

# BLAZE THE TRAIL

A guide to getting started on your digital future



DIGITAL  
TRANSFORMATION



INTERNET  
OF THINGS



HYBRID OR  
MULTI CLOUD



CYBER  
SECURITY



# DIGITAL TRANSFORMATION

Why it matters

“ Digital transformation is about harnessing the power of new technologies like cloud, Internet of Things, and data analytics to realize better business outcomes, a more collaborative workforce, and richer customer experiences. But the key for IT leaders is to look at all of these things holistically. Organizations with an integrated strategy across all technologies will thrive in the new digital economy.” - Vinu Thomas, Chief Technology Officer, Presidio



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# DIGITAL TRANSFORMATION

## Key considerations for getting started

- 1. First, define it for yourself.** “Digital transformation” encompasses a broad range of business outcomes and technology ideas. So it’s critical that you take a step back and narrow your focus: What are concrete and realistic ways you can move the ball forward that make sense for your organization?
- 2. Get comfortable with change.** Leading the charge in digital transformation takes a certain level of humility in the face of constant change. Approach any digital initiative with that attitude and you’ll be off to a good start. In fact, you may even be driving the change.
- 3. Think about the customer first.** The customer experience represents a huge opportunity to drive value through digitalization. Collaborate with your peers across departments to uncover those opportunities.
- 4. Choose your partners wisely.** Digital transformation works best when you have partners that can help you accelerate technology initiatives through the full lifecycle – from strategy, consulting, design, and implementation to ongoing operations. Look for partners that take a holistic approach to core infrastructure, cloud, Internet of Things (IoT), security, collaboration, and the overall digital experience, and that balance strong vendor relationships with an objective point of view.



# INTERNET OF THINGS

Why it matters

“ We call it the ‘Internet of Things’ but in the end it’s still about people. We’re connecting all of these objects together and analyzing data so we can improve everything around us— business processes, the way cities work, the way we live our lives every day. That’s the idea driving Presidio’s three key IoT architectures: vehicles, buildings, and community.”

- Shawn Rahn, Vice President of IoT Solutions, Presidio



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## Key considerations for getting started

- 1. Stay focused on the fundamentals.** Don't let the complexity and expanse of IoT present you with so many options that you hesitate to take action. Fundamentally, it's no different than the first industrial revolution: It's about helping people do things easier and more efficiently.
- 2. Always be thinking about the data.** An IoT project is only as good as the data capture and analysis behind it. Make sure you know what data you need from your connected things and what you're going to do with it to extract value for your organization.
- 3. Hold an IoT workshop.** A deep-dive workshop with all IT and business stakeholders can help you identify your true use cases for IoT as well as the business goals you can realistically achieve.



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# HYBRID OR MULTI CLOUD

Why it matters

“ Most of the technology leaders I talk to today aren't thinking in terms of public cloud versus private cloud. It's more about how to manage their many clouds together with on-prem infrastructure in a way that maximizes efficiency, flexibility, and agility, and ultimately helps them deliver services at public cloud speed regardless of where it lives.”

- Steve Hanney, Chief Cloud Officer, Presidio



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# HYBRID OR MULTI CLOUD

## Key considerations for getting started

- 1. Define your overall cloud strategy.** Do the internal exercise up front to understand your overall cloud strategy. What business and operational outcomes are you trying to achieve?
- 2. Create your application map.** Take a step back and think about where each of your applications and services will live across cloud providers and on-premises infrastructure.
- 3. Develop your architecture and roadmap.** Understand what the framework is for deploying cloud services and plan your roadmap for getting there. This could take into consideration core infrastructure, cloud interconnectivity, cloud management, DevOps, and more.
- 4. Understand your consumption options.** Do a survey of what cloud services are available and which of those are sanctioned and viable for your needs.
- 5. Be prepared for inevitable customization.** No two hybrid clouds end up looking the same. Make sure you have the resources or partners that can help you fit your multi cloud to the unique needs of the business through custom software development and other advanced services.



# CYBER SECURITY

Why it matters

“ The only thing that’s constant in cyber security is change. The threats and attack vectors are continuously evolving. The technology and methods of defense are too. It’s no wonder the most common statement I hear from CIOs and even CISOs is ‘I don’t know what I don’t know, and I don’t know where to start.’ A holistic, vigilant, and adaptable security strategy is more critical than ever.”

- Joe Leonard, Vice President of Cyber Security Solutions, Presidio



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# CYBER SECURITY

## Key considerations for getting started

- 1. Understand your vulnerabilities and risk.** Perform an assessment to understand your exposure across core infrastructure, wireless, remote access, web application, telephony, and the physical environment.
- 2. Know your compliance requirements.** Benchmark yourself against the relevant standards and regulatory requirements for data security in your industry, including ISO/IEC 27001/27002, HIPAA, NERC CIP, and PCI DSS.
- 3. Plan your cyber security architecture.** This is a complex undertaking and it is the key to resiliency. Your cyber security risk management program must be comprehensive, realistic, and specific to your business and industry.

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