WSCA Cloud Services Contract – What is it and what’s available?
What is the WSCA-NASPO Cloud Initiative?

**Scope**

5 year competitive award to Unisys for brokering services including:

- Cloud Hosting Services (IaaS, PaaS, SaaS)
- Cloud Provisioning Services (Self-service, Assisted)
- Consulting & Design Services

**Signed**

Signed in Washington in late 2013

- Supports ability to host all four categories of data

**Value**

- Procure with agility & buy best fit for purpose
- Avoid unnecessary procurement cycles for point-solution SaaS
- Contract-wide aggregate volume discounts
Thought Leadership

Delivering insights on transformational trends

The **Unisys Security Index** provides a regular, statistically robust measure of concerns about areas of national, financial, internet and personal security.

The **Unisys Consumerization of IT Study** is a comprehensive global study around the use of mobile and personal devices and personal applications across the enterprise.

Research around public sector cloud adoption trends and barriers
# Public Sector Study

## What are Government’s moving to Cloud?

*Survey of 300+ State and Local Government IT Leaders*

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Web Applications</td>
<td>70%</td>
</tr>
<tr>
<td>Data Storage</td>
<td>60%</td>
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<tr>
<td>E-mail</td>
<td>40%</td>
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<tr>
<td>Custom Applications</td>
<td>38%</td>
</tr>
<tr>
<td>Content Management</td>
<td>34%</td>
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<tr>
<td>GIS Software</td>
<td>32%</td>
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<tr>
<td>Personal Productivity</td>
<td>26%</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
</tr>
</tbody>
</table>

**Source:** September 2013 Center for Digital Government (CDG) survey, “Cloud Adoption and Procurement Practices,” sponsored by Unisys and Amazon Web Services
Top 3 Priorities Driving Cloud Adoption

According to state and local government IT Leaders

- **Reduce** hardware and software capital and maintenance costs
- Meet the growing demands of a more **mobile workforce**
- **Flexibility** and the need to update old and critical software

**Source:** September 2013 Center for Digital Government (CDG) survey, “Cloud Adoption and Procurement Practices,” sponsored by Unisys and Amazon Web Services
Top 3 Decision Factors
According to state and local government IT Leaders

95%
Ensuring data security

78%
Better Management of data capacity

Flexibility to meet current and future IT needs

Source: September 2013 Center for Digital Government (CDG) survey, “Cloud Adoption and Procurement Practices,” sponsored by Unisys and Amazon Web Services
The shift to cloud is on ... but how do I get there?
Our Approach
Strategic Sourcing Partner

- PLAN
- SOURCE
- SECURE
- MANAGE
Our Approach
Strategic Sourcing Partner

Plan

- PLAN
- SOURCE
- SECURE
- MANAGE

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Intelligent Application Alignment

Clearly identifies a prioritized list of cloud-ready applications and systematically recommends delivery models (private cloud, hosted cloud, etc.) based on requirements.

1. Discover & Assess
   - Inventory applications and determine which to optimize

2. Map Workloads to Models
   - Identify fit-for-purpose model

3. Repeatable Processes
   - Leverage a repeatable workload migration process

4. Placement
   - Place workloads in the best possible deployment model
IAA Output
Each app analyzed and scored

60% Reduced migration time
As compared to traditional, consultant-based methods

IAA demo video (3 minutes)
Our Approach
Strategic Sourcing Partner

Source

PLAN
SOURCE
SECURE
MANAGE

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Strategic Sourcing for Cloud Services
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A few current cloud partners… available today

**Infrastructure-as-a-Service**
- Amazon Web Services (AWS)
- Verizon Terremark
- SHI Cloud
- Microsoft Azure

**Software-as-a-Service**
- Microsoft Office 365
- Salesforce.com
- Google Apps for Government
- Birst
- Okta
- Box
- WatchDox
- Decision Lens
- Workday

- AWS Marketplace
  - SAP, Oracle, CA, Microsoft, Open Source

- Salesforce AppExchange
  - 311, BasicGov, DocuSign, etc.

- Industry Applications:
  - Health, Tax, Case Management, Law Enforcement, etc.
Our Approach
Strategic Sourcing Partner

Secure

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SOURCE
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MANAGE

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What’s the “standard” security approach for cloud apps?

Many Cloud providers offer great features “out-of-the-box”… for example, **AWS provides:**

- VPN access to instances
- HTTPS support via SSL
- Granular Identity and Access Management (IAM) Controls
- Private subnets
- Data-at-Rest Encryption
More robust security features are available

- Multi-Factor Authentication
- Direct Network Connection Options
- Physically Isolated Resources (GovCloud)
- Data-in-Motion Encryption

Unisys Stealth Suite

Stealth for AWS Video
(2 minutes)
Consulting & Design Services
Unisys can help you design, migrate, and secure applications from simple to mission-critical
Our Approach
Strategic Sourcing Partner

Manage

PLAN
SOURCE
SECURE
MANAGE
Manage

Unisys Enterprise Broker Service (EBS)

- Single pane of glass provisioning of multiple public and private clouds
- Unified user access security across multiple cloud platforms
- Creates the ability to build multi-cloud applications
- Adds significant financial controls and budget notifications to users & groups
Role-based access controls assure the right people have access to the right infrastructure.
Meet compliance and chargeback needs

Track multi-cloud spending by project, division, or group down to the cloud resource level
Your Strategic Sourcing Partner for the Cloud