

Quarterly Cloud Brief

Welcome to the Arcus Global quarterly briefing on the latest developments in Cloud Computing. In each issue we summarise the main stories from the last three months covering the main Cloud service providers, the SaaS, IaaS and PaaS arena, public sector specific news, Arcus' latest projects and our pick of opinion pieces on the web. If you have any comments, suggestions, would like to share the briefing or would like to discuss any of these stories please don't hesitate to contact us at (0)1223 911841 or email: info@arcusglobal.com

Vendor Monitor

Google

[Spanish banking giant BBVA is switching its 110,000 staff to use Google's range of enterprise software.](#)

[Advanced sign-in security for Google accounts:](#) 2-step verification requires two independent factors for authentication, much like on banking websites — is now available for Google accounts.

[Google Cloud Print \(GCP\) picks up steam:](#) More than 6 million printers have already been connected to GCP using Google Chrome.

Acumatica

[Acumatica Opens Beta Program for the Next Generation of Project Accounting Software:](#) The new version of Acumatica demonstrates the capabilities of Project Management. This module allows customers to separate business activities into projects with unique billing.

[Acumatica Cloud ERP Selected as a Red Herring Top 100 Global Tech](#)

[Company:](#) This distinguishes Acumatica among thousands of applicants and places it in elite company.

Amazon

The two newest features are the addition of new locations to their [Direct Connect](#) capability, principally London (it makes possible to establish secure private network connections to services hosted within the AWS cloud; reduces costs, increases bandwidth, alleviates potential security concerns for high-security applications); and the introduction of [DynamoDB](#) (allows for highly scalable and extremely low latency database operations; ensures applications always yield the best possible performance, maintaining high-availability.)

Citrix

[Citrix: Desktop Virtualization Makes Good Security Sense:](#) The survey, "Desktop virtualization and security:

a global market research report," found 91% of respondents said they already have or will have desktop virtualization implemented by the end of 2013 in their organizations, of which all have at least 500 employees.

Zoho

[Launching a Zoho Recruit Plug-in for Microsoft Outlook.](#)

[Come 2012—Make the Switch to Zoho Books:](#) Zoho have made the process of switching from old accounting software to Zoho's own accounting software, Zoho Books, much simpler.

[What's New in Zoho CRM:](#) In 2012, Zoho CRM comes with a better organised user interface, which allows better customer interaction through Pulse and integration with Linked In.

[Salesforce.com receives CRM honour at the Software Satisfaction Awards 2011.](#)

Special points of interest:

- Bank going with Google enterprise
- Whitehall to aim for half of ICT spend on cloud
- Technology predictions for 2012
- G-cloud — 1st iteration of the framework

Arcus' Current Projects

G-Cloud Framework

During November and December Arcus were busy preparing submissions for the new UK Government Framework to enable the public sector to purchase cloud services, the [G-cloud](#).

Attracting a [huge response](#) from suppliers the framework has the potential to dramatically change how Government bodies procure IT, enabling pay-as-you-go model.

Arcus have submitted many of our key services to the G-cloud framework including consulting, implementation and development as well as a number of our own applications such as [DataTAP](#)."

IaaS with Bucks

Arcus are currently undertaking an IaaS pilot with BCC to examine the potential of moving existing on-premise server workloads into the cloud. The pilot will utilise 3 different providers in order to fully explore the options that exist in the marketplace today. The pilot will be assessed against not only the

cost saving potential but also the quality of service delivery measured at both the operational and end user points.

VDE at ECC

Arcus are implementing a pilot virtual desktop environment (VDE) for Essex County Council. Whilst the technology being used is almost a by-product (Arcus is fiercely agnostic), we have chosen and are building a solution that integrates with their existing business processes so as to radically reduce any additional IT management overhead.

Using this approach, VDE allows the forward-thinking Council to test the following:

1. Bring Your Own Computer (BYOC) - this is a growing trend, and ECC want to explore this, looking at the functionality across desktop, laptop and tablet devices.
2. Third party access to the ECC estate - using a solution that integrates with their existing processes

and controls enables the Council to control access absolutely without the need to supply ECC equipment to those third parties.

3. Data security - integral to the solution is the ability to ensure that data never leaves the ECC estate; all non-essential functionality is disabled in the VDE client so that data is visible, but cannot be copied to a local drive or storage device.

4. DR/BC - ECC will explore the potential of complementing their existing Disaster Recovery and Business Continuity plans with the VDE solution.

5. Mobility - access to the VDE environment from anywhere -- home, office, on the move -- but still controlled and managed by their current security and management infrastructure.

There are other drivers, but these five would appear to be the most compelling. Do these drivers resonate with you? Why not contact us, and we can talk more.

"The thing I like most with Zoho Reports is the ability to have my reports hosted on the web.

Now I simply email my clients a URL that they can click to instantly view their own custom report."

Chris Swanson,
BMA Marketing

"This (G-Cloud) is the most innovative framework I've seen since working at the Cabinet Office."

Stephen Allott,
Crown Representative for SMEs

"Government will move away from expensive, long duration bespoke solutions to a common approach - sharing resources and infrastructure to enable us to become a consumer of widely available, ever improving mass market products and solutions."

Francis Maude,
Cabinet Office minister



"We know G-Cloud requires deep cultural change. Often people don't understand the exit costs from their gigantic contracts - commercial, technology and business de-integration"

Chris Chant,
G-Cloud Programme
Director

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Public Sector Cloud News

Hillingdon goes for Google Apps: "The council said this will improve internal collaboration and productivity, give it the scope to develop new ways of working, and produce savings of nearly £3m over the next four years."

Whitehall to aim for half of ICT spend on cloud:

"By 2015, half of all new IT spending by government will be on public cloud services - scalable, shared software and systems which are accessed over the internet. For the government moving to off-the-shelf commodity IT model offered by the cloud means undergoing fundamental change."

Cabinet Office publishes open source procurement toolkit:

"The Government ICT Strategy," published in March, says that open source solutions should be considered alongside proprietary ones in procurement, and that when

there is no significant cost difference open source should be chosen on the basis of its flexibility."

Cloud computing will become the government's 'common infrastructure', says Francis Maude:

"The four strategies, which include cloud computing, IT skills capability, end user devices and green IT, will link together to exploit cost opportunities arising from technology developments and increase the capability of government to manage its ICT."

Sunderland City Council turns to cloud computing:

"A city-wide cloud platform that is expected to reduce the council's operational costs by £1.4m annually and to recoup the £5.7m investment cost over the next five years."

EU gets open data strategy:

"The move follows initiatives by member states including the UK and France, which are

already making large datasets available for inspection and for developers to re-use in creating new information services."

Analysis: Cloud by consensus in the UK public sector?

"There is now general agreement amongst the local government community that in five years most services will indeed be Cloud-provided. We are already starting to see savings in the area of ERP where authorities share the same Cloud resources."

Surrey county council publishes 'online vault' of information: "Surrey CC has launched a website which brings together a wide range of information on the area."

UK Public Sector SITS—The 2012 Agenda: "The first G-Cloud framework is expected to go live in Jan 2012, Universal Credit initiative and a vision the NHS NPfIT have been outlined."

News / Opinions

Technology forecast for 2012

How much will really change in 2012 for the UK public sector tech market?

"A peak in renewals will result in radical contract restructuring. SMEs will have more opportunities as contracts are broken down. Shared services will really take off. G-Cloud will run a short 6-9 months iteration."

Gartner Identifies the Top 10 Strategic Technologies for 2012:

"Hybrid cloud computing which brings together external public cloud services and internal private cloud services, as well as the capabilities to secure, manage and govern the entire cloud spectrum will be a major focus for 2012."

2011: the cloud has landed

As we move forward into 2012, that recognition of the pervasive nature of cloud technologies will engender a more mature attitude to cloud in the enterprise.

Is cloud the answer to IT's budgetary problems?

Spotlight on...

G-Cloud framework

The £60m framework, which aims to provide government departments with 'pay as you go' IT services, has been designed to be accessible to SMEs, according to the Cabinet Office and attracted over 530 applicants, resulting in an extension of the submission deadline.

Government sets up G Cloud board: "The success of the programme will be judged by a set of metrics divided into three groups: Cloud, Gov App store, Data centre consolidation."

Interview: Chris Chant: "There are plenty of applications and services that are ripe for offering through a cloud framework: email, collaboration tools, enterprise resource planning, infrastructure as a service and electronic docu-

ments and records management."

Inside the G-Cloud: How cloud-first strategy will remake government IT as we know it: "The government expects the public sector to purchase some £60m of cloud services over the next six months under its first G-Cloud framework contract. This £60m is less than 1% of the £17bn to £20bn that government is estimated to spend on IT each year."

Cloud won't be an overnight public sector success - but will come: "Despite the reservations, there is no denying public services are moving to the Cloud, how quickly and to what extent is still not entirely clear.

For IT departments that have spent years buying expensive packages and then spending millions more customising them, the brave new world of off-the-peg services may take some getting used to."