

CLOUD COMPUTING MEANS BUSINESS

DOES CLOUD COMPUTING MAKE SENSE FOR YOUR BUSINESS?

Cloud Computing is a big wave that nearly all businesses can benefit from—but not to the same degree. Find out how much cloud computing has to offer *your business* by answering the following questions.

1. DOES YOUR ORGANIZATION DO I.T. WELL?

For many organizations I.T. is necessary but can be a real headache, especially if it is not core to your business. Cloud computing offers the opportunity to outsource many of the headaches.

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|-------|---|---|
| Score | 5 | There are no I.T. capabilities in my organization |
| | 4 | My organization is poor at I.T. |
| | 3 | My organization is average at I.T. |
| | 2 | My organization is good at I.T. |
| | 1 | My organization excels at I.T. |

2. DO YOUR BUSINESS GROWTH AND COMPUTING NEEDS VARY OVER TIME?

Computing needs can vary, sometimes due to factors known in advance and sometimes due to surprises such as changes in market conditions. Cloud computing gives you the freedom to scale up or down as you wish on a moment's notice.

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| Score | 5 | My business is seasonal |
| | 4 | I expect my business to grow |
| | 3 | I don't know if my business will grow or decline |
| | 2 | I expect my business to decline |
| | 1 | My business will remain static |

3. ARE YOU SATISFIED WITH EXISTING TIME-TO-MARKET FOR YOUR I.T. PROJECTS?

With cloud computing you are not waiting in line behind any other project for procurement or provisioning. The self-service nature of the cloud speeds your time to market by avoiding bureaucracy and the need to compete with other projects.

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| Score | 5 | I'm very dissatisfied with existing time-to-market |
| | 4 | I'm somewhat satisfied with existing time-to-market |
| | 3 | I'm neutral about existing time-to-market |
| | 2 | I'm somewhat dissatisfied with existing time-to-market |
| | 1 | I'm very satisfied with existing time-to-market |

4. HOW MUCH NEW COMPUTING RESOURCE DO YOU NEED?

The cloud offers near-limitless capacity. No matter how much growth you have, the capacity you need is available at the click of a button.

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| Score | 5 | We have little or no existing computing resources and we need much more |
| | 4 | Our existing computing resources are inadequate and we need more |
| | 3 | Our existing computing resources are adequate |
| | 2 | Our existing computing resources are more than adequate |
| | 1 | Our existing computing resources will last us for a good long time |

5. IS YOUR NEXT PROJECT EXPERIMENTAL?

One of the risks with start-ups and experimental projects is residual financial and contract obligations after a shutdown. You don't have these problems with cloud computing: on a month-to-month arrangement, you can walk away any time cleanly.

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| Score | 5 | I am a startup |
| | 4 | My project is an experiment that may or may not get traction |
| | 3 | I am unsure of the longevity of my project |
| | 2 | My project will likely have longevity |
| | 1 | My project has assured longevity |

6. DO YOU NEED A FLEXIBLE FINANCIAL MODEL FOR I.T. SPENDING?

Getting the up-front funding for new I.T initiatives can be tough, especially in this economy. With cloud computing, you have no up-front costs for server and network hardware. Capital expenditures are converted into operating expenditures.

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| Score | 5 | I need to deploy with minimal up-front expense |
| | 4 | I prefer operating expenditures to capital expenditures |
| | 3 | I am happy with my current financial models but open to new options |
| | 2 | I have adequate funding and am satisfied with current arrangements |
| | 1 | I have more than adequate funding and am very satisfied with current arrangements |

SCORING

Add up the scores for your questions. If you scored a 4 or 5 for any individual question, or if your total exceeds 18, it's very likely you would benefit strongly from cloud computing.

HOW TO GET STARTED

The business story behind cloud computing is compelling, but there are right and wrong ways to apply cloud computing. It's important to do the following:

- Identify the cloud opportunities for your business and what your ROI will be
- Formulate a sound cloud computing strategy
- Select the right cloud computing platform
- Work with professionals in migrating your existing applications or developing new ones

At Neudesic, we pride ourselves on our business and technical expertise in Microsoft cloud computing. Neudesic brings you superior value in cloud computing services:

- **Maximum value.** We identify the areas where cloud computing makes business sense *for you*.
- **Reduced risk.** Our trained, experienced consultants apply cloud computing correctly in careful accordance with best practices for success.
- **Lower cost and shorter time.** Our unique intellectual property accelerates cloud project work, saving you time and cost with shorter engagements.
- **Stay aligned with the future.** We're aware of the technology roadmap and are careful to design solutions that make sense today and tomorrow.

We are experts in Microsoft's Azure cloud computing platform, Windows Azure, and the Microsoft Business Productivity Online Suite (BPOS) which includes CRM Online and SharePoint Online. Our services include:

- **Assessment Services** in which we identify the cloud opportunities for your business, compute the ROI on moving applications to the cloud, scope the cost of migration, and help you form a cloud strategy.
- **CRM Online** development using the cloud version of Microsoft's Dynamics CRM.
- **SharePoint Online** development using the cloud version of Microsoft SharePoint.
- **Migration Services** in which we migrate your existing applications to the cloud.
- **Custom Development** of new cloud applications using the Windows Azure platform.
- **Managed Services** providing the services of a traditional hosting service with the Microsoft cloud.

The first step in exploring cloud computing with Neudesic is to schedule a brief assessment to make the business case and create a road map tailored to your organization. From there you can move forward with confidence and reap the benefits of cloud computing.

Contact us at info@neudesic.com.

Find more business and technical cloud content at <http://neudesic.com/cloud>