



US “Cloud First” Policy Insights

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Cloud First Policy: Purpose

Shift from asset ownership to service provisioning

- Instituted in 2010, all agencies must implement a “Cloud First” policy for all agency IT investments.
- “Cloud First” is intended to accelerate the pace at which the government will realize the value of cloud computing.
- As detailed in the Federal Cloud Computing Strategy, “Cloud First” requires agencies to evaluate safe, secure cloud computing options before making any new investments.
- Agencies should be evaluating their technology sourcing plans to include consideration and application of cloud computing solutions as part of the budget process.





Cloud First Policy: 3 Must Moves

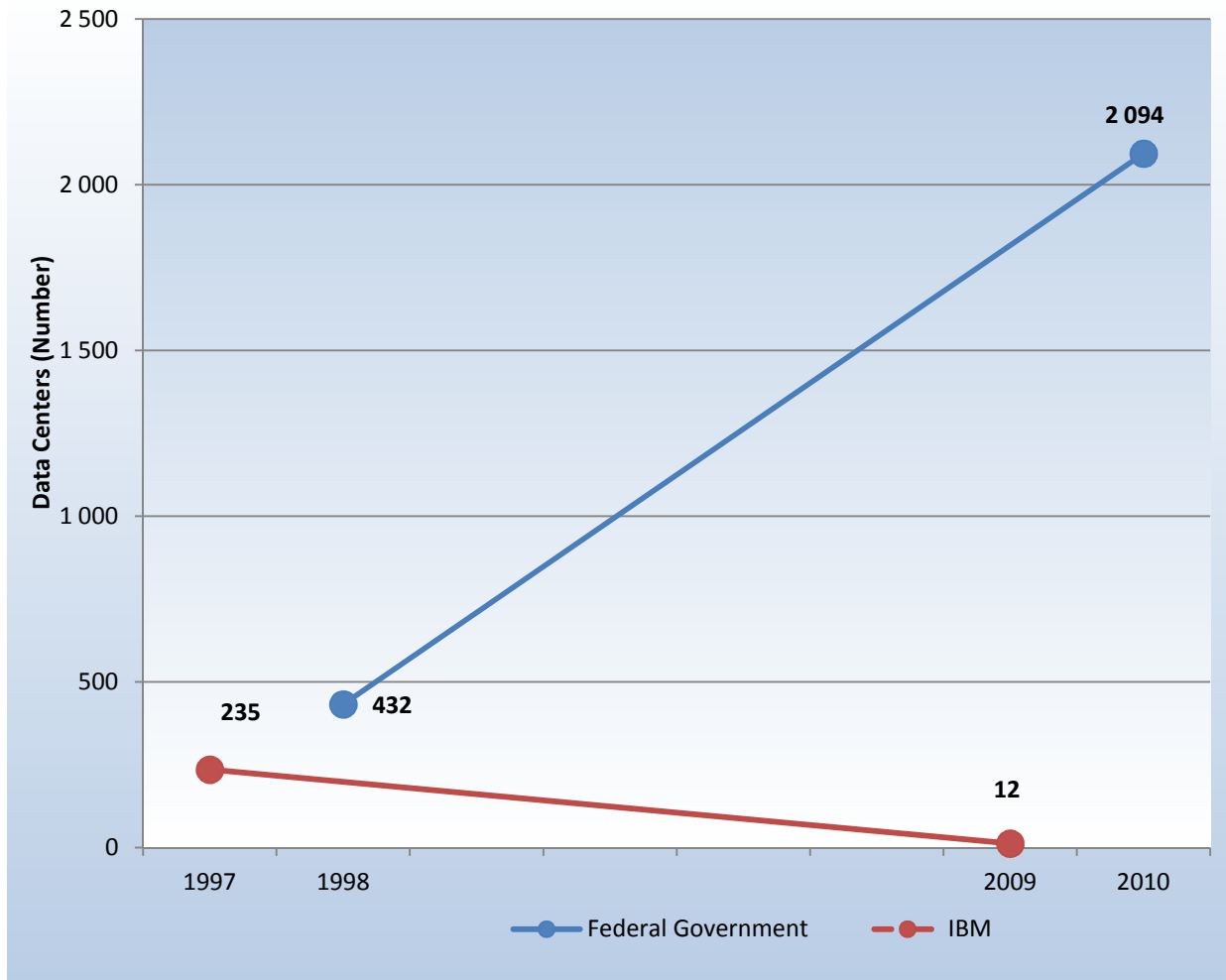
Under the Administration's IT Reform Plan, Federal Agencies Are Required to Move 3 Services to the Cloud

- What / When
 - ❖ One project to the cloud by December 2011; and
 - ❖ Two additional projects by June 2012.
- Identification of Projects
 - ❖ Agencies identified projects in February of 2011
 - ❖ Made public on CIO.gov in May 2011
 - ❖ http://www.cio.gov/itreform/cloud_migrations.cfm





The Case for Change



Efficiency

- Low asset utilization (server utilization < 30% typical)
- Fragmented demand and duplicative systems
- Difficult-to-manage

Agility

- Years required to build data centers for new services
- Months required to increase capacity of existing services

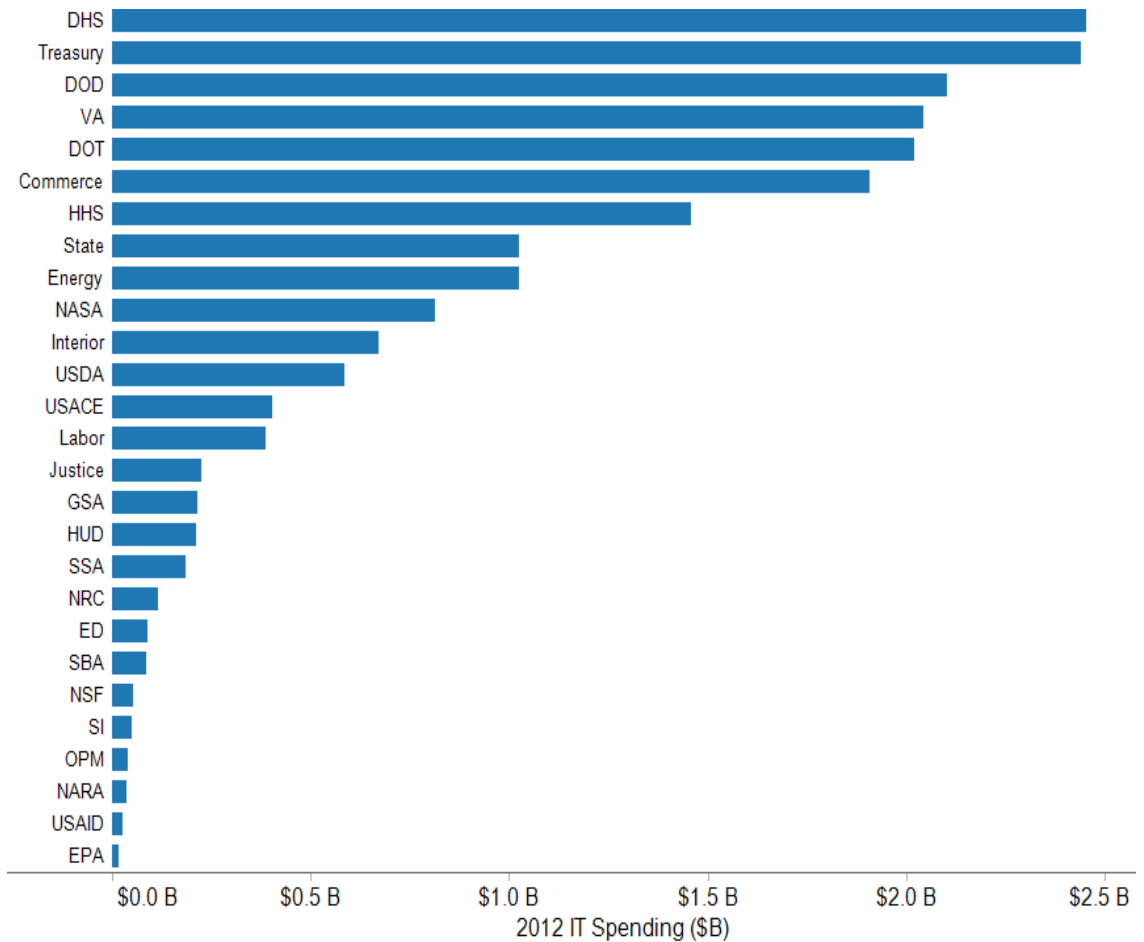
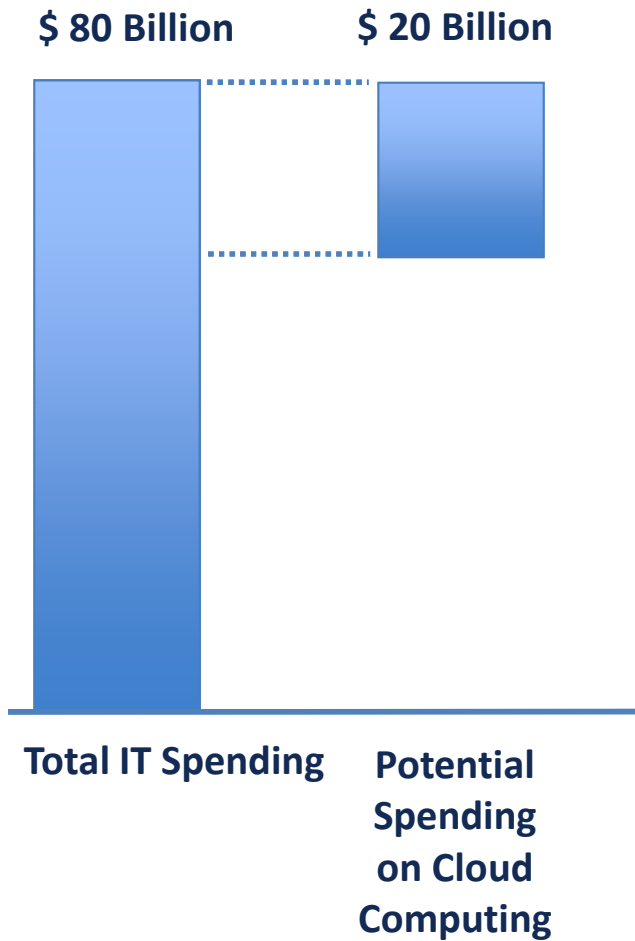
Innovation

- Burdened by asset management
- De-coupled from private sector innovation engines
- Risk-averse culture





Potential Spending on Cloud Computing





Early Adopters



Dept of Defense

Army Experience Center (AEC)

- Implementation cost 1/20 of estimate to upgrade legacy system (\$54 K vs. \$1 M+)
- Reduce recruiter workforce required to handle the same workload



Dept of Defense

Air Force – Personnel Services Delivery Transformation

- \$4 M annual savings
- Improved customer search times from 20 minutes to less than 2 minutes



Recovery Accountability & Transparency Board

Recovery.gov

- \$750 K savings
- Reallocate \$1 M to identify fraud, waste, and abuse



HHS

Electronic Health Records (EHS)

- Reduced time to go live time from 1 year+ to 3 months
- Supports more than 100,000 Primary Care Practitioners



GSA

Cloud Email Migration

- \$15 M savings
- Migrated 17,000 users
- Eliminated redundant infrastructure at 17 global locations



Dept of Agriculture

Cloud Email Migration

- \$27 M savings
- Migrating 120,000 users
- Consolidating 21 fragmented email systems





Cloud Strategy: Catalyzing Adoption

SECURITY

- Centralize certification and accreditation for cloud solutions
- Prioritize security controls to counter the most serious threats
- Use near real time security dashboards to facilitate continuous monitoring
- Integrate identity management

STANDARDS

- Define and evolve standards to ensure interoperability, portability, and security
- Propose and test interim standards
- Publish cloud computing business and technical use cases, a neutral reference architecture and taxonomy

PROCUREMENT

- Develop procurement vehicles to accelerate the purchase of cloud solutions
- Maximize strategic sourcing to buy cloud solutions
- Eliminate redundant and inefficient vendor certifications
- Integrate needs of State and local governments

GOVERNANCE

- Set policy and enforce budget priorities
- Align with regulatory and legal frameworks
- Drive government-wide adoption
- Collaborate with international entities

