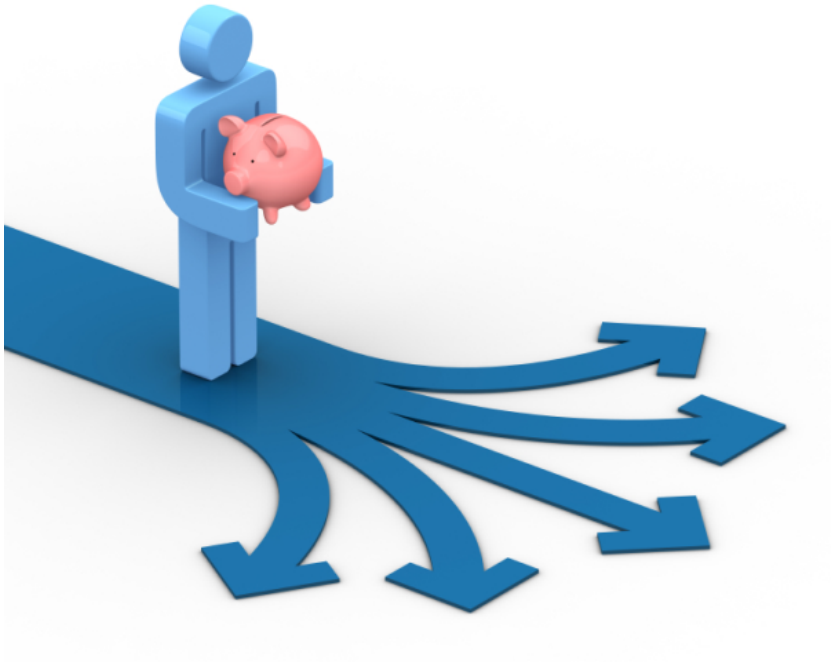
Sourcing and Vendor Management

AMARIT LAORAKPONG D.ENG.
DATA CENTER SERVICE DIRECTOR
SUPERNAP THAILAND

Agenda

- IT Budget Rationalization
- Transformation of Software Focus
- Negotiation Area
- Hybrid Infrastructure



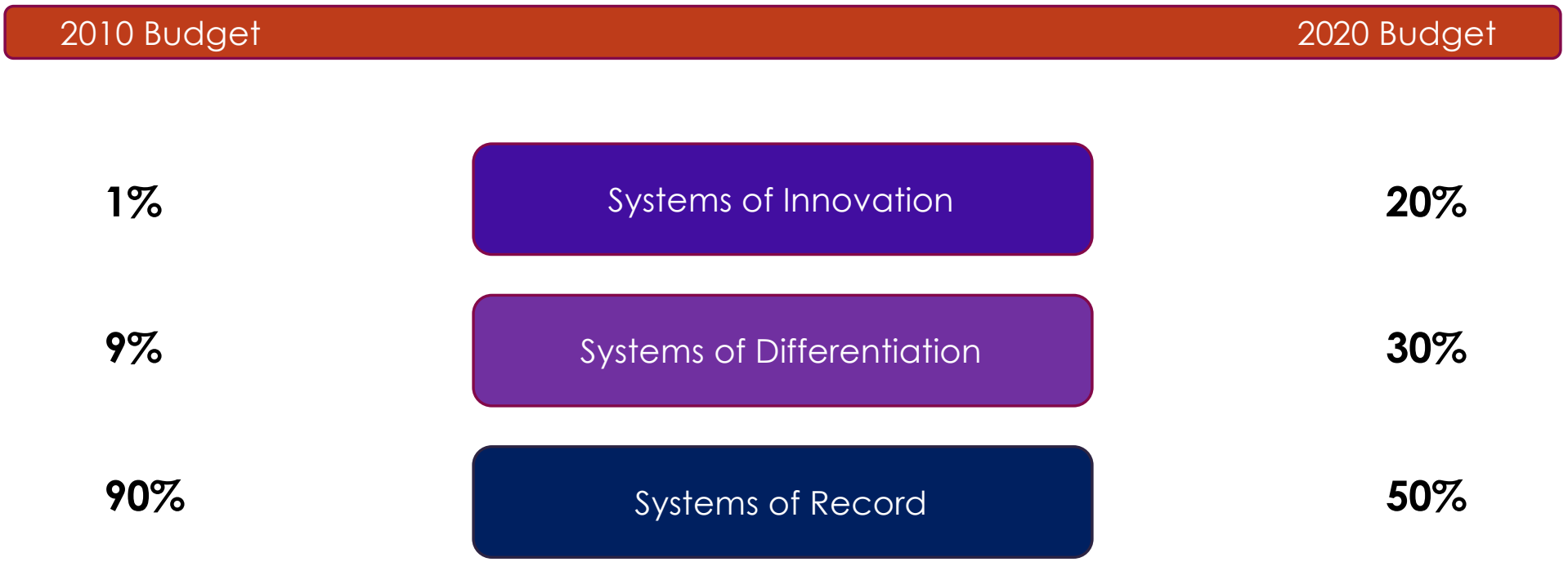
The Twin Goals of Application Rationalization

Reduce Costs



Change Faster

IT Budget Allocation



Transformation of Software Focus

20th-Century Business Software



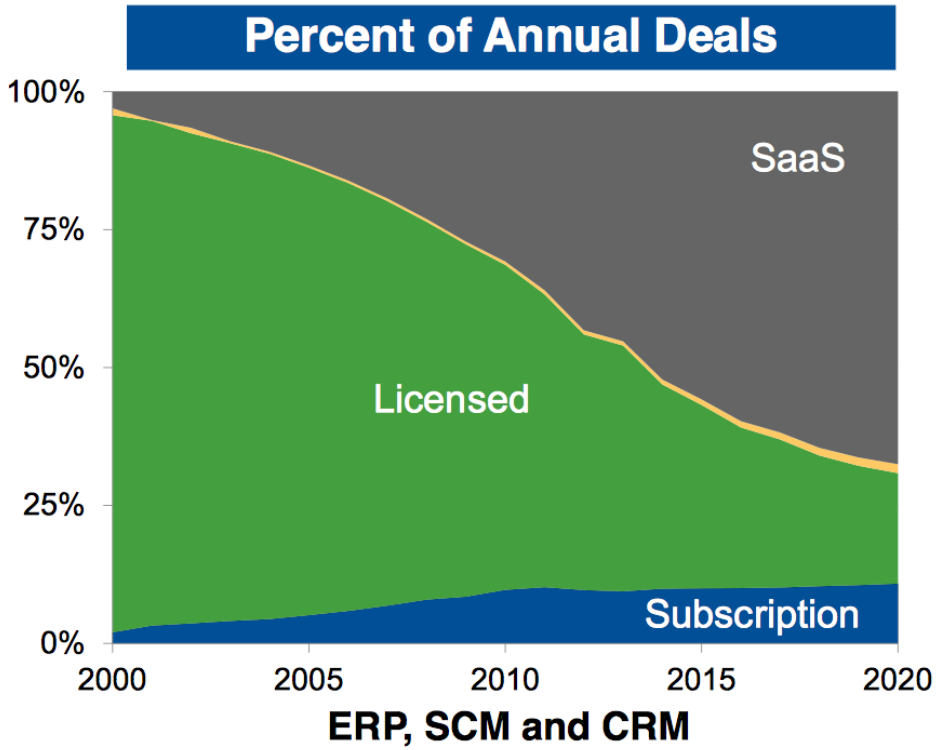
Supporting the Administrative Drone

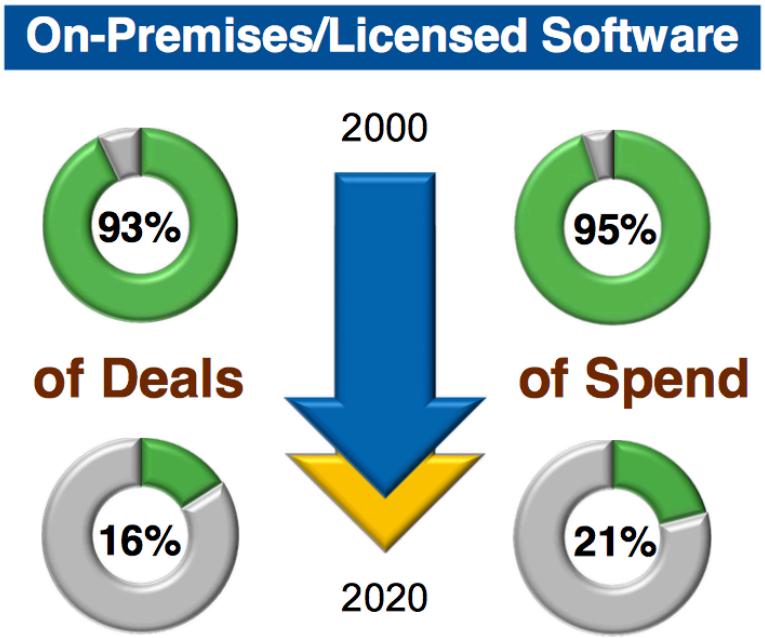
21st-Century Business Software



Supporting Multi-tasking Knowledge Workers

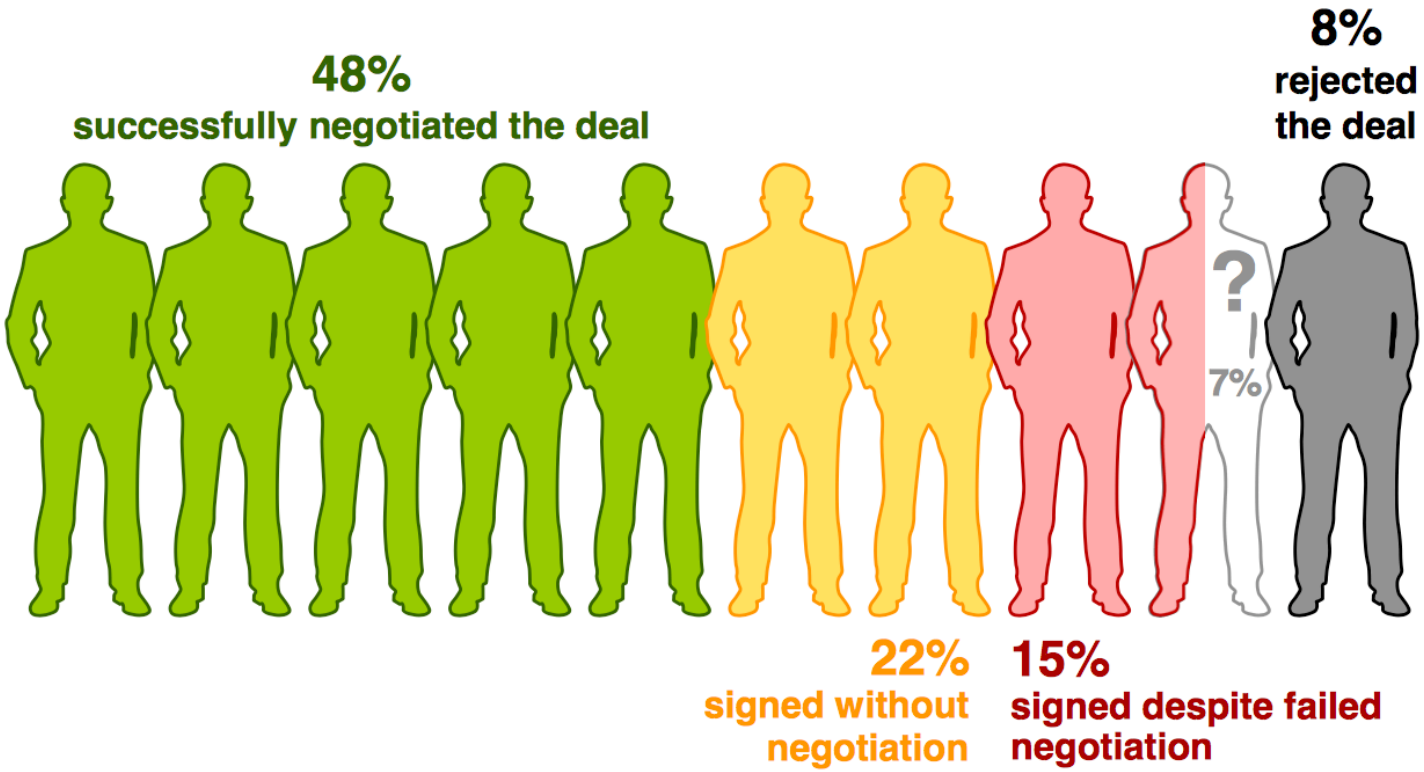
SaaS become mainstream





Gartner

Negotiate Your Cloud Services Contract



Gartner

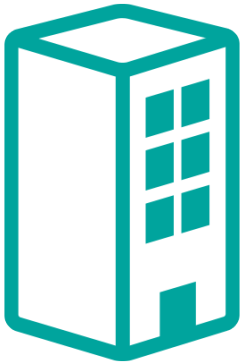
SaaS Top Area to Negotiate

1. Data Protection/Security
   - Industry-specific report
   - Audit report
2. SLAs
   - Non-URL
   - Tiered credits with meaningful penalties
   - Termination for repeated failures
3. Subcontractors/Subsidiary
4. Price Protection:
   - Caps
   - Price tiers
   - Business downturn
5. Exit Clause and Transition Plan
6. Bundling/Unbundling of license
7. Payment Holiday



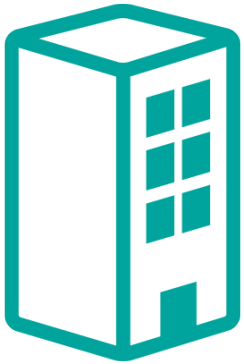
Hybrid Infrastructure

Test/Development
Web Application
Collaboration



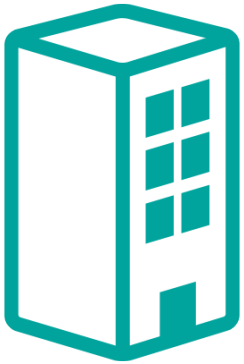
Public Cloud

ERP
Data Compliance



Private Cloud Hosted

Legacy
Non-X86



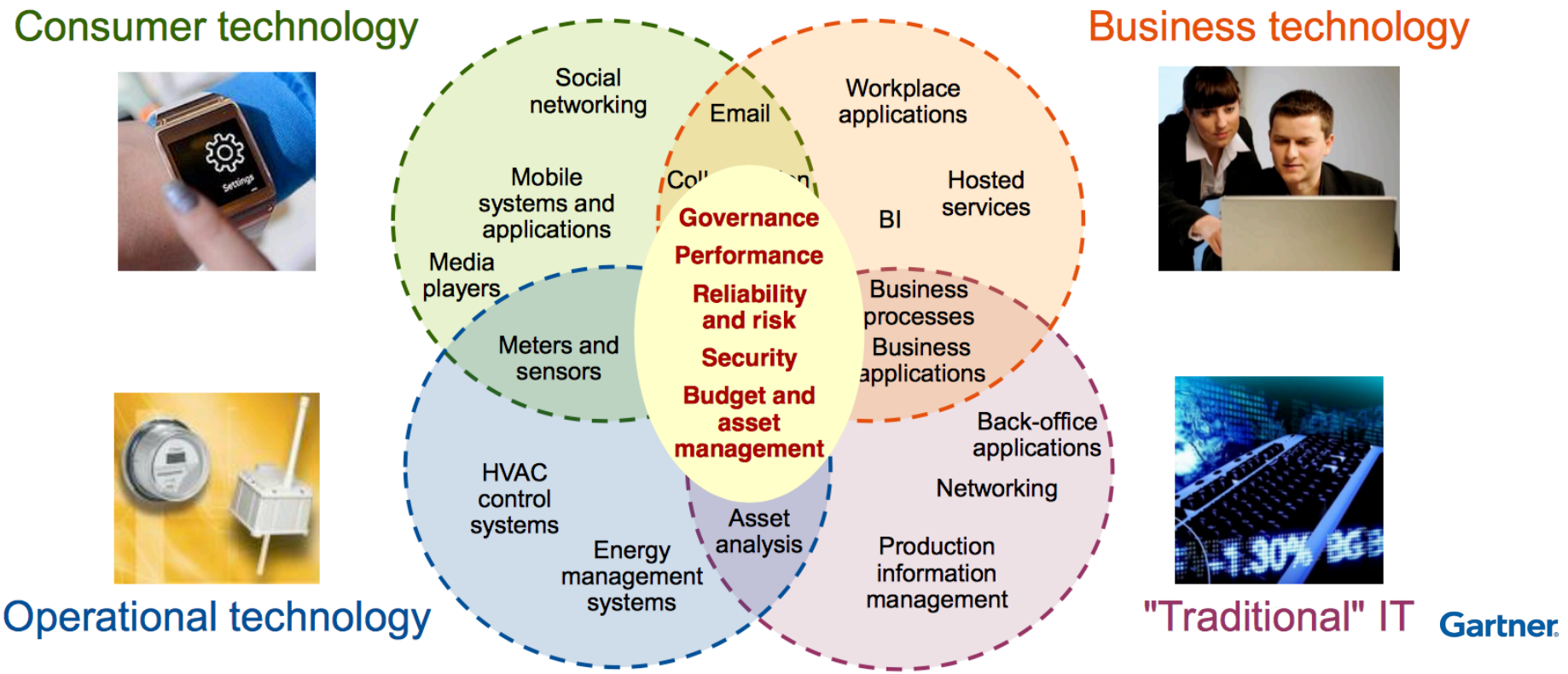
On Premise/ Co-location

Prepare for impact

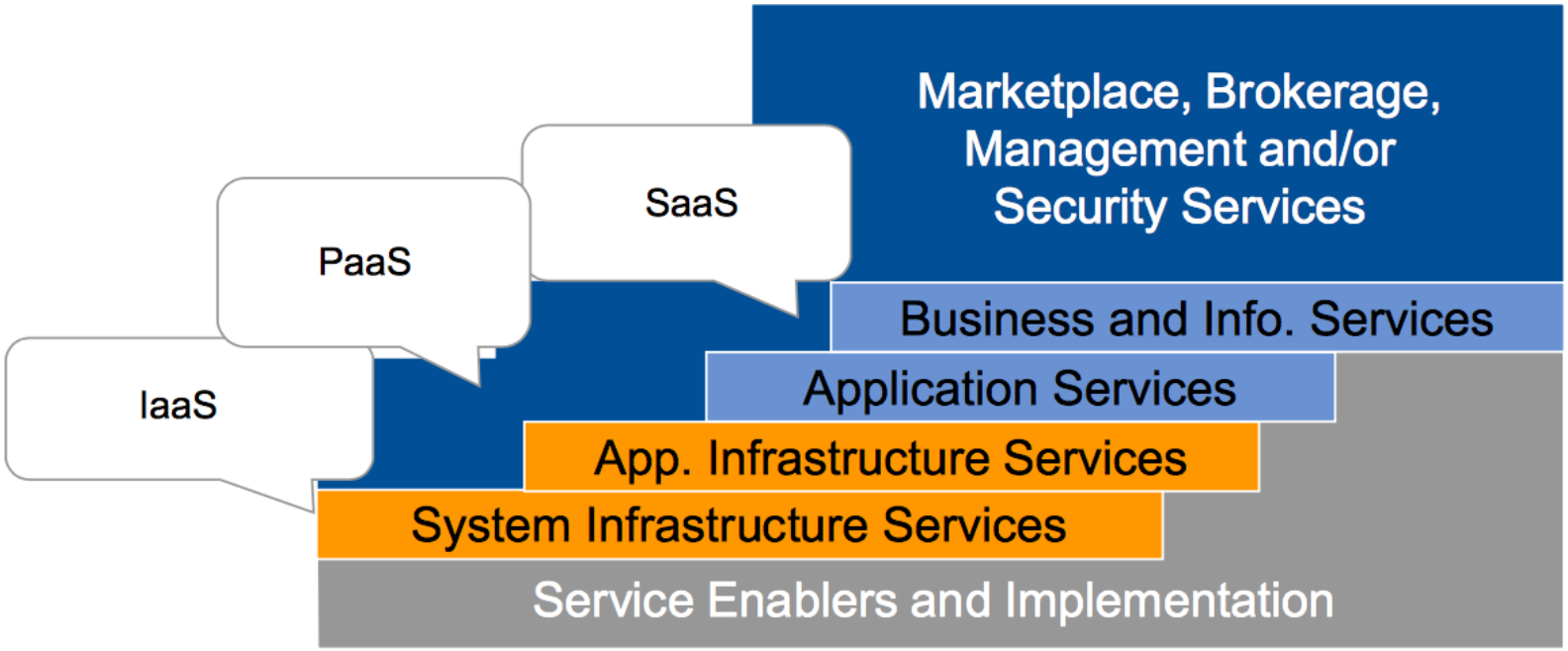
- Organizational disruption
- Process change
- Shifting control points
- Problem solving
- Performance monitoring
- Contract compliance
- Multiple providers
- Multiple cost vectors
- New technologies



Be Prepared for Blurring of Roles, Decision Rights and Authority



Cloud Computing Vendor Offerings Model




opportunity.