



Standards to Foster Innovation

Vivek Kundra
Federal Chief Information Officer

www.whitehouse.gov

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\$76 Billion
Federal IT Budget

10,679 IT Systems

300 Million Customers

1.9 Million
Federal Employees



The Journey

- Announced the Cloud Computing Initiative on September 15, 2009
- Partnership with State and Local Governments
- State of public sector cloud computing





Federal Leadership in Cloud Computing

- Identify opportunities through data center consolidation
- Centralize certification of cloud solutions
- Develop standards for security, interoperability & data portability





SEC Improves Investor Advocacy Relations



PROBLEM

SEC need to scale volume and improve system response time over their existing 10 year old legacy system

SOLUTION

Migrate to Salesforce for case and contact tracking, paperless documentation, ease of configuration

BEFORE

AFTER

TIME TO CLOSE

- Over 30 days to close a case

- Less than 7 business days

WORKFLOW

- Distributed workforce had to rely on headquarters for documents

- Documents are stored online and available to all users

RESPONSE

- Regularly slow downs where users waited 10 seconds between keystrokes

- Near instant querying





First Government-wide System to Use Cloud



PROBLEM

A citizen tool that shines light into Federal spending that must handle millions of visitors and continuously update data

SOLUTION

Utilize Amazon's EC2 cloud service to provide 99.9% uptime, fully scalable capacity, and cost savings

BEFORE

APPROACH

- Dedicated hardware and software

AFTER

- Shift to a cloud solution that led to savings of \$750,000

RESOURCE ALLOCATION

- Data center and hardware management

- Redirected funding to help identify fraud, waste, and abuse





State of Utah Leveraging Scale



PROBLEM

The State of Utah needed to consolidate and optimize its IT infrastructure. Utah faced budget cuts and shortfalls similar to other State and Local Governments

SOLUTION

Moving to a hybrid cloud option (currently 70% complete) which includes Salesforce, Google Earth, and WikiSpaces services

BEFORE

APPLICATION
SERVERS

- 1800 physical servers

SAVINGS

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LEVERAGING
SCALE

- Local Governments in their infrastructure

AFTER

- 400 virtual servers

- \$4 million annually, out of \$140 million IT budget

- Local Governments leveraging State cloud





Los Angeles to Save Millions



PROBLEM

Needed to modernize communications but faced \$400M budget deficit

SOLUTION

By moving to Gmail, the city of L.A. will save \$5.5M in direct costs with potential ROI of \$20-\$30M

BEFORE

AFTER

TOOLS

- Email Only

- Email, Instant Messaging, Collaboration, Mobile devices, 25X storage

RESILIENCY

- Servers based in L.A. vulnerable to earthquakes and other disasters

- Geographically dispersed infrastructure

UPGRADES

- Time consuming, labor intensive and costly

- Built in short iterative cycles





A Shift to the Cloud

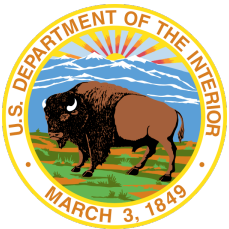
OPPORTUNITY

CLOUD SOLUTION



Support doctors and healthcare providers in implementation of Electronic Health Records (EHR)

- Nationwide solution for 2,000 users in 6 weeks
- Track and coordinate EHR implementations



Consolidate more than 12 email systems serving 80,000 users

- Moving 80,000 mailboxes to the cloud
- 66% expected cost savings



Modernize enterprise data centers

- Halted procurement of up to \$1.5 billion in data center efforts
- Reevaluating enterprise strategy in context of “Cloud First”





Call to Action

- Please join us in our collaborative effort to develop standards
- The community can accelerate cloud adoption by validating key cloud specifications
- The cloud computing standards development journey begins today





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