

# Cloud 101 Guide

Access | Power | Master

# Welcome to Cloud 101



Thank you for your interest in Cloud Solutions.

We are happy to be able to help in your cloud journey by providing you with this Cloud 101 Guide. Feel free to go through the entire book, or click on areas of interest.

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[Impact on Business](#)

[Tech Data and the Cloud](#)

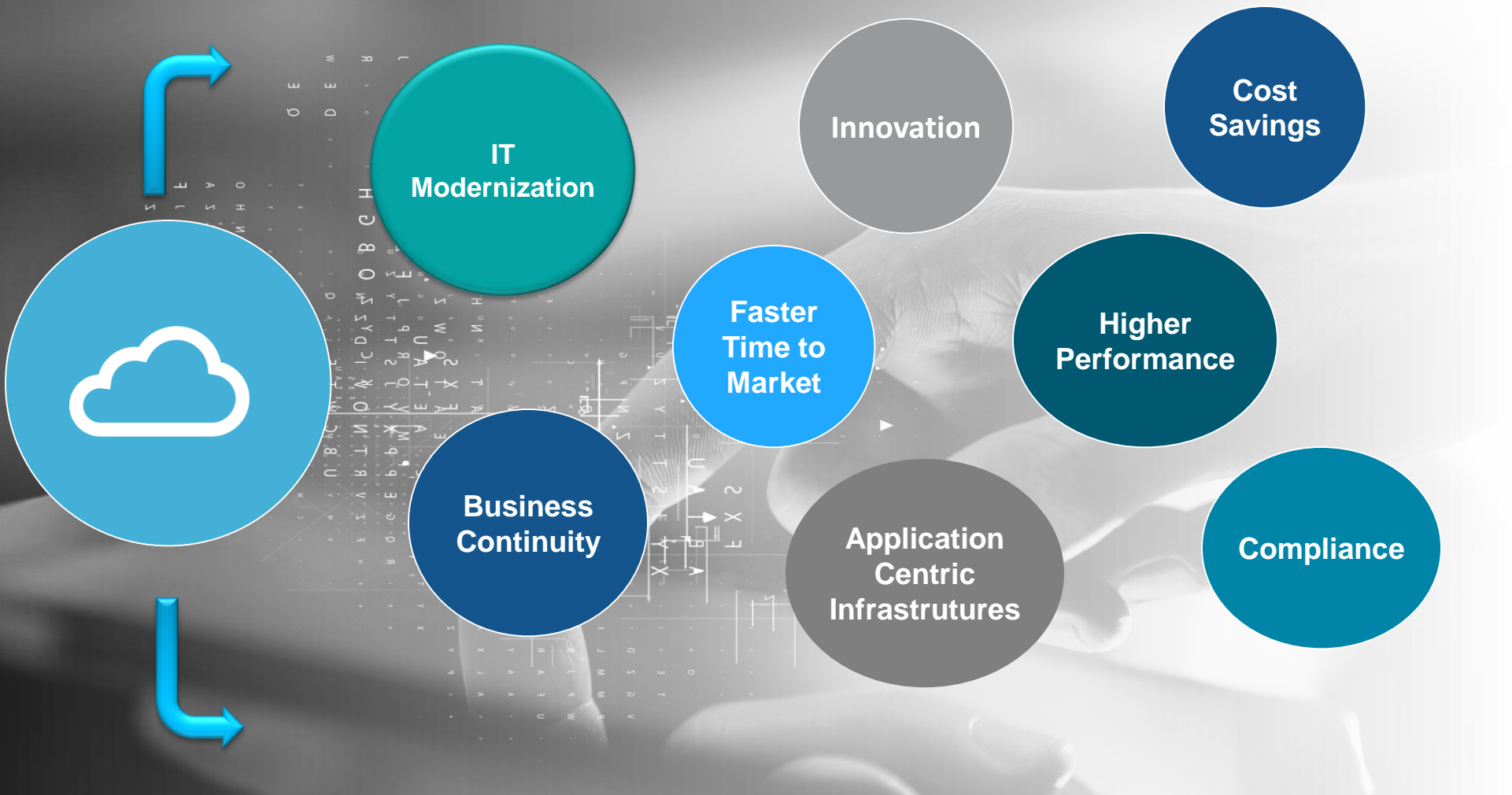
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# Introduction to Cloud



# What's driving Cloud



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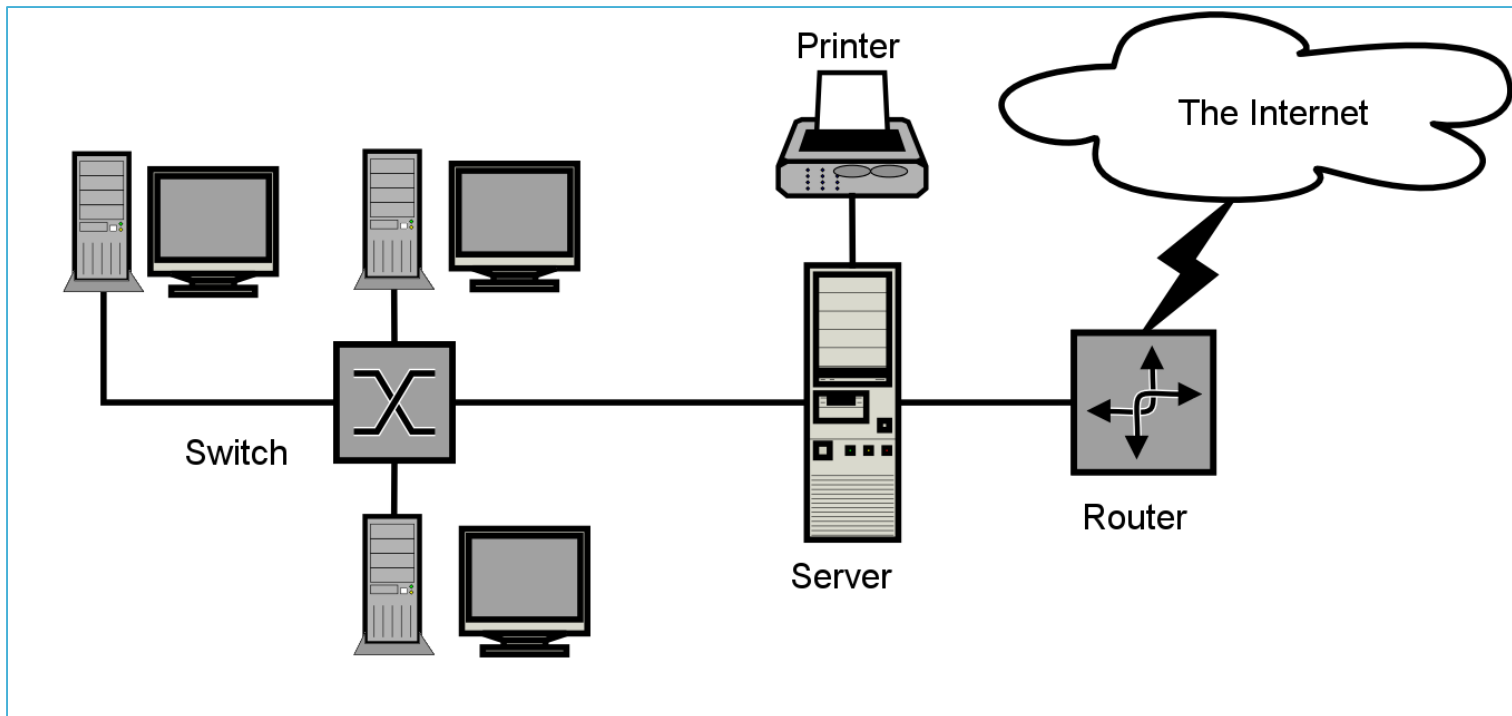
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# How did "Cloud" Computing originate?



When drawing network diagrams, technicians used cloud symbols to represent external networks. The phrase originates from the **cloud** symbol used by flow charts and diagrams to symbolize the Internet. The diagram to the left underscores the idea that any Web-connected computer has access to a pool of **computing** power, applications and files.

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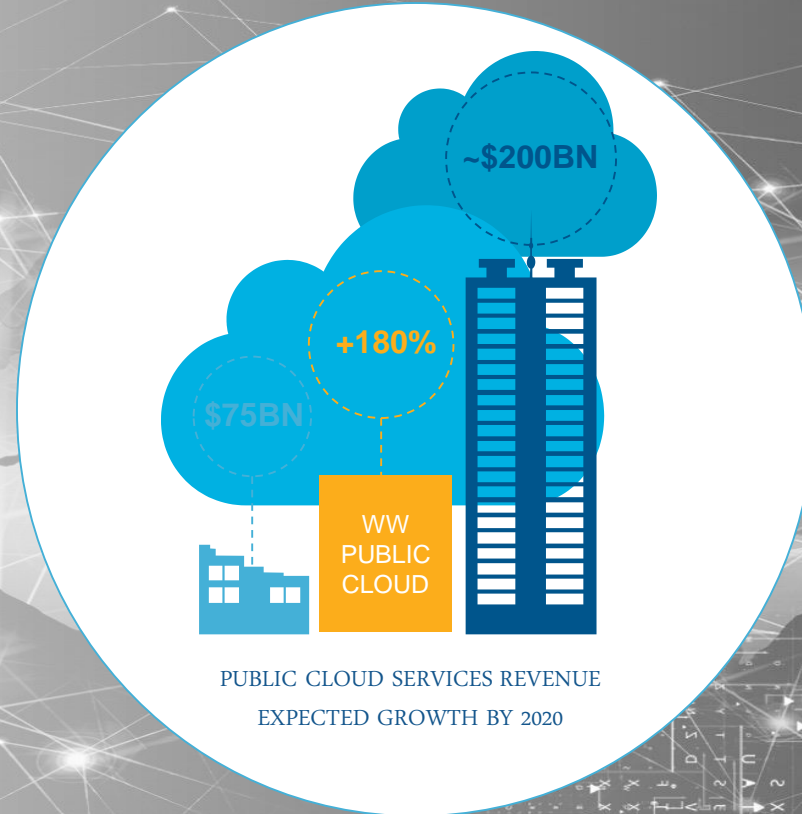
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# Cloud Trends

CLOUD ADOPTION IS NOW A FACT



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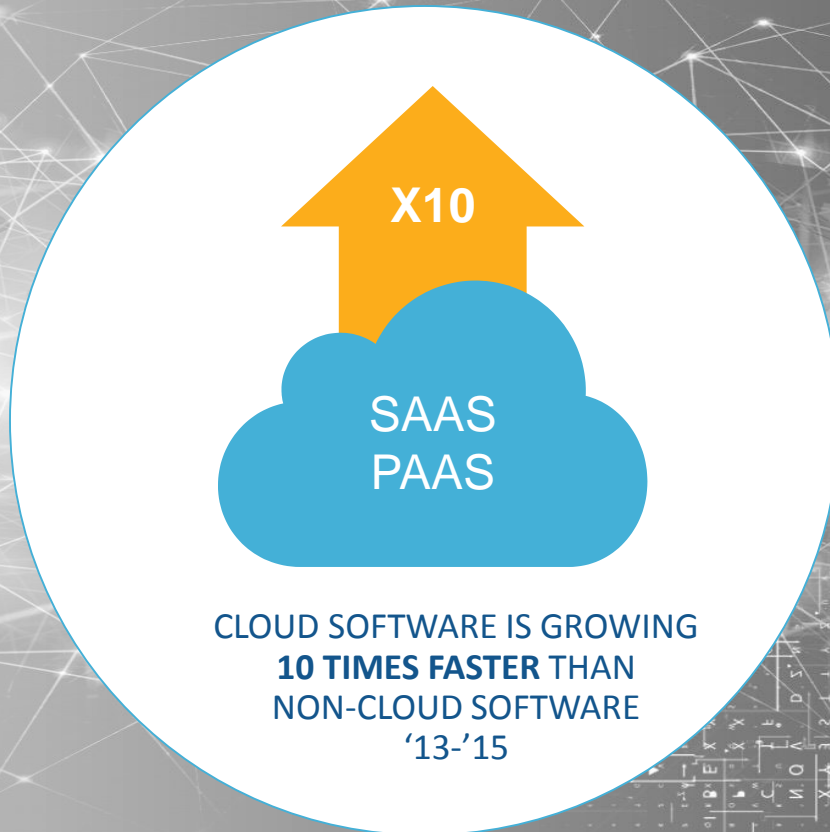




# Cloud Trends

CLOUD ADOPTION IS NOW A FACT

SOFTWARE MARKETS ARE TRANSFORMING



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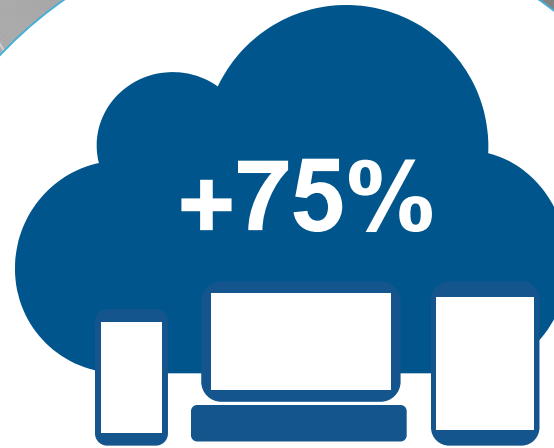


# Cloud Trends

CLOUD ADOPTION IS NOW A FACT

SOFTWARE MARKETS ARE TRANSFORMING

CLOUD WORKLOADS ARE EVOLVING



OVER 75% OF MOBILE WORKLOADS WILL BE PROCESSED IN THE CLOUD

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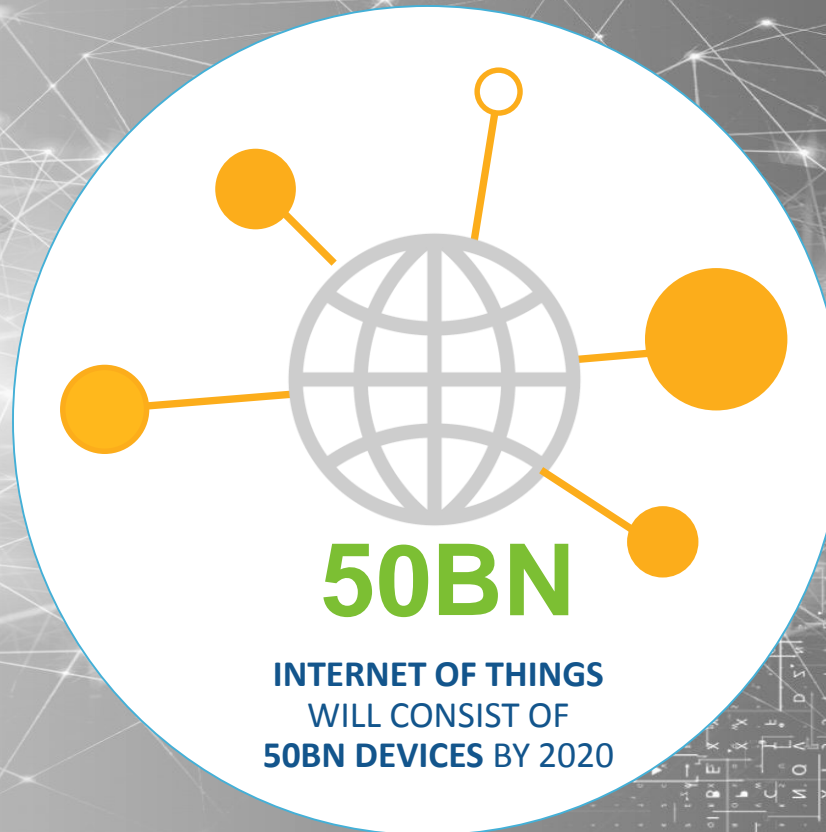
# Cloud Trends

CLOUD ADOPTION IS NOW A FACT

SOFTWARE MARKETS ARE TRANSFORMING

CLOUD WORKLOADS ARE EVOLVING

CONNECTED DEVICES ARE UBIQUITOUS



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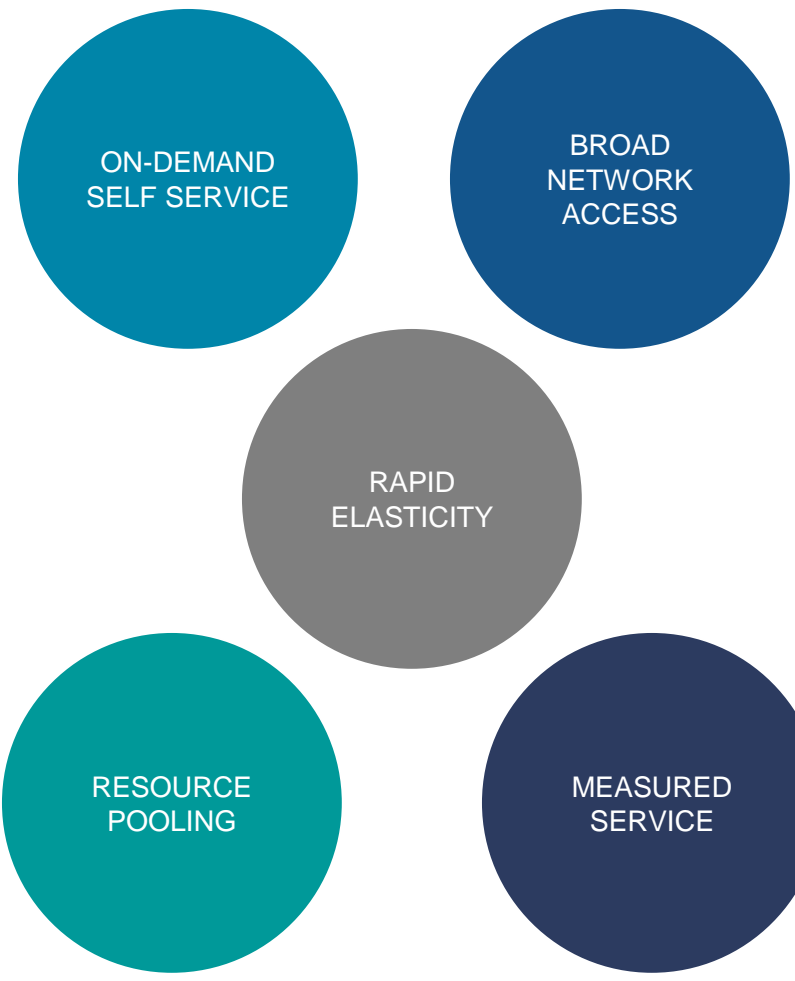
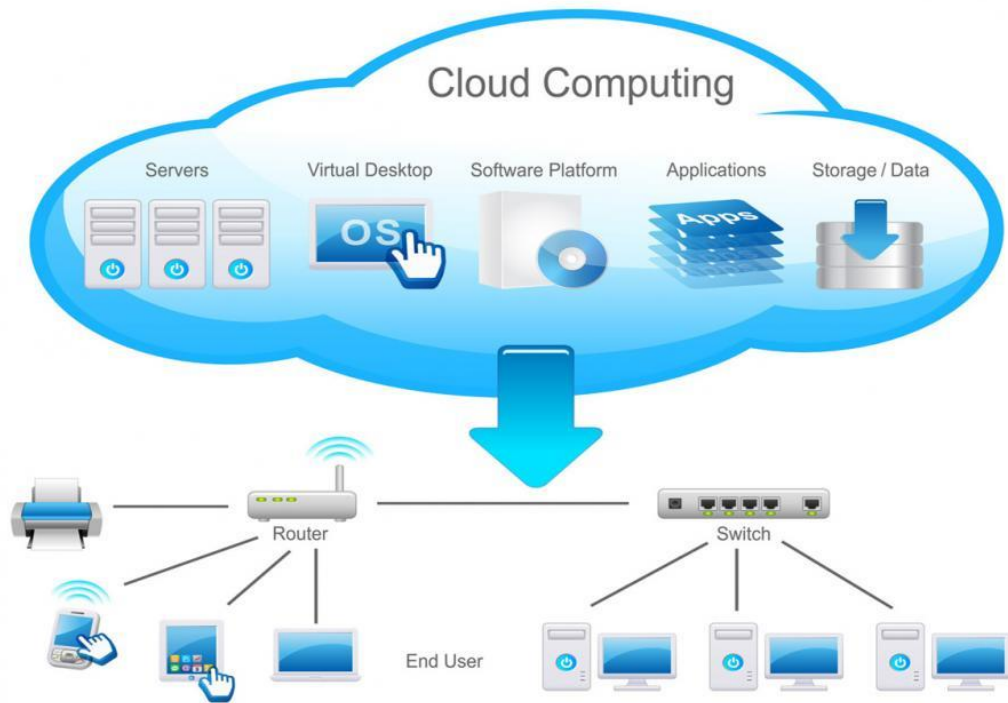
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# Cloud Essentials



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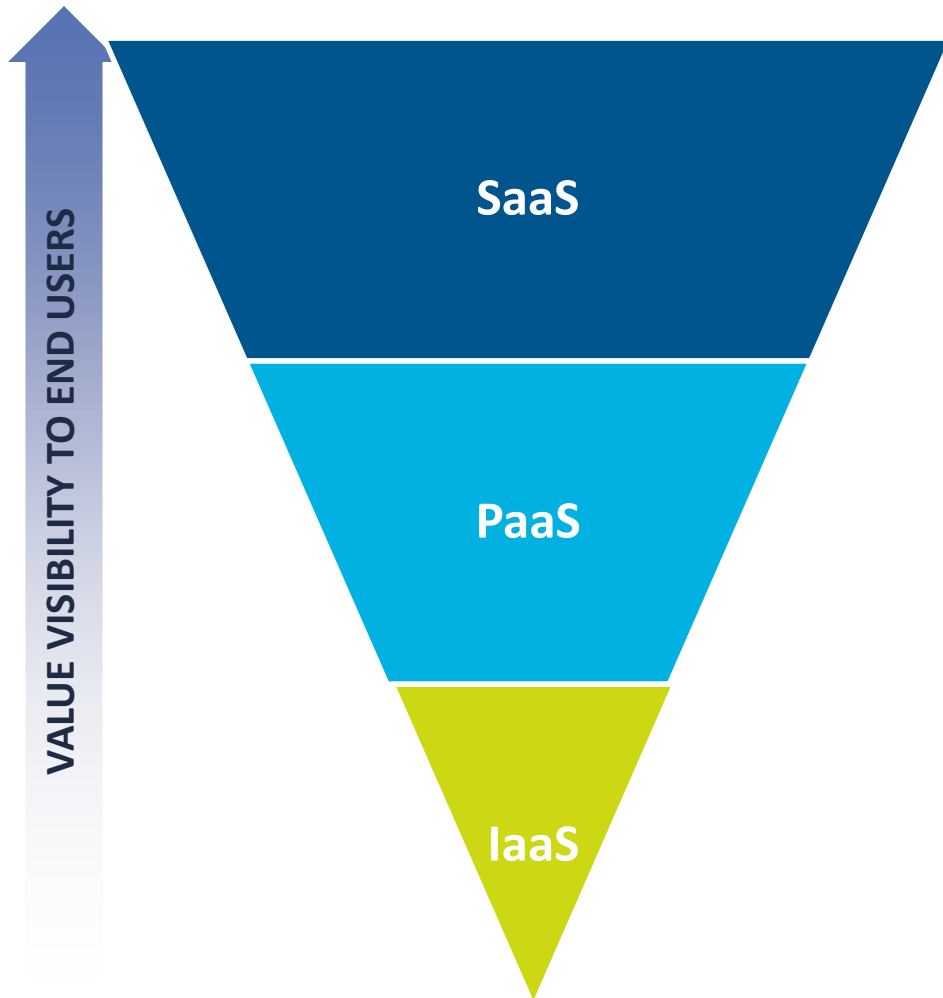
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# Service Models



SaaS

SaaS is the most visible to the users and usually has the greatest value to the user. The application can be used without the need for extra stuff.

PaaS

PaaS is the Platform applications can run on. Usually sits on an IaaS infrastructure. Applications can be deployed to be run directly on a PaaS service.

IaaS

IaaS is the foundation on which cloud services are being built. It consists of physical resources that are being pooled to "rent out" to tenants. Tenants still need to build platforms on top of this.

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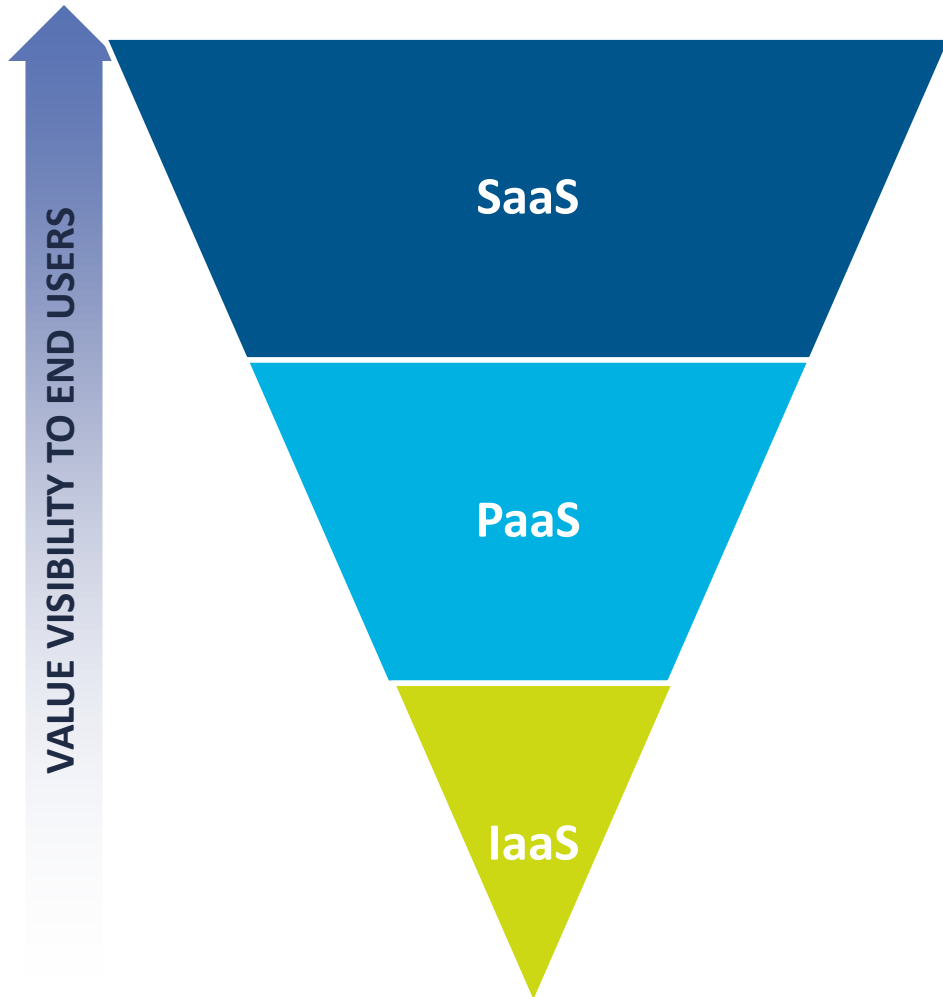
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# Service Models



Office 365 BitTitan Good G  
 Cisco webex AVAYA

ORACLE®  
 amazon web services™ Google Compute Engine  
 Microsoft Azure

SOFTLAYER® an IBM Company Microsoft Azure vmware® vCloud Air™ Network

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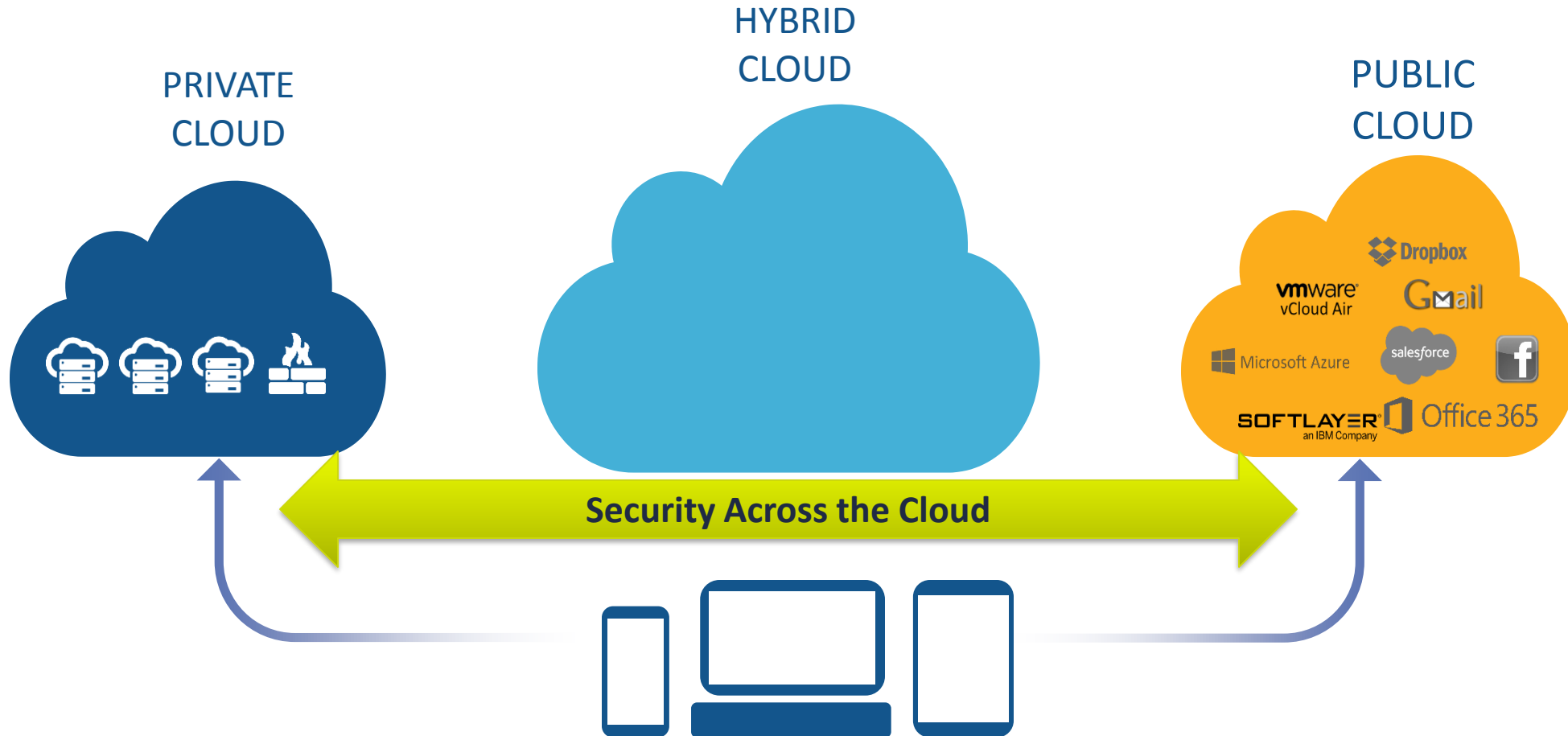
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# Deployment Models



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# Deployment Models

## PRIVATE CLOUD



### Private Cloud

In a private cloud environment, the infrastructure and network are dedicated to a single client or company. In a private cloud scenario, there's significant demand on resources to specify, purchase, house, update, maintain, and protect the physical infrastructure.

Financially speaking, deploying a private cloud can also create a large initial capital expense of up to \$500,000—and this doesn't usually include professional services.

Security Across the Cloud



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# Deployment Models

## HYBRID CLOUD



### Hybrid Cloud

Hybrid cloud is a holistic approach to the consumption of IT. This model includes a mix between public and private options combined to work together seamlessly as one platform. An example of hybrid cloud would be to leverage Microsoft Azure as your public cloud element, along with a private cloud platform designed for use by a single organization. This model minimizes tradeoffs and breaks down technical barriers so that you get the maximum benefits and performance from each component.

Security Across the Cloud



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# Deployment Models

## Public Cloud

Public means exactly that – public, which means the vendor owns the infrastructure and permits access to its resources to multiple customers across the network. This type of cloud environment is cost effective and provides high scalability. Additionally, customers only have to pay based on usage. Microsoft Azure is an example of a public cloud offering.

## PUBLIC CLOUD



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# Impact on Business

# CAPEX to OPEX



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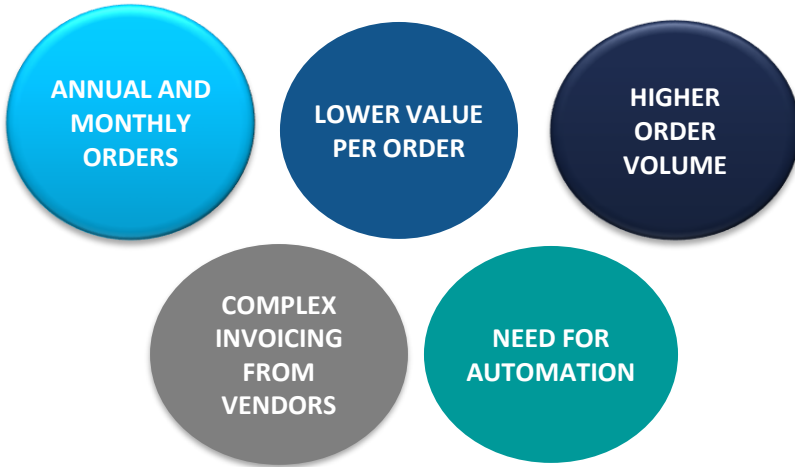
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## Why does the shift from CapEx to OpEx matter?

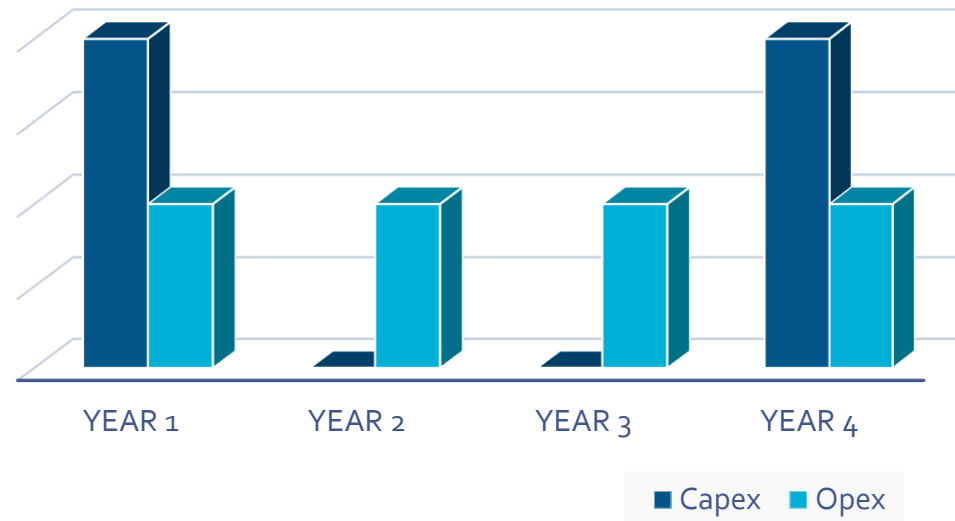
Organizations want to preserve cash. CapEx requires an upfront investment, while OpEx allows you to pay on a monthly or years basis. For example, instead of making an upfront investment for physical server infrastructure, customers can leverage the Cloud to match capacity, as well as pay as they go (monthly) for only the services that they use.



# CAPEX to OPEX



IT SPENDING CAPEX VS OPEX



In the example graph you can see the three smaller amounts add up to more than the Opex amount. This can be true as Cloud services tend to be more expensive. This is no problem because when using cloud you not only save on hardware but also on power, cooling, security, bandwidth, personnel etc. Also, cloud offers more services and makes it easier to allow using IT from different places. So in the end using Cloud is almost always cheaper and it also mitigates a lot of risk that comes with Capex investment.

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# Impact on Existing Operations

Business processes and procedures will need to be updated for most departments, as this may impact is likely finance, customer support, development, storage, backup, sales, operations and even Human Resources as sometimes compensation and new policies may need to be put in place. However, these changes in processes and procedures should enhance the method and help improve the organizations daily operations.



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# Tech Data and the Cloud



# Tech Data and the Cloud

Tech Data Cloud empowers channel partners to build or scale their cloud practice by providing a continuum of public, private, and hybrid cloud offerings and services. Through access to innovative cloud services, comprehensive cloud market place features, and enablement support resources, we help you develop new capabilities to profit from cloud subscription and consumption models perfect for organizations of all sizes.

## Tech Data Cloud Benefits



Access

Choose from the most extensive portfolio of best-in-class vendors and specialized services.



Power

Build a seamlessly integrated online store and efficiently manage end – user cloud lifecycles.



Master

Master the Cloud with extensive educational resources and specialists support.

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# ACCESS

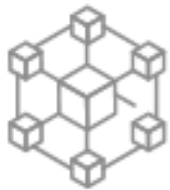


## CLOUD PORTFOLIO AND SERVICES

We provide you with access to the very best Cloud portfolio from market leading Cloud vendors. We pride ourselves on our broad portfolio of Cloud services, from which you can build the solutions that your customers need.



[BACKUP,  
DISASTER  
RECOVERY  
AND STORAGE](#)



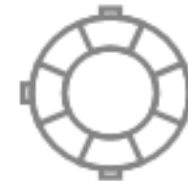
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UNIFIED  
COMMUNICATIONS](#)



[SECURITY](#)



[SERVICES](#)

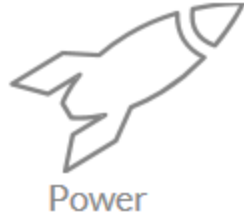
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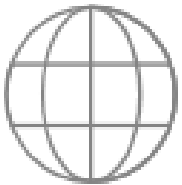
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# POWER

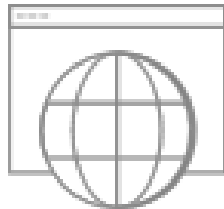


## MARKETPLACE AND PLATFORM

With Tech Data Cloud's platform powered by StreamOne, resellers can choose how to go to market by simply reselling services from our cloud marketplace, using an API, or through fully customized online store.



STREAMONE CLOUD  
MARKETPLACE



STREAMONE  
ENTERPRISE SOLUTIONS



PARTNER APIS

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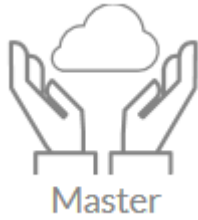
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# MASTER



## EDUCATION AND ENABLEMENT

Tech Data Cloud experts will support you every step of the way from creating your business plan to helping you place and deploy your first order with us. But that's not all, Tech Data helps you reach cloud mastery with a range of cloud enablement activities.



VENDOR  
TRAININGS



CLOUD  
WORKSHOPS



CLOUD  
PRACTICE BUILDER



TECHNICAL  
TRAININGS

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# Additional Resources



# Additional Resources

Interested in staying up to date and learning more about cloud trends and products?  
Below is a list and link with the top 5 Cloud certifications.

## [Top 5 Cloud Certifications to Obtain](#)

1. (ISC)<sup>2</sup> Certified Cloud Security Professional (CCSP)
2. CompTIA Cloud+
3. Cisco CCNA Cloud
4. Microsoft MCSE: Cloud Platform and Infrastructure
5. AWS Certified Solutions Architect – Associate

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# Additional Resources

Interested in staying up to date and learning more about cloud trends and products?  
Below is a list of the top 5 Cloud books we recommend.

1. Consumption Economics: The New Rules of Tech
2. Behind the Cloud
3. Business in the Cloud
4. Re-Imagine! Business Excellence in a Disruptive Age
5. From Beginning to End

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# Additional Resources

Interested in staying up to date and learning more about cloud trends and products? Below is a list of the top 5 Twitter accounts to follow for Cloud.

1. **Cloud Computing (@ComputingClouds)** – Cloud Computing tweets the latest news in cloud from lots of different sources. From the latest trends in cloud, to what cloud vendors are doing, to how-to articles
2. **CloudTech (@cloud\_comp\_news)** – CloudTech is the official Twitter of cloudcomputing-news.net. They have a staff of writers that reports that latest news in cloud and also offers a wealth of best-practice articles to help with all aspects of cloud technology.
3. **ZDNet (@ZDNet)** – ZDNet is the official Twitter of the business technology news site, zdnet.com. Among other topics, like Big Data and Identity and Access Management, writers at ZDNet are constantly creating content about news and best-practices for cloud computing.
4. **The Cloud Network (@TheCloudNetwork)** – Is the official Twitter of thecloudnetwork.net, a site that allows people to post their content on cloud computing on their site to gain exposure.
5. **Business Cloud News (@BizCloudNews)** – Business Cloud News is the official Twitter of businesscloudnews.com. They deliver the latest news on cloud computing, PaaS, SaaS, IaaS, virtualization, content delivery networks and unified communications from around the world.

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# Additional Resources

Feel free to review the links below for more information:

[Public, Private, and Hybrid Cloud: 5 Reasons Why Hybrid Cloud Is the Best Choice](#)

[What Does Hybrid Cloud Mean?](#)

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# Additional Resources

[How a Little-Known Financial Model Can Finance Migration to the Cloud](#)

[6 Ways to Determine If Your Business Is Cloud Ready](#)

**TCO Calculator Importance & Examples**

[Why Total Cost of Ownership is important](#)

[TCO Calculator Microsoft](#)

[TCO Calculator AWS](#)

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# Access, Power & Master the Cloud with Tech Data

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