Monash University

Cloud infrastructure

Wellington Road
Clayton, 3800
Australia
+61 39 90 26000 (Main)
http://www.monash.edu/

Industry: Higher Education
Company Size: 10,001+

The Opportunity

- Monash University is looking to purchase public cloud for their office in Clayton in the next 3-6 months

A member of the buying team affirmed the upcoming purchase and project - completing a questionnaire/interview and detailing what they are (and aren't) addressing in the scope of their upcoming spends.

Current Solutions

- Virtualization Technology Currently Deployed
    - VMware
    - RedHat Enterprise Linux-based KVM
    - Ubuntu KVM
- Which of these services are you involved in managing or selecting?
    - Infrastructure as a Service
    - Platform as a Service
    - Software as a Service
- Public Cloud
- Which of the following public cloud features are you currently using?
    - Dedicated instances, i.e., my VM runs only on hardware used by me
- Public Cloud Vendors
    - Open source vendor
- Open Source Cloud Vendors
    - OpenStack
- Hybrid Cloud
- Description of Approach to Managing Hybrid Cloud
    - We have common management tools for both the public and private cloud.
- Vendors Currently Deployed for Hybrid Cloud Management Tools
    - None

Key Purchase Considerations

In this section, we detail the specifics of the problems your prospect is looking to solve, the solutions they are considering, and the specific drivers of their upcoming decisions.

- Public Cloud
- Primary Drivers of Public Cloud Deployment
  - Cost savings
  - Avoid building additional data center resources
- Most Important Public Cloud Concerns
  - Security and/or compliance
  - Networking/latency issues
- Key Attributes when Selecting Public Cloud Products
  - Cost
  - Performace
  - I can migrate workloads to other cloud vendors
- Services to Deploy in the Public Cloud
  - Business productivity applications (e.g., CRM, Google Apps, Microsoft Office)
  - Enterprise applications (e.g., ERP, finance, HR)
- Number of Virtual Machines you Plan to Add in the Public Cloud
  - 864
- Vendors Considering to Purchase New Public Cloud Capacity From
  - Amazon Web services
  - Microsoft Azure
- Vendors Considering to Purchase New Public Cloud Capacity From
  - Rackspace
  - Verizon/Terremark
- Additional Services to Deploy in the Public Cloud (besides raw VM capacity)
  - Database

Suggested Contact Call Strategy:

This report reflects a project happening at this account, and your ability to reach and engage specific contacts will help determine your success. This report is based on direct input from a member of the buying team. To help prioritize your outreach plan, the contact information that follows includes highlighted TechTarget prospects, who are by definition IT pros who research technology purchases. Also included are IT team contacts we've obtained from publicly available sources. We recommend you start your outreach with the TechTarget prospect(s) listed below. Then, continue to surround the opportunity by reaching out to the contacts you know already in your CRM system, as well as the publicly-sourced contacts we provide. The project is in play – put yourself in the best position to penetrate the account and win the deal.

Contact

Name	███████████████████	TECHTARGET PROSPECT
Title	Network ██████████	
Email	████████@monash.edu	
Phone	████████████ (Direct)	
Phone (Alt)	+61 39 90 26000 (Main)	
LinkedIn	http://au.linkedin.com/pub███████████	

Contact

Name	Tiedan Yu	3RD PARTY PROSPECT
Title	Senior Storage Administrator	
Email	tiedan.yu@monash.edu	
Phone (Alt)	+61 39 90 26000 (Main)	
LinkedIn	http://au.linkedin.com/pub/tiedan-yu/19/446/310/en	

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