

## **Additional Insights on Cloud Computing**

### **Bask Iyer:**

We have a “Why Not Cloud?” strategy which we adopted over two years ago.

Nowadays, anyone can “rent” a datacenter with a swipe of a credit card.

What has historically been considered core IT, I never thought all of this would go to the Cloud, but today it is.

The “Why not?” question has helped Juniper IT make this pivot to cloud faster and easier.

The upside with moving to the Cloud has allowed IT Dev-Ops team to deliver more value.

We’ve discovered in a few cases it was actually more affordable to buy our own servers and just run it, because the cloud provider’s prices were too high.

### **Paul Chapman:**

The Cloud has helped us by access to best of breed capability for these non mission-critical types of services that have provided significantly more agility than internal IT organizations could ever provide.

It (The Cloud) has freed up time and mindshare to focus on things that differentiate us in the marketplace.

You have a lot of companies that still deal with a lot of legacy applications, and moving legacy to the cloud, there is not always capabilities or solutions there.

Consumerization of IT has drastically changed things over the past two years.

I think over time, there is a higher degree of comfort with certain sets of services running in the Cloud, but I do think first off, the capability to run completely in the Cloud is not there today, and may not be for some time.

**Mark Settle:**

You get your toe in the water, get comfortable with it, realize operationally how you are going to make it work, and pretty soon, you are asking the question, Why not?

Just do a little more, little more, little more, pretty soon you get really comfortable, and you can look back and say, I can't imagine that we were concerned about doing this.

The classic approach to monitoring the health of the assets in your datacenter, that is only a partial view of the experience your employees are having, and you need to have more of an outside-in monitoring perspective and look at the response time for some of the SaaS services that employees are using.

I cannot think up of a business application per se, that I would say would have to stay on-prem.

There is probably a few phobias left in Information Security, in probably a couple of data domains, we are so deeply down that road now that it is more a matter of degree than kind.

From the SaaS side of the business functionality that we deliver, we are ready to go 100% to the Cloud, and it would really be the economics of the particular situation