The Evolving Cloud: Case for Change
Bill Cronin, Managing Director

Bill has 20 years of consulting experience specializing in enterprise resource planning (ERP). Bill’s expertise helps higher education clients improve administrative processes and systems and realize savings through implementing Workday Cloud solutions.

Jason Moebius, Managing Director

Jason has over 13 years of consulting experience assisting hospitals and universities to implement business critical applications. Jason’s expertise is in leading institutions’ Oracle enterprise transformation initiatives that improve performance by focusing on people, process, and technology.
Agenda

- About Huron
- What is the Cloud?
- Benefits
- Challenges
- Key Decisions
- Call to Action
- Question & Answer Session
Our Services

**Higher Education**
We deliver the most comprehensive services to the industry and partner with institutions to improve business performance across the enterprise.

**Life Sciences**
Huron Life Sciences assists the continuum of life sciences organizations that support the life sciences industry.

**Healthcare**
Huron Healthcare is dedicated to delivering best-in-class revenue enhancement, expense reduction, and clinical transformation solutions, and we’re known for our unmatched track record of success.

**Legal**
Huron Legal provides advisory and business services to assist law departments and law firms to enhance organizational effectiveness and reduce legal spend.

**Business Advisory**
Huron Business Advisory resolves complex business issues and enhances value.
Over 100 large-scale engagements

Huron’s technology solutions are uniquely designed to improve business performance and management reporting for universities, academic medical centers, and healthcare systems.

We assist institutions through successful technology transformation and implementations across a wide variety of large, complex initiatives through collaboration – by working side by side with our clients, sharing accountability, transferring knowledge, and helping transform the culture to embrace and sustain lasting change.
The **Cloud**, simply, refers to software and services that run on the Internet instead of your computer.
## What is the Cloud?

<table>
<thead>
<tr>
<th>On Premise</th>
<th>Cloud Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Perpetual licensing fee</td>
<td>Subscription per seat and/or module</td>
</tr>
<tr>
<td>Client owned</td>
<td>Vendor owned</td>
</tr>
<tr>
<td>Done on site by a client or by a third party</td>
<td>Virtual sync with your cloud solution</td>
</tr>
<tr>
<td>Client purchase</td>
<td>Monthly or annual subscription</td>
</tr>
<tr>
<td>Owner supported</td>
<td>Multi-tenant architecture and single code base</td>
</tr>
<tr>
<td>Longer implementation cycle</td>
<td>Shorter implementation cycle</td>
</tr>
<tr>
<td>Customizations are managed by your staff</td>
<td>Typically no customizations are allowed</td>
</tr>
</tbody>
</table>
New research released today by CompTIA, the information technology (IT) industry association, reveals that more than 90 percent of companies are using some form of cloud computing, a clear indication that the cloud has quickly become an essential ingredient of modern IT.

While only 2 percent of Gartner survey respondents said they had core ERP systems running in the cloud, almost half indicated they planned to make the move within 5 years.

Source: Noel Radley, Market Research Associate, Software Advise
Before you Implement

Define Current State
Gather Requirements
Identify Change Champions

Design Future-State Model(s)
Define Implementation Team and Structures
Implement Organizational / Process / Data Changes

Formalize ERP Education
Leverage Other Institutions’ Experience
Finalize Scope, Sequencing and Timeline
Develop Roadmap
Select Software

Opportunity for Success
Poll Question #1

When is your organization planning to implement a cloud solution?

- 0 - 3 months
- 4 - 6 months
- 7 - 12 months
- More than 12 months
- No current plans to implement

Source: Results of the poll during live webinar
Benefits

- Cost
- Security
- Maintenance
- Technology
Lower Costs

- IT Infrastructure Costs
- Implementation Costs
- Staffing Costs
- Application Maintenance/Upgrade Costs
- Predictable Costs

49% of CAOs and CFOs at 4 year Public institutions say that technology improvement and maintenance is one greatest cost drivers
Shifting Cost of Ownership

**On Premise**
- 43% Customization and Implementation
- 26% Hardware
- 14% IT Personnel
- 9% Software Licenses
- 7% Maintenance
- 1% Training

**Cloud Solutions**
- 32% Customization Implementation and Training
- 68% Subscription Fee

Source: Yankee Group DecisionNote Technology Analysis
Benefits

Improved Security

• Dedicated Security Resources

• Secured Infrastructure

• Business Continuity
Benefits

Reduced Maintenance

- Highly Configurable
- Streamlined Process
- Regular Automated Upgrades
Benefits

Improved Technology

- System Performance
- Frequent Updates
- Use of the Latest Technology Standards
- Improved Scalability
What barriers does your organization face when considering implementing a cloud solution?

Source: Results of the poll during live webinar
Challenges

Security

Control
Challenges

Security

- Data Loss
- Auditability
- Loss of Local Control
Challenges

Control

- Timing of Maintenance
- Portability
- Enhancements
Identifying Requirements

- Satisfy different user needs
- Make changes quickly
- Integrate with other applications
- Secure data access

By 2016, 40% new IT Initiatives with LOB as decision-maker, driving more personalized LOB needs.

53% have seen innovation hindered due to inability to integrate to systems they have and other clouds.

46% slowed adoption due to data privacy, protection, risk, audit and compliance concerns.
Co-Existence: Long-Term, partial transition to cloud system

Key Decisions – Deployment Strategies

- Travel and Expense
- Time and Attendance
- Finance
- Human Resources
Key Decisions – Deployment Strategies

Steady Transition: Phased Migration to Cloud Based Systems

- Travel & Expense
- Accounts Payable
- Inventory

- Time and Attendance
- Absence Management

Finance

Human Resources
Key Decisions – Deployment Strategies

Transformational: Complete Enterprise-Wide Transition to the Cloud

Financial System

On Premise Financial System

Human Capital Management System

On Premise HCM System
Deployment Questions

- Are we realistic about the time needed to successfully deploy?
- Are we able to transition technically and culturally?
- What are the reasons behind a move to the Cloud?
- Have we thought through the expense involved?
- What can we learn from other institutions that have made the move?
- What questions should we prepare, to discuss with our leadership?
- How will we be able to assess success?
Poll Question #3

What Cloud Solution are you considering?

Concur
Oracle Cloud
Salesforce
SciQuest
Workday
Other

Source: Results of the poll during live webinar
Call to Action

Is the cloud right for you?

- Does your organization need enhanced service delivery, information management and access?
- Are you looking to increase efficiency and consolidate while reducing IT costs?
- Is your focus shifting towards on-demand access to a shared pool of computing technology?

What are we offering?
Free Move to the Cloud preparedness assessment for your organization

What do you need to do?
Be one of the first three organizations to email the speakers

What is included?
High level review of cloud service models, assessment of project timeline and resource needs
Questions?