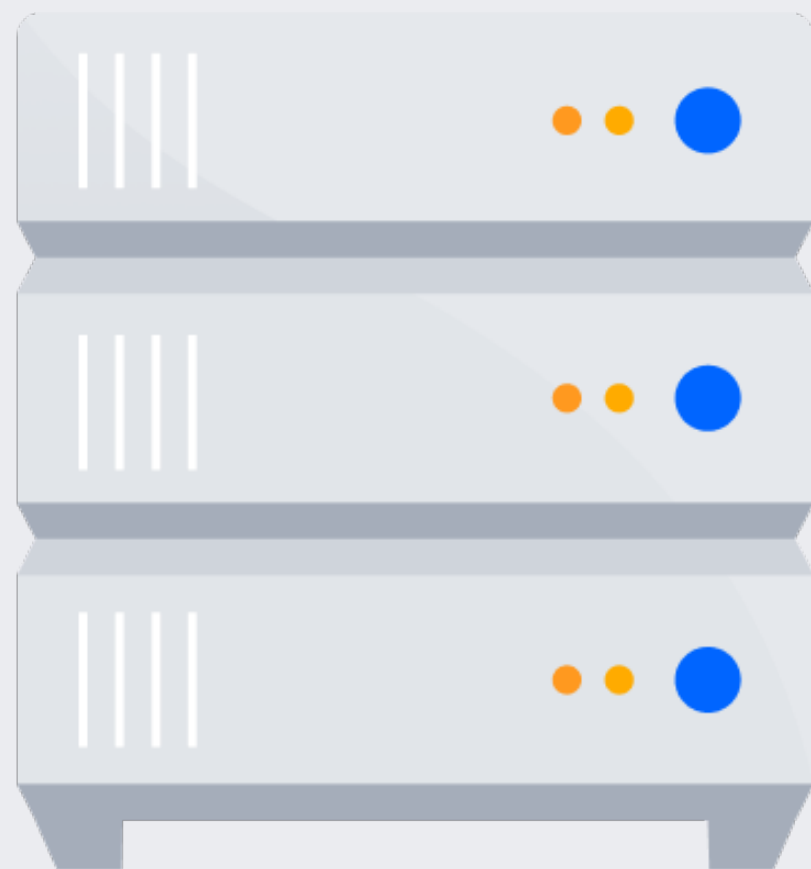




Building a business case for cloud: a retro with Splunk

Ben Center, Business Value Consultant, Atlassian
Greg Warner, Sr. Manager Collaboration Tools, Splunk





THEN 

Managing infrastructure

Version upgrades

Security monitoring

Waiting for features

Status Quo

NOW 

Value-Add Activities

Constant releases

Secure Cloud Platform

Cloud-first innovation

New use cases +
possibilities

“

Right. But what do I
actually GET from moving
to Cloud?

YOU, PROBABLY

“

Right. But what does *the business* GET from moving to Cloud?

YOU, HOPEFULLY AFTER THIS

FEATURES





Pre-Migration: Building a business case



Post-Migration:
Seeing what's
possible

Examples of Value

Cost of Value > Cost of Doing Nothing

Built-In Roadmapping = \$500k in savings

Security Vulnerabilities

Team Central

Closing Thoughts







Thank you!

*How Splunk migrated 11,000 users of
Jira and Confluence to Atlassian Cloud*

Today, 4:30pm in Venetian B