



Cloud, orchestrating true convergence

Contents

- Overview and context
- Digital disruption in higher education
- Why IT should consider new models
- Convergence in the cloud
- The future



Major workplace trends and challenges

Organisations that can adapt and evolve quickly will lead the pack.

Mobility &
BYOD



How do I
manage
BYOD on
my network?

Security



Who is
accessing
what from
where?

Cloud



How do I get
greater
business
agility
through
Cloud
computing?

Social
networking



How do I
derive
business
benefit from
social
networking?

Pervasive
video



What are the
benefits and
challenges
of immersive
collaboration
and video?

Big data



What is my
opportunity
for turning
big data into
big
decisions?

The educational institution: today's challenge

The NEC approach to the education ecosystem

Business case for change:

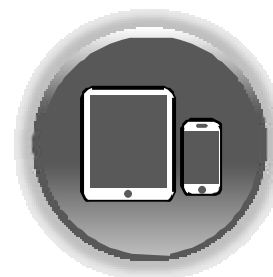
Student experience

- Safety and security
- Ease of use
- Higher learning outcomes

Commercial

- Increase revenue
- Reduce cost
- Improve quality
- Change management

Learning
space



Knowledge
Digital
Mobility
Access

Campus



Safety
Security
Identity

Administration



Cloud
Services
Managed
Services

Challenge or Opportunity?

“There’s a tsunami coming”

John Hennessey Stanford President



Challenge or Opportunity?

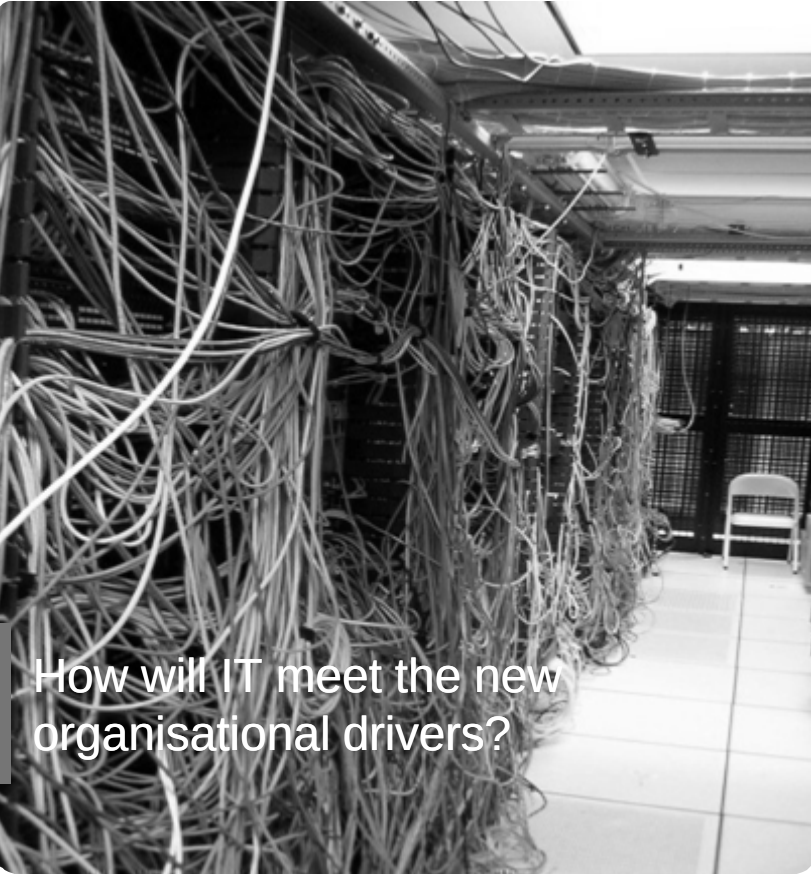


Drivers of Change

- Democratisation of knowledge and access
- Contestability of markets and funding
- Digital technologies
- Global mobility
- Integration with industry

Legacy IT Management

Can legacy IT management support rapid changes in the Education Industry?

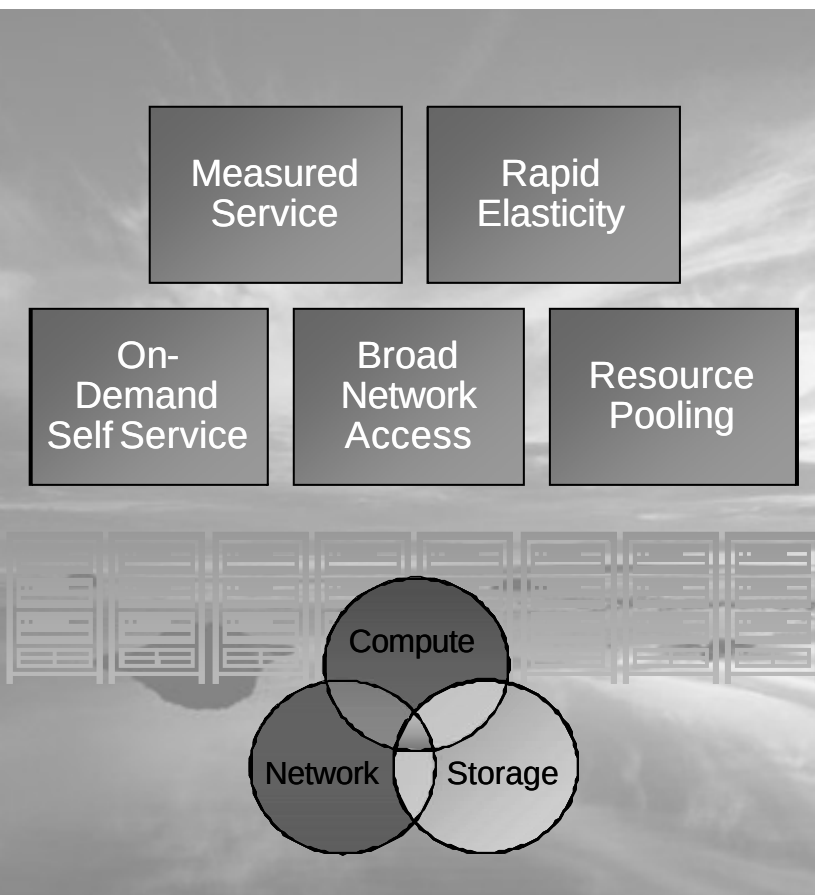


- Slow to provision services
- Difficult to change
- Complex
- Expensive
- Tightly coupled
- Unsustainable economics



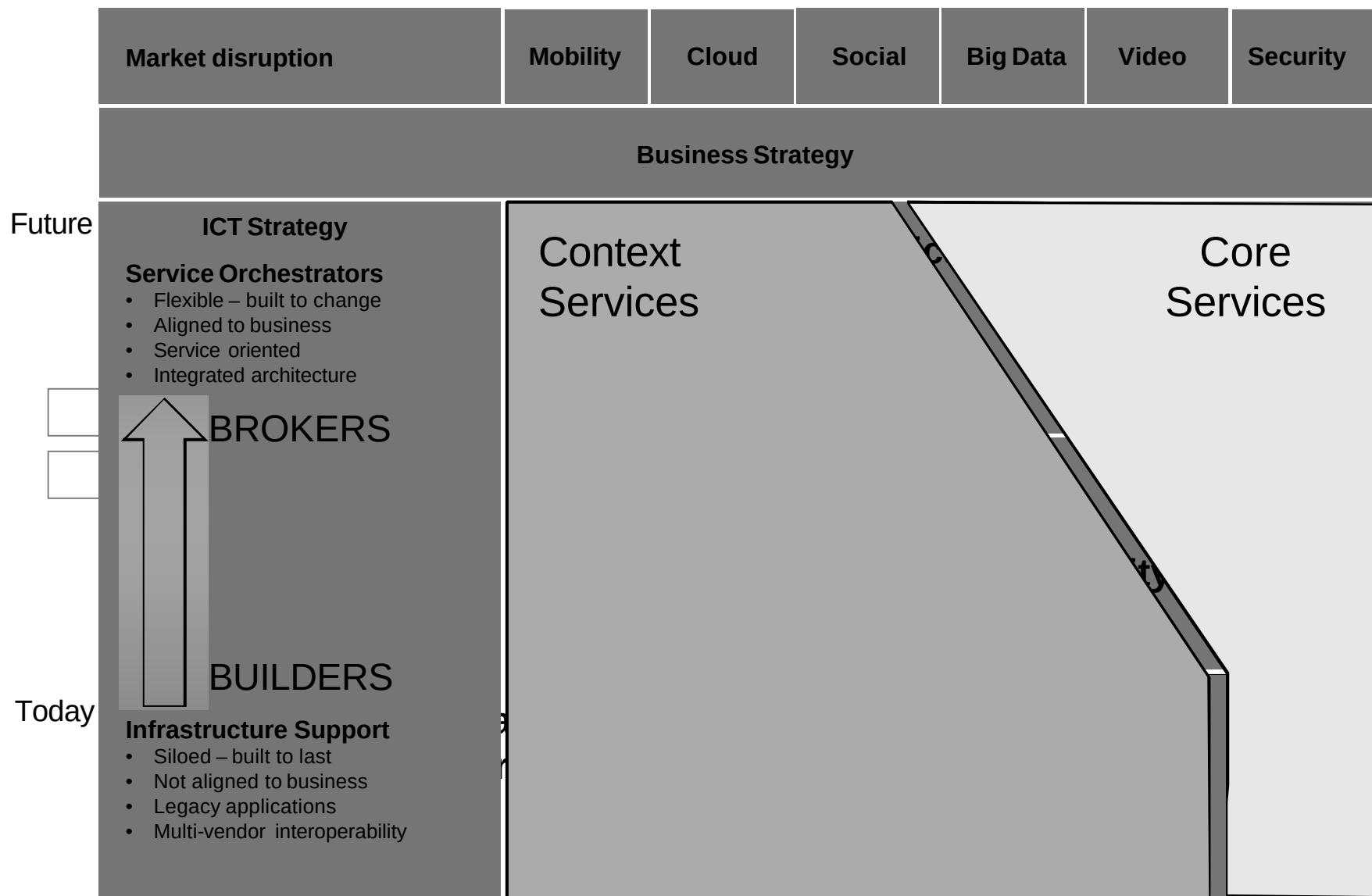
I-as-a-Service – Cloud Nirvana?

Cloud based converged infrastructure drives rapid deployment of IT services



- Speed and agility of deployment
- Improve business flexibility
- Reduce costs
- Reduce, power, cooling and facilities
- Improve IT operational efficiency
- Alignment of IT with business

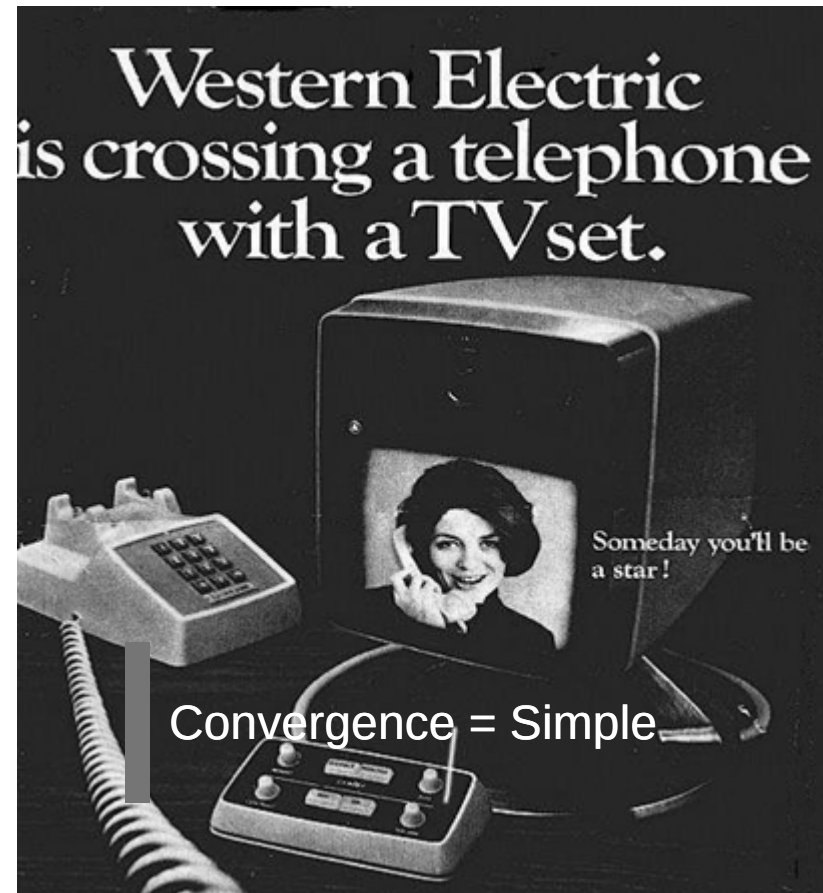
The New Style of IT



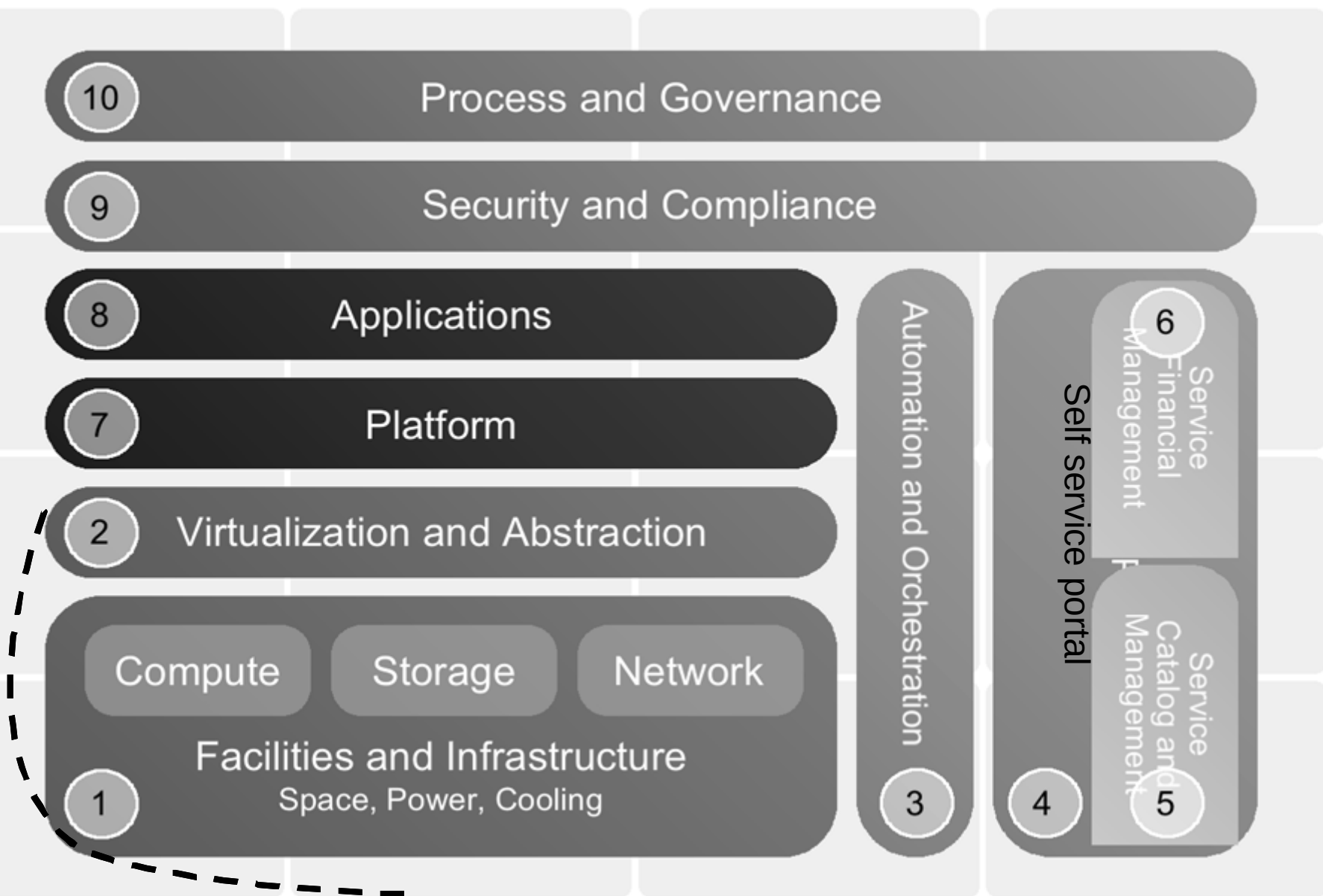
True Convergence?

Convergence

- Network convergence
- Device convergence
- Infrastructure convergence
- Service convergence

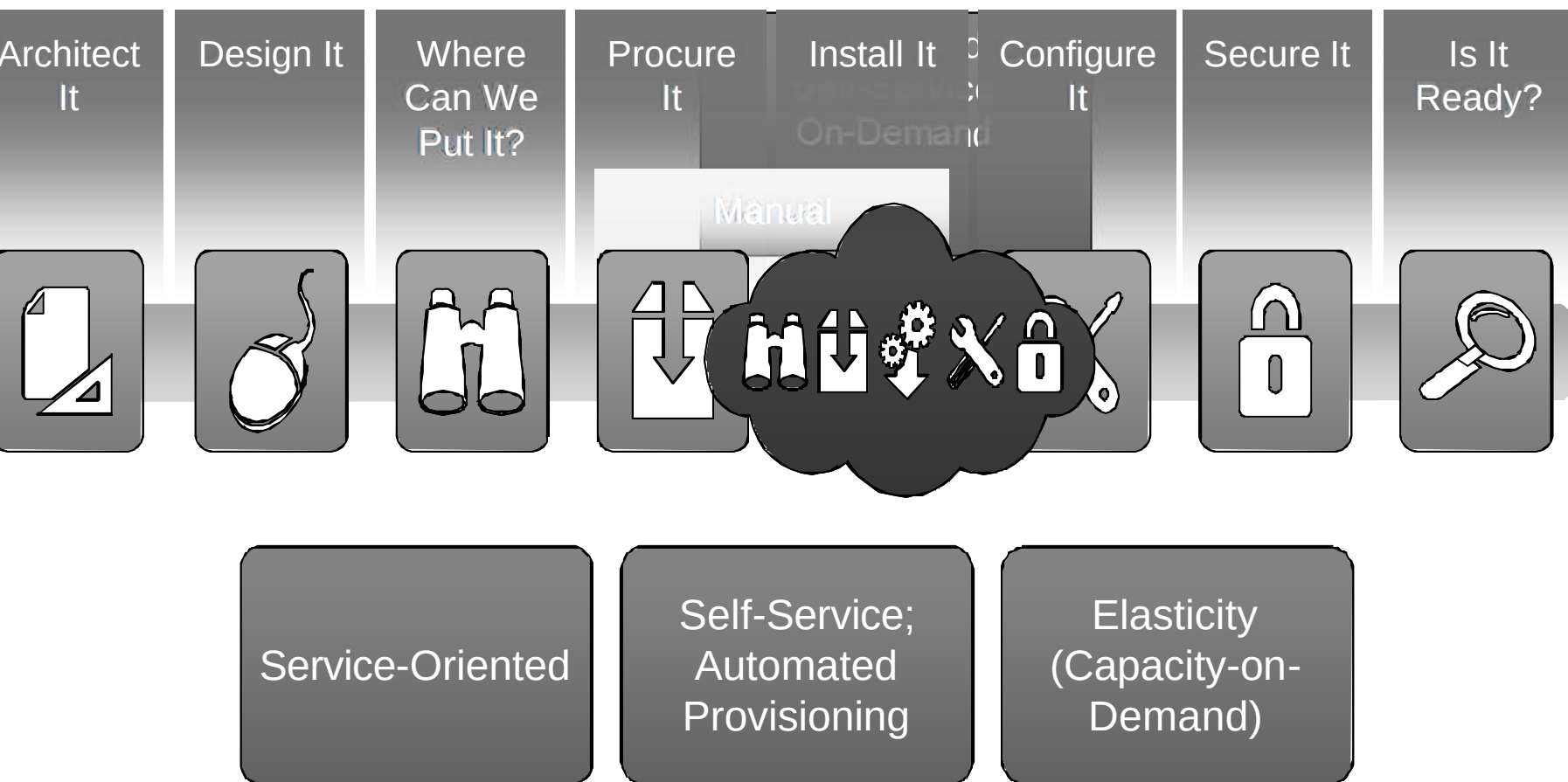


Converged Infrastructure



Service transformation through converged infrastructure

Automation and orchestration - from complexity to simplicity

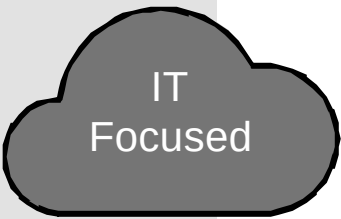


Example benefits

7KH IP DJ HFDQQRW GHLSO\ HG <RXUFRP SXWUP D\ QRW DYHHQRXJK P HP RU VR RSHQ W\HIP DJ HRUM\HIP DJ HP D\ KDYHEHHQ FRUKSW HG 5HMDU\RXUFRP SXWUDQG W\HQ RSHQ W\HILGDJ DQ , I W\HUG
[WUDSSHU\RX P D\ KDYHVR GHMDU\HIP DJ HDQG W\HQ LQVHUU DQ

The emerging agenda.....

The impact of cloud computing is extending into driving business transformation



IT Focused

- Changing the economics of IT
- Automating service delivery
- Exploiting standardisation
- Rapidly deploying new capabilities

Efficiency

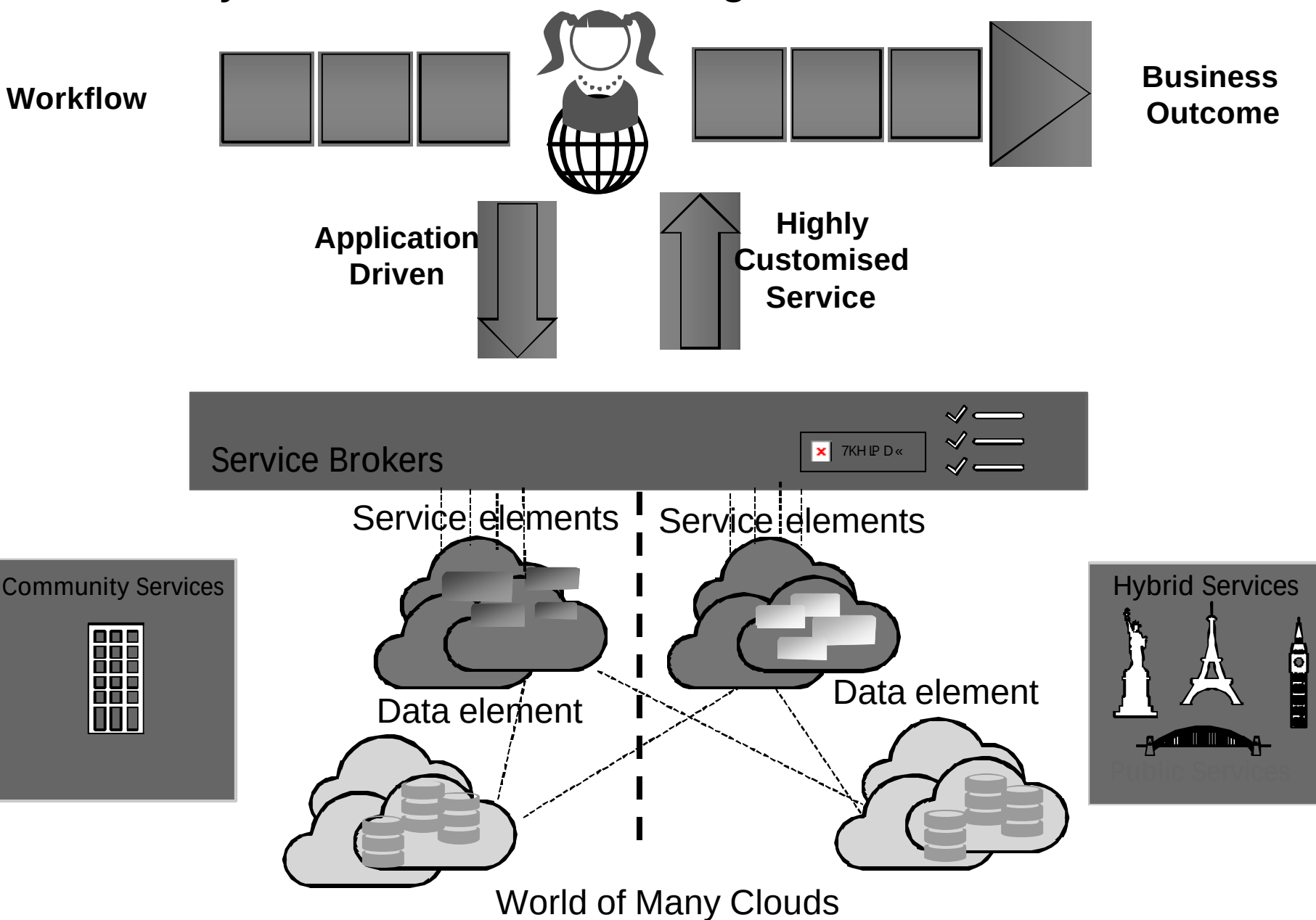


Business Focused

- Creating new business models
- Supporting new levels of collaboration
- Enabling speed and innovation
- Re-engineering business process

Transformation

Contextually aware service convergence



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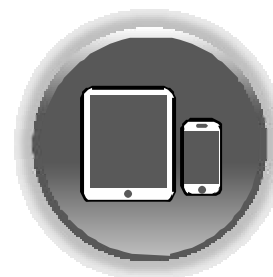
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HQRXJK P HP RU ~~W~~ RSHQ W~~H~~IP DJ HRUM~~H~~IP DJ HP DA KDYH
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 7KH IP DJ HFDQQR~~W~~HGLSDA HG <RXUFRP SXWUP DA QRWDYHHQRXJK P HP RU ~~W~~
RSHQ W~~H~~IP DJ HRUM~~H~~IP DJ HP DA KDYHEHHQ FRUKSWG SHM~~D~~U~~N~~RXUFRP SXW~~U~~
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