

IT Cloud: Advanced Deep Dive Into Cloud Purchases

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Agenda

- What Does Cloud Services Mean?
- Cloud Contract Background
- Getting Started
- Cloud Solutions
- Cloud Services Categories
- Cloud Contracting Basics



Using Chat or Unmute Your Mic...



What Does Cloud Services Mean?

Computing resources, such as storage, servers, software, and networking, that are delivered over the internet

Cloud Services Providers (CSPs) offer these services on-demand, allowing users to access them through the internet using a computer and an internet connection



Background of Cloud Contract

In 2016, NASPO issued an RFP for cloud services inclusive of SaaS, IaaS, PaaS (Utah was the lead state)

Wisconsin actively participated on the solicitation team in order to add as many of our requirements as possible, including state standard terms and conditions



Background of Cloud Contract, cont.

31 vendors were awarded contracts initially. An additional 30 were awarded during the 2018 refresh

The 51 vendors with current awards cover the spectrum of cloud solutions, from Call Centers to Background Checks



Getting Started

The State of Wisconsin currently has Participating Addenda for Statewide use with:

carahsoft®

UNISYS

vmware®



Cloud Solutions: What Can Be Purchased?

- These contracts can be used to purchase both software solutions and services
- Carahsoft and Unisys have a price catalog on the [NASPO](#) site to serve as a reference guide to products and pricing
- Can't find the solution you're looking for? You can email the vendor directly and ask them to provide a solution for you:
 - Rob.Silverberg@unisys.com
 - Mariah.Edwards@carahsoft.com
 - NASPO-VP@vmware.com



Polling Slide



What Are the Cloud Service Categories?



IaaS: Infrastructure as a Service

PaaS: Platform as a Service

SaaS: Software as a Service

XaaS: Anything as a Service



Infrastructure-as-a-Service (IaaS)

Cloud computing service that offers essential compute, storage, and networking resources on demand, on a pay-as-you-go basis

One of the four types of cloud services, along with Software-as-a-Service (SaaS), platform as a service (PaaS), and serverless



Platform-as-a-Service (PaaS)

Complete development and deployment environment in the cloud

Resources enable you to deliver simple cloud-based apps to sophisticated, cloud-enabled enterprise applications

Complete cloud environment including everything developers need to:

- Build
- Run
- Manage applications
 - Servers and operating systems
 - All the networking, storage, middleware, tools, and more



Software-as-a-Service (SaaS)

A way of delivering applications over the Internet—as a service

Instead of installing and maintaining software, you simply access it via the Internet, freeing yourself from complex software and hardware management



Sometimes referred to as Web-based software, on-demand software, or hosted software

SaaS applications run on a SaaS provider's servers

The provider manages access to the application, including security, availability, and performance.



Cloud Contracting: How Do I Get Started?

Draft your requirements:

- Work with your program area and IT resources to document specifically what you need
- Identify a specific product that meets your solution
- Contact Carahsoft or Unisys to determine if they can provide that product
- Unsure of the product that meets your requirements – Just Ask!

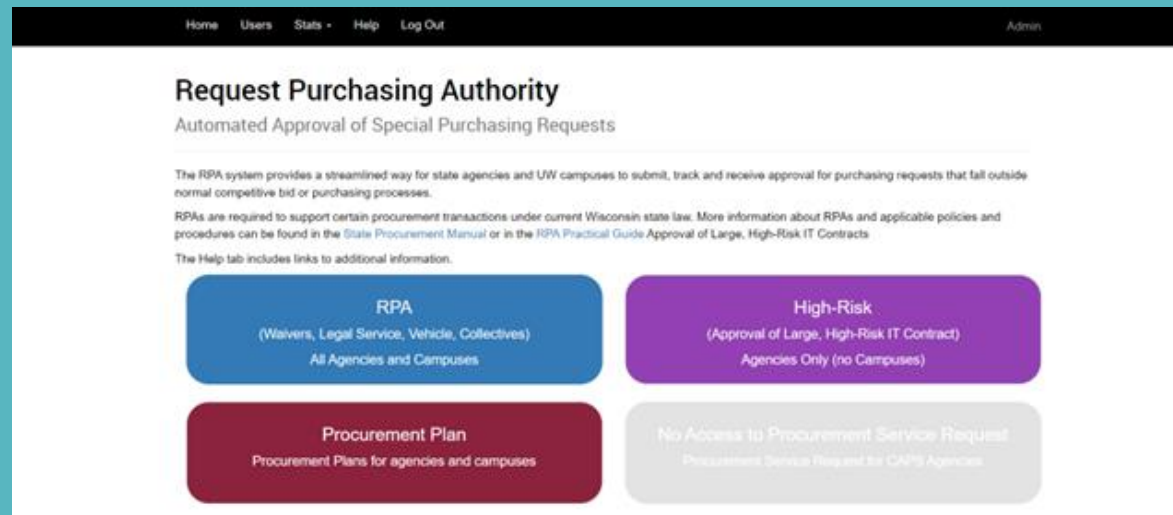


High Risk IT Procurement

- High Risk IT Approval Process:

<https://DOA.wi.gov/ProcurementManual/Documents/PIM22001.pdf>

- Must be completed before signing a contract.



Cloud Contracting: DET Involvement

These items must be completed before
a contract is signed.



Cloud Contracting: Additional Processes

- Cloud Brokerage Process:

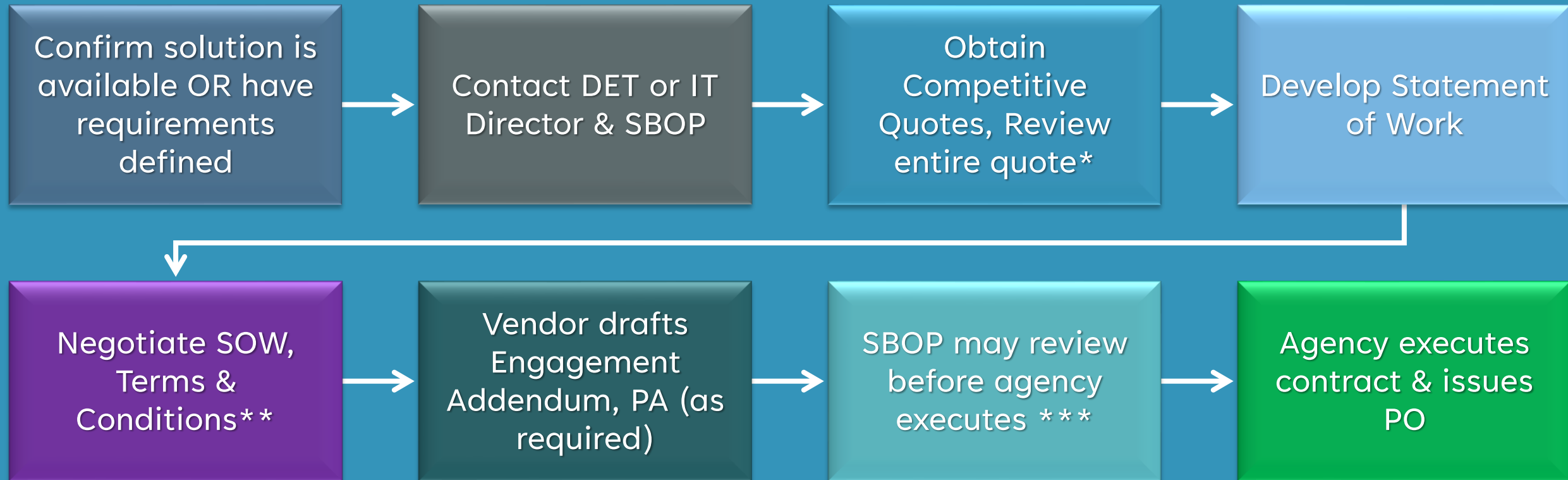
https://DET.wi.gov/Pages/Cloud_Brokerage.aspx

- Solution Architecture Assessments:


https://Detcc.wi.gov/Pages/Solution_Architecture_Assessment.aspx?PagePreview=true



Cloud Contracting: The Procurement Process



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**What didn't we cover
that you were hoping to
learn more about?**

Questions



Questions

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Thank you!

