# DoD Collaboration Transformation

## Moving to the Cloud

John Allison
Product Manager
27 Aug 1018

# Why am I standing up here?

- Responsible for Cisco's Hosted Collaboration Solution for Defense (HCS-D)
  - Cisco's first DoD IL 5 SaaS offering
- Retired AF (62E3A) with significant IT acquisition experience

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Cisco’s Journey to the DoD Cloud

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# It’s a Long Road to the Collaboration Cloud

- Today
  - On-premises
  - Dial tone is collaboration
  - Significant upfront investment
  - Limited conferencing
  - Limited redundancy

- Tomorrow
  - Cloud delivered
  - Rich collaboration experience
  - Subscription based service
  - Seamless conferencing
  - Hybrid Cloud/On-premises redundancy for critical users

Analog technology
Low quality
Single function
Single device

Digital delivery
High definition
Integrated services
Multiple devices

es. All rights reserved. Cisco Public

# How Did We Get Here?

**Hosted Collaboration Solution (HCS)**

- Enterprise Unified Collaboration Capabilities
- Hosted

**HCS for Government (HCS-G)**

- FedRAMP Moderate
- Cisco Hosted

**DoD Business Case**

- Market Demand
- Competitive Analysis
- Business Case
- Decision
- Investment

**HCS for Defense (HCS-D)**

- Tailored for DoD
- Impact Level 5
- Hybrid Cloud Solution

Design

Build

Audit

Submit to Sponsor

DISA Eval

Remediate/CONMON

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Enterprise vs DoD
# **Key Differences**

# Enterprise vs DoD – Key Differences

- Scale
- Customization
- Dependencies
- Sales Timeline
- Security
- Threats
- Network

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Scale

- DoD is small compared to multi-tenant enterprise

- Enterprise more acceptable of a multi-tenant extreme scale offering

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Customization

- DoD expects customization for each deal

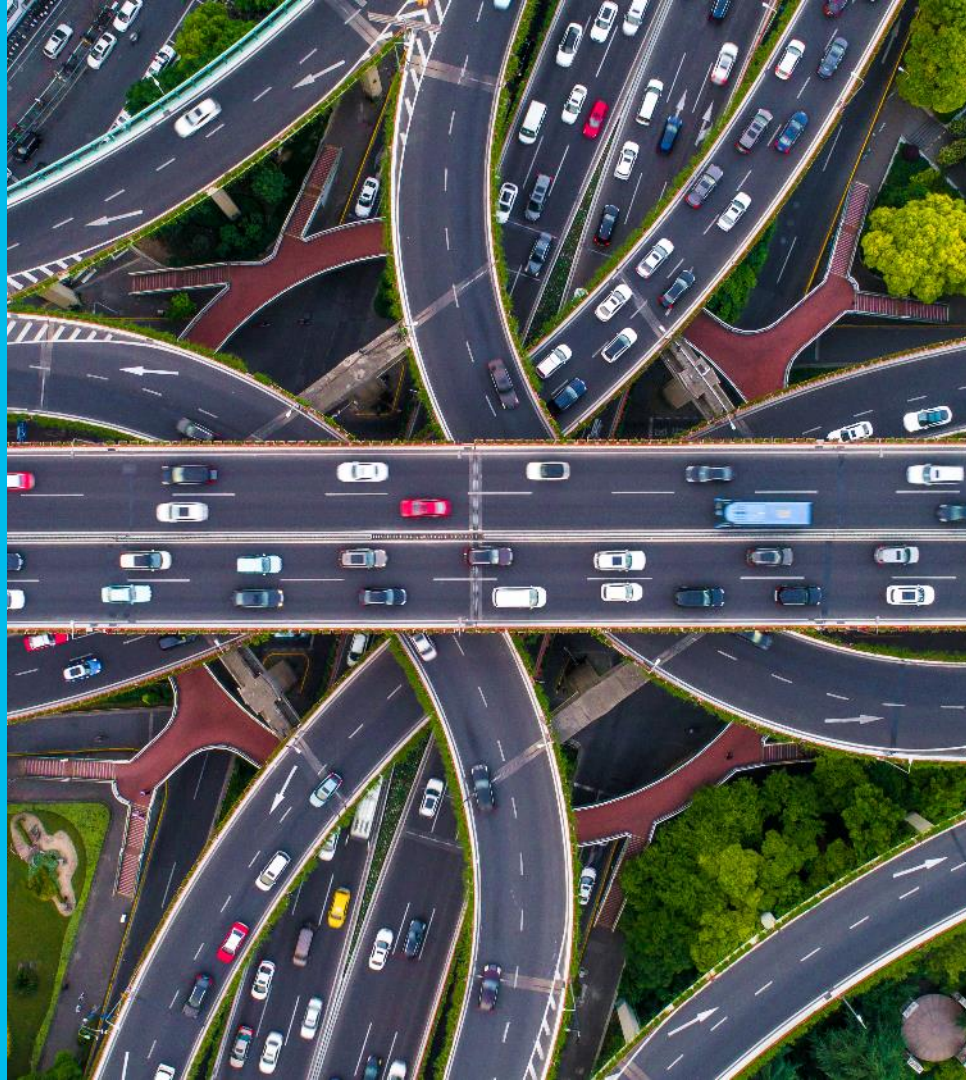
-Limited customization in the enterprise

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Dependencies

- DoD introduces multiple dependencies

- Enterprise has more control over ability to succeed



© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# DoD SaaS Challenges

- Authorization Pipeline
- Control Interpretations
- Personnel
- Expected Return on Investment
- Support
- Barriers to Innovation
- Price
- FedRAMP -> DoD

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Authorization Pipeline

- DoD has limited bandwidth to process Cloud Service Provider packages

- Timeline predictability key to gaining corporate approval

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Control Interpretation

- No guarantee on if Gov’t will agree with how a CSP and 3PAO interpreted a control

- Early concurrence reduces rework and program delays

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Personnel

- Background Investigations vs Clearances

- Personnel retainability without a DD254 in place

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Expected Return on Investment

- Expectation is that cloud is less expensive

- Actual analysis is very difficult

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Opportunities

- Improved warfighting capabilities
- Improved enterprise security
- Vendor agility
- Increased competition
- Robust marketplace
- Common cost models

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Summary

- The DoD needs/deserves the best cloud offerings
- Experiencing some growing pains
- Partnership is the key to success

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

# Questions?

John Allison

(919)392-3785

joalliso@cisco.com

© 2018 Cisco and/or its affiliates. All rights reserved. Cisco Public

CISCO