DoD Collaboration Transformation
Moving to the Cloud

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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
Cisco’s Journey to the DoD Cloud
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

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Analog technology
- Low quality
- Single function
- Single device

Digital delivery
- High definition
- Integrated services
- Multiple devices
# How Did We Get Here?

|-------------------------------------|---------------------------|-------------------|------------------------|
| • Enterprise Unified Collaboration Capabilities  
• Hosted | • FedRAMP Moderate  
• Cisco Hosted | • Market Demand  
• Competitive Analysis  
• Business Case  
• Decision  
• Investment | • Tailored for DoD  
• Impact Level 5  
• Hybrid Cloud Solution |

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**Design**  
**Build**  
**Audit**  
**Submit to Sponsor**  
**DISA Eval**  
**Remediate/CONMON**
Enterprise vs DoD
Key Differences
Enterprise vs DoD – Key Differences

- Scale
- Customization
- Dependencies

- Sales Timeline
- Security
- Threats
- Network
Scale

- DoD is small compared to multi-tenant enterprise

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

- DoD expects customization for each deal

-Limited customization in the enterprise
Dependencies

- DoD introduces multiple dependencies
- Enterprise has more control over ability to succeed
DoD SaaS Challenges

- Authorization Pipeline
- Control Interpretations
- Personnel
- Expected Return on Investment
- Support
- Barriers to Innovation
- Price
- FedRAMP -> DoD
- DoD has limited bandwidth to process Cloud Service Provider packages

- Timeline predictability key to gaining corporate approval
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
- Background Investigations vs Clearances
- Personnel retainability without a DD254 in place
Expected Return on Investment

- Expectation is that cloud is less expensive

- Actual analysis is very difficult
Opportunities

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

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