



There's a **Storm** Brewing in the Cloud

— PLANSOURCE —
ECLIPSE

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Founder/Managing Principal

We'll focus on **three** major topics.



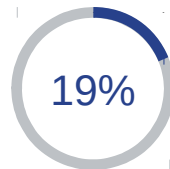


SOME SCARY NUMBERS

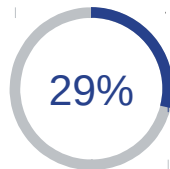
Expectations are high.

The bar is low.

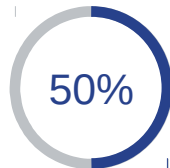
Although cloud projects are not living up to the hype, the market does not want to have this conversation



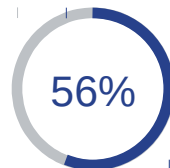
An “utter failure”



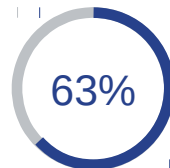
Successful



Under resourced



On budget



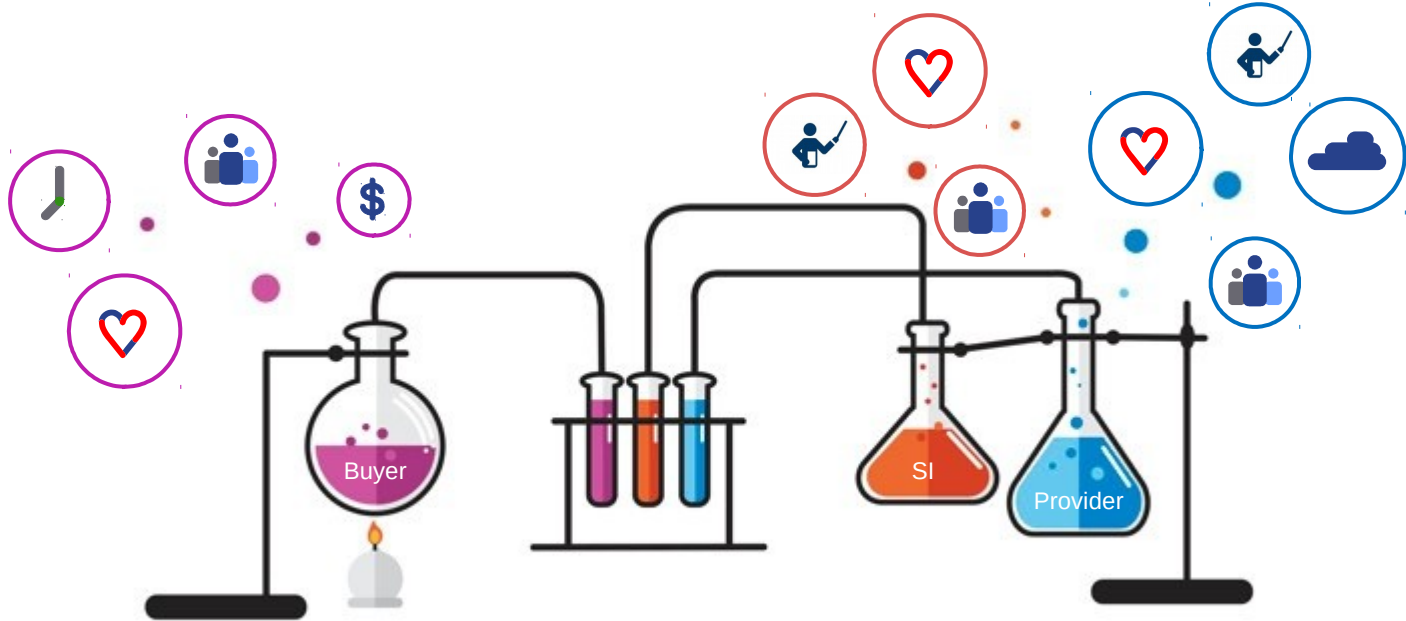
On time



Thriving in the cloud is **more difficult** than expected.

 A blue circle containing a white laptop icon with a document on the screen. <p>Constant change</p>	 A blue circle containing a yellow cross icon. <p>Few/poor SLAs</p>	 A blue circle containing a white icon of a person with a pencil and a document. <p>Self-education</p>	 A blue circle containing a white icon of a cloud with two yellow people icons inside. <p>Partner complexity</p>	 A blue circle containing a white icon of a butterfly. <p>Transformation</p>
 A blue circle containing a yellow location pin icon. <p>Geographic complexity</p>	 A blue circle containing a white icon of a smartphone, a tablet, and a car with a Wi-Fi signal. <p>Unrealistic ubiquity</p>	 A blue circle containing a white icon of a newspaper with the word 'NEWS' on it. <p>Low stability</p>	 A blue circle containing a white icon of three people with speech bubbles. <p>Human scarcity</p>	 A blue circle containing a white icon of a group of people with a central figure and arrows pointing outwards. <p>Community lobbying</p>

It all comes down to requirements **chemistry.**





KEEP IN TOUCH

Stalk **me.**

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Thank **you!**

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