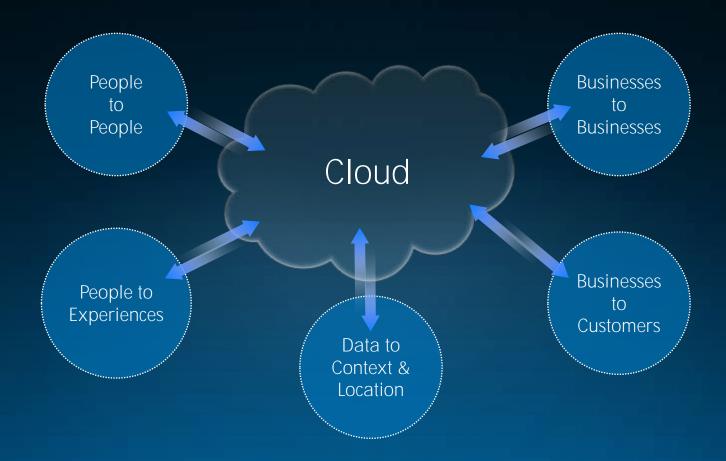
## Understanding the Cloud

Russ Daniels
VP and CTO, Cloud Services Strategy



# The Cloud is the Internet's next stage of evolution

### Cloud = Connecting





## The reach of technology today: A view from Morocco







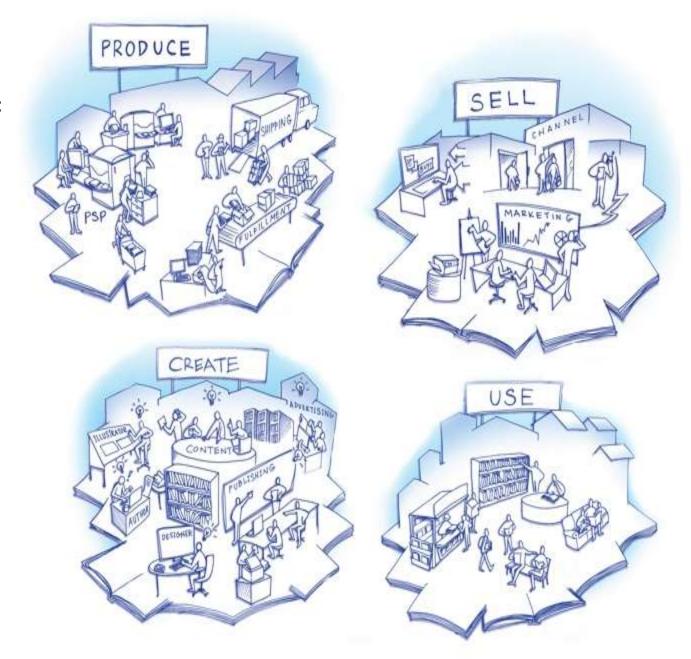


## Print publishing: An example of a cloud ecosystem



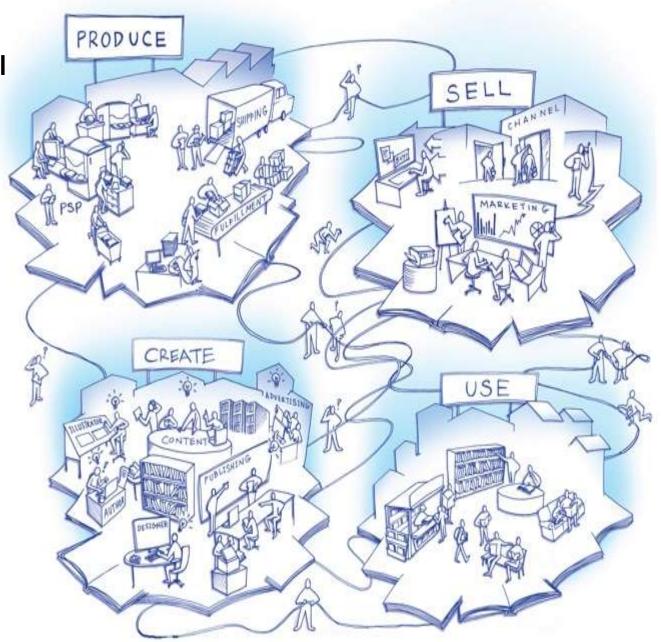


## The print publishing ecosystem:

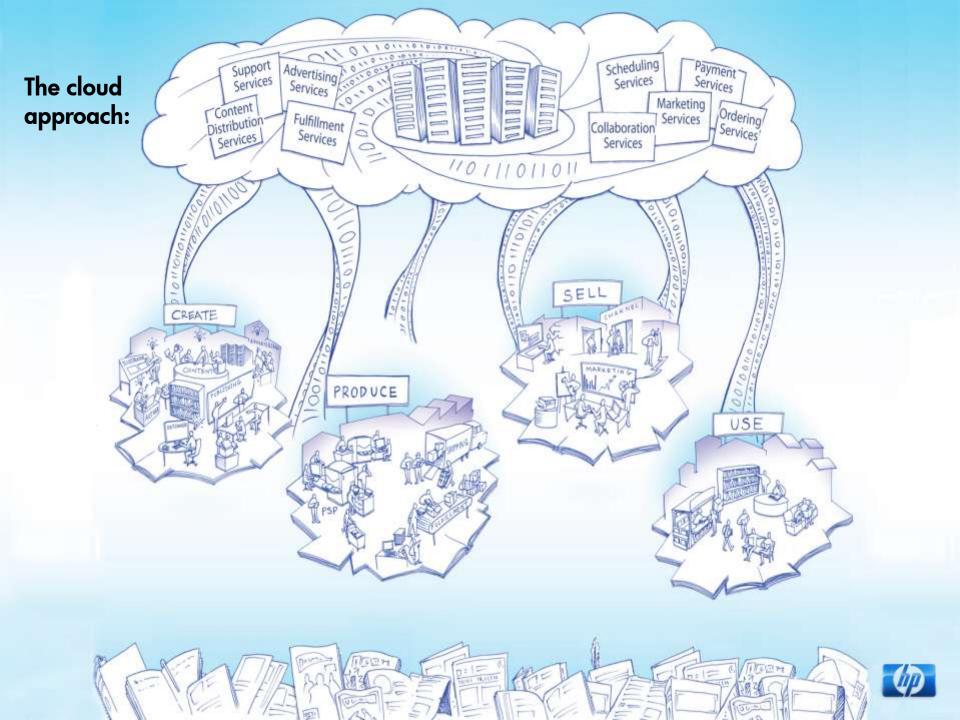




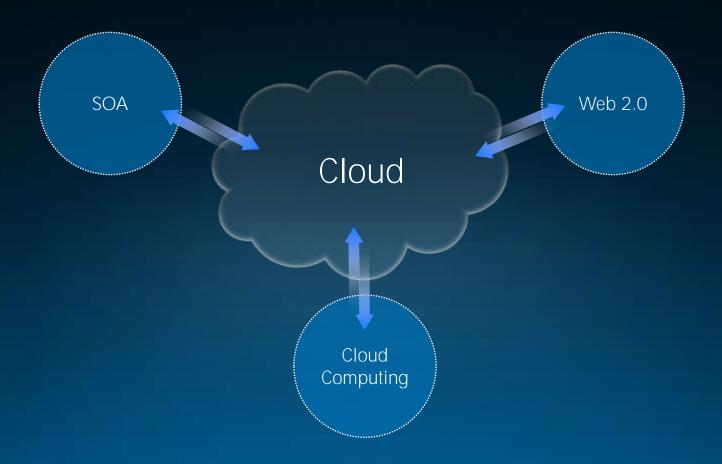
Approached by traditional IT...





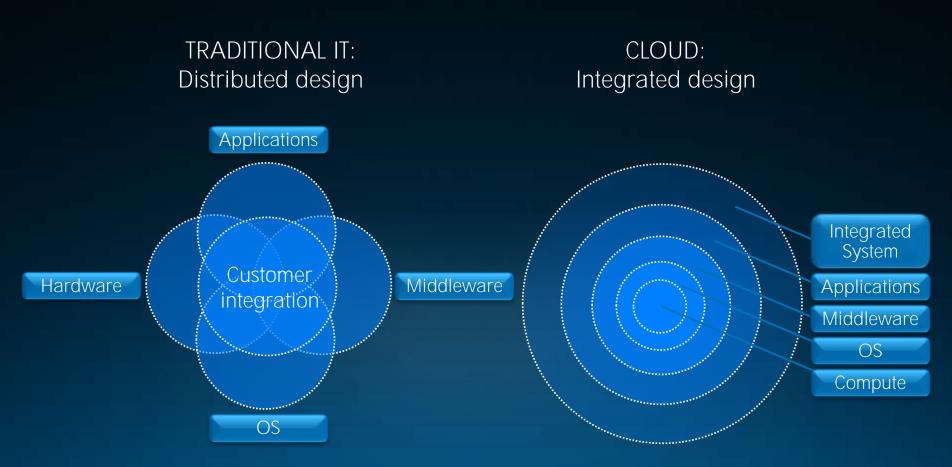


#### Cloud Enablers





### Design drives Cloud economics





#### **Evolution of Cloud Service Platforms**

Dedicated

Purpose-built custom offering

Amazon bookstore

SalesForce SFA Multipurpose

Support multiple applications

Amazon Retail

SalesForce CRM Partner

Support Hightouch business partners

Amazon Retail Services

SalesForce eXchange

**Platform** 

Platform as primary value

Amazon Retail Platform?

Force.com



## Parting Thoughts: The evolution of architecture



Logical

Role/Responsibility-based description of an ecosystem

Process-centric description of an enterprise



Structural description of a software system



