Cloud & Infrastructure Services
Steve Nunn, Vice President, Global Cloud and Infrastructure Services
Unisys Cloud and Infrastructure Services

Key Facts

Unisys is implementing what is expected to be one of the largest cloud-based, on-demand IT computing environments by a US state government that will yield significant cost savings from a traditionally hosted data center.

The largest public university in the United States wanted to improve the student experience while being cost effective by having flexibility through a cloud delivery model.

A US National Scientific Agency wanted to adopt cloud to positively impact mobility and collaboration. Unisys transitioned more than 25,000 users across the agency to a SaaS model lowering operational costs by about 50% while enhancing collaboration.

A humanitarian organization responsible for providing 40% of the United States blood supply wanted to improve its IT availability and optimize costs. Unisys deployed a private cloud achieving 99.9% uptime at a 40% lower cost.
The underlying challenge that the CIO & Head of Infrastructure are facing is one of complexity…

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<thead>
<tr>
<th><strong>KEY CHALLENGES</strong></th>
<th><strong>RESULTING REQUIREMENTS</strong></th>
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<tbody>
<tr>
<td><strong>Cloud computing</strong> is a disrupter that increases complexity and challenges the IT organizations' span of control</td>
<td>Governance and an Integrated Service Management solution to control usage and ensure stability and operational efficiencies</td>
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<td><strong>Infrastructure platforms</strong> facing TCO pressures due to implementation via application considerations as opposed to a standard infrastructure blueprint</td>
<td>Structured Platform Architecture that preserves existing compute, protects application performance – yet leverages benefits of Cloud</td>
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<td><strong>Security</strong> compromised due to range of new IT “assets”, such as cloud and mobile, which break the traditional security perimeter</td>
<td>Advanced Security that extends the enterprise, whilst proactively protecting at the data layer rather than the compute</td>
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This is driving organizations to rethink their Cloud & Infrastructure Strategy
Unisys Perspective: Key Capabilities for Success

As a result we believe that our clients need to focus over the next three years on harnessing the power of hybrid IT

**Agile & flexible service delivery**

**Core enterprise & cloud integration & management**

Deliver across all public, private cloud and existing IT environments

**Security against emerging threats**

**Advanced security for advanced threats**

Higher levels of security against today’s emerging threats

**Cost effective infrastructure**

**Software-defined enterprise**

Deliver more agile and cost-effective services to end users

**Management across all IT assets**

**Extended service integration and management**

Control and provision via a single point of administration
ESIAM provides E2E Governance and Management

- **Service Operations**: end-to-end management of core enterprise computing and all cloud services

- **Service Provisioning and Orchestration**: single point for the business to request compute and cloud services – can be extended for all IT Services

- **Supplier Management**: Operational management of 3rd parties to deliver service to agreed functional and service levels

- **Service Analytics and Reporting**: Big data for infrastructure. Comprehensive reporting and analysis capability
To realize the vision of a Software Defined Enterprise we have established a full spectrum of services underpinned by innovation-led, value-based offerings...
Practice Area
Transformation & Program Services

A newly established practice area that helps clients transform their current Infrastructure into a Software Defined Enterprise

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<tr>
<th>Assets</th>
<th>Capabilities</th>
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<tr>
<td>Software Defined Enterprise Blueprint &amp; Practice Aid</td>
<td>Advisory Services</td>
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<td>- Infrastructure Strategy &amp; Transformation</td>
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<td>- Innovation &amp; Continuous Improvement</td>
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<td>Applied Innovation Framework &amp; Innovation Workshops</td>
<td>Implementation Services</td>
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<tr>
<td>- Infrastructure Management</td>
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<tr>
<td>- Infrastructure Project Management</td>
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- Advisory Services
  - Infrastructure Strategy & Transformation
  - Cloud Strategy & Blueprint
  - Innovation & Continuous Improvement

- Implementation Services
  - Infrastructure Management
  - Infrastructure Project Management
An established practice area in Managed Services that will be further developed through additional Consulting Offerings and Capabilities

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| Cloud Management Platform | **Advisory Services**  
• Data Center Optimization |
| CloudBuild | **Implementation Services**  
• Cloud Brokerage Implementation  
• Private Cloud Design & Implementation (CMP & CloudBuild)  
• Cloud Migration Services (CloudStep) |
| CloudStep | **Managed Services**  
• Cloud and Infrastructure Operations  
• Mainframe Operations  
• Middleware & Database Operations |
A new practice area that will support clients integrating Cloud, internally-delivered, and 3rd party-delivered services – realizing the management of Hybrid IT

**Assets**

- Service Aggregation (VantagePoint)
- Cloud Management

**Capabilities**

**Advisory Services**
- Service Integration & Management Strategy

**Implementation Services**
- SIAM Design & Implementation
- SIAM Governance Process Implementation
- Cloud Brokerage Design & Implementation

**Managed Services**
- Service Integration & Management
- Cloud Brokerage

**Additional Support through Transition Services**
- Build to Operates Services (enable the client to operate SIAM upon completion of build)
Case Study: Cloud-based, On-demand Services

Provide a personalized virtual compute environment for each agency based on a common cloud operating model.

Financially move to model of purchasing services from multiple suppliers when needed.

Expected to be one of the largest cloud-based, on-demand IT computing implementations by a US state government.

Unisys providing an “Amazon-like” experience in which user selects services from the catalogue.
Case Study: Optimizing Infrastructure

- Detect and prevent potential disruptions and dangerous situations and respond quickly to criminal acts

- Response time down to 6 to 8 minutes on average

- Massive integration at scale, an imperative for Digital Business

- Cutting edge IT systems to monitor and manage public safety from command centers in 12 Brazilian cities
When to Engage Unisys

- Services to take clients to a “Business as a Service” & Hybrid IT environment
- Digital Infrastructure Services underpinned by Innovation-Led, Value-Based Offerings
- Transformation & Program Services
- Software Defined Data Center core management stack including SD security (Stealth) and SD management (Edge)