

# General Dynamics CloudBroker

*Government focused cloud services available today*



## CloudBroker Benefits:

- *Significant savings over traditional IT and typical cloud infrastructures*
- *Rapid deployment - stand up new or add additional capacity in minutes, not months*
- *Unified billing for all cloud-based infrastructure and services*
- *Capacity monitoring, load management and cloud bursting*
- *Service level agreement management and enforcement with cloud providers*
- *Order management and procurement approval chain automation*
- *Pre-integration testing, security and enhancement of existing clouds*
- *Potential to broker, provision, chargeback and monitor existing agency infrastructure*
- *Additional options such as application migrations, cloud maintenance and security services*

Cloud computing offers a cost-effective, pay-as-you-go alternative to traditional enterprise IT infrastructure, application development platforms and services. With a cloud-based infrastructure, shared pools of configurable computing resources (e.g., networks, servers, storage, applications, and services) are accessible from anywhere on virtually any device. Compared with traditional infrastructure, cloud computing offers rapid deployment and increased flexibility and scalability to meet changing demands, while also lowering capital expenditures and operating costs. Additionally, IT budgeting around cyclical or otherwise unpredictable demand for resources with traditional approaches can be nearly impossible. Cloud computing empowers CIOs to take control of their budgets by allowing them to pay for only what they use, similar to a utility such as power or water.

Cloud computing also presents a unique set of challenges – particularly with planning, procuring and managing IT resources and billing for cloud services. Most agencies considering cloud computing spend months researching and planning. They must work to understand their current IT resources, including how IT supports the agency business, before planning or procuring their cloud-based architecture. Once needs are understood, agencies spend additional time researching, qualifying and selecting cloud service providers to meet their needs. Often, agencies must use multiple cloud service providers to fulfill all the requirements. Identifying qualified providers who meet requirements for performance, availability, security and privacy is not an easy process as the cloud market is still maturing. If not planned, implemented and monitored carefully, attempts to leverage cloud infrastructure can result in unmanageable “cloud sprawl,” unidentified “rogue” IT systems, siloed clouds and applications and cloud vendor lock-in. Additionally, once cloud infrastructure is in place, agencies are faced with variable

## Self Service Tools:

- Identify, compare and qualify cloud service providers
- Enable visual multi-cloud design and architecture
- Automate cost estimating and acquisitions approval workflow
- Provide monitoring, command and control of an agency's complete cloud enterprise

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### About General Dynamics Information Technology

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems engineering, professional services and simulation and training to customers in the defense, federal civilian government, health, homeland security, intelligence, state and local government and commercial sectors. With approximately 21,000 professionals worldwide, the company delivers IT enterprise solutions, manages large-scale, mission-critical IT programs and provides mission support services.

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billing and need to monitor usage constantly to ensure resources are available, secure and allocated efficiently to maintain peak performance and security.

## Cloud Brokerage

In order to capture the benefits of cloud computing more quickly, and without many of the management challenges and business risks identified above, agencies are now turning to cloud brokers. A cloud broker is an entity that manages the contracting, acquisitions and procurement, use, performance and delivery of cloud services, and negotiates relationships between cloud providers and cloud consumers. Cloud brokers such as General Dynamics can help agencies through the complexity of cloud service offerings and can shorten the overall time needed to move to the cloud.

## General Dynamics CloudBroker Platform and Services

General Dynamics CloudBroker offers agencies unprecedented ability to aggregate, integrate, intermediate and commoditize cloud infrastructure from multiple providers to deliver a fully integrated environment at a lower cost than a traditional cloud approach. General Dynamics CloudBroker aggregates and integrates a full range of public, private and hybrid cloud services (Infrastructure as a Service, Platform as a Service, Software as a Service and professional services) to provide agencies with a single point of view and contact for procuring and managing cloud resources. With General Dynamics CloudBroker, agencies can immediately take advantage of all of the benefits of cloud computing plus the ability to compare cloud offerings, estimate cost, govern acquisitions, manage costs and capacity and maintain full situational awareness across the multiple cloud providers. Additionally, General Dynamics facilitates negotiations of Terms and Conditions between agencies and cloud service providers and provides government-specific workflow tools that automate purchase requisition approval, including real-time cost estimation.

## Additional Services

General Dynamics provides services and solutions to support the full IT life-cycle in the cloud. Our service catalog is growing continuously and currently provides access to the following cloud service categories:

- **Cloud Infrastructure as a Service (IaaS):** Provision processing, storage, networks and other fundamental computing resources in order to deploy and run customer-specific software, which can include operating systems and applications. General Dynamics will manage the underlying cloud infrastructure while the agency has control over operating systems, storage, deployed applications and select networking components (e.g., host firewalls).
- **Cloud Platform as a Service (PaaS):** Deploy consumer-created or acquired applications onto the cloud infrastructure using programming languages and tools supported by the provider.
- **Cloud Software as a Service (SaaS):** Use provider's applications running on a cloud infrastructure from various client devices through either a thin client interface, such as a web browser (e.g., web-based email), or a program interface. The customer does not manage or control the underlying cloud infrastructure (e.g. network, servers, operating systems, storage). Most often, the customer does not manage or control even individual application capabilities, except in some cases limited user-specific application settings.
- **Cloud Assessment:** General Dynamics can assist agencies in establishing a strategy and roadmap for moving applications to the cloud. The assessment will enable IT managers to identify candidates for cloud services, identify risks and benefits based on a set of criteria such as operational readiness, security, application characteristics, complexity, cost, etc.

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