















Picking the Right Cloud – Requirements and Research.

When deciding which Cloud solutions are best, follow three key steps – Define your requirements. Make your value decision. And, do your research. Here are the basic business requirements that any Cloud system must answer.

-  What are the business requirements for your core systems: Accounting, CRM, Document Management and Performance Management?
-  Would a cloud Platform meet your needs, or is a custom-built environment a necessity?
-  Do you need to access your core systems (Accounting, CRM, Doc Management, Performance Management) from multiple or remote sites?
-  Does the organization prefer to manage its own system hardware and software upgrades, or to outsource to experts?
-  Have Financial Audit “IT Controls” been defined to meet industry standards, and are they followed?
-  Without an audit, are documented data and system access rules for sensitive financial and personnel information still a priority? Is data encryption needed?
-  Are there SOX or MA201 (Massachusetts personnel privacy) mandates?
-  Are on-going data AND application back-ups sufficient, or is a disaster recovery IT program required?
-  Does the business have contracts with the Federal Government?
-  Do these contracts mandate ITAR (Department of Defense), CMS (HHS, Veterans Affairs), DISA (Department of Commerce and GSA) or other “high-impact” data standards?
-  Is real-time contract performance reporting required? Are project managers responsible for reporting?
-  Should the Accounting, CRM, Document Management and Performance Management systems be connected and integrated?

Reading List.

Here’s a brief reading list that examines Cloud Computing from all angles. All of these articles may be found on-line at the Technology & Business Solutions blog, *The Accelerator* – www.TBS-llc.com/Newsfeed.

“The End of Corporate Computing.” Nicholas G. Carr, *MIT Sloan Management Review*

“Can Cloud Computing Save the American Economy?” Art Coviello, *CIO Network*

“Why you can quit worrying about Cloud Security.” Alan Joch, *Federal Computer Week*

“Gartner: Clouds, Virtualization Reduce Costs, Drive Revenue.” Stuart J. Johnston, *Datamation*

“Saving Energy and Carbon in The Cloud.” *STUDY: Accenture and WSP Environment & Energy*

“Understanding Cloud Computing: What’s Best for Your Enterprise.” Jay Ethridge and Joe Jezior,
Technology & Business Solutions LLC