



## DISCOVER The Opportunities in Your Business



- *What is the value opportunity to our organization?*
- *What are the risks to achieving that value?*
- *What are the IP issues and where would the leakage likely occur?*
- *Will there be minimal disruption or will it cause considerable risks and upheaval in the organization?*
- *Will the Cloud initiative add revenue to the top line, reduce costs, or improve the balance sheet or all three*
- *Will cloud computing be a competitive advantage?*
- *The engagement process – what should it be?*

### **Cloud Computing Assessment Tool- *Using Technology to Achieve Higher Levels of Success & Eliminate a Cloud Computing Failure***

**Risk management.** Working with your project team we prepare an assessment that provides a fundamental analysis of the factors of “risk” – knowledge, experience, performance and value.

Some examples of the Value and Risk factors we evaluate in our software and database

- Cloud strategy linkage to the enterprise strategy
- Competitive value of the Cloud strategy
- Understanding of the Cloud providers business model and committed capabilities
- Business leadership commitment to Cloud computing
- IT leadership commitment to Cloud computing
- Data, information, knowledge management
- Enterprise security
- Financial EBITDA cost impact of the Cloud strategy
- Compliance and performance reporting
- IT management (applications, back up and recovery, storage management, networks, etc.)
- SaaS or equivalent application pricing
- Enterprise infrastructure
- Provider depth of resources

We then utilize our “Best in Class” benchmarks which are based on a database from over 200 assessments.

## ***Risk is an Asset and can be converted to economic value***

**Outputs from Cloud Computing Assessment.** We utilize performance indices, knowledge indices, experience indices and success factors in providing output from the assessment. The 25 key performance areas are scored and compared to “Best in Class”.

<b>Performance Summary</b>	
<b>1</b>	The Cloud Strategy as Been Developed and has Been Approved as Part of the Enterprise Strategy
<b>2</b>	The Cloud Strategy for the Enterprise Will be a Significant Competitive Value
<b>3</b>	Required KEP™ to Select, Identify the Risk and Value to Implement All Cloud Services
<b>4</b>	The Understanding of the Cloud Providers Business Model and Committed Capabilities
<b>5</b>	Business Leadership Commitment to Cloud Management
<b>6</b>	IT Leadership Commitment to Cloud Management
<b>7</b>	Enterprise Cloud Project and Change Management
<b>8</b>	Data - Information - Knowledge Management
<b>9</b>	Enterprise Security
<b>10</b>	SLA Agreement Locked in Out
<b>11</b>	Financial
<b>12</b>	Financial EBITDA Cost Impact of the Cloud Strategy Is Clear with the Required Specifics
<b>13</b>	Financial - Cash Flow
<b>14</b>	Financial Reporting
<b>15</b>	Compliance and Reporting Performance
<b>16</b>	IT Management
<b>17</b>	Business Leadership Organization
<b>18</b>	SaaS or Equivalent Application Pricing
<b>19</b>	Services and Assessment Offerings
<b>20</b>	Enterprise Infrastructure Support
<b>21</b>	Hardware Support Maintenance
<b>22</b>	Software Support Maintenance
<b>23</b>	Data Storage
<b>24</b>	Technology
<b>25</b>	Provider Depth of Resources

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