

# How to Fail at Cloud

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# How to Fail at Cloud



**“ We did a survey that required respondents to correctly identify things that were cloud to continue, 90% disqual rate.”**

Lydia Leong  
Cloud Analyst - Gartner

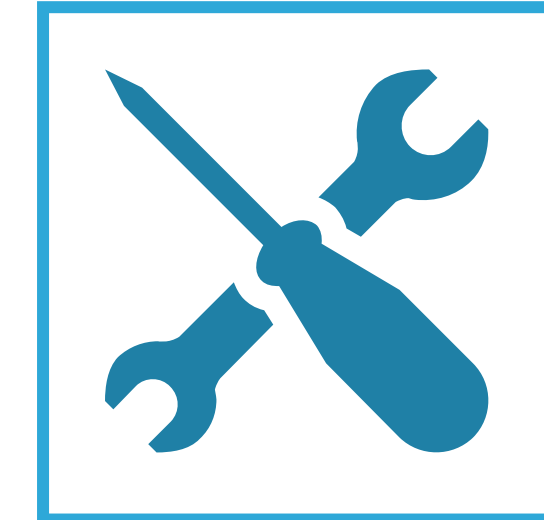
**Gartner**<sup>®</sup>



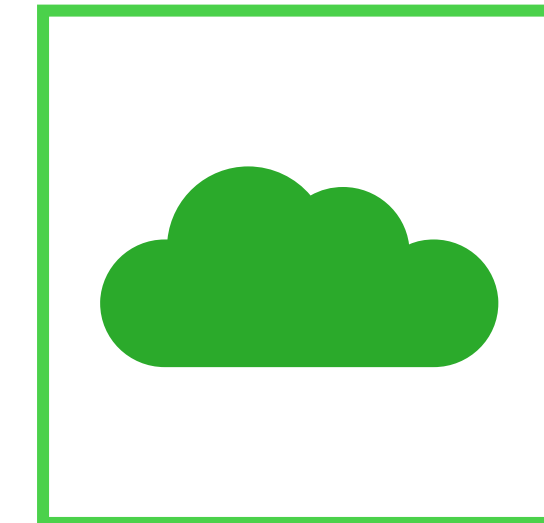
# Assumption #1

## We Have The Skills

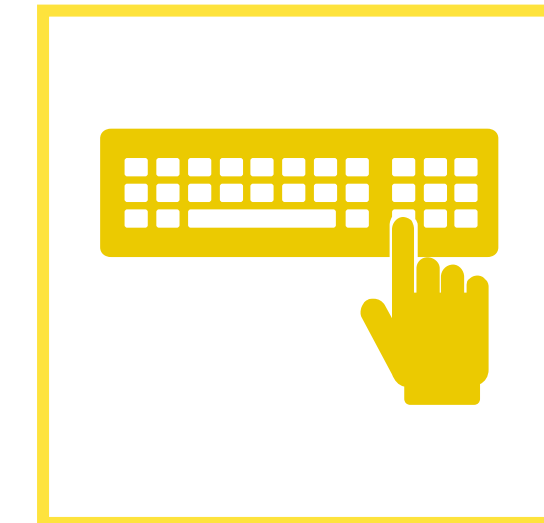
Develop DevOps Culture



Develop Cloud Practice



Beware Shadow IT



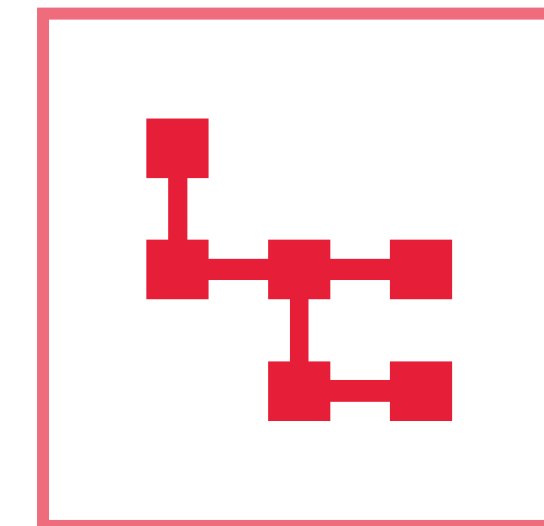
# Assumption #2

## Cloud is an IT Programme

IT as a Blocker



Infrastructure Blockers



Security Blockers



# Assumption #3

## We are Cloud Ready

Buy and Budget Differently

Governance, Risk and Compliance

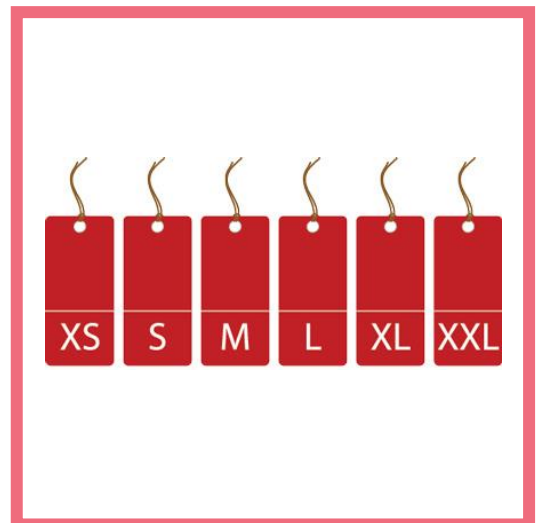
Minimum Viable Product and Sprints



# Assumption #4

## It will be Cheaper

Right Sizing Mandatory



Paying for Convenience



# Assumption #5

## Clear Business Case

Skills: Nurture to Cloud

Technology: Remove the Blocks

Organization: Culture Change

Cost: Understand how Costs will Change

# How to Fail at Cloud

Talk to Us



Stand 460, Cloud Expo Europe 2016, London



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