Caseism.com

Plan of Action

- Highly decentralized decision model
- Openness and ease of change in cloud platform
- Focus on implementation of infrastructure

Practice what you Preach

"We'll never own a server or depend on on-premise software as long as we run Appirio"
- Glenn Weinstein (CIO)

- Empty server room
- QuickBooks, Google apps, Salesforce.com, Workday
- IT as a % of revenue: 2-3

What is their Goal?

- More value for their systems and software
- Products and services to accelerate transition to cloud
- Current IT too complex and costly

What is Appirio?

- Founded in 2006 with focus on SAS and cloud computing
- Deliver benefits to medium and large companies
- Started with VMstaan and three founders

How to compete as a pure play cloud company?

How does Appirio continue to grow and differentiate itself from similar companies?

IBM   accenture

What happens after the cloud?

Zuora Inc.:Venture Into Cloud Computing

Steve Starkey, Fatima Shahzad, Walter Hill, Kurt Karpov

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