



CalCloud Vendor Forum

April 6, 2016



California
DEPARTMENT OF TECHNOLOGY



Introducing...

Chris Cruz

Chief Deputy Director, Operations
Department of Technology

- ❖ Welcome and Overview
- ❖ Governance
- ❖ CalCloud
 - ✓ IaaS
 - ✓ VHSS
 - ✓ Security
- ❖ CALNET Update
- ❖ Procurement Update
- ❖ Questions & Answers





Transparency, Lessons Learned, Collaboration

- ❖ Status
- ❖ Vendor Outreach
- ❖ Legislative Collaboration
- ❖ Governance (Vendor Advisory Board)



- Makes final decisions on requests and/or recommendations
- Members: CDT Director and Chief Deputies

CDT Executive Governance

- Considers proposed service recommendations
- Members: AIOs and Other key leaders

Operations Governance Council

CDT Services Council

- Develop recommended services
- Members: CDT Operations Executives

Operations Strategies Council

- Advisory role on service proposals and enhancements
- Members: Subset of AIOs/CIOs

Vendor Advisory Council

- Collaborate and advise CDT on services portfolio
- Members: TBD through consultation with industry groups such as CompTIA, ITAPS and TechNet



Introducing...

Rob Schmidt

Chief, Office Technology Services
Department of Technology



Who is Using CalCloud Now?

CALIFORNIA DEPARTMENT OF
Health Care Services



CALSTRS



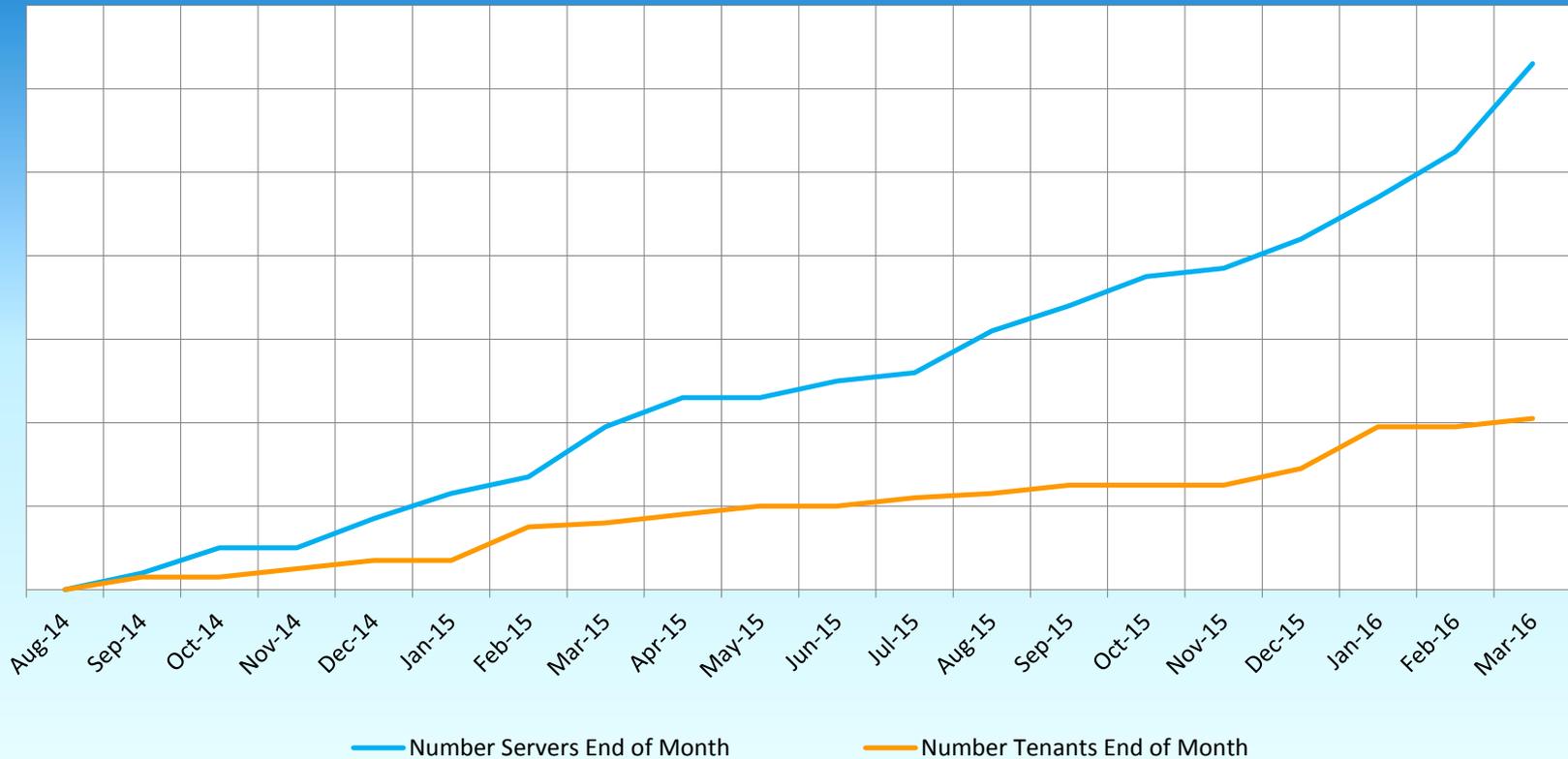


Stat Comparisons

*As of March 2016: 30 Tenants, 126 Servers

Planning is underway for an additional 265+ servers within the next year

CalCloud Tenants and Tenant Servers*





CalCloud Vendor Partners





Introducing...

Scott MacDonald

Branch Chief, CalCloud

Department of Technology



CalCloud Portfolio Status - IaaS

- ❖ Server Operating Systems
 - IBM AIX 6.1, 7.1
 - Red Hat Linux 5.1, 6.1
 - Windows 2008 R2, 2012 R2
- ❖ Server Sizing T-Shirt Sizes
 - Small
 - Medium
 - Large
 - X-Large
- ❖ Server Types
 - AV\OS patching with license
 - OS licensed
 - No OS license

Offering Details

Requested For: SCOTT.MACDONALD ⁱ [User Provided Attachments](#)

* Team: >>

* Server Type: AV\OS patching with license

* VM Size: Medium (4 CCU, 8 GB RAM, 90 GB Storage)

- Small (2 CCU, 4 GB RAM, 90 GB Storage)
- Medium (4 CCU, 8 GB RAM, 90 GB Storage)
- Large (8 CCU, 16 GB RAM, 90 GB Storage)
- X-Large (16 CCU, 32 GB RAM, 90 GB Storage)

Image Template Name:

Host Alias:

* Additional Memory: No Additional Memory

* Additional Disk: No Additional Disk

* Backup Services: No Backup Services

* Archive Storage: No Archive Storage

* Environment:

* Tier:



Assessment, Planning, and Implementation Services

- ❖ The assessment, planning and implementation contract:
 - Assess departmental portfolio or application for suitability to migrate to CDT CalCloud IaaS or other CDT datacenter services.
 - Migration of system/application to CDT CalCloud IaaS or other CDT datacenter services.
 - Create individual contracts for each assessment/migration project.
 - Standardized contract template that provides vendors sufficient information to adequately bid on assessment, planning, and/or implementation service projects.



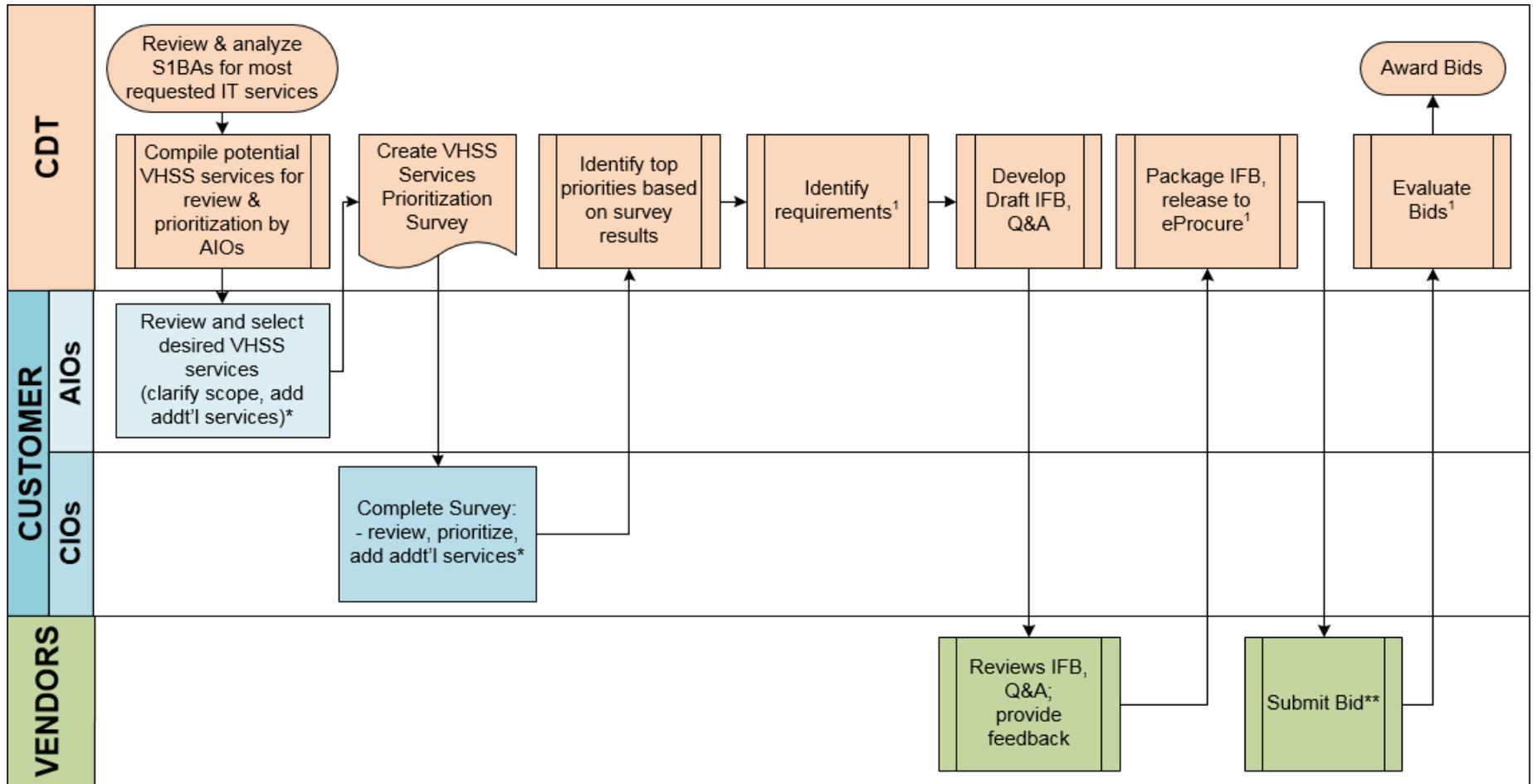
Introducing...

Richard Rogers

Deputy Director, Engineering
Department of Technology



How VHSS Services are Selected and Awarded



* Customer recognizes themselves as control entities for any of the potential new VHSS services identified at this step.

** Self-Certification Assessment is no longer required.

¹ CDT will coordinate with Customer SPOC's and control entities to perform these functions.

- ❖ For Prioritized Lines of Business
 - Submit bids as IFBs are released

- ❖ Lines of Business Yet to be Prioritized
 - Market services to AIOs and CIOs





Original Five

- ❖ HR Tools *(collaborating with control agencies)*
 - Time & Attendance
- ❖ Learning Management System (LMS) *(collaborating with control agencies)*
- ❖ Identity Management *(awaiting changes to legislation)*
 - eSignature / Digital Signature
- ❖ Collaboration *(completed by leveraging CALNET)*
- ❖ Customer Relationship Management (CRM)
(cancelled based on customer feedback)

Additional Priorities

- ❖ Backup Secondary Storage Services (BS3) (June 2016)
- ❖ Office Productivity / Email (completed)

Future Priorities

- ❖ Business Intelligence
- ❖ Disaster Recovery (DR)





Achieve VHSS Vendor Success

How to get customers to take advantage of VHSS Services?

- ❖ Continue marketing services to customers
- ❖ Vendor presentations to CDT to assist with marketing plan
- ❖ Communicate cloud offerings and advantages to existing on-premise customers
- ❖ Provide frequent on-site trainings
- ❖ Offer proof of concept or free trials
- ❖ Offer a mechanism to easily onboard customers to service





Introducing...

David Langston

Manager, Security Management Branch
Department of Technology

- ❖ The CA Office of Information Security (SAM 5300) require that agencies comply with NIST guidance to protect their information and information systems through cost-effective programs.
- ❖ NIST lays the foundational protocol for agencies and vendors to follow when achieving compliance with specific regulations such as HIPAA or FISMA.





CalCloud Security Framework

California Government Enterprise Network (CGEN)

ANSI TIA-942 Tier III Data Centers

CalCloud Information Security Controls derived from:

IRS 1075

HIPAA

NIST 800-53

FEDRAMP
'Moderate
Controls'

ISO/IEC
27000

FIPS 140-2

CalCloud Security Control Program

CalCloud provides a comprehensive and multi-layered security framework

Introducing...

Barbara Garrett

Deputy Director, Statewide
Telecommunications and Network Division
Department of Technology

❖ CALNET 2 Update

❖ CALNET 3 Update

- Category 10: Satellite
- Categories 3 & 5 Refresh
 - 3 – Metro-Ethernet
 - 5 – Managed Internet
- Category 14: Broadband Internet

❖ CALNET 4



CALNET Vendors

CALNET3





Introducing...

Jim Butler

Deputy Director, Procurement Division
Department of General Services



Terms and Conditions

- ❖ Draft terms and conditions for acquisition of IaaS and PaaS
 - Issued Broadcast Bulletin #: E-05-16
 - Based on 2014 Center for Digital Government recommendation
 - Requesting comments by April 8, 2016 via email link
 - Publishing all comments on DGS' website
 - Public forum to review comments on April 22, 9am – 12pm
 - May view via webcast or attend in person at DGS HQ, West Sac.
 - Reissue updated terms and conditions by May 6
 - Final comments due by May 20
 - Issue final terms and conditions June 3



NASPO ValuePoint “XaaS” Bid

What is it?

- ❖ A portfolio of Public Cloud based “As-A-Service” Contracts and Cloud related Services grouped within a broad array of sub-categories
- ❖ Follows NIST defined SaaS, IaaS, and PaaS Service Models
- ❖ Within each specific category potential for multiple awards
- ❖ Additional categories proposed by the offer or will be considered



Who is interested?

- ❖ Thirty-four states signed an intent to participate
- ❖ Potential for use from political subdivisions and education if authorized by State CPO and CIO
- ❖ Information Communication Technology Advisory Council (ITCAC) made up of 10 State CIO Office representatives, 4 State CPOs with IT procurement experience and a representative of NASCIO



What are the benefits?

- ❖ Mandatory completion of Consensus Assessment Initiative Questionnaire (CAIQ) based on the Cloud Security Alliance's Cloud Control Matrix (CMM)
- ❖ Deeper pricing discounts through aggregated buying
- ❖ Future facing – anticipates the future needs of government
- ❖ Creates a “go to” market for public cloud service contracts
- ❖ Provides a framework for innovative solutions by engaging the best and brightest from multiple states to develop a shared solution



CLOUD SOLUTIONS MARKET PLACE

Portfolio of public cloud based applications and services with multiple awards in each category

SaaS

- E-mail
- Productivity
- ERP
- Security
- Data Analytics
- Other TBD

IaaS

- Application Hosting
- Data Storage
- Test and Development
- Other TBD

PaaS

- Application Development
- Other TBD

GIS

- Data Storage
- Imagery as a Service
- Other TBD

Limited Cloud Services, Design, Architecture, Assessment, Inventory, integration, Other TBD*

*Independent Cloud Consulting Services will be added by a later solicitation.





Burning Questions

- ❖ **A payment amount of \$40 million was shared at the CalCloud Hearing on March 9, 2016. What does this amount represent?**
 - ✓ The \$40 million amount is a summary of payments made to vendors over the past 5 years for CalCloud services. The vast majority is for email services, but it also includes payments made to vendors for VHSS and IaaS services.

- ❖ **When do you anticipate VHSS priority line of business #4, Collaboration, to become available for CalCloud 2.0 VHSS application? I believe CDT is still on #1, which is HR Tools, but could be mistaken.**
 - ✓ Collaboration services are being provided through CALNET. There are no plans to procure any additional collaboration services at this time.



Additional Burning Questions

- ❖ **There are several RFPs that have come out recently recommending CalCloud for hosting services. Often the RFP's include SLA's and requirements around the infrastructure. What is CalCloud doing to make sure that the CalCloud infrastructure will meet the various SLA's that vendors must commit to?**
 - ✓ CDT has published Service Level Agreements for infrastructure with IBM. CDT will be working with departments to standardize RFP language to clearly define the roles and responsibilities of IBM and the System Integrator.

- ❖ **How will the CalCloud service address unified communications in the cloud?**
 - ✓ Unified communications is available today on CALNET 3 and through the Office Productivity service for eligible customers.



Final Burning Questions

- ❖ **In addition to State entities, can educational institutions, cities and counties use the services?**
 - ✓ Yes, other government entities can use CalCloud
- ❖ **How do providers proceed if they don't agree with the Terms and Conditions?**
 - ✓ The Terms and Conditions are governed by DGS. Request for changes can be addressed through to DGS.



Check out the CalCloud webpage at:
<http://marketing.dts.ca.gov/calcloud/>



Thank you for Coming

