The Evolving Cloud: Case for Change

Huron
CONSULTING GROUP

© 2015 Huron Consulting Group. All Rights Reserved. Proprietary & Confidential.

Speakers

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.

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Agenda

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

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

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.

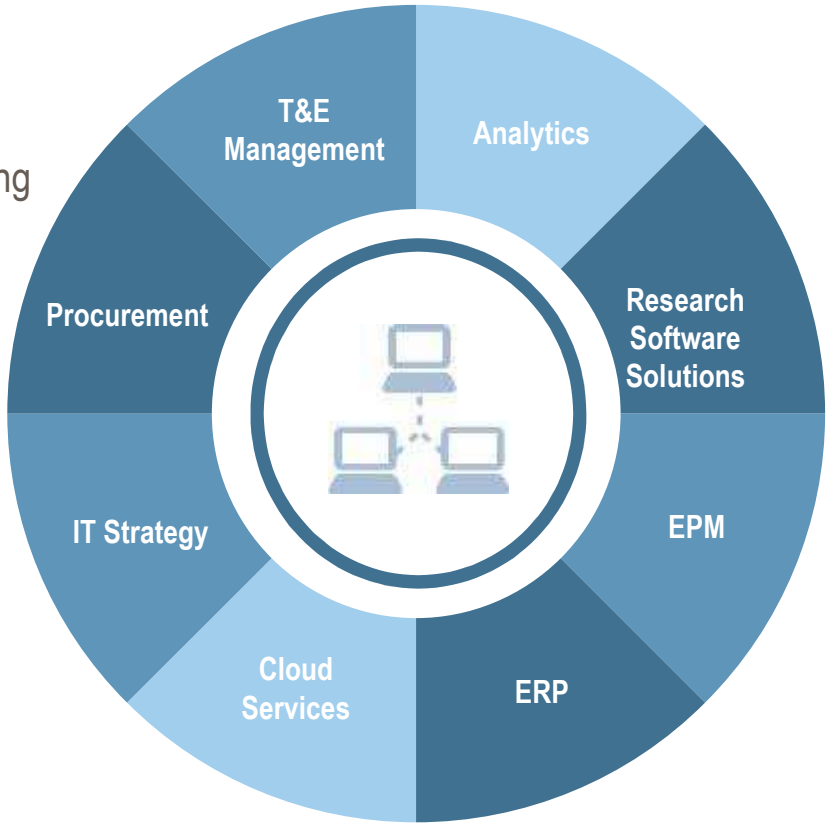
© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Huron Technology

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**.

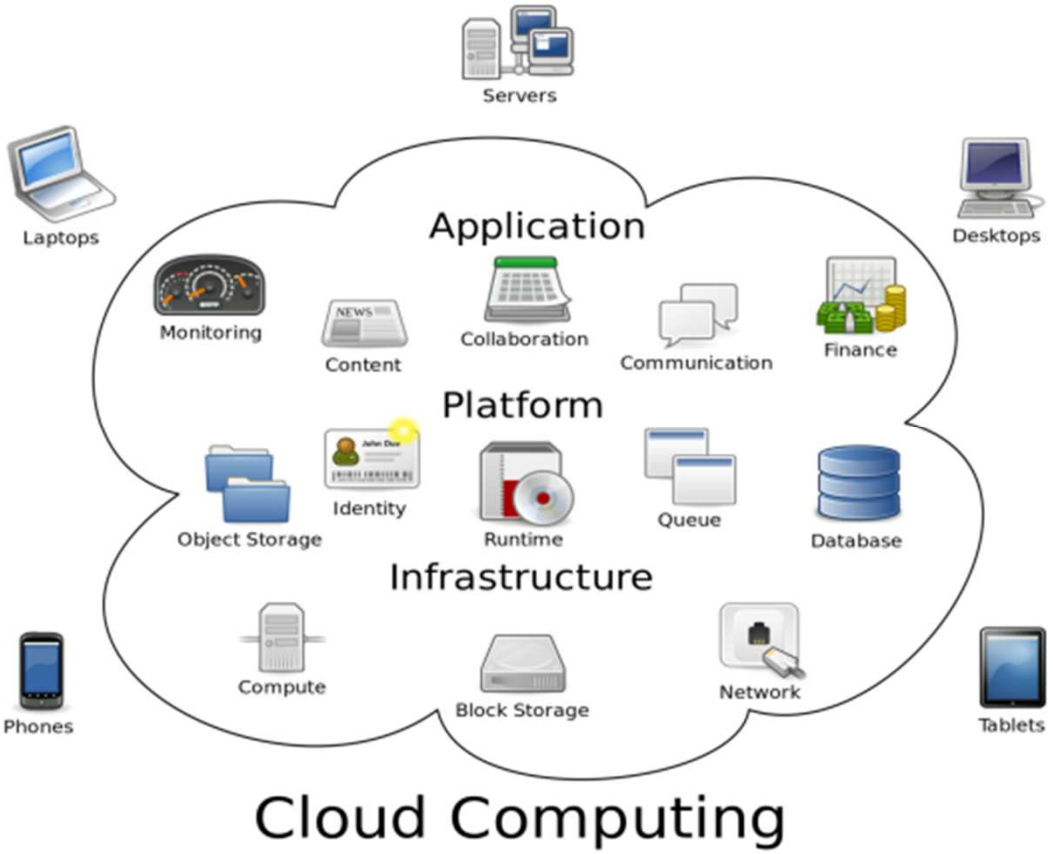


TECH

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

What is the Cloud?

The **Cloud,** simply, refers to software and services that run on the Internet instead of your computer.



Source: CNN Money – What is the Cloud? 9/3/2014

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

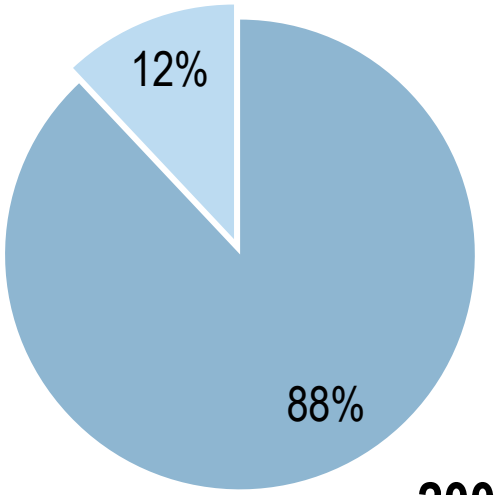
What is the Cloud?

On Premise		Cloud Solutions
Perpetual licensing fee	Cost Per User	Subscription per seat and/or module
Client owned	Hardware & Software Ownership	Vendor owned
Done on site by a client or by a third party	Upgrades & Enhancements	Virtual sync with your cloud solution
Client purchase	Applications	Monthly or annual subscription
Owner supported	Support	Multi-tenant architecture and single code base
Longer implementation cycle	Implementation Cycle	Shorter implementation cycle
Customizations are managed by your staff	Customizations	Typically no customizations are allowed

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

What is the Cloud?

Trends in Deployment Preference



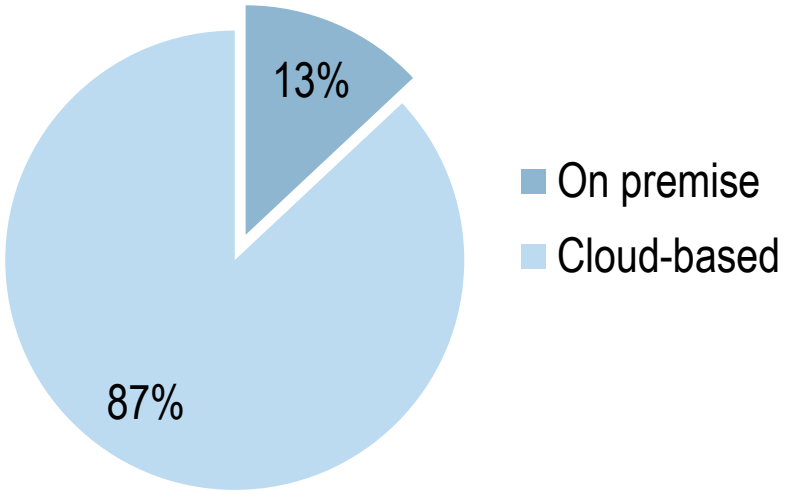
2008

Source: Enterprise Apps Today and CompTIA

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

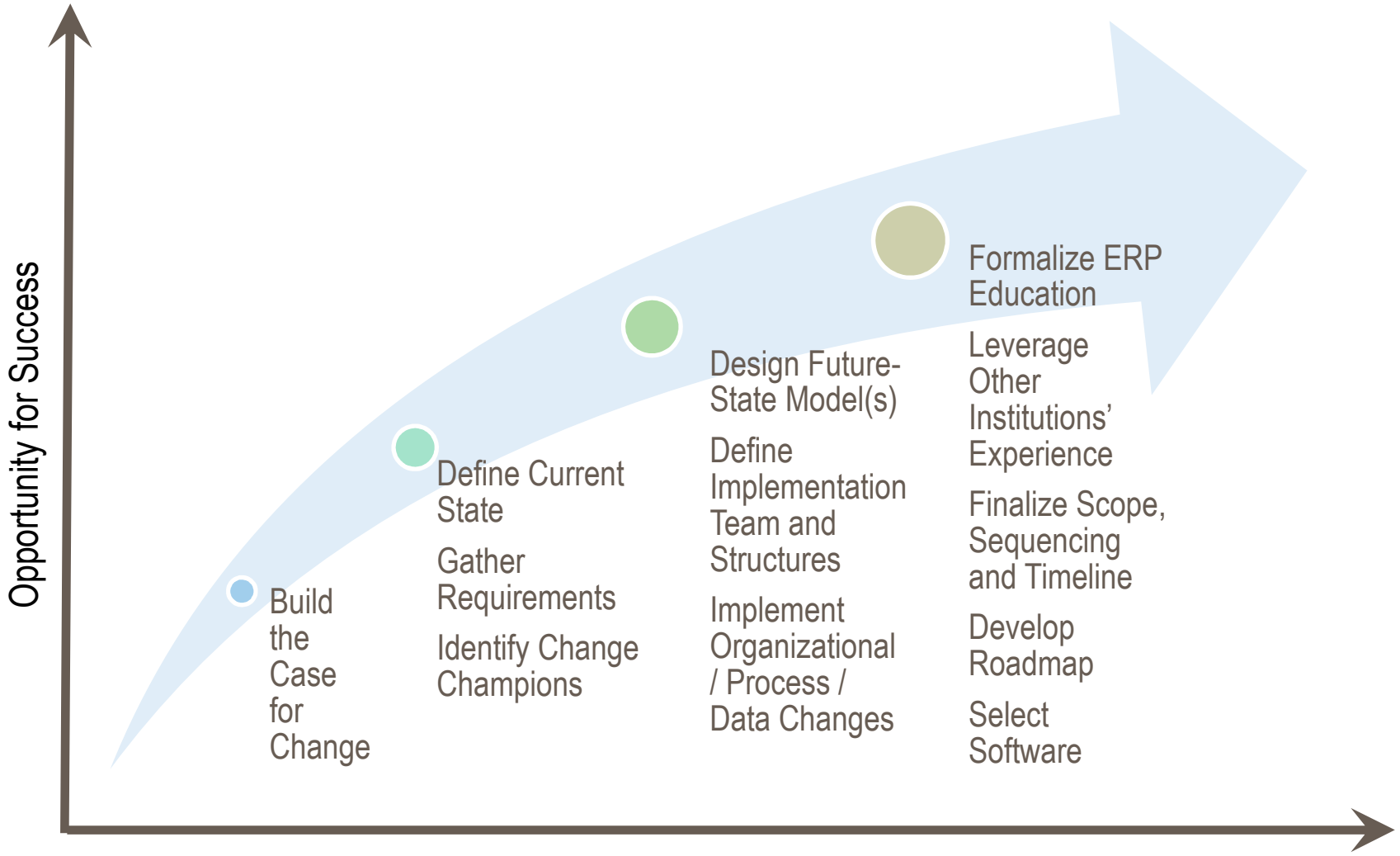


2014

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

What is the Cloud?

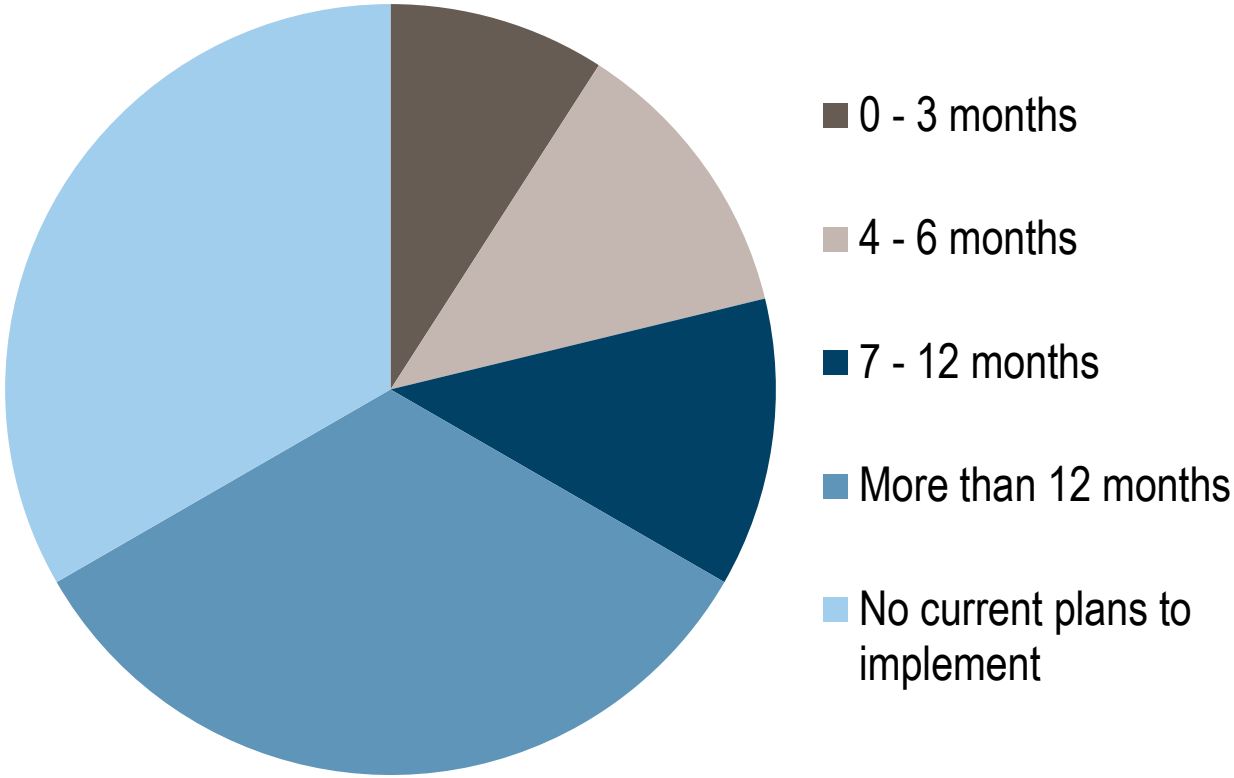
Before you Implement



© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Poll Question #1

When is your organization planning to implement a cloud solution?



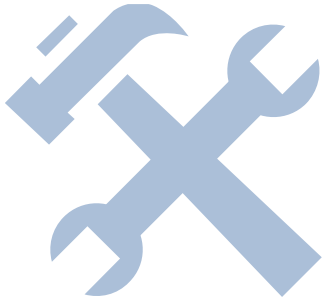
Source: Results of the poll during live webinar

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Benefits

Cost

Security



Maintenance

Technology

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Benefits

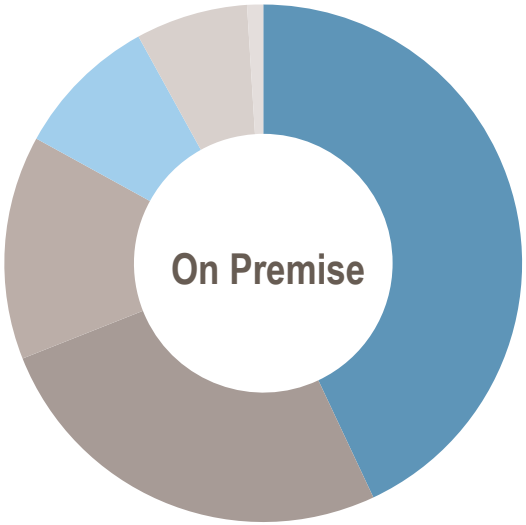
Lower Costs

- 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

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Shifting Cost of Ownership



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

- 32% Customization Implementation and Training
- 68% Subscription Fee

Source: Yankee Group DecisionNote Technology Analysis

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Benefits

Improved Security

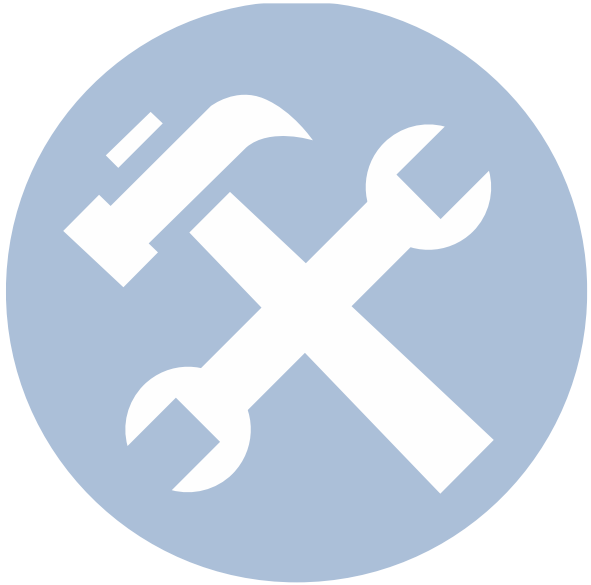
- Dedicated Security Resources
- Secured Infrastructure
- Business Continuity

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Benefits

Reduced Maintenance

- Highly Configurable
- Streamlined Process
- Regular Automated Upgrades



© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Benefits

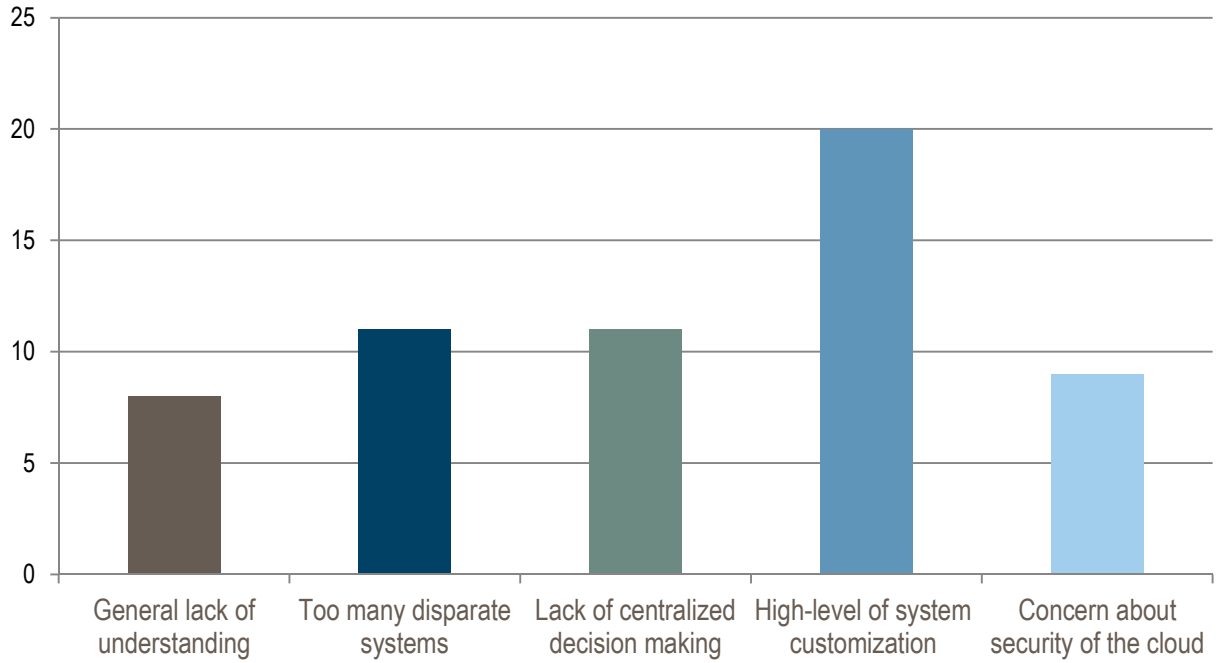
Improved Technology

- System Performance
- Frequent Updates
- Use of the Latest Technology Standards
- Improved Scalability

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Poll Question #2

What barriers does your organization face when considering implementing a cloud solution?

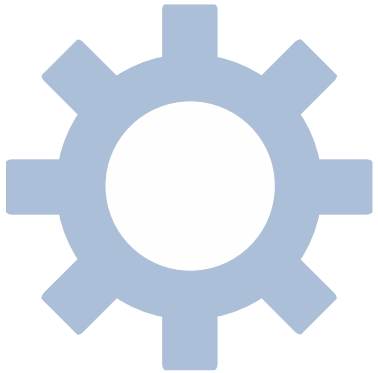


Source: Results of the poll during live webinar

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Challenges

Security



Control

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Challenges

Security

- Data Loss
- Auditability
- Loss of Local Control

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Challenges

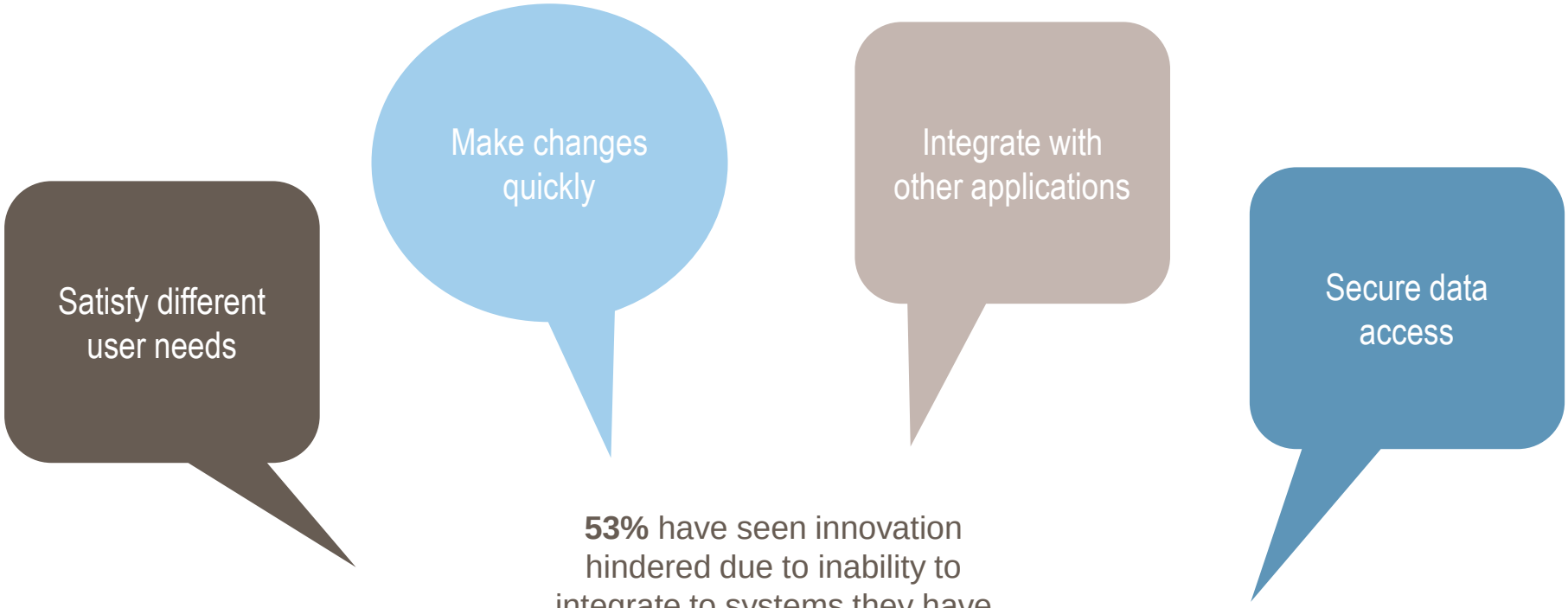
Control

- Timing of Maintenance
- Portability
- Enhancements

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Key Decisions

Identifying Requirements



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

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Key Decisions – Deployment Strategies

Co-Existence: Long-Term, partial transition to cloud system

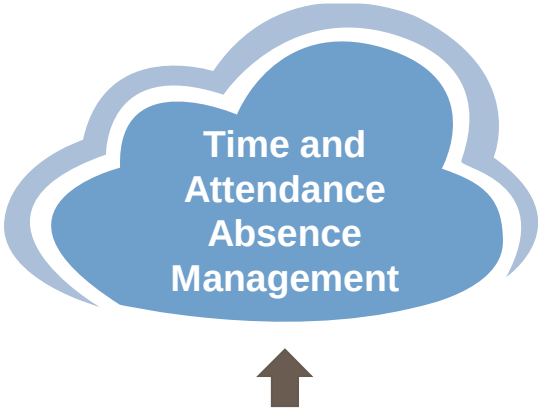
Finance

Human Resources

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Key Decisions – Deployment Strategies

Steady Transition: Phased Migration to Cloud Based Systems



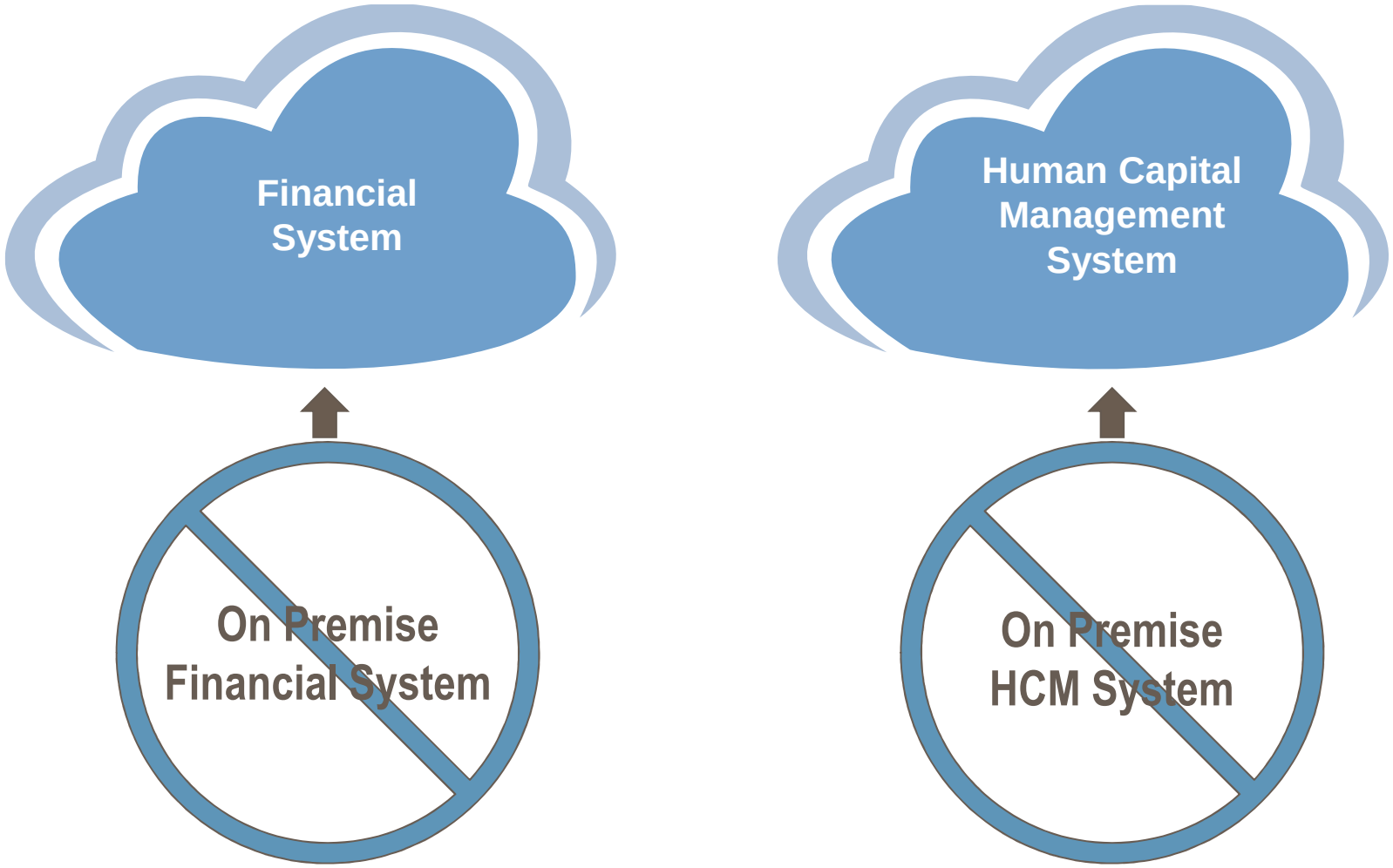
Finance

Human Resources

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Key Decisions – Deployment Strategies

Transformational: Complete Enterprise-Wide Transition to the Cloud



© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

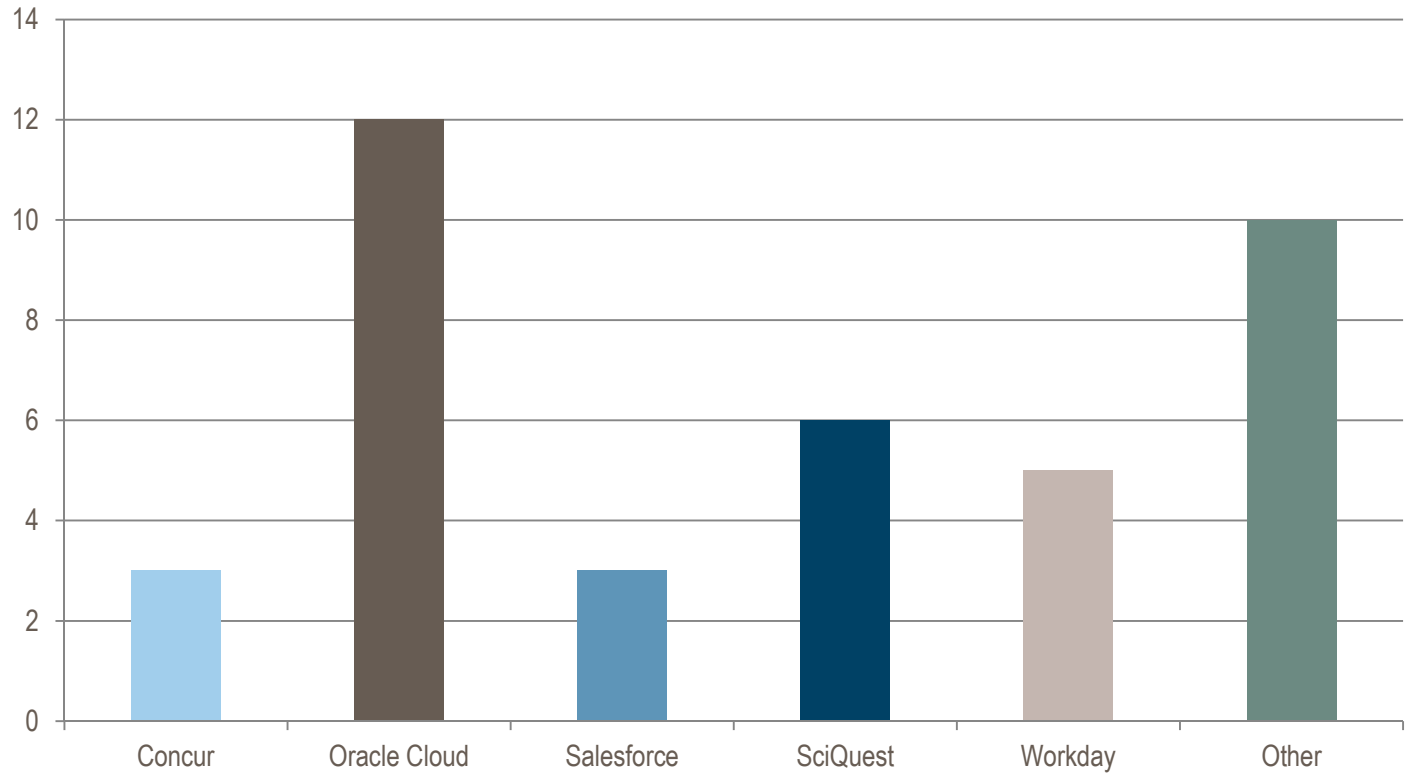
Deployment Questions

- 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?

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Poll Question #3

What Cloud Solution are you considering?



Source: Results of the poll during live webinar

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Call to Action

- 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

© 2015 Huron Consulting Group. All rights reserved. Proprietary & Confidential.

Questions?