



CLASS

Conference 2012

Cloud Assisted Services

Deploying Cloud Solution – T-HT real life experience

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Agenda

Deploying Cloud Solution – T-HT real life experience

Where We Started



INFORMATION TECHNOLOGIES AND SYSTEM INTEGRATION
www.combis.hr | www.combis.ba | www.combis.rs

Market Expectations

Phase 1: Do I Need It?

Is there market potential?

Will the service succeed?

Can I accept the risk?



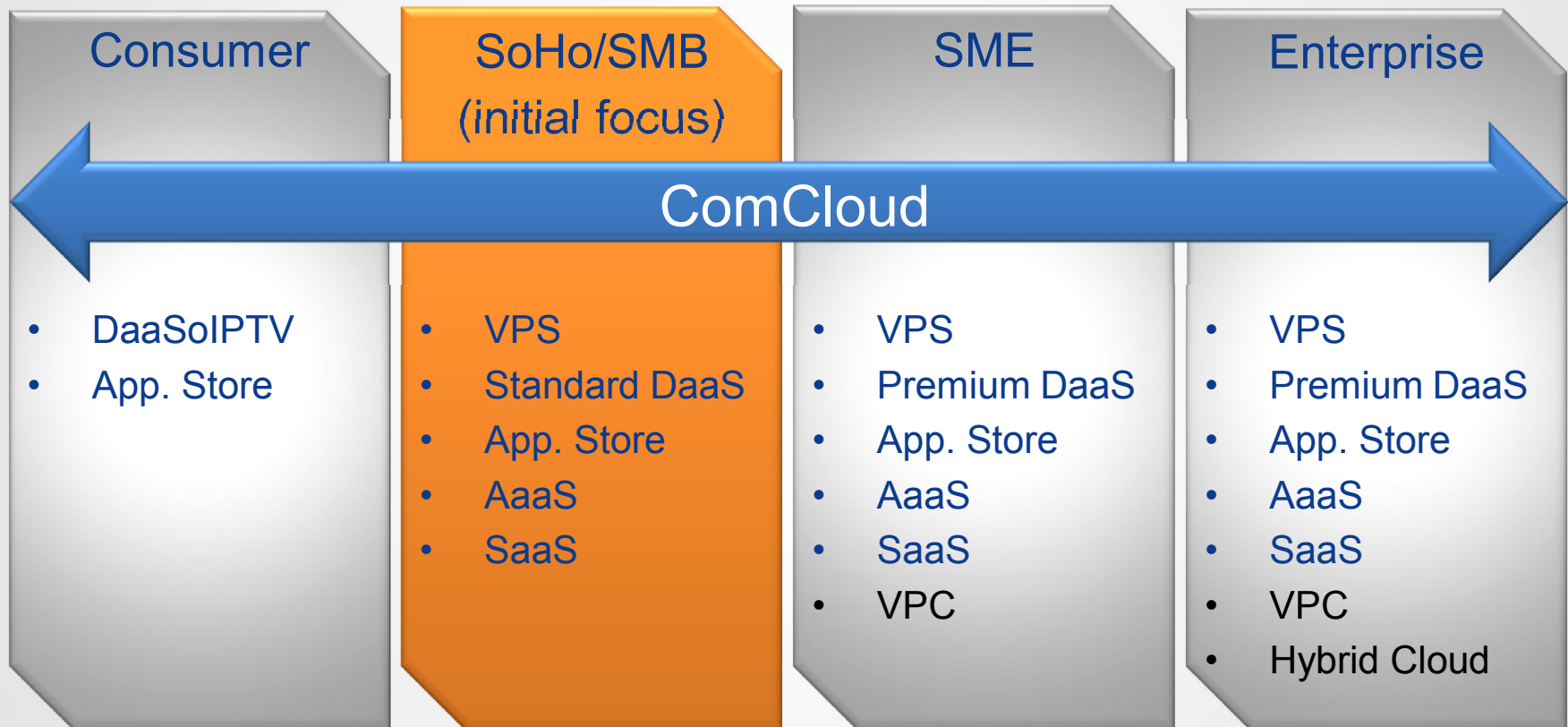
Cloud in EEMEA

Phase 2: I Know That I Don't Know

- Market needs?
 - Standardized Cloud offering
 - Copy Amazon and likes
- Market size?
 - Address biggest segment (SMB)
 - Scale Cloud in downward direction!
- Operator experience?
 - Global studies
 - End-user marketing study

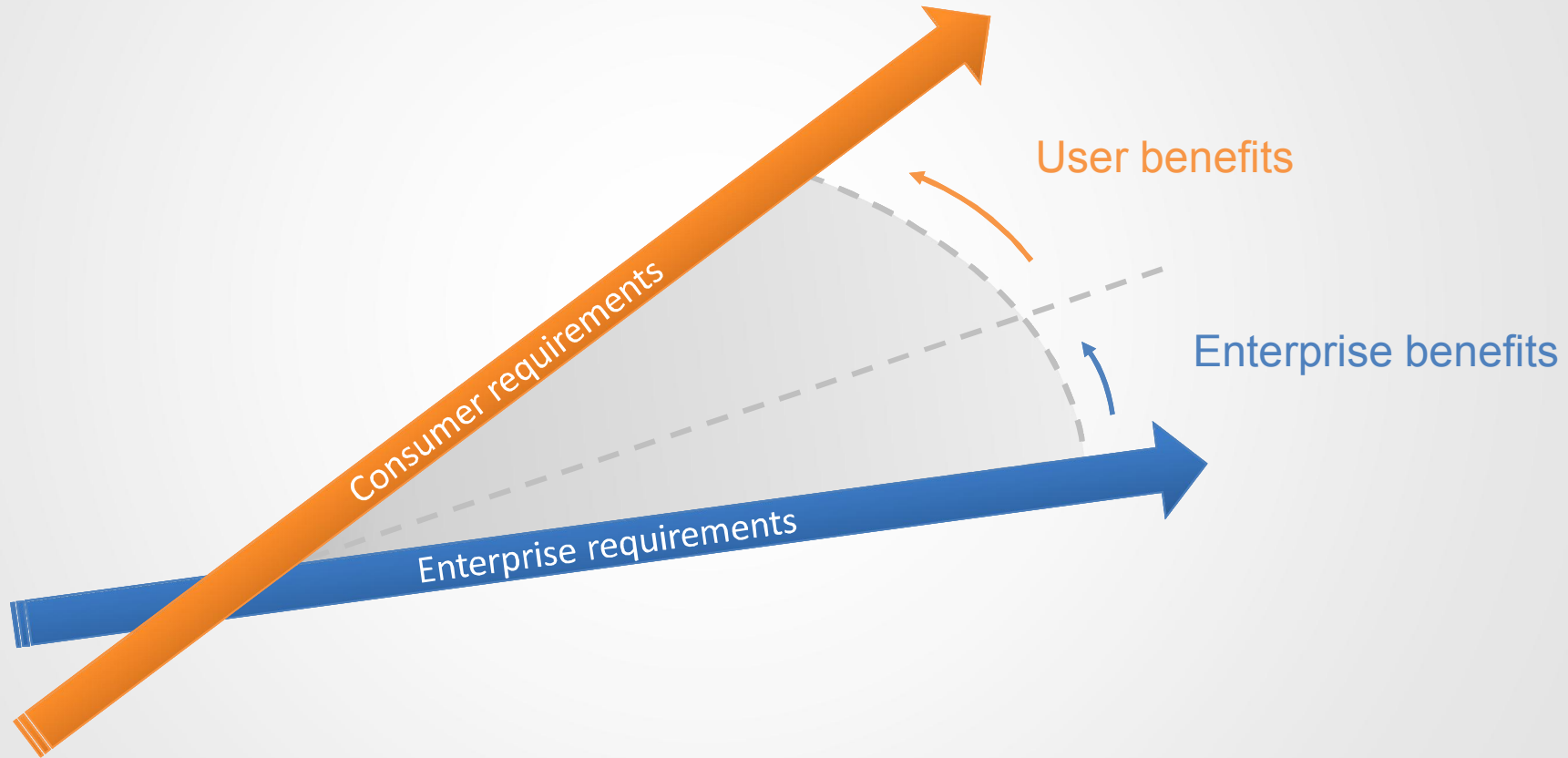
Market Segmentation & Focus

Remain Flexible for the Future



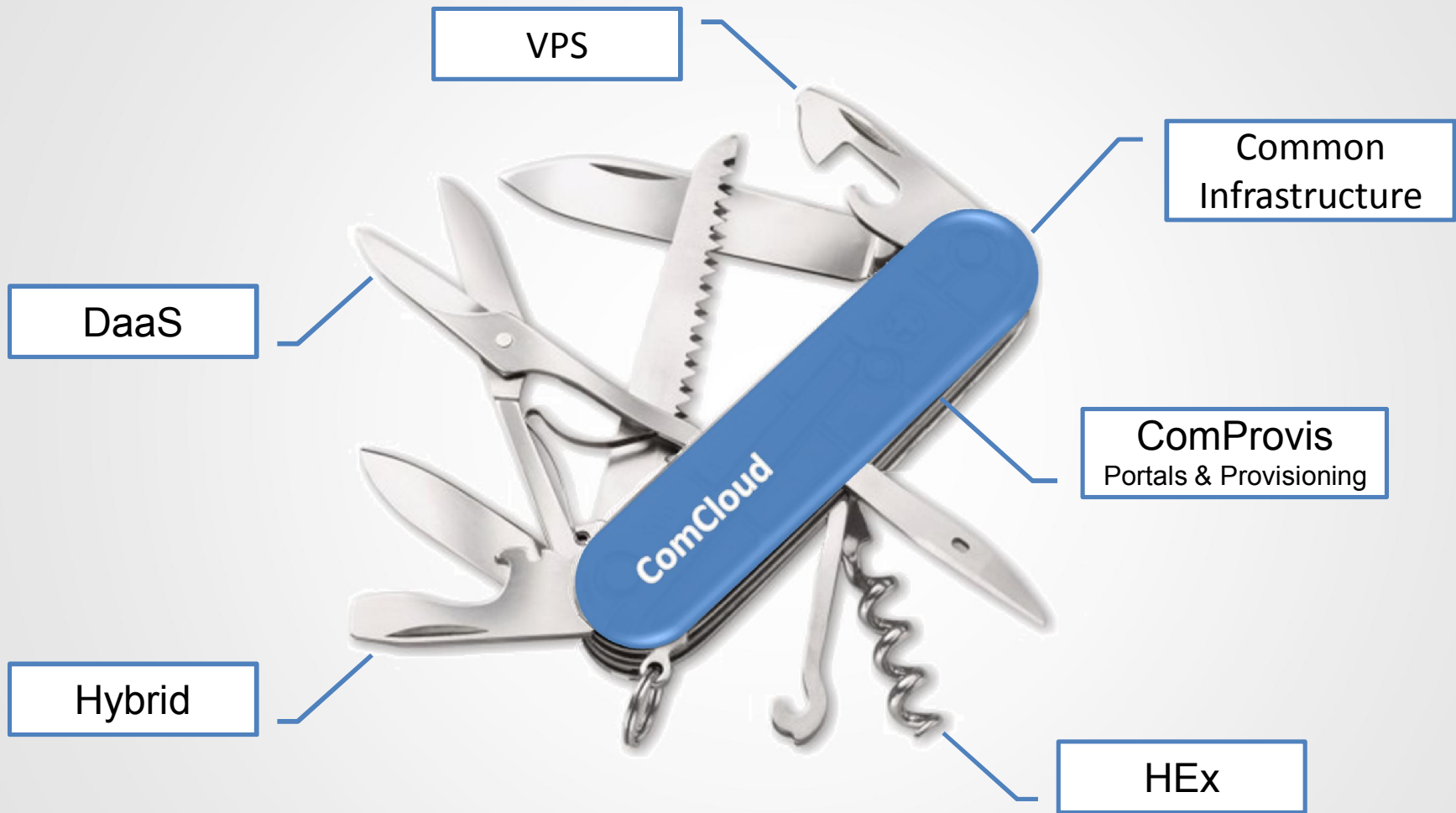
Consumerization of IT

Addressing Both Business and User Requirements



ComCloud Design – Swiss Army Knife Principle

One Platform, Many Functions, Quality and Realistic Business Case



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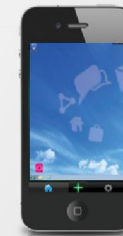
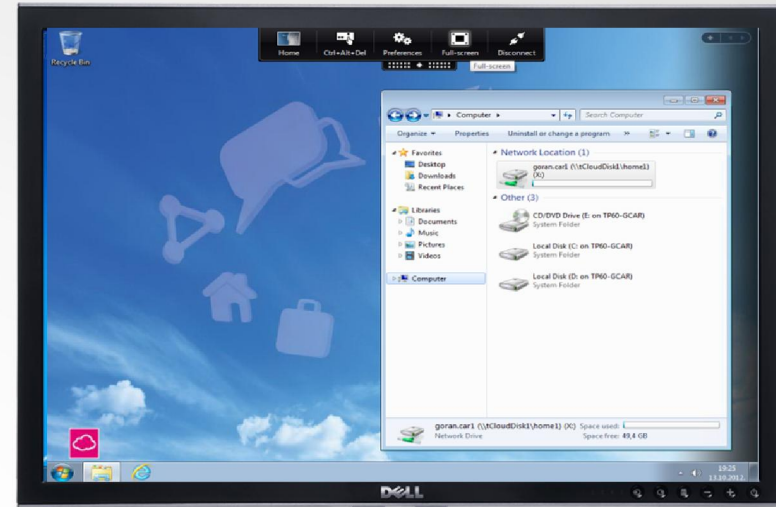
What We Have Done: T-HT Cloud Computer



T-HT Cloud Computer

„Follow-me” Virtual Desktop
with Self-Service Portal

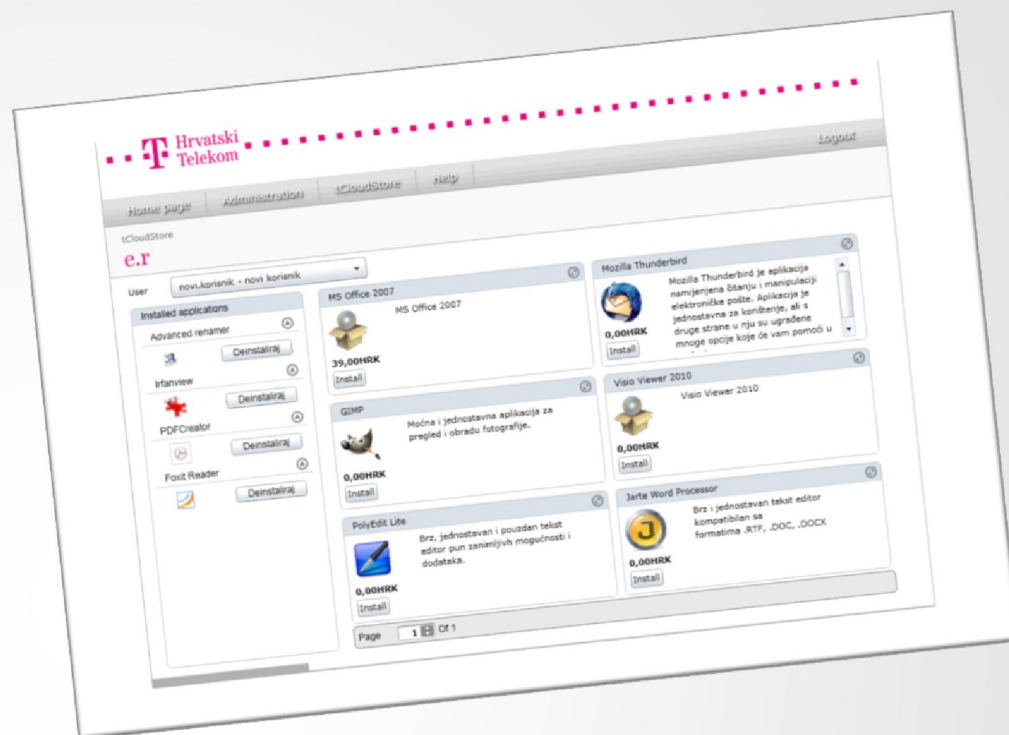
The screenshot shows the THTAdmin self-service portal. At the top, there is a navigation bar with links for Home page, Administration, tCloud Store, Reports, Help, and Logout. Below the navigation bar, the main content area is divided into four sections: Administration (Company management, user administration, change password), tCloud Store (Installation of new applications, uninstall of existing applications), Reports (Reports about user activity, users and customers in general), and Help (Main functionality description). The Hrvatski Telekom logo is visible in the top left corner.



T-HT Cloud Computer

Inside Each Virtual Desktop

- Cloud Computer
 - 50 GB HDD
 - Backup & Restore
 - Antivirus protection
 - Windows OS
 - Adobe Reader
 - Media Player with codecs
 - Outlook Express/Windows Mail
 - Internet Explorer
- Self-Service Portals
- Application Store



Access from any device



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Moving Forward



Deploying Cloud in EEMEA

- Design & Deployment

- User experience is important
- Provide good TCO (scale down)
- Provide all services from one Cloud
- Enable „Standardized customizations”



- Sales & Marketing

- Align internal procedures
- Align sales
- Mix & match services from the Cloud
 - Workplace provider
 - new Outsourcing types
 - Complete offer
- Build Marketplace for Applications & Services
- Niche Approach



Thank You

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