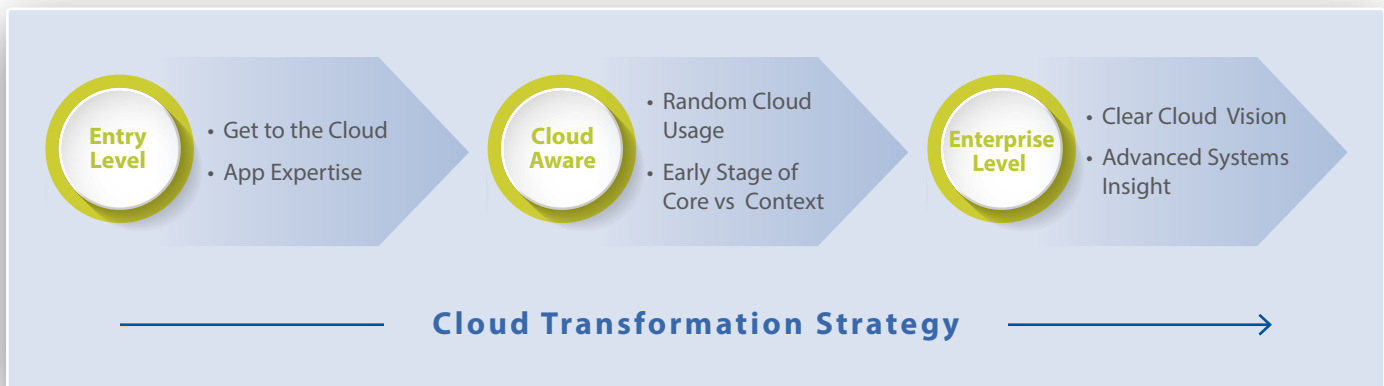


Understanding **WHICH CLOUD SOLUTION** is right for you.

From “one-size-fits-all” a decade ago, cloud services have burgeoned into a wide range of solutions. This variety means choice for enterprises. They have a better chance of finding the cloud solution that meets their specific needs. However, with choice comes complexity. Enterprises need a simple way of understanding which cloud direction to take, before getting into the detail of different cloud service offerings. They need clear steps to help them achieve cloud maturity for maximum return on investment, productivity, and overall enterprise benefit. This whitepaper breaks cloud choices down for you to make it easier to see which way to go.



A practical business approach to choosing a cloud solution is especially important for organizations whose core business is not computing. If your company is in AEC, energy, manufacturing, oil & gas, or any other project sector for example, IT is usually just a means to an end, albeit an important means. You need to make suitable IT, computing, and cloud choices, but still be able to focus on serving your own customers with engineering or construction projects that come in on time, to scope, and within budget.

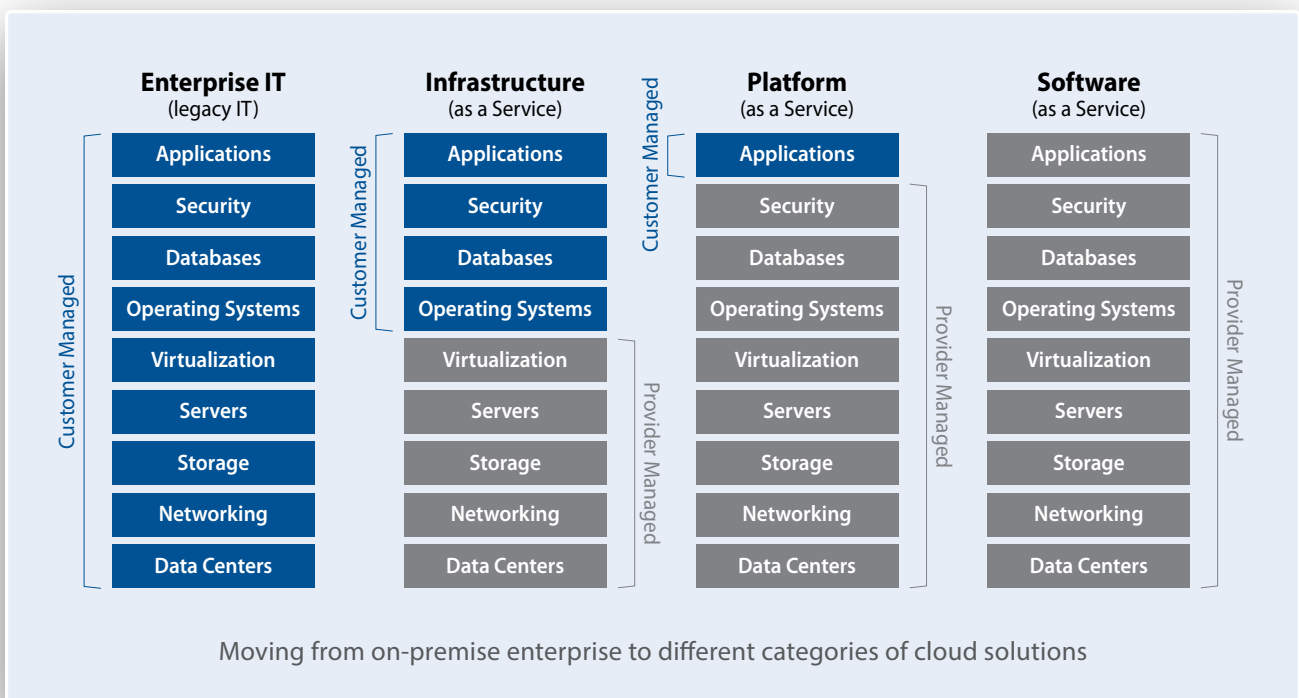
Cloud services can bring you savings in money and time, agility in meeting market requirements, and scalability of your computing resources without massive capital commitment. They can also help your IT to become less of a distraction and more of an asset. By moving towards greater cloud maturity, you can drive business innovation and other strategic advantages. These improvements are often enough to convince enterprises to transfer some, if not all, of their on-premise computing to the cloud. Increased resilience and strong IT security in the cloud can be additional reasons for such a move.

Ask the right questions to find the right solution

Making the most of these benefits depends using the cloud in the way that best suits your enterprise. That means asking questions about the IT-related resources of your organization compared with its business goals, such as:

- Which of your IT applications and activities must be kept in-house?
- Which of your IT applications and activities could be moved to the cloud to gain one or several of the advantages listed above?
- How much IT expertise do you have in-house?
- How much IT expertise do you need (this may differ from what you have in-house) and how much are you prepared to maintain by yourself?
- How fast and how effectively can your enterprise IT respond to changes in customer projects, business needs, and market requirements, and is this fast and effective enough?
- What integrations are required today and in the future?

Your answers to these questions will make it easier for you to see if a given cloud solution is right for your business. Instead of trying to make your needs fit cloud technology, you can pick the cloud solution that is best adapted to your business requirements. With the right guidance, you can even make your cloud choices on an app by app basis.



While your business needs and goals must drive any cloud solution choice, cloud services tend to fall into one of three main technology categories. We look at each category in turn below and discuss how it might relate to your business. However, because enterprises may want or need to have on-premise IT, we start by also considering this option.

Should you use on-premise IT?

Some business applications may be difficult or impossible to move to the cloud. You may have stringent data confidentiality or security requirements that oblige you to keep these applications and their data locked down on site. Or you may have older business applications that need to run on legacy hardware that is not available in the cloud.

Whatever your situation, you should ask yourself and your business about which applications must stay on site. Don't let inertia ("we've always done it this way") make the decision for you. Past habits can become an expensive luxury if there are other more cost-effective solutions available.

For on-premise IT, you are responsible for everything, from installation to updates to disaster recovery and more. Do you have experts in-house for performance, security, business continuity, and project management best practices? How fast can your experts rejig your on-premise IT when your business needs change? How long will your in-house experts stay with you and can you find others to replace them if necessary? What guarantees do you have that on-premise IT that works today will also work tomorrow?

Cloud solutions can be future proofed in ways that many on-premise solutions cannot. The right cloud service provider can offer you access to IT resources, expertise, and technical and end-user support for your business, as and when you need it, today, tomorrow, or whenever. Some applications may need to stay on-premise, but by moving others to the cloud, you can decrease overheads and free up your IT team to work on other projects of greater value to your business.

Software as a Service (SaaS)

Software applications drive many business activities today, whether for project-oriented companies or others. It is natural to consider SaaS solutions as they offer access to packaged software solutions in the cloud that your business can start using immediately. A good example is Microsoft Office 365. Note that SaaS providers may keep your application data and output in their own databases. You may also need to accept the level of security offered by a SaaS provider, instead of implementing your own desired level.

Immediate access to such applications should help your users to be immediately productive. But what if your business needs access to many such solutions from many different vendors, or to customized versions of these applications? Businesses work more efficiently when their software applications communicate with each other, exchanging data and using each other's results for smooth workflows and higher performance. However, customization and multiple vendors make such integration more of a challenge.

Lastly, be aware that with SaaS you do not control when the software provider upgrades a version or does maintenance. Rather than offering to Sherpa you to the cloud maturity that is right for your business, SaaS providers are more likely to tell you, "It's my way or the highway!" This can dramatically impact your configurations, business continuity, and project delivery.

LOADSPRING recognizes the need in many cases to go beyond the basic configurations of applications and to make even customized applications work together. It is not enough to give limited access for your users to a “one size fits all” version of a project management application, for instance. Instead, LOADSPRING CLOUD PLATFORM and its wrap-around services help you define and get precisely the application you need, making it work with your other apps the way you want it to. In addition to convenience, the LOADSPRING CLOUD PLATFORM offers you control around maintenance upgrades. You get more freedom to use cloud applications as you need and an open door to improved cloud maturity.

Infrastructure as a Service (IaaS)

Businesses that find SaaS solutions too restrictive may see more freedom in IaaS solutions that still offer cloud advantages. An IaaS solution gives you access to cloud-based hardware and virtualization. This allows flexibility, scalability, and access from anywhere on the internet. Users of IaaS solutions then install the operating systems of their choice, together with the middleware and databases they need, and their applications.

There are of course pros and cons for this type of cloud solution too. On the plus side, moving legacy applications to an enterprise cloud environment can help increase the resilience and accessibility of older solutions. On the minus side however, you must look after installation, integration, performance tuning, updates, and patches for the complete software stack, from the applications and the databases down to the operating system. You will also need to find a solution for the two vitally important aspects of disaster recovery and cloud security, including full planning and testing.

These responsibilities can be overwhelming, oblige you to maintain your own small army of IT development, support, and security engineers, or both. At LOADSPRING, we understand situations like this very well and we have dedicated solutions to help our customers get the cloud advantages without the hassle.

LOADSPRING CLOUD PLATFORM provides the services to make your chosen software stacks work properly and stay that way. We provide support, training, and reporting functionality to make your project teams productive and let you take command of your cloud solution. Our technical experts (our “Sherpas”) create or recreate your environment in the cloud securely with an airtight defense for your entire enterprise software and 24/7/365 protection of your critical data.

Platform as a Service (PaaS)

PaaS solutions are a more managed services version of IaaS. More flexible, they can also be easier to use and more secure than IaaS offerings that overwhelm users with all the requirements to make them work.

For example, PaaS is a popular choice for enterprises that need complex geospatial and database intense applications that can be tied into a robust platform for enhanced reporting, support and administrative functionality. Selecting a PaaS partner like LOADSPRING whose security protocol is industry leading and who is experienced in your industry's requirements can ensure that you boost productivity while optimally reducing your IT investment.

LOADSPRING's sure-footed Sherpas can help you determine which apps fit where. Because LOADSPRING understands your business as well as the apps you need, we can bring you improved performance and support. You have control over upgrade timing and decisions, so you will never need to cope with system unavailability during a critical period for your own project deliveries. You can also rely on LOADSPRING for easy and effective software license control, resource elasticity, and integration as we accompany you and your business to cloud maturity and associated business benefit.

CLoud OFFERING DECISION MATRIX

	IaaS	PaaS	SaaS
Enterprise Apps ERP, CRM Core to IT	<input type="radio"/>		
Specialized Apps Unique to your business	<input type="radio"/>		
Significant IT Investment to manage Cloud	<input type="radio"/>		
Rich software functionality requirements	<input type="radio"/>	<input type="radio"/>	
Flexible planned maintenance	<input type="radio"/>	<input type="radio"/>	
Centralized Cloud platform	<input type="radio"/>	<input type="radio"/>	
Application support/expertise		<input type="radio"/>	
Software upgrade management		<input type="radio"/>	
Application license tracking		<input type="radio"/>	
Multi-version application support		<input type="radio"/>	
Data sovereignty plan		<input type="radio"/>	
Flexible mega/micro DR		<input type="radio"/>	
Flexible DB backup/restores		<input type="radio"/>	
DB license		<input type="radio"/>	
Quick application deployment		<input type="radio"/>	<input type="radio"/>
Apps that support low risk functions			<input type="radio"/>
Limited integration requirements			<input type="radio"/>
100% transfer of upgrade risk to ISV			<input type="radio"/>
Application training			<input type="radio"/>

Check the boxes that apply for your business to see which Cloud offering suits you best

LOADSPRING CLOUD PLATFORM

Your business has several options for leveraging the cloud. Selecting the best cloud hosted solution is about choosing the right option based on your applications, today and into the future. The right cloud service provider will then accompany you through levels of increasing cloud maturity, working with your business so that it sees the benefit at each step. With a proven track record of helping big players to suitable, secure, cloud-based benefits, LOADSPRING CLOUD PLATFORM is the best way to stay productive and competitive as the industry and its digital tools continue to evolve.

Find out more.

LOADSPRING can bring your business reliability, visibility and cost savings. Call +1 978-685-9715.



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