



California Update

techwire PRESENTS

STATE *of* TECHNOLOGY

CALIFORNIA INDUSTRY FORUM

DECEMBER 10, 2014
SHERATON GRAND HOTEL
SACRAMENTO, CA

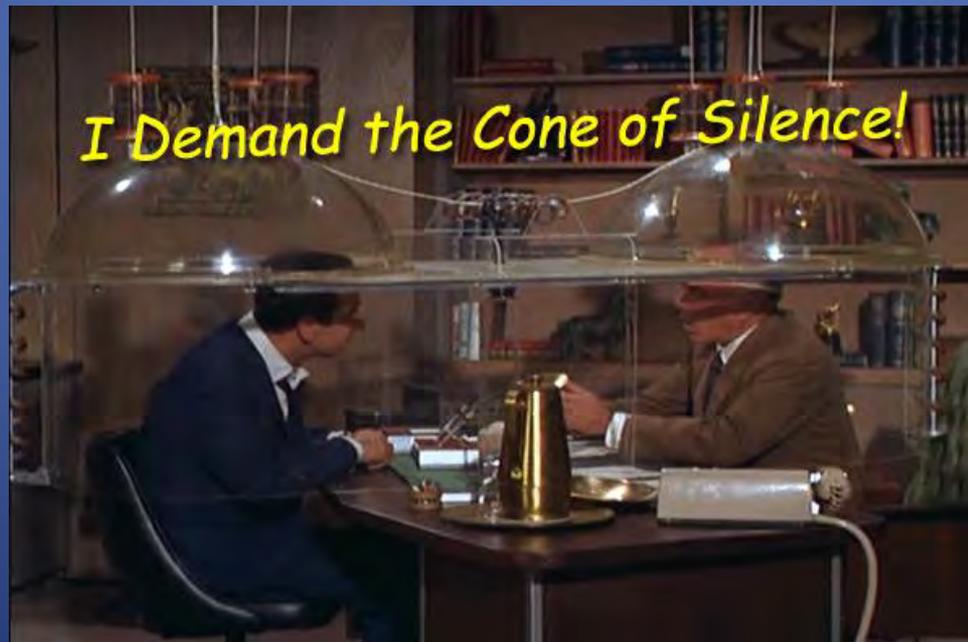
Topics For Today

- Efforts to reduce project risk
- Significant project procurement reforms
- California's cloud initiatives
- Public sector cooperation & information sharing



Feedback – Private Sector

- Procurements take too long - making it hard to bid
- Communication closes down during procurement
- Small businesses want more access





Feedback – State

- Procurements take too long & don't generate competition
- Processes are bureaucratic and don't add value
- Significant differences between bid & delivery
- Projects “fail” too often (Legislature)

Our Objective



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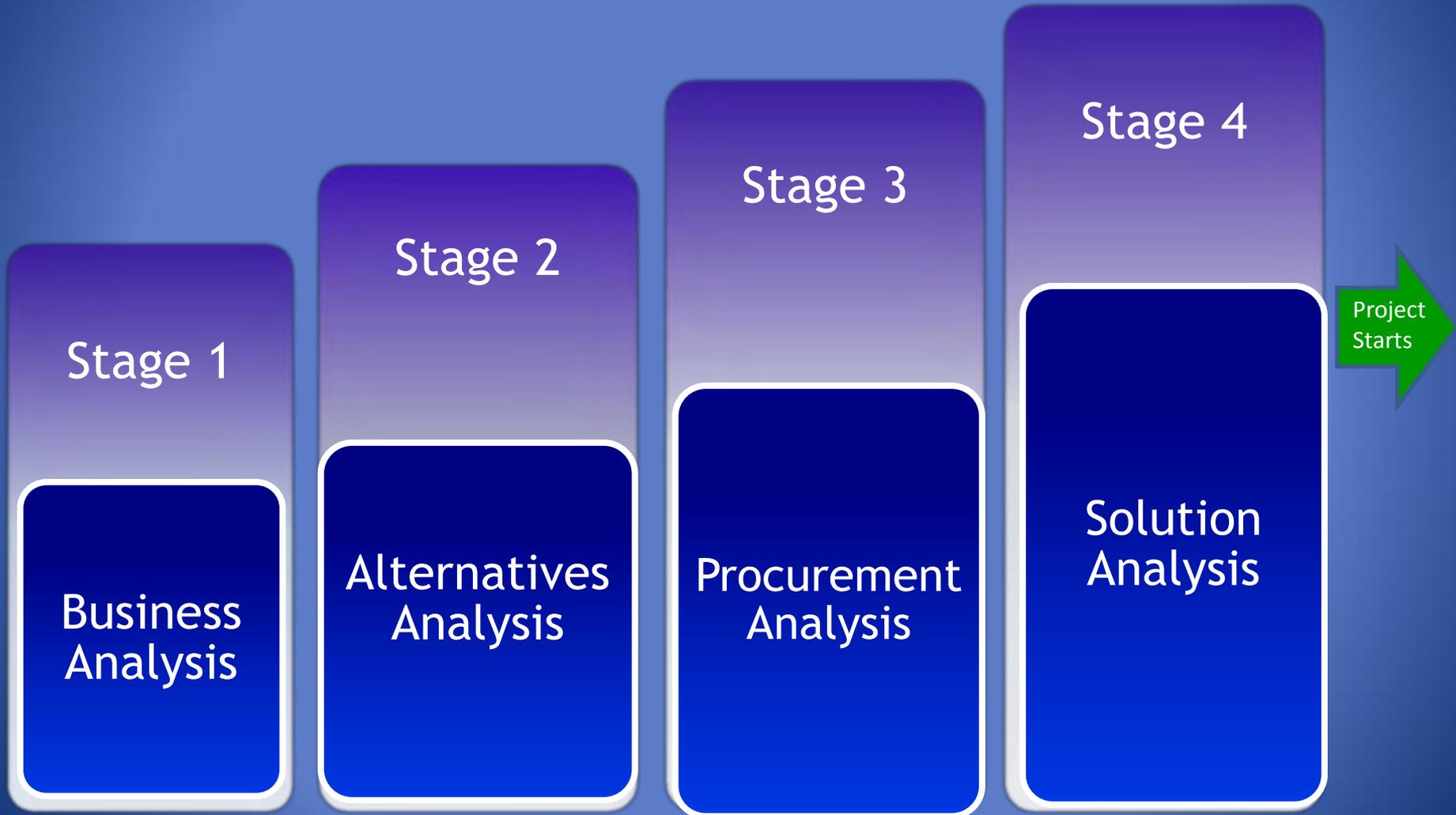
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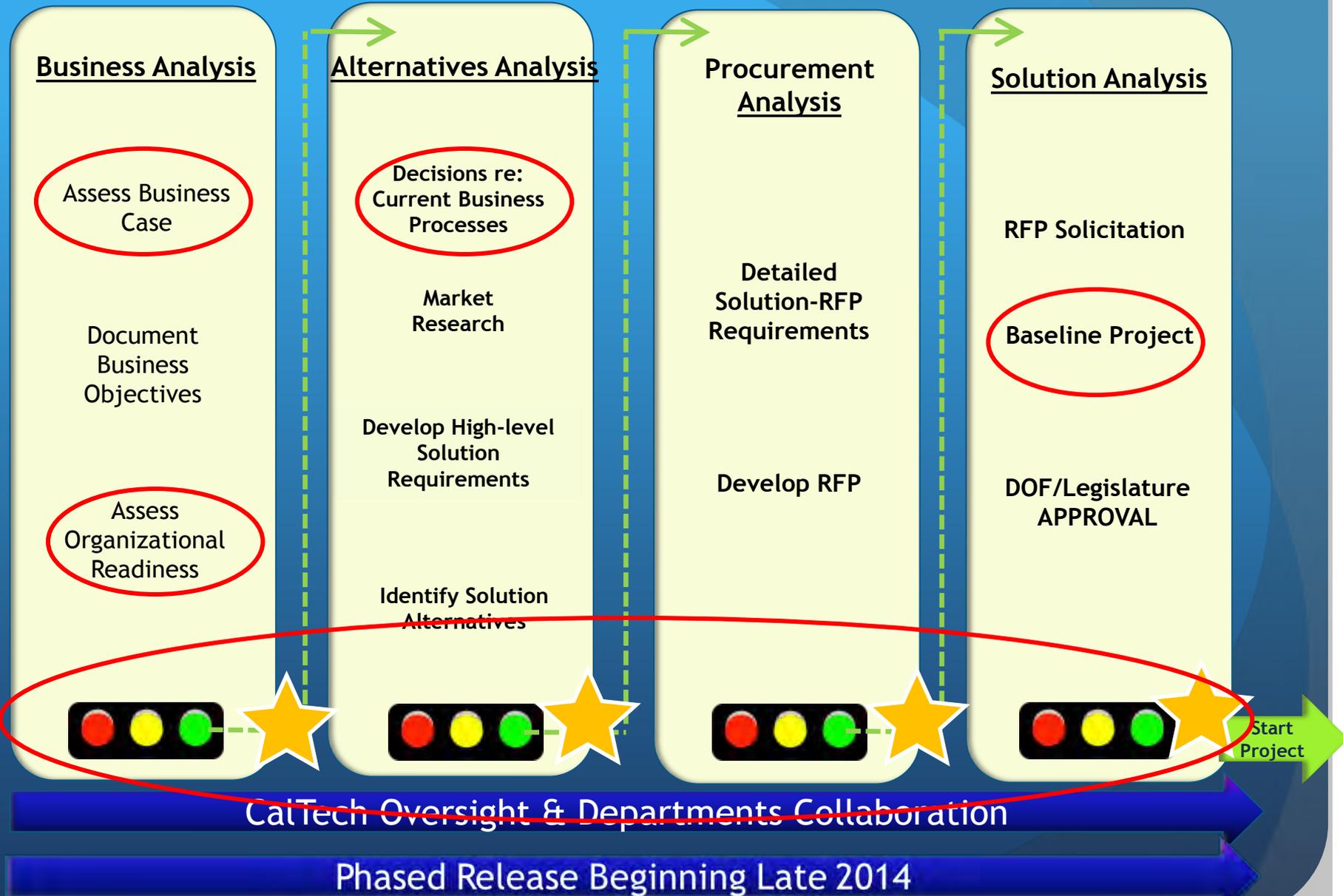
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Project Oversight & Approval



State Technology Approval Reform (STAR) Project



Procurement

Use of PCC 6611



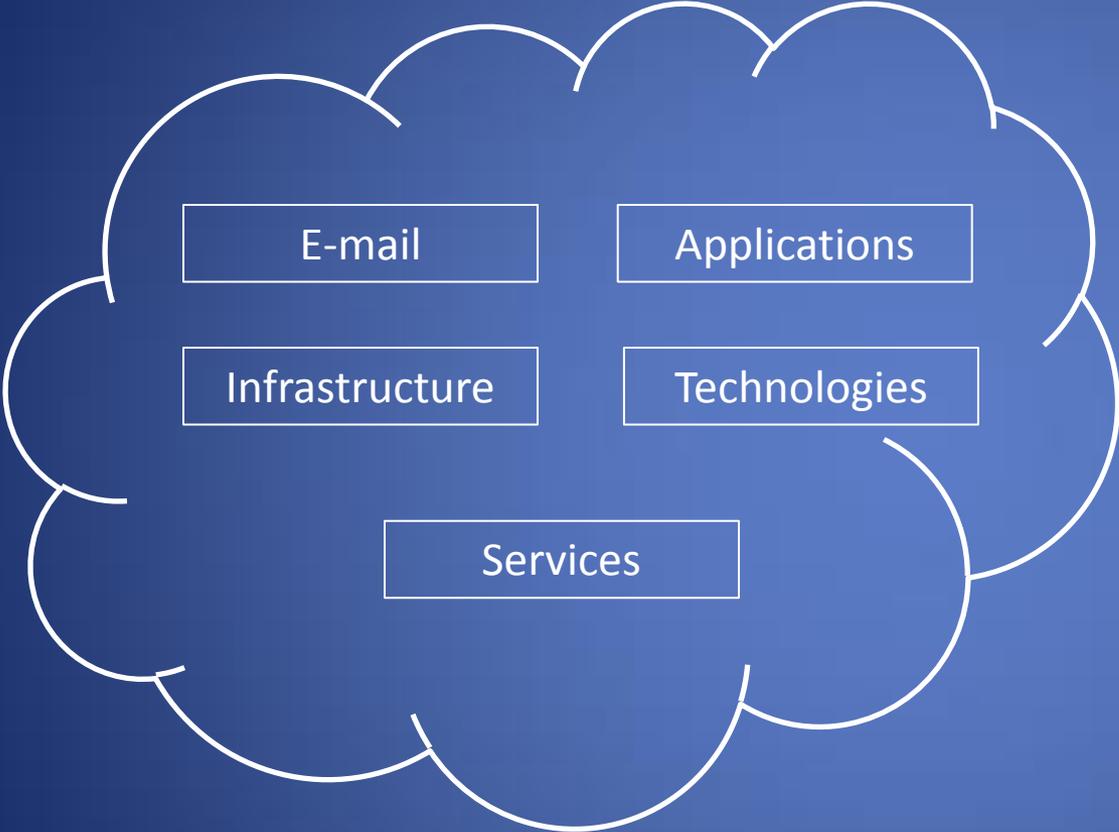
Evaluating Vendor Performance



Publishing Draft RFPs



California's Cloud Initiatives



Cloud First Policy

Departments



Clearing up Misinformation

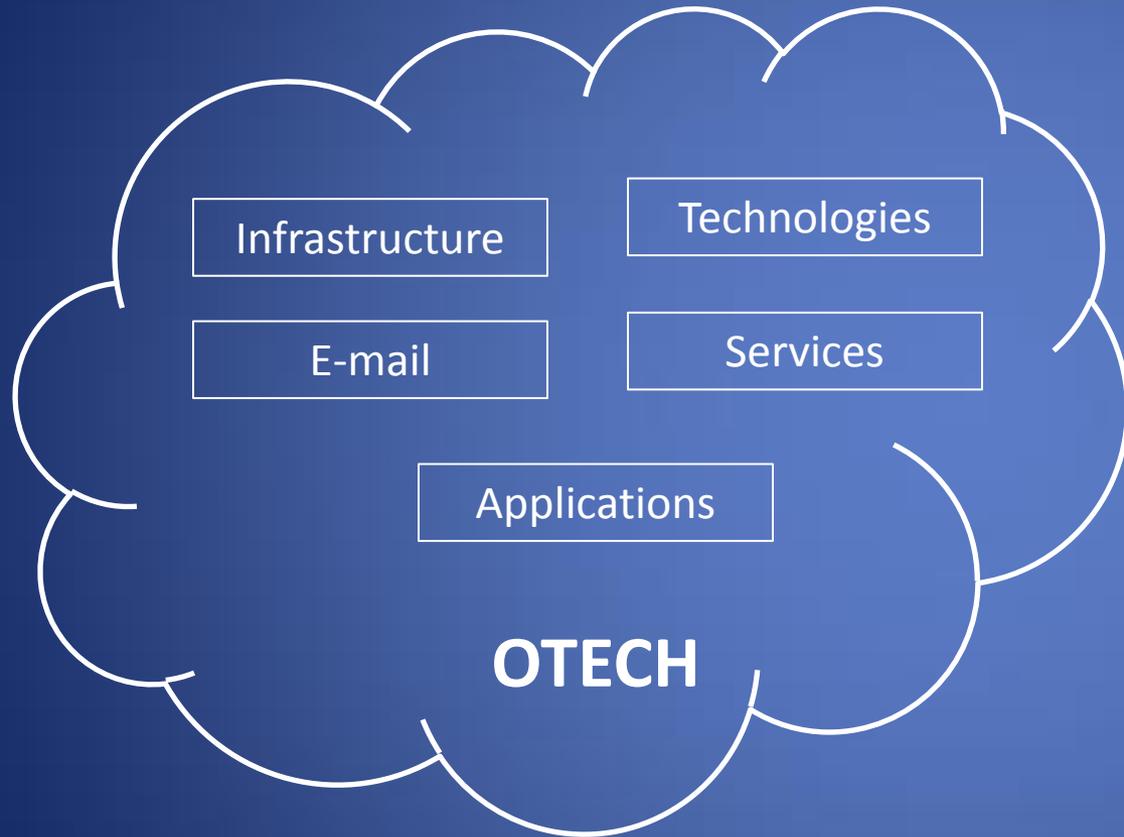
- Cloud Email - Competitively bid (CSC/Microsoft)
- Cloud Infrastructure - Competitively bid (IBM/KPMG)
- Enterprise Cloud applications/services brokered by OTech
Competitively bid
 - Portfolio Management (CA Technologies)
 - Service Desk (BMC)
 - Customer Relationship Management (Salesforce)
- Acquiring Cloud Services
 - No separate “Cloud” MSA
 - Cloud technologies & services already available through LPVs (WSCA Cloud targeted for release Jan 31st)
 - No separate “Cloud” exemption process

The Mechanics of Cloud Computing

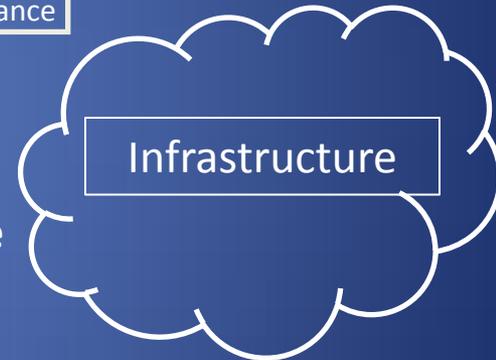
- Strategy & Policy
- Reporting/Oversight
- Intake - service request
 - Assessment, Planning, Architecture & Transition services
 - Technical expertise & resources
- Service Catalogue - rates/billing
- Procurement
 - vehicles & licensing
 - special provisions & contract templates

CalCloud

Depts



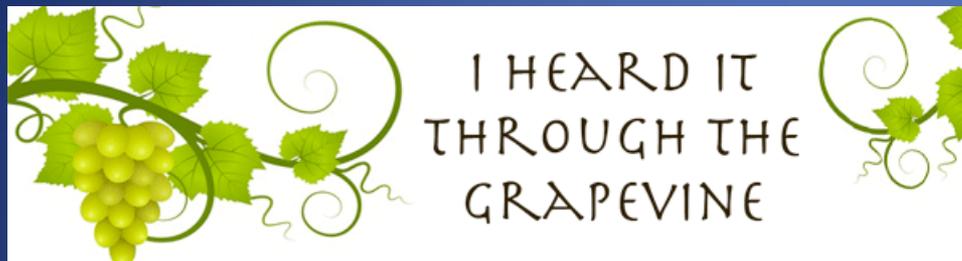
**Procurement
Architecture
Security
Oversight**



Cloud First Policy

Public Sector – Information sharing

Departments are sharing information



Lessons Learned
recognize mistakes
observe what works
document them
share them

States are talking too



Panel sessions - CIOs



We're talking w stakeholders





THANKS FOR LISTENING