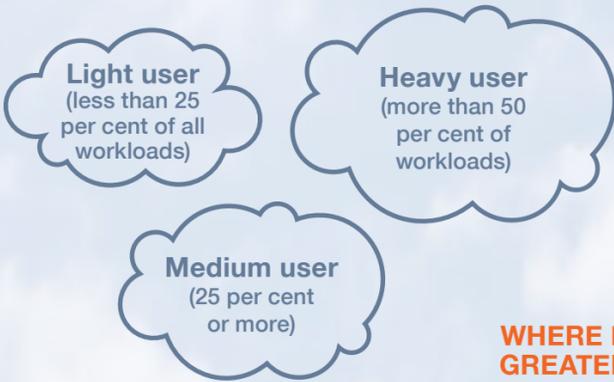


# CLOUD WITH CONFIDENCE: A CIO ROADMAP TO INFRASTRUCTURE-AS-A-SERVICE (IAAS)

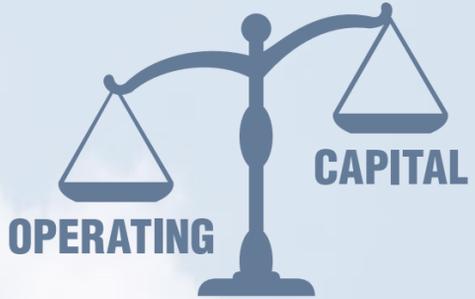
Candian companies have so far been working cautiously towards IaaS, but a workbook of best practices from IDC and Telus can help guide their way by addressing the most important key questions. Answer the following to move progressively closer to cloud computing success.

## ASSESS YOURSELF:

### CLOUD EXPERIENCE



### HOW DO YOU TREAT COSTS?



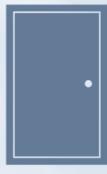
### WHERE DO YOU NEED GREATER VISIBILITY?



## ASSESS YOUR WORKLOADS:



Server needs vary widely



Internal-facing applications



External-facing applications



Ongoing need for more server capacity



Uptime must be 24/7

## ASSESS THE RIGHT IMPLEMENTATION MODEL:



### LARGE SWINGS IN COMPUTING USAGE:

The cloud platform is an ideal fit for businesses anticipating high growth or major changes in their workload



### HIGH END COMPUTING:

In an era of big data, government agencies, retailers and other firms are using IaaS to effectively mine consumer data.



### APPLICATION HOSTING:

IDC recommends any newly developed or upgraded application be created with a virtual or cloud platform in mind



### DEV/TEST:

The cloud offers a new paradigm for testing and developing new software. Banks, media firms and other industries are already there



### BACKUP AND RESTORE:

Public and private IaaS can be used to provide cost-effective backup and recovery and standby resources so that servers can be restarted immediately in the case of disasters or failures

## ASSESS THE VENDOR LANDSCAPE:

### KEY TRAITS OF TOP IAAS PROVIDERS:



#### CANADIAN:

Local data centres to help adhere to regulatory or other requirements



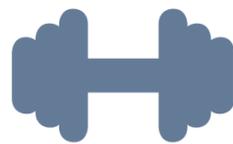
#### COMPREHENSIVE:

A mix of public, private and hybrid offerings to meet varied needs



#### STABLE:

Financially secure and viable amid consolidation in the IaaS space



#### ROBUST:

Enterprise-ready compute resources for demanding environments