



Clarifying Cloud Confusion

What Option is Best for Your Utility?

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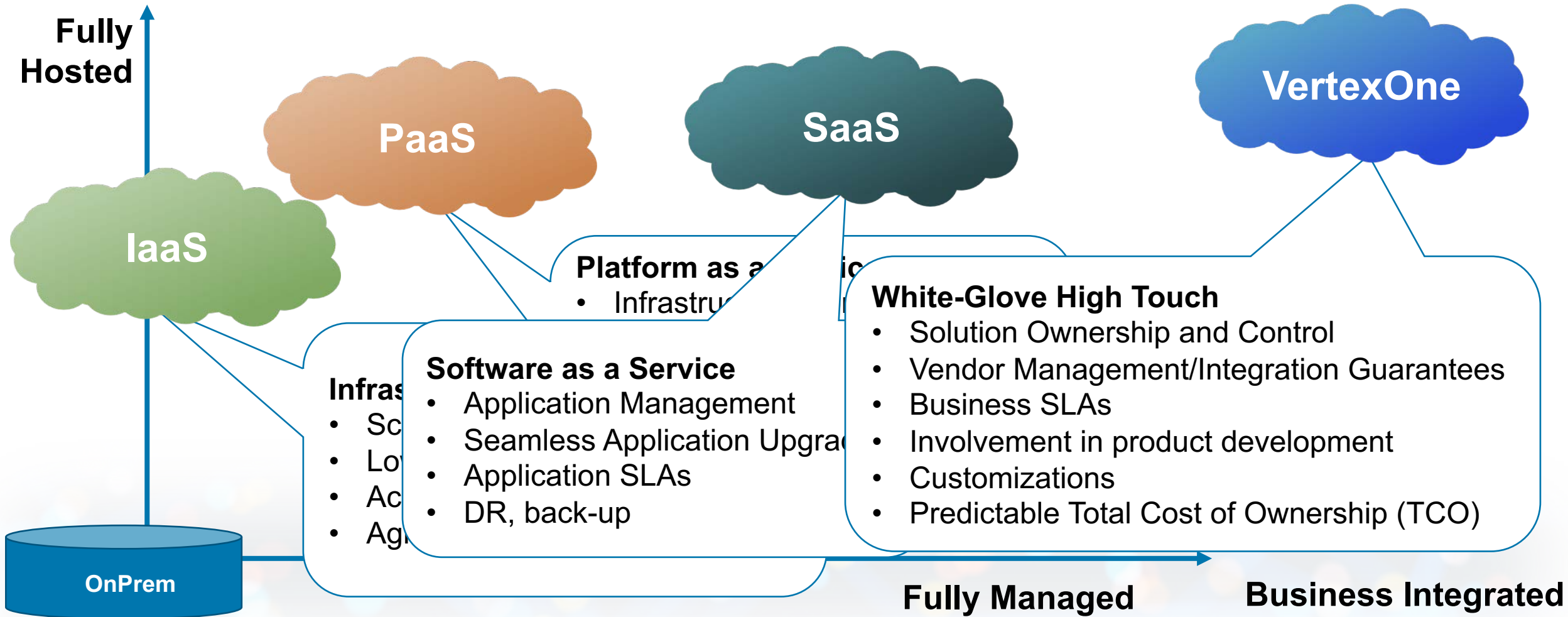
VP Marketing & Sales Support



Cloud Progression



What Cloud is right for you?



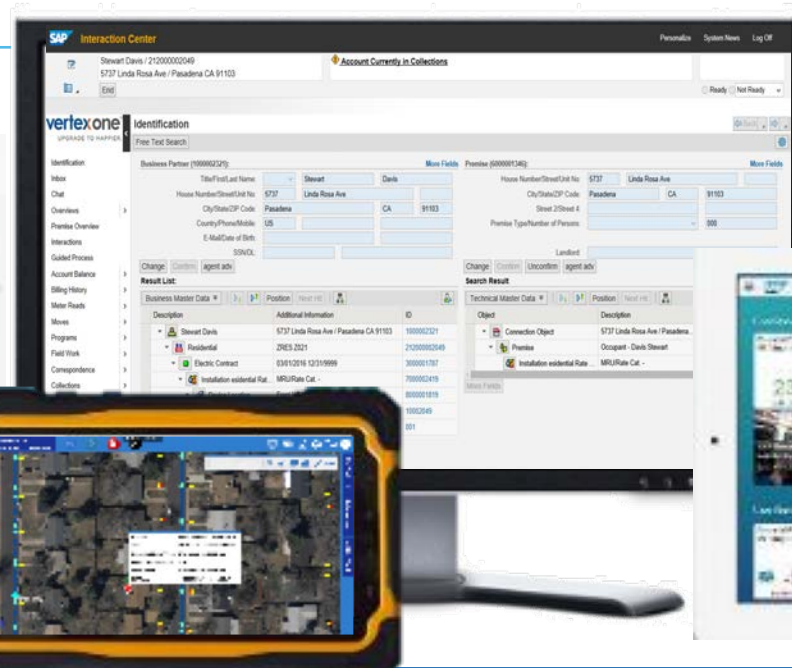
VertexOne

CIS, ERP, EAM

Meter Data Management



Mobile Workforce Management



Reporting, Analytics, & Insights



Customer Engagement



VertexOne Fully Hosted and Managed Model

CLIENT
VERTEX



License Re-sell and Management



Security and Compliance



Batch Management and Monitoring



Fast Start Implementation



Upgrade Management



Vendor Management



Tier 3 Data Center for Infrastructure



Application Support, Maintenance and Development



Commercial and Contract Management



High Availability and Disaster Recovery



Platform Integration Management



Service Level Agreement and Management

Solution Ownership

Clarify the Cloud for You

Why do I want a cloud solution?

Who is responsible for the technical upgrades?

How often are upgrades?
Do I get a choice when they are applied? Do I need to test?

Is the application customizable?

What happens if I have customizations within the system?

What are my business objectives?

What skillsets do I have in house?

What reporting do I get for application and infrastructure?

How was the implementation methodology changed from an on-premise approach?

Do I care about CapEx vs. OpEx?
What can be capitalized?

Who is responsible for the network?

Who is responsible for capacity planning?

How many vendors do I want to manage?

Who is responsible for application upgrades?

Who is responsible for integration?

How are patches applied?

Do I have a predictable TCO?

What solutions do I want to put in the cloud?

What responsibilities do I have to manage the application?

How can I bring this solution in house?

What level of security do you provide? What security do I need to provide?

Where is my data stored?

What happens when there is a disaster?

Is hardware shared?

Questions?