

Demystifying cloud computing for SMEs



Tools & Guides for SMEs moving to the Cloud

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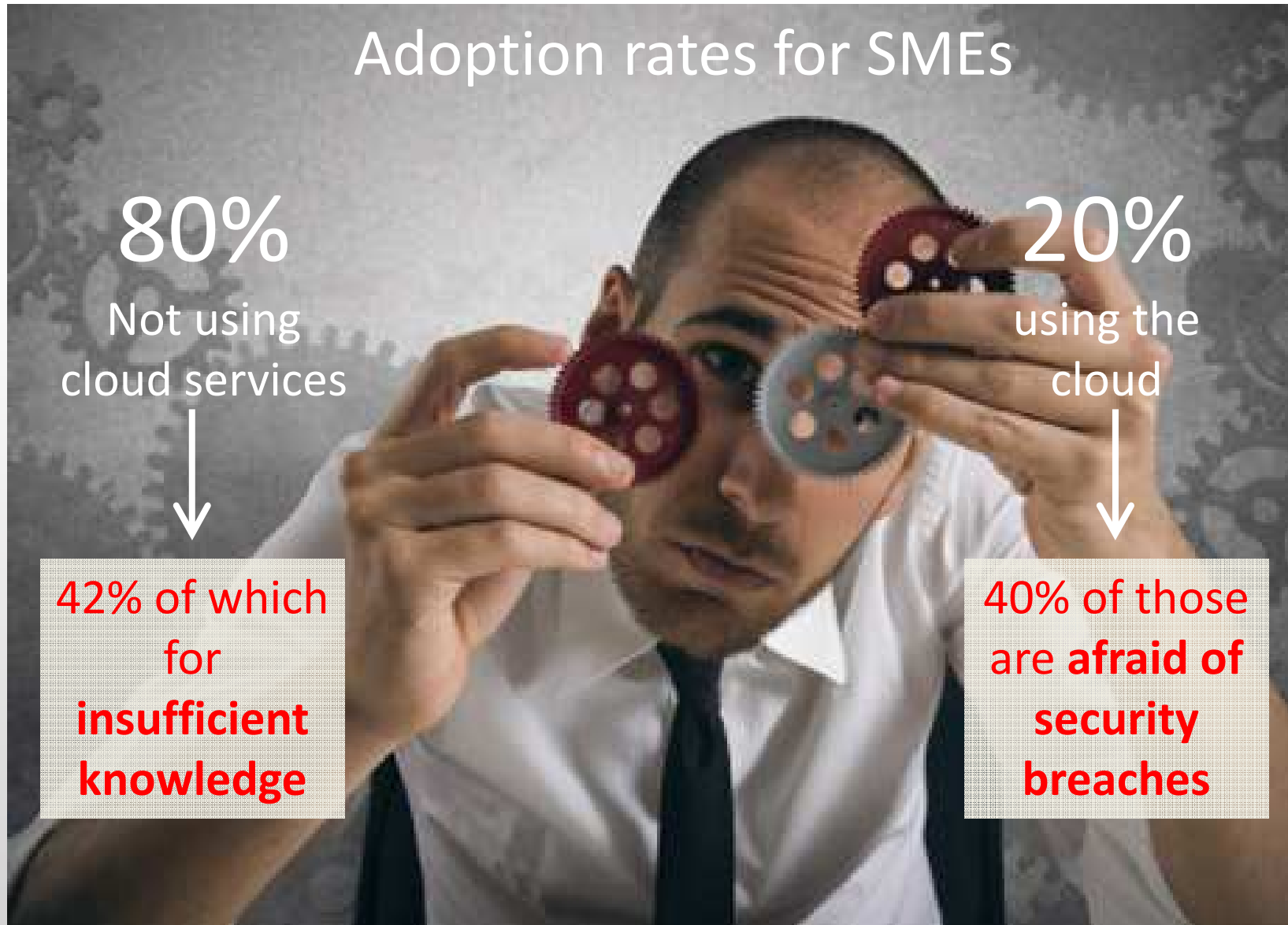
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Lots of sun to be expected in the cloud



Source: [EuroStat 2014](#)

Why SMEs are not there yet?

- ◆ I need security and privacy for my data
- ◆ What questions should I ask the CSP?
- ◆ Comparing CSP offers is complex
- ◆ SLA Terms are difficult and vague

- ◆ We're not legal experts – What should I look out for in the contracts!
- ◆ Can I manage contract termination – I want to avoid vendor lock-in

We are there & here is our story!

- ◆ As an SME, in 2007 we were in the privileged position to take part to EU grid computing R&D initiatives
- ◆ Coming from an enriching experience in the Open Grid Forum, by 2010 we started to contribute to the definition of the European roadmap for cloud standards
- ◆ We are now a cloud service broker for our commercial clients and we are proudly sustaining the R&D cloud community via our branded cloudscape yearly event



Awareness is growing, together with availability of practical tools

SMEs Concerns...

Data protection third-party access to data
secure data transmission and/or deletion

...and Fears for possible Barriers

Vendor lock in selecting the right offer
legal and contractual aspects

Is the cloud right for me?
Tools and guides for SMEs



What the cloud means for your business



Key security questions to ask your cloud provider



Cloud security certifications for your security priorities



Understand your cloud contract



Find the right cloud standards

Downloadable reports | Checklists | Questions for CSPs | Links to more info
SMEs get practical & useful takeaways. Special mention for:



A practical tool for SMEs getting onto the cloud



- ◆ Remarkable example of relevant stakeholders effectively helping SMEs
- ◆ 9 language versions for EU NTAs (National Trade Associations)
- ◆ EU CloudScout addresses security questions for SMEs & legal and contractual aspects

“a simple tool to give SMEs the information to decide on how to use the cloud: taking account their legal, organizational and technical needs.” – **Neelie Kroes**, EC Commissioner for the Digital Agenda – Launching the EU CloudScout – July 2014

In response to NTAs feedback, Version 2.0 of EU CloudScout shall be released in July with improved interface & analysis

CloudScout is available @ www.cloudwatchhub.eu

CloudScout was originally developed by



Cybersecurity & SMEs

- ◆ A domain with great impact and still insufficient awareness
- ◆ Funding agencies currently investing a lot in this area
- ◆ Practical solutions are difficult to identify, even for ICT-savvy SMEs

As cybersecurity is exploding as everybody's problem, a formidable effort in all directions needs to be put into broadening the SME audience, by **democratising solutions & services**

*The ENISA tool on **certification** works in the direction of increasing awareness and indicating priorities for intervention*



Procurement Innovation for Cloud Services in Europe

The fundamental role of the PAs

- ☞ An easy-to-use web-based service to help public research organisations make informed decisions about how to procure cloud services
- ☞ 2 main functions:
 - ☞ Find the best cloud procurement model for you
 - ☞ Assess how suitable your current procurement process is for procuring cloud services
- ☞ Online in July – www.picse.eu

PICSE Wizard

Cloud service procurement made easy

Public research organisations and digital libraries are among the largest consumers of cloud services. Now more than ever, procurement officials, IT managers and procurement initiators need to know how best to procure cloud services. The PICSE wizard is an easy-to-use service to help you make informed decisions about how to procure cloud services.

Find the best cloud procurement model for you

Answer just 8 questions and find out which cloud service procurement model is most suitable for you. Be it pre-commercial, commercial or public procurement of innovation, the PICSE wizard will equip you with the right information to make the best choices.

Start Now

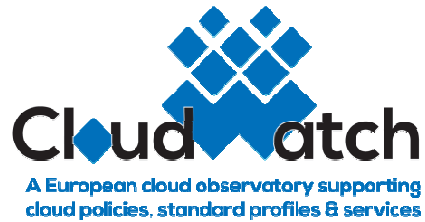
Assess how suitable your current procurement process is for procuring cloud services

Complete our short interactive questionnaire and find out how you can enhance your current procurement process so that it suits the cloud environment. Compare your existing process with the PICSE best practice model to identify gaps and areas for improvement.

Start Now

The PICSE wizard: Cloud services procurement made easy

Supporting the Digital Single Market



#secure

#trusted

Digital
Single
Market

#cross-border

#transparent

Pillar III: Maximising the growth potential of the digital economy

#internationally standardised



Thank you! Questions?

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