six months and then it will get expensive....*



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

No Escape – 2015



"At times the tone becomes so  
...  
movie in flip flops"

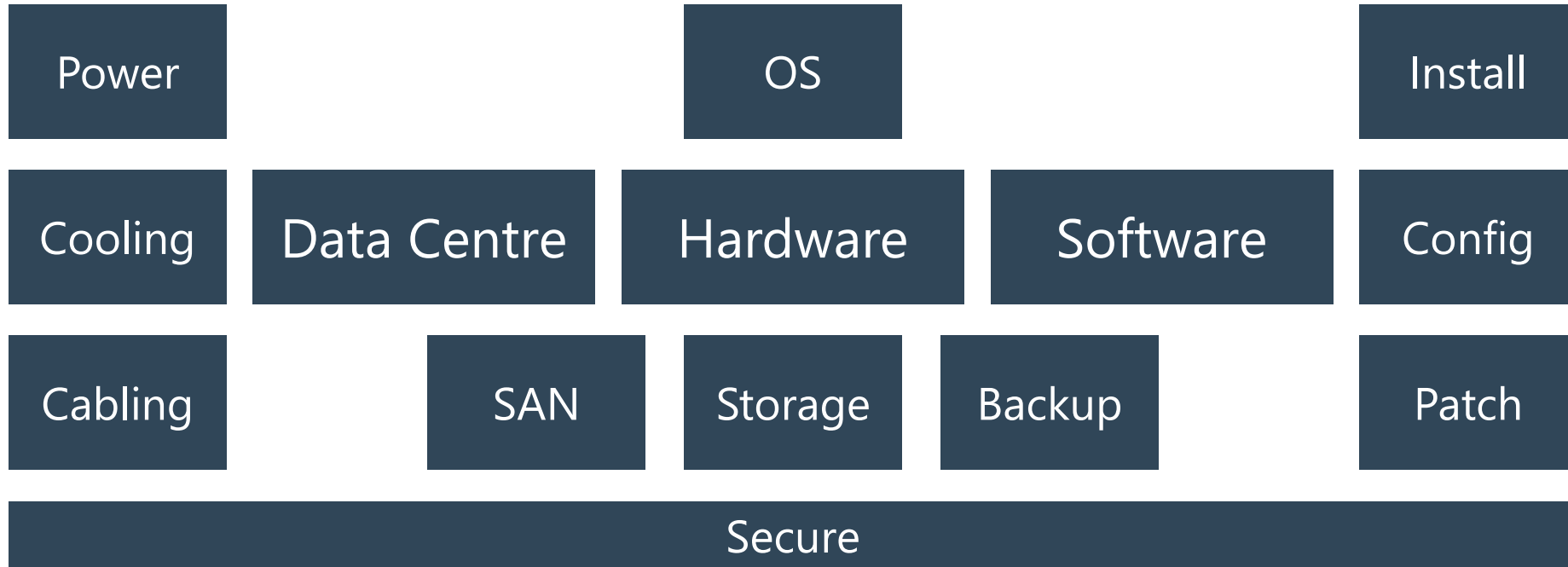
*Once you're in....you can NEVER get out!*



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

## Democratisation of Technology

Point and Click



***Cloud sounds complicated we need simplicity***



## DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction



Challenges  
of Moving



Challenges  
of Staying

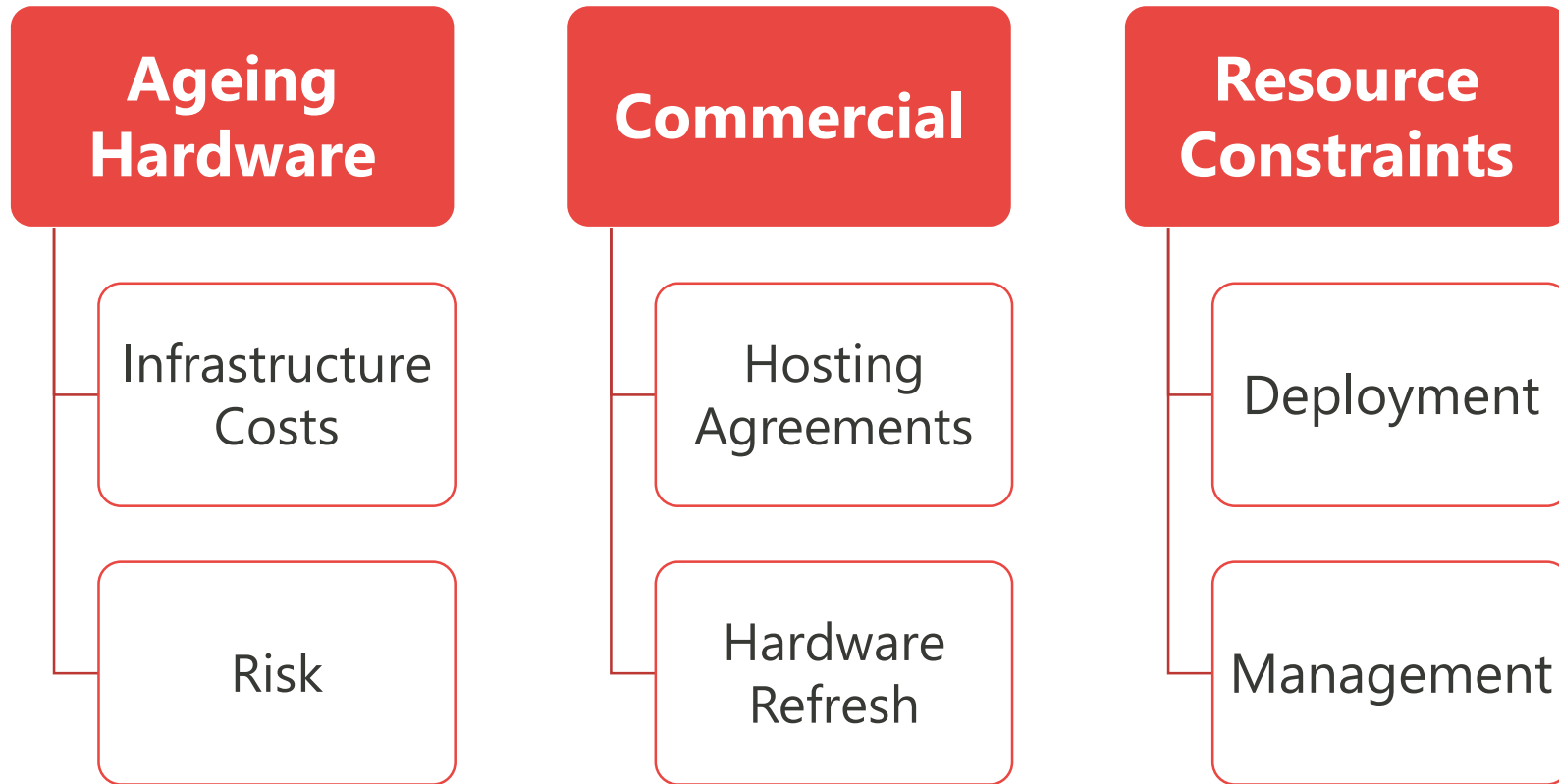
***We can't afford to move it; something might go wrong***



# DSP – AMOSCA – Stonewater Case Study



## DSP – AMOSCA – Stonewater Case Study

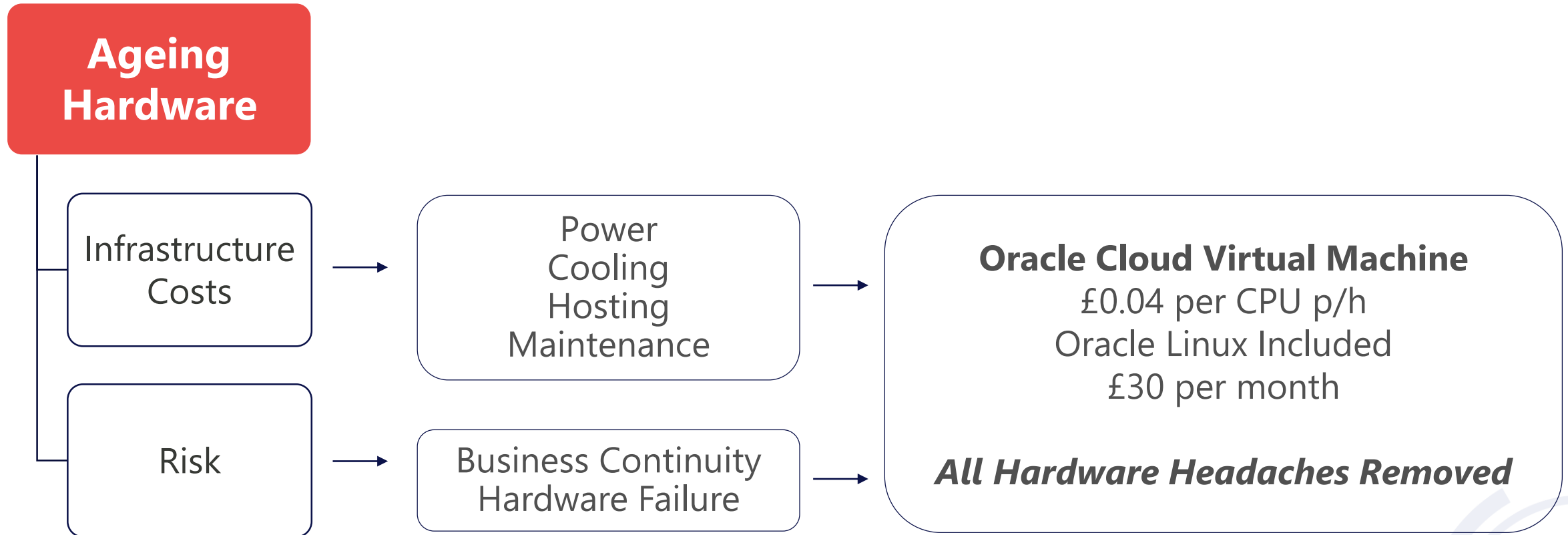


*"With an ageing and increasingly expensive on-premise hardware model it was imperative that our business moved to the cloud to realise the benefits of scalability, the right level of performance and commercial flexibility."*

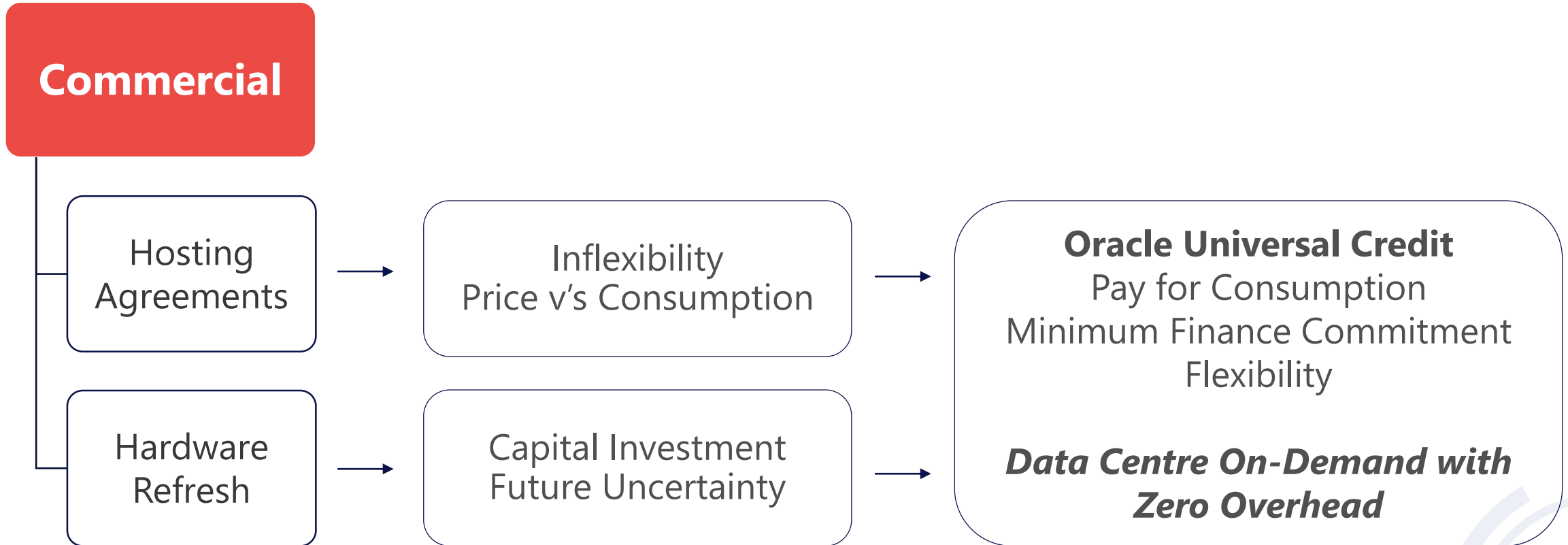
Amit Patel, Director of IT at Stonewater



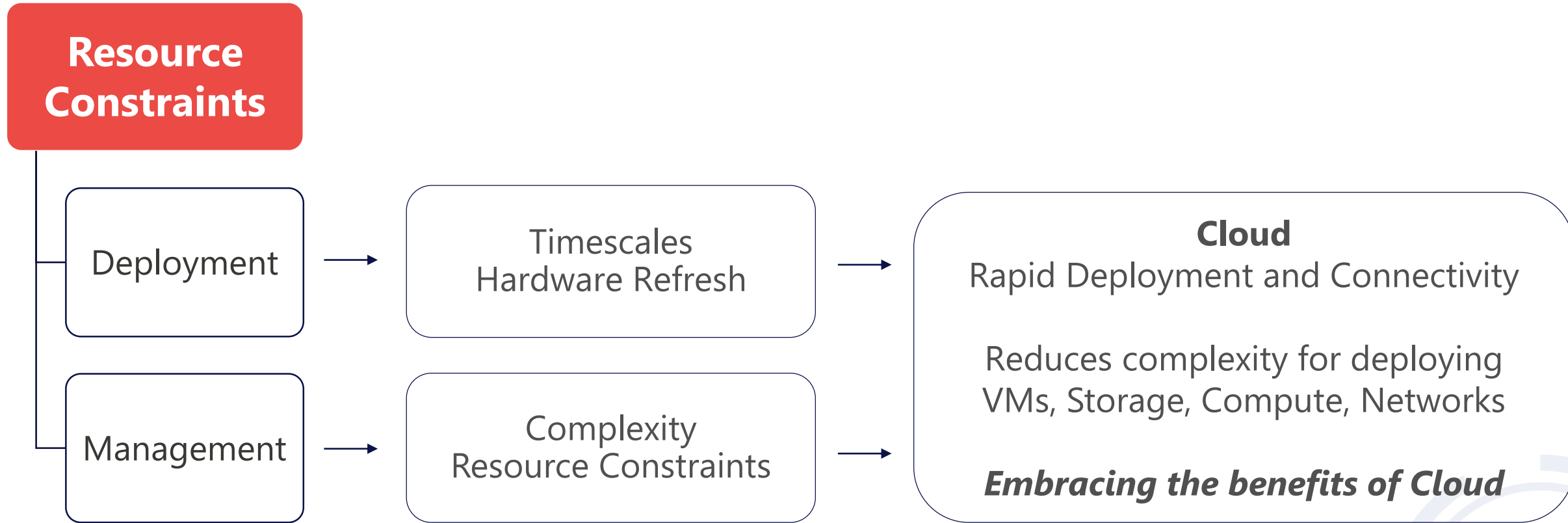
# DSP – AMOSCA – Stonewater Case Study



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# DSP – AMOSCA – Stonewater Case Study



# DSP – AMOSCA – Moving Applications to the Cloud – Facts v's Fiction

## Conclusions:

- Embrace the benefits of Cloud platforms
- Define the requirements for moving
- Get informed; look at the options and costs





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keyteach



ORACLE

EPMWARE

# Thank you's

- Everyone who registered and is supporting Hyperion Focus events
- To the co-hosts and presenters
  - Keyteach ([www.keyteach.com](http://www.keyteach.com))
  - DSP ([www.DSP.co.uk](http://www.DSP.co.uk))
  - EPMWare ([www.epmware.com](http://www.epmware.com))
  - Oracle EPM ([www.oracle.com/applications/performance-management](http://www.oracle.com/applications/performance-management))
  - AMOSCA ([www.amosca.co.uk](http://www.amosca.co.uk))
- Jo – for co-ordinating and organising us