



Saving Money in the Cloud

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Outline

- Who we are
- What is the Cloud?
- Case Study
- Benefits and Risks?

About Us

- Horizon Computer Solutions formed in 1996
- First charity customer in 1998
- Started our cloud service WorkPlaceLive in 2006
- Large charity customer base



Our Charity/NFP Clients



So what is it?

Wikipedia Definition

- **Cloud computing** is the delivery of computing as a service rather than a product, whereby shared resources, software and information are provided to computers and other devices as a utility (like the electricity grid) over a network (typically the Internet)





The different kinds of clouds

Software as a Service (SaaS)



Software is directly provided to you from a central point

Infrastructure as a Service (IaaS)



Hardware is provided and you can host what you want to on it.

In the middle

Hosted Desktop and Managed Service Providers



Hardware and Software is provided and run for you. You can also add your own software.

The desktop looks and feels like a local PC
This is backed up by high levels of customers service

Example

Learning through Landscapes



Improving children's outdoor play areas

50 users

Head Office in Winchester

Users spread across UK

Problems



Options



1. Fix existing
2. New System
3. Go to cloud

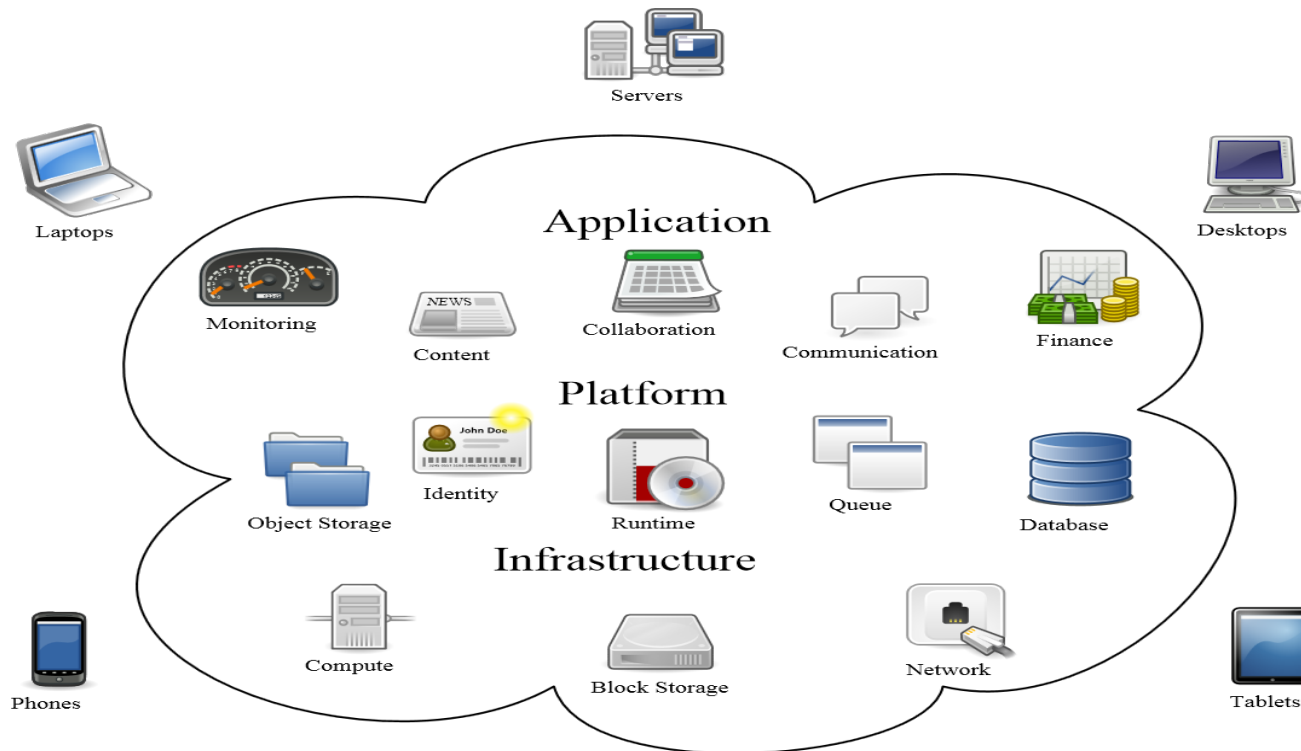
Fix the old system



Install a New System



To the Cloud



Cloud Computing

So why did they choose the cloud?

- Value for Money
 - Cheaper lifetime costs
 - No large upfront cost- allows investment in other areas
 - No onsite/I.T. Staff needed
 - Removes need for in-house servers, no space, ventilation, maintenance
 - Extend life of local computers
 - Flexible, can scale up and down

So why did they choose the cloud?

- Practical
 - Good for Multi-Office and home working
 - Improved team working
 - Shared contacts, calendars and inboxes
 - Load their own databases (Sage Line 200)

So why did they choose the cloud?

- Technical
 - Licensing completed for you
 - Managed Migration
 - Increased Redundancy and Resilience
 - Backups

What they say now

Moving to WorkPlaceLive has made a huge difference in our ability to share information easily throughout the whole organisation, it has also allowed staff to work from home and still be able to access to the network and their email, and **we wouldn't hesitate to recommend it to others!**"

Rowena Burt – Learning through Landscapes



The Risks?

- Reliant on internet connection
- Not suitable for high graphics apps
- Is the functionality the same as an onsite system?
- Needs a thorough costs analysis
- Will it fit the way you work? Manage expectations
- Security

What you get with WorkPlaceLive

- MS Office Standard 2007 or 2010 (Upgrade to Pro available)
- Email Account (Outlook 2007 or 2010)
- Shared Disk Space
- Anti-Virus and Anti-Spam
- Webmail
- Email on iPhones, Windows Mobiles and Activ-Sync Devices (BlackBerry also available), iPad
- PDF Reader
- Full Support from UK based Helpdesk
- Full Daily Back-up
- Load own software (Sage, Act, QuickBooks or industry specific databases)

Other services available in the cloud

- MS Office/Google Apps
- SharePoint
- Hosted Exchange
- Hosted Anti-Spam/
Anti-Virus
- Voice over IP
- Hosted Apps
- Hosted
Presentation
- Hosted CRM

How Can We Help?

Free trials on Cloud Systems

Free Technology
Reviews

No commitment



Help and
Advice

Our Guarantee

Cheaper for Charities