



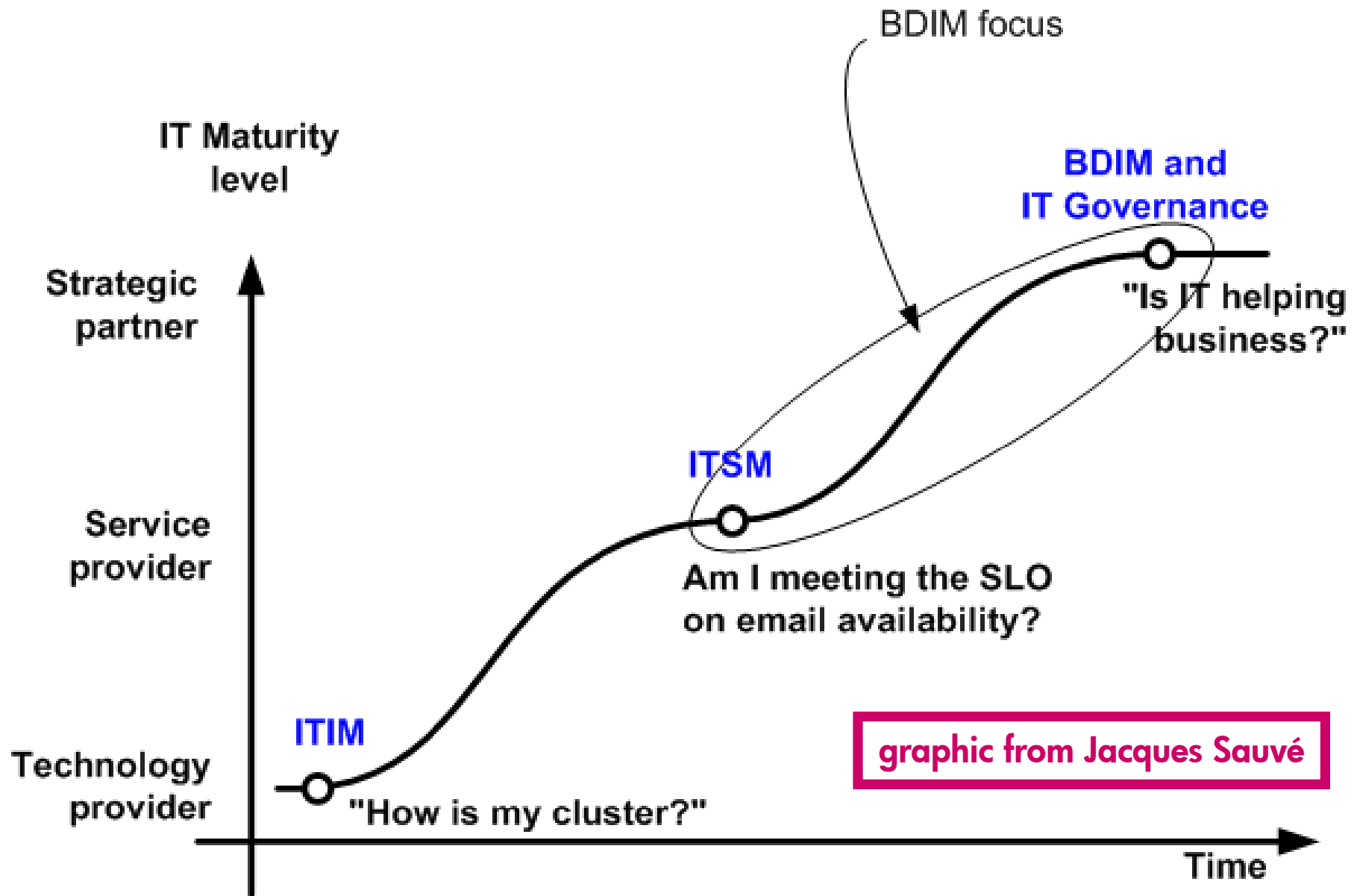
# Keynote

## Business-Driven IT Management (BDIM) 2007

**john wilkes**  
**HP Labs, Palo Alto, California**



# Business-Driven IT Management





We didn't spend  
\$4.5 billion just to  
improve our business.  
We spent it to  
improve yours.

Today HP is turning the world of I.T. on its head with our acquisition of Mercury and their powerful Business Technology Optimization software. With BTO, you make sure that good I.T. outcomes equal good business outcomes. Forward-thinking CIOs around the world are already using BTO to do just that. Join their ranks at [OptimizeTheOutcome.com](http://OptimizeTheOutcome.com)



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Business  
results.  
The next big  
thing in I.T.

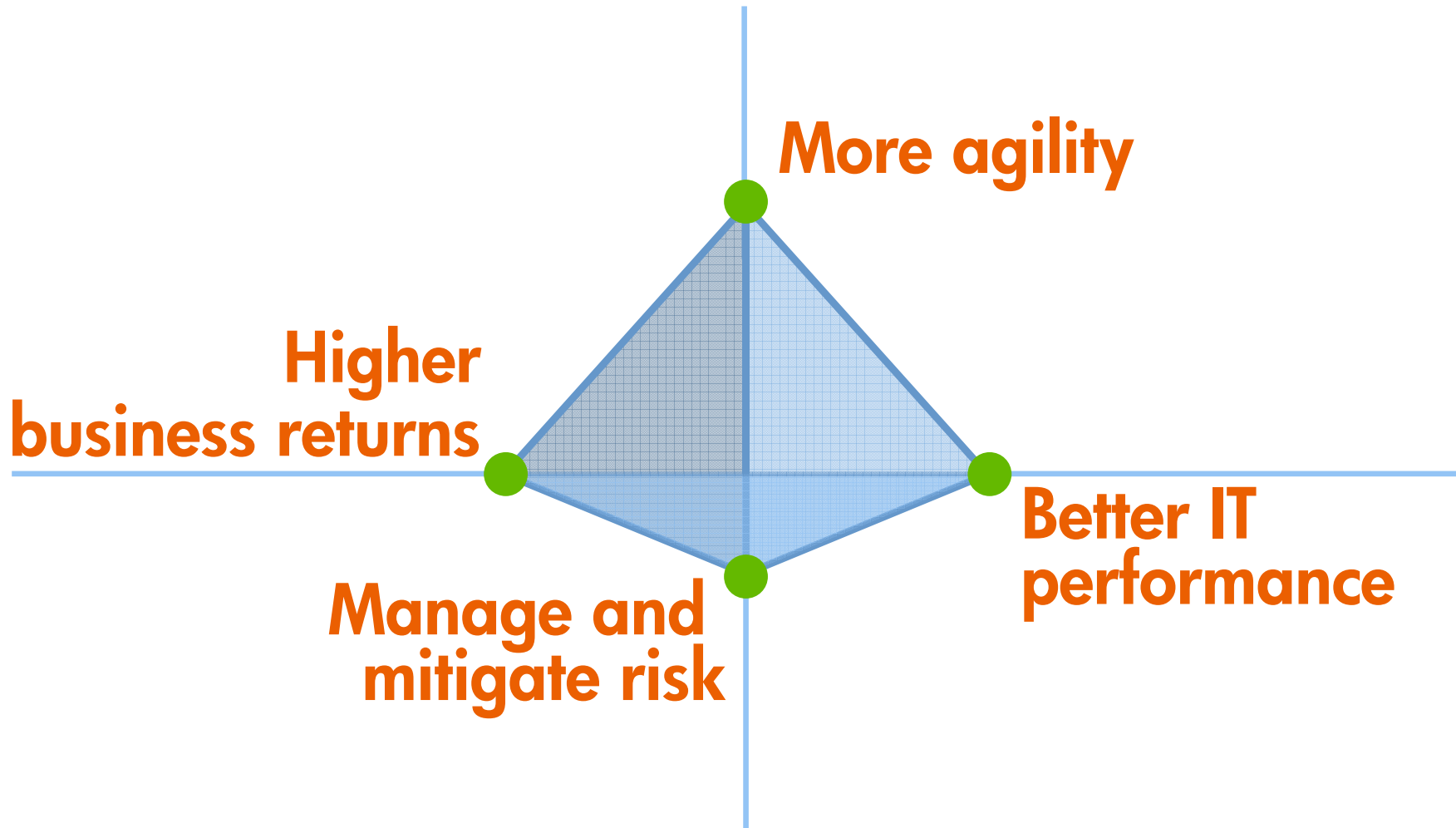
Good I.T. outcomes don't always equal good business outcomes. That's why HP is helping CIOs turn I.T. on its head with Business Technology Optimization software to run I.T. like a business. Learn how at [OptimizeTheOutcome.com](http://OptimizeTheOutcome.com)



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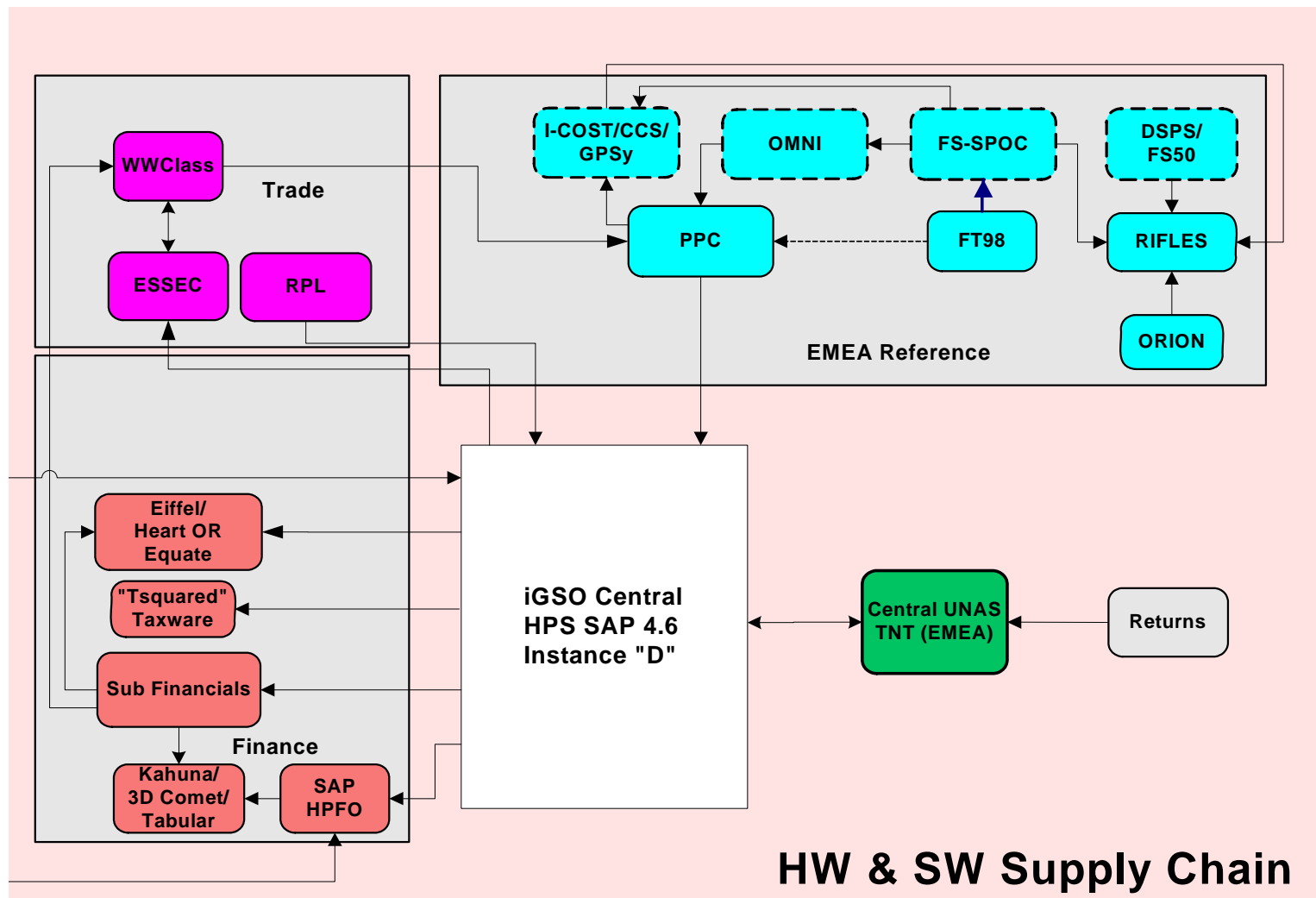
**THE WALL STREET JOURNAL.**

Q: what do CEOs/CIOs need?  
A: run IT like a business



# Running IT like a business

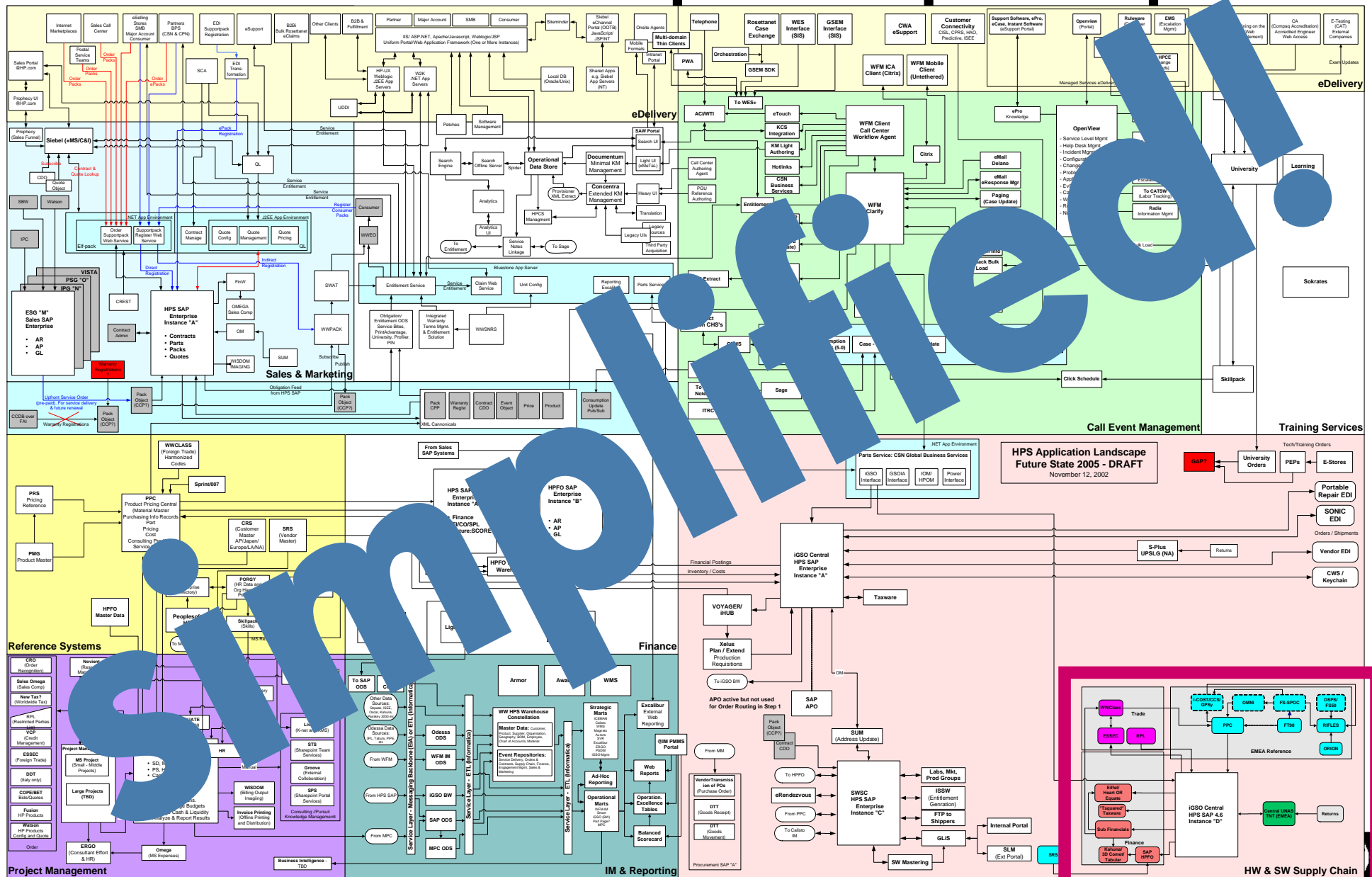
## What's so hard? **Sample enterprise IT plan**





# Running IT like a business

## What's so hard? Sample enterprise IT plan

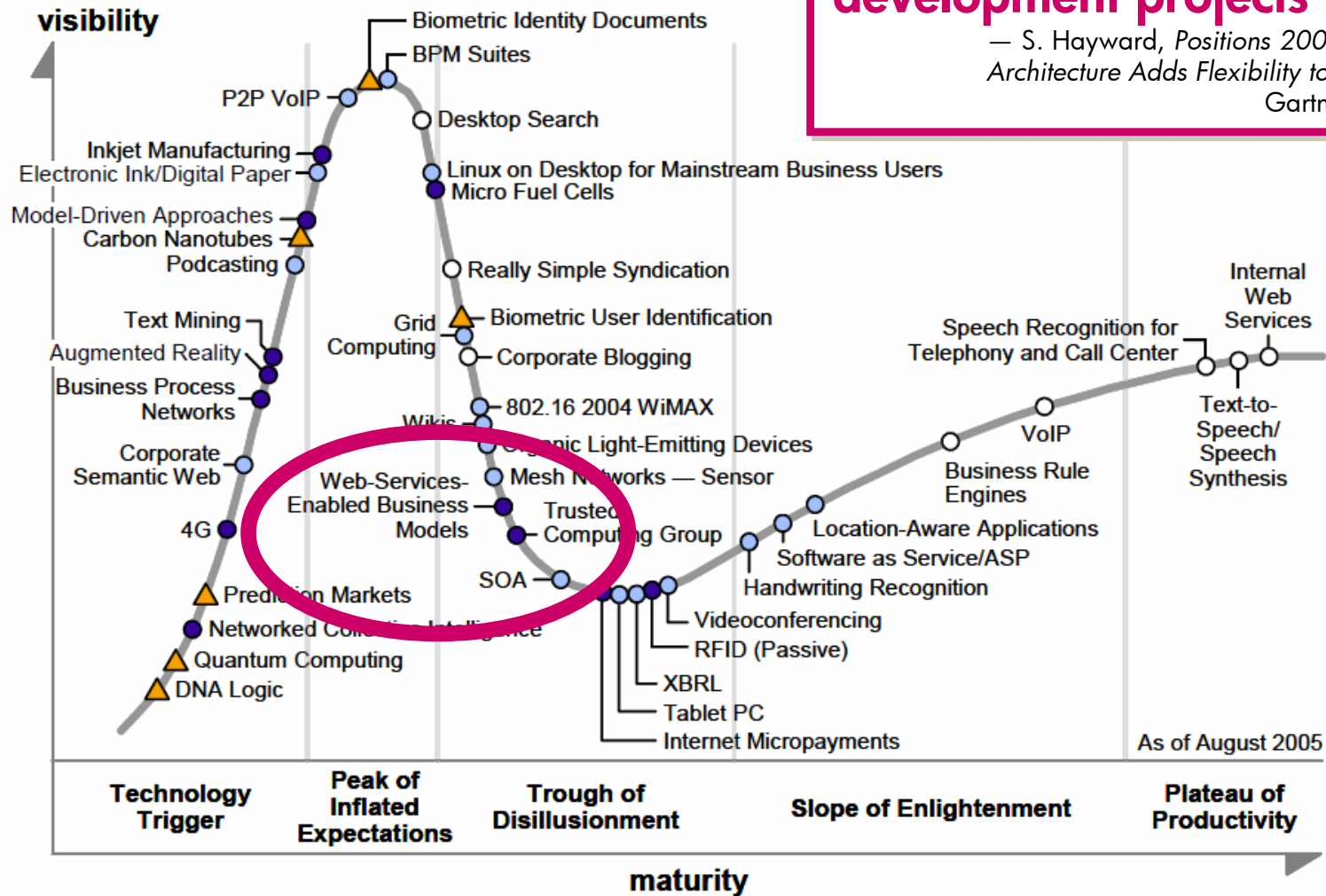


# Running IT like a business

## SOA is becoming real

**By 2008, "SOA will provide the basis for 80 percent of new development projects"**  
 — S. Hayward, *Positions 2005: Service-Oriented Architecture Adds Flexibility to Business Processes*  
 Gartner, Inc. Feb. 2005.

Figure 2. Hype Cycle for Emerging Technologies, 2005



Source: Gartner's Hype Cycle Special Report for 2005, Aug 2005, ID Number: G00130115



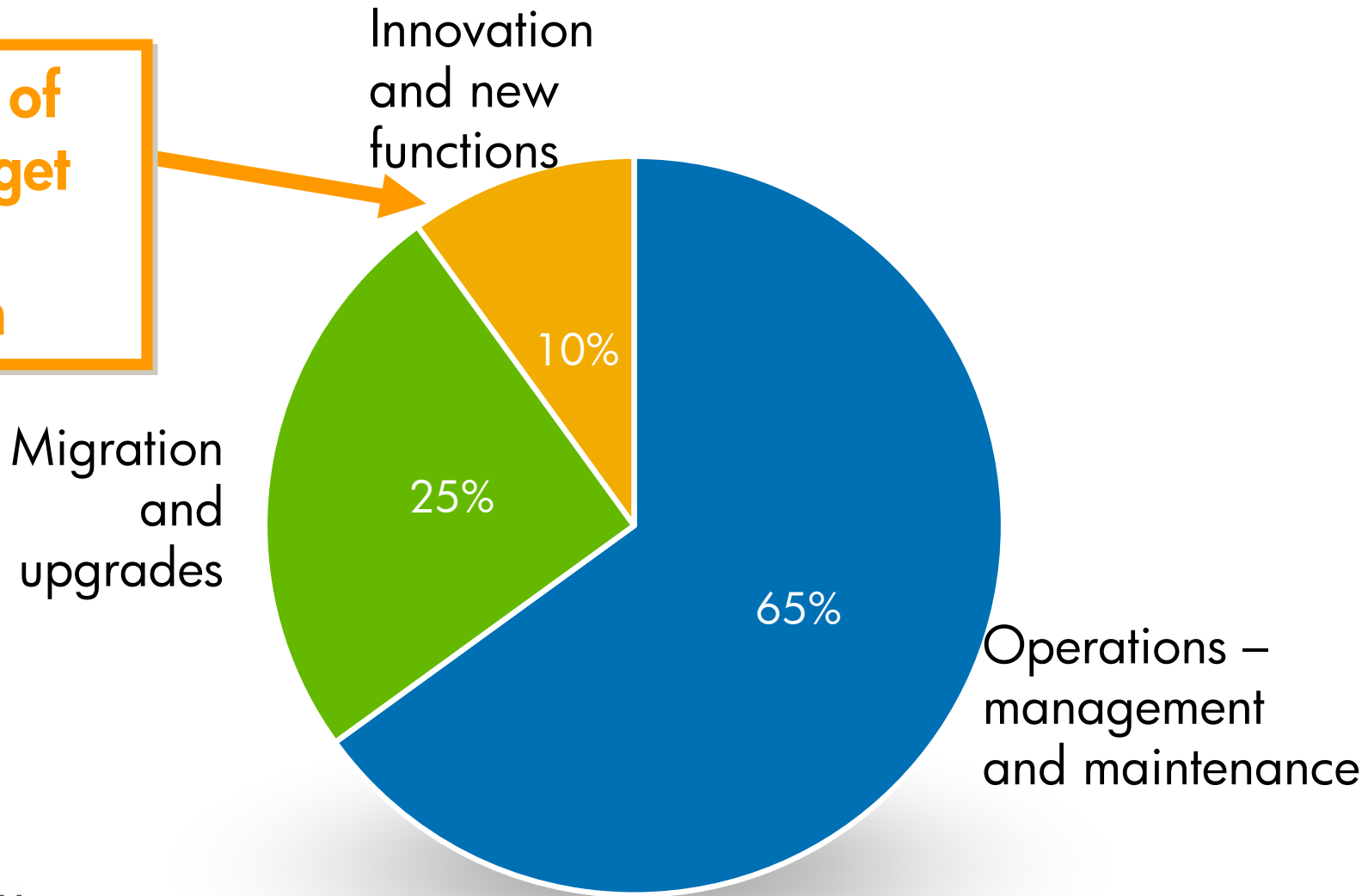
# A few notes on IT economics



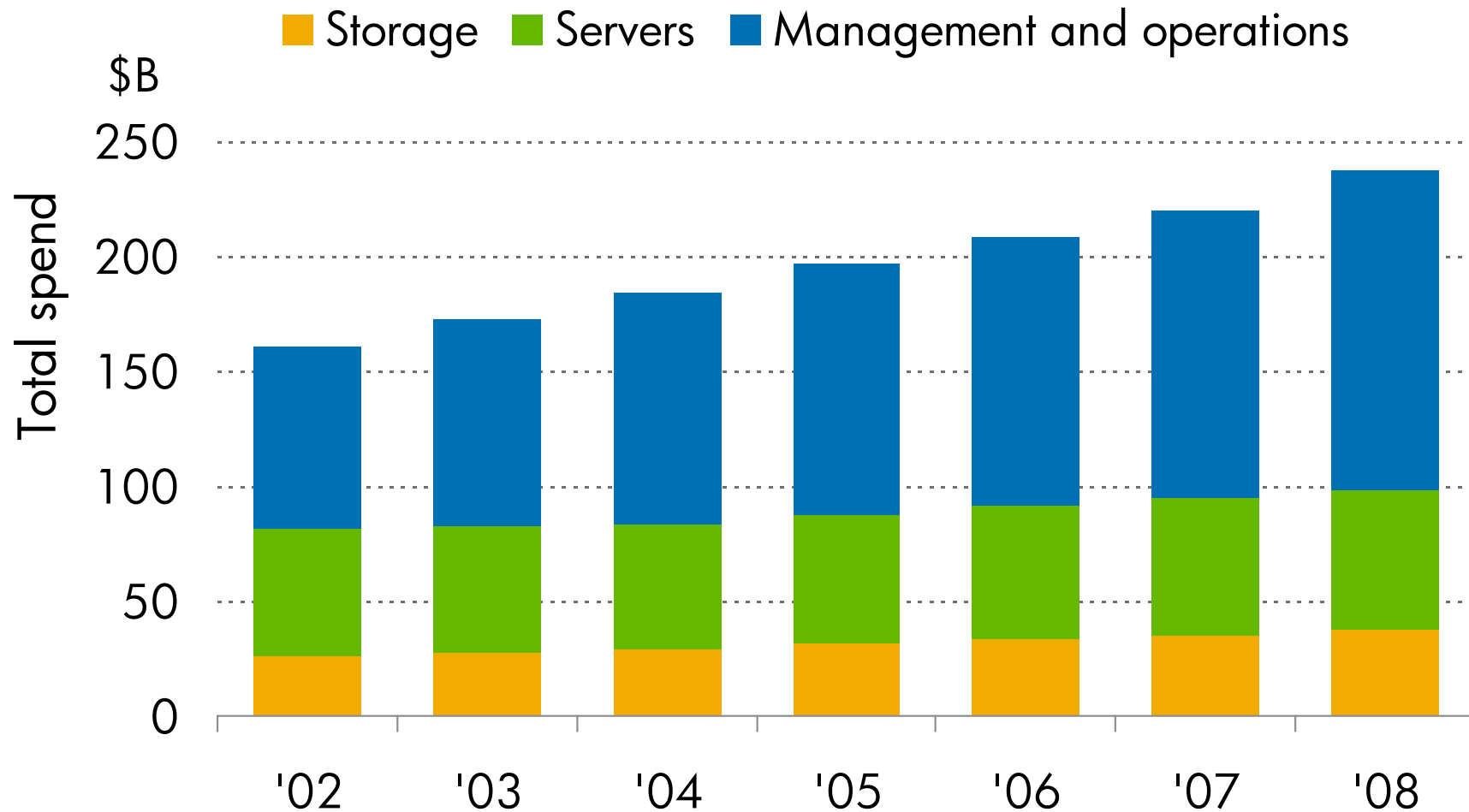


# IT spending: where does all the money go?

**Only 10% of  
the IT budget  
is left for  
innovation**

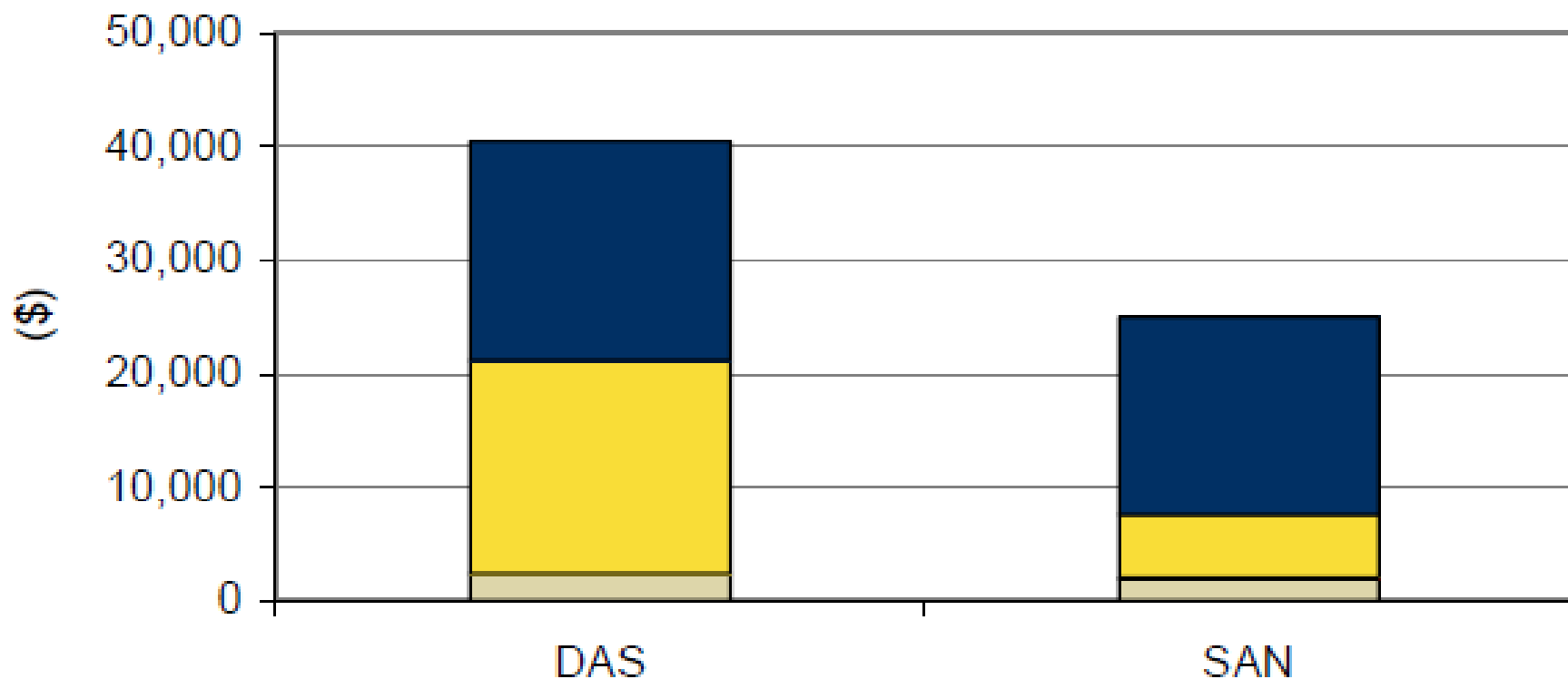


# IT spending: OPEX growing 3x faster than compute capacity spend



Sources: IDC, "On-Demand Enterprises and Utility Computing: A Current Market Assessment and Outlook," July 2004; HP analysis.  
Storage spend includes storage management SW.

# IT spending: hardware vs administrator costs



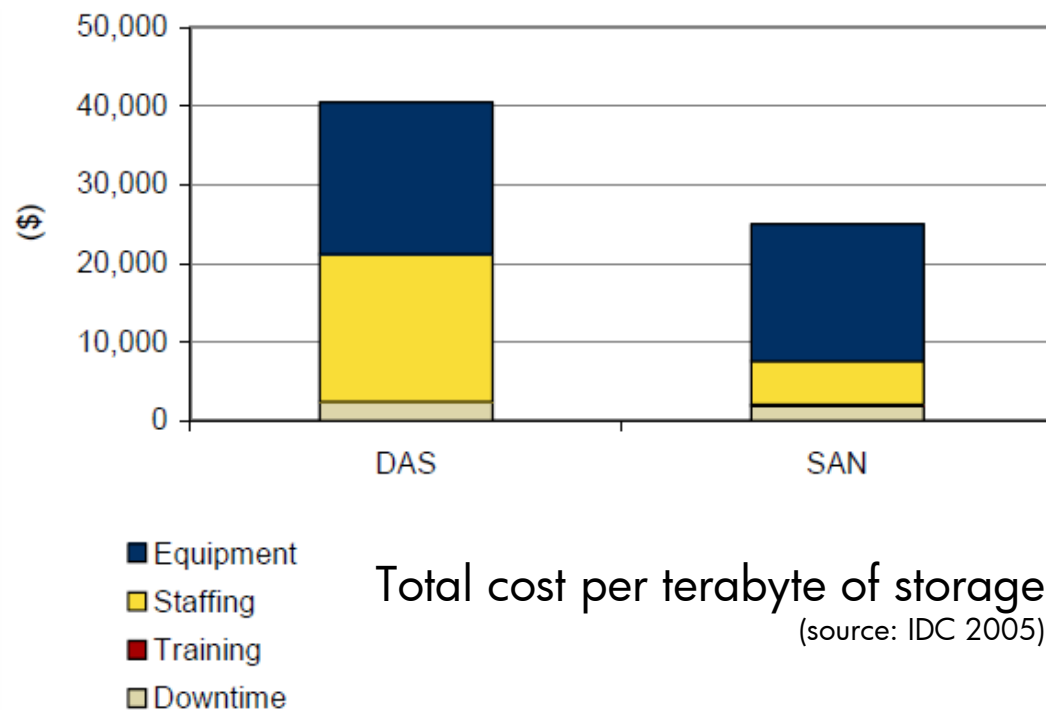
- Equipment
- Staffing
- Training
- Downtime

**Total cost per terabyte of storage**

(source: IDC 2005)

# IT spending: hardware vs administrator costs

- Storage costs are dropping
  - 1995: ~\$5000/GB raw
  - 2005: \$0.5/GB raw
- People costs are not:
  - 2004–5 admin salary: US\$68k
  - growing ~0–6%/year [SAGE-USA survey]

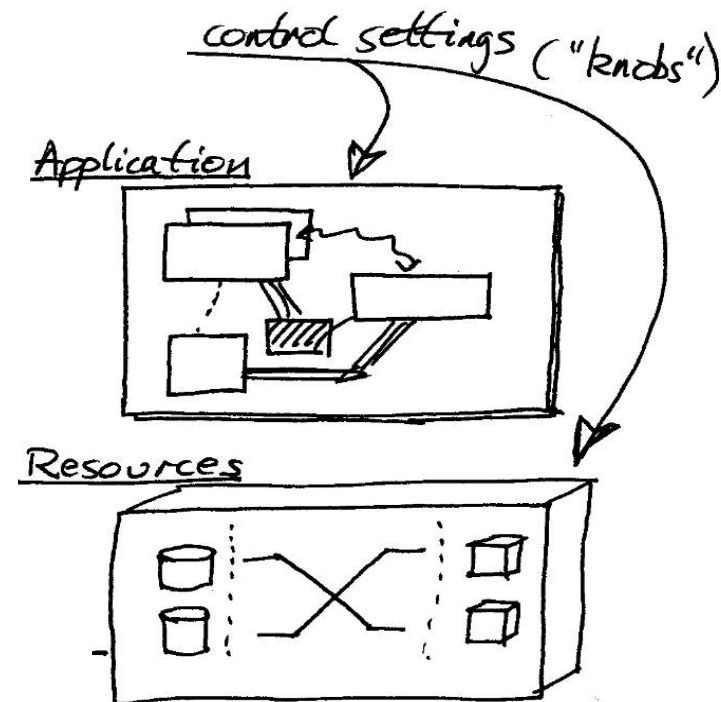


Solution:  
automation





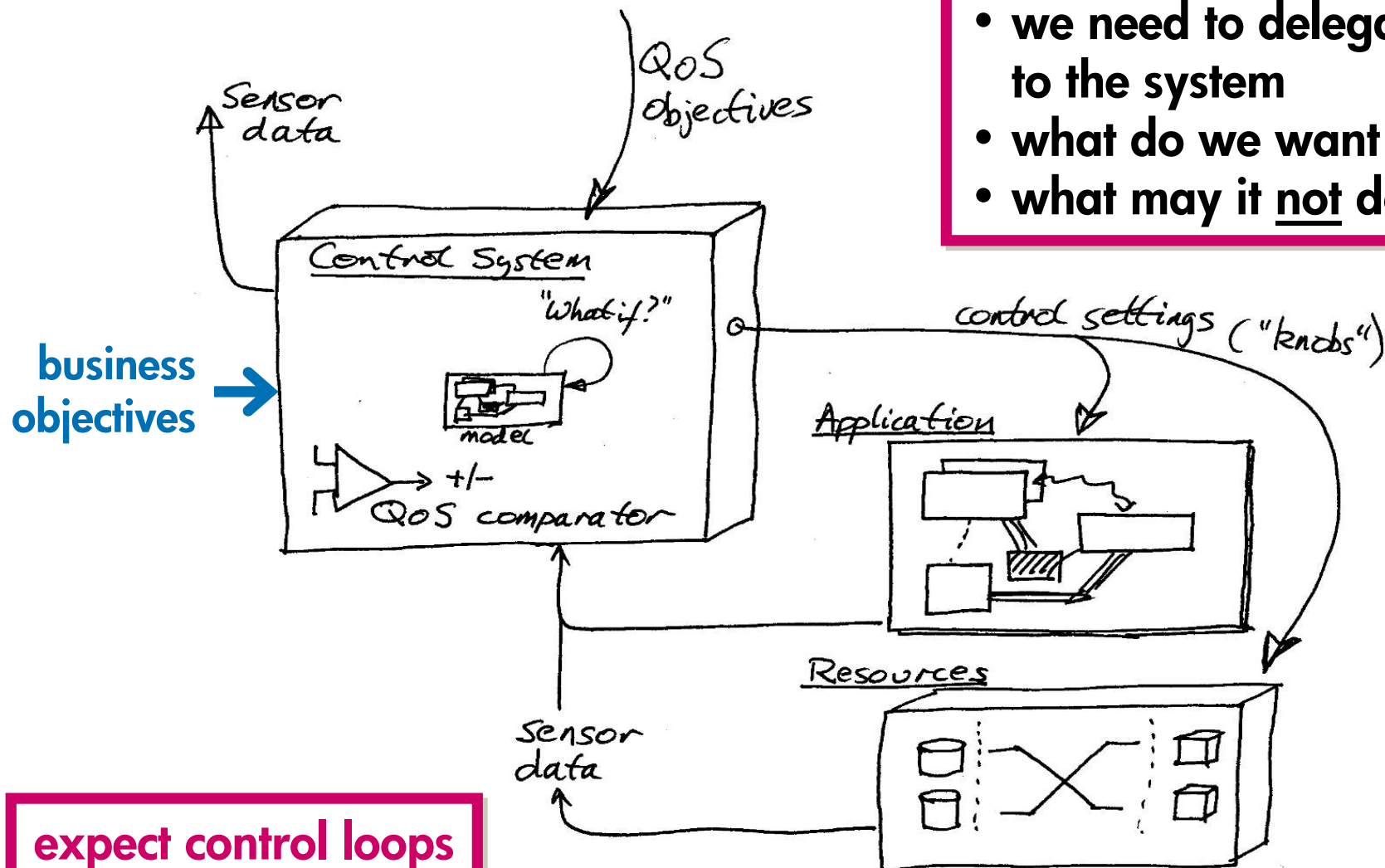
# Automation: control loops



# Automation: control loops

For this to work:

- we need to delegate authority to the system
- what do we want it to do?
- what may it not do?



expect control loops to be nested!

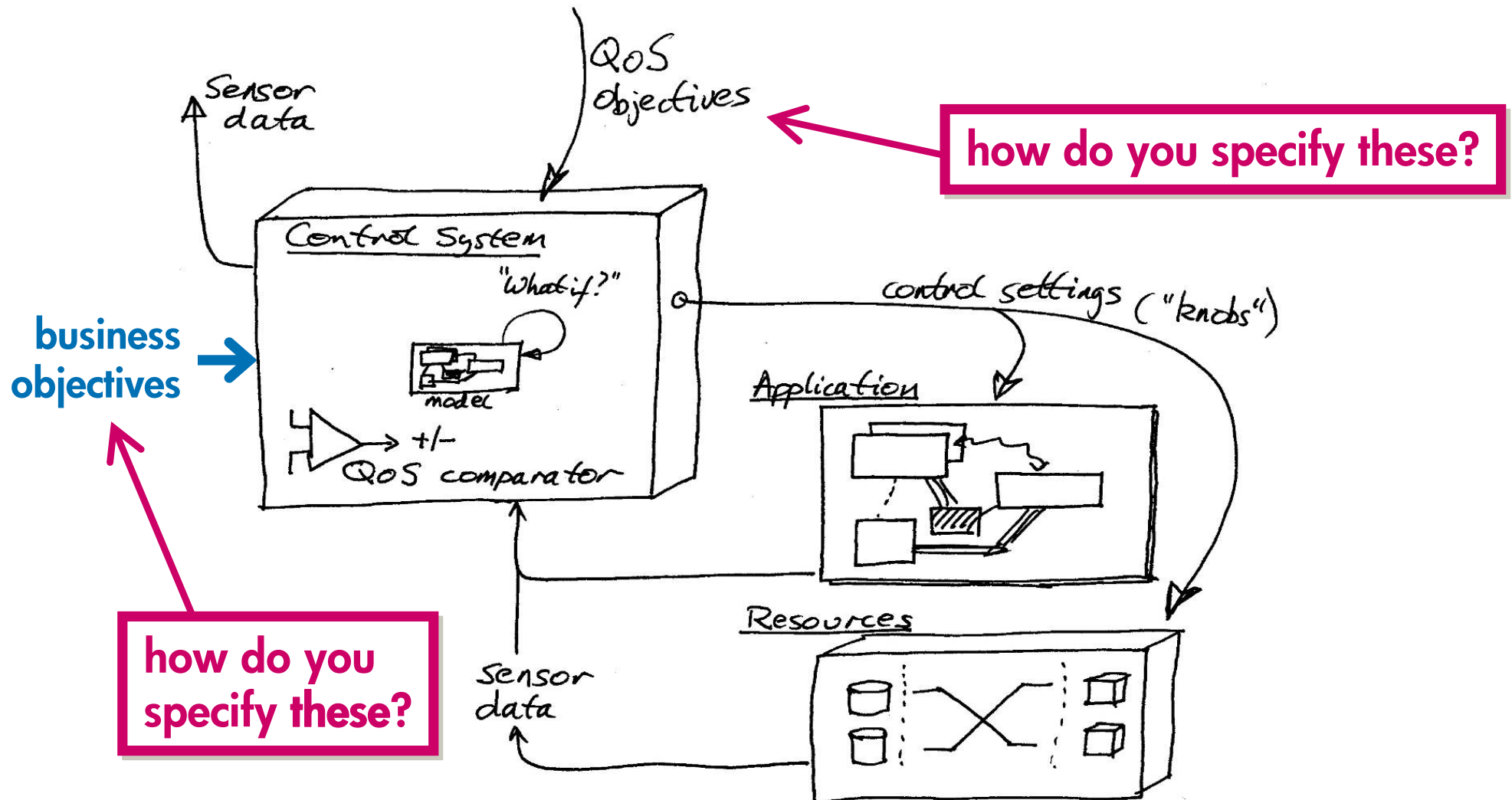




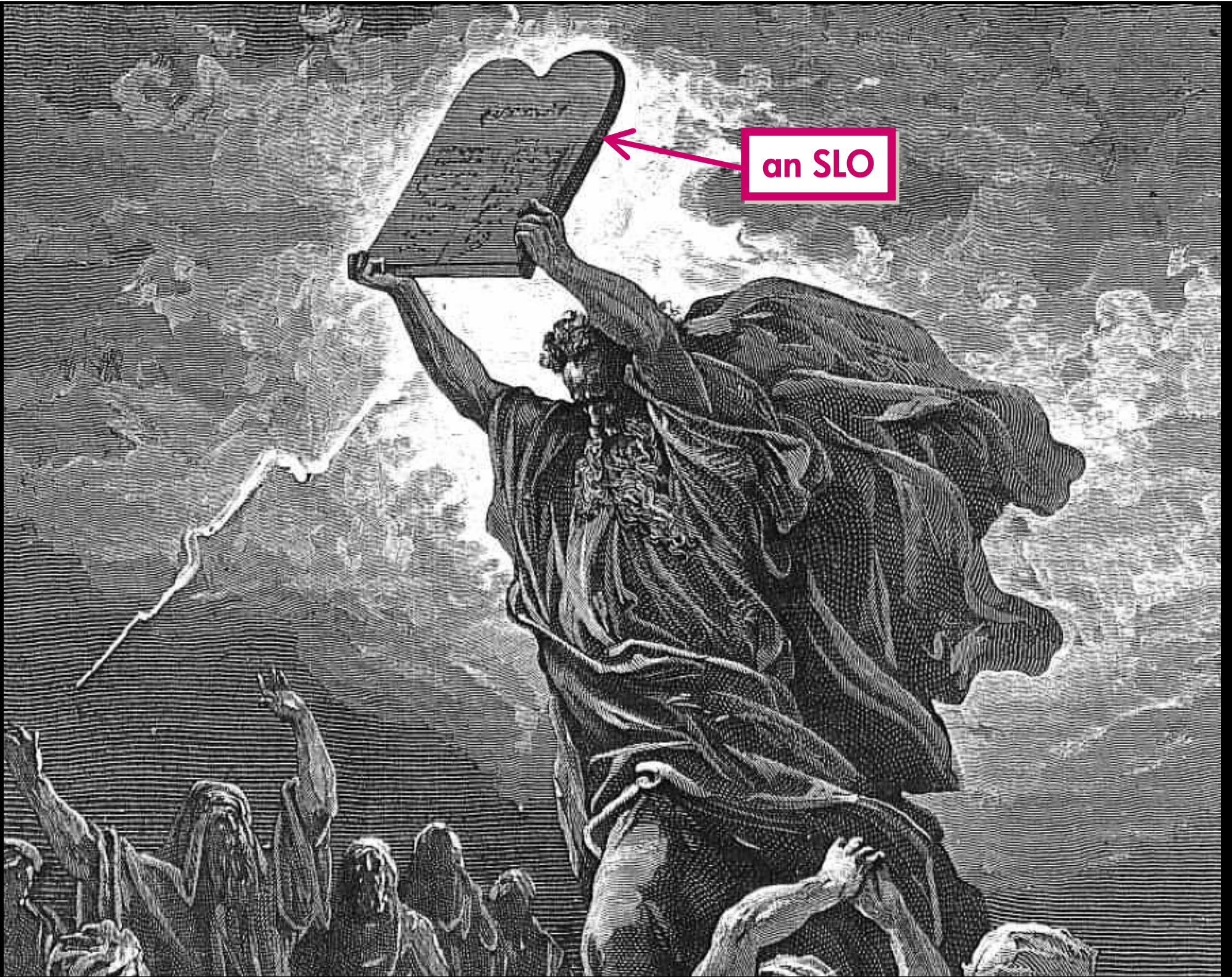




# Automation: control loops



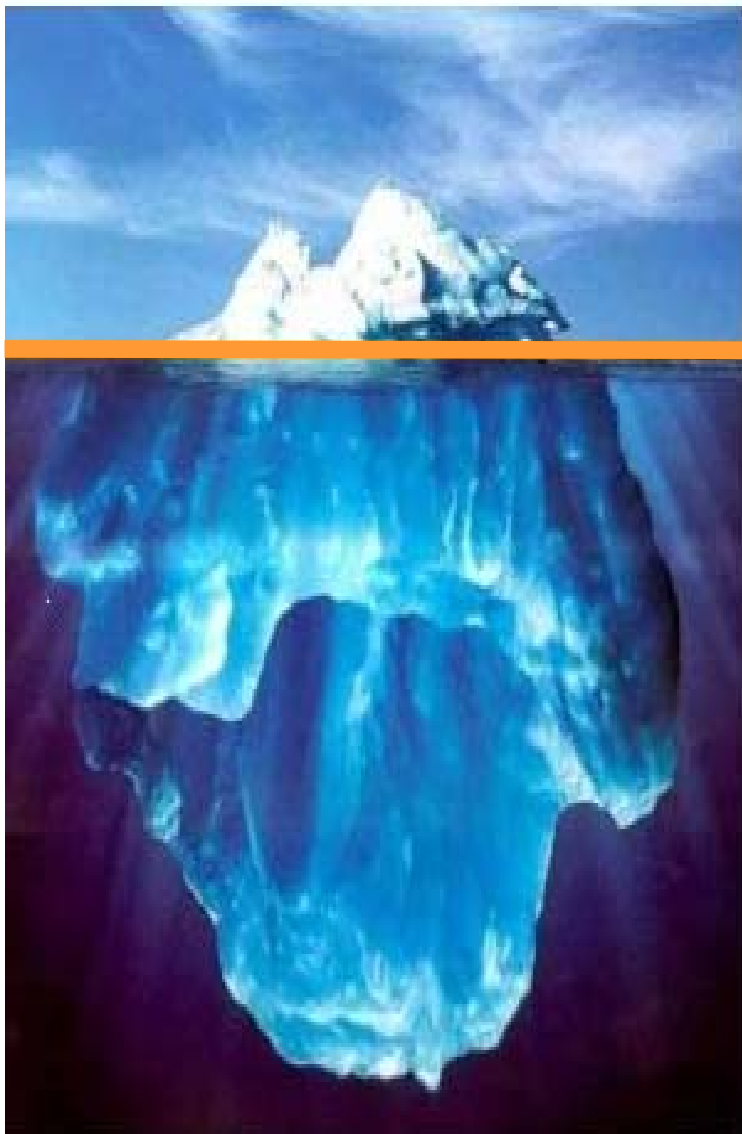




an SLO



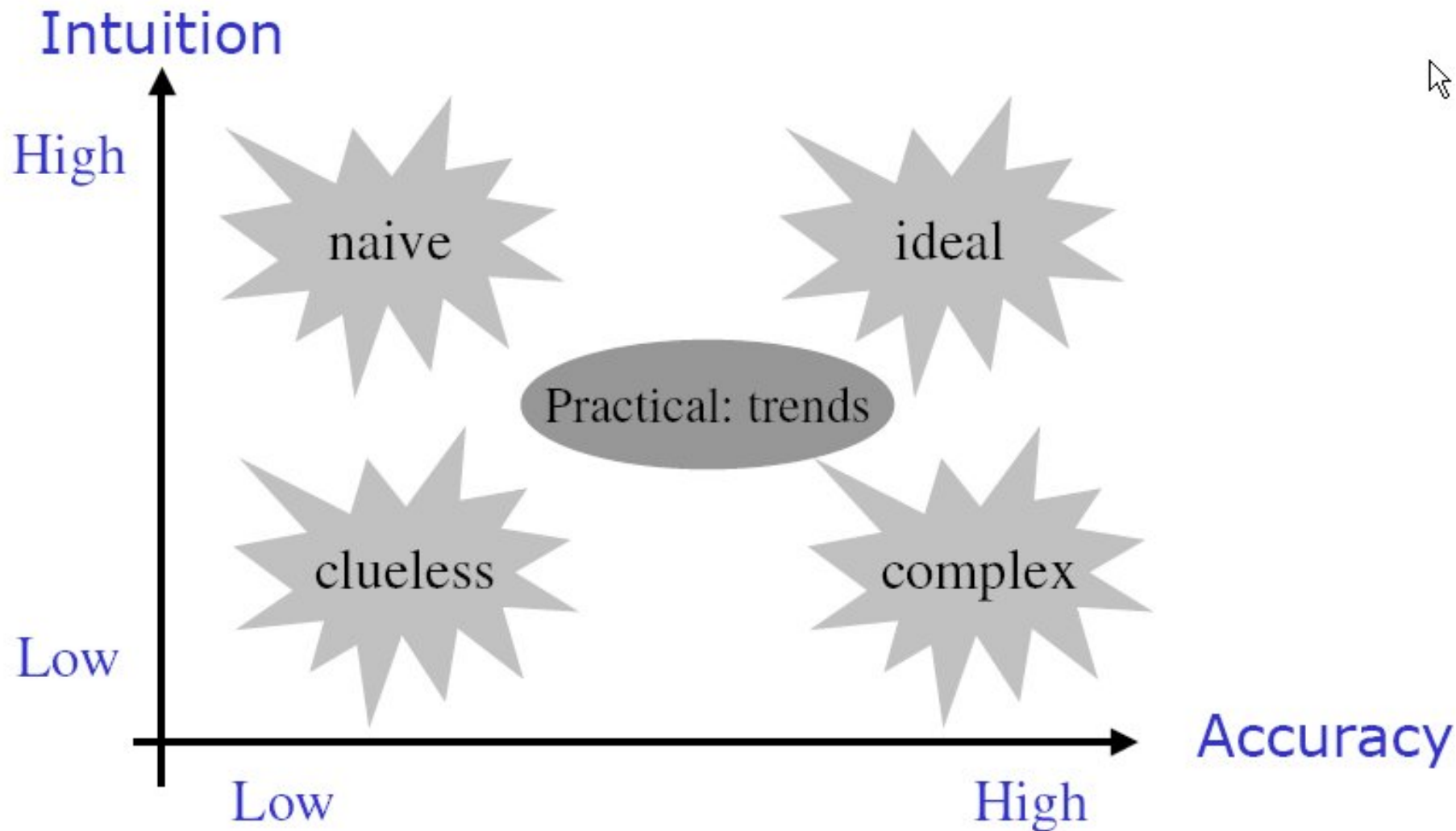
# SLOs are not enough



service level objectives

everything else  
needed in an SLA

# We need simple SLAs ... but effective ones



# Communicating business intent to IT

- We've had a hard time educating businesses about IT metrics
  - let's try doing the reverse → BDIM
- What do business care about?
  - money
- What makes automation easier?
  - a single metric to optimize against

# SLA structure

## WS Agreement basics

- Agreement Name and Context
  - contains a name, purpose, information about parties, duration of the agreement, etc.
- Service Terms
  - service name, reference and other service properties
  - what service is offered and how it is offered
- Guaranteed Terms
  - service scope, qualifying conditions, service level objectives (SLOs), penalties and rewards



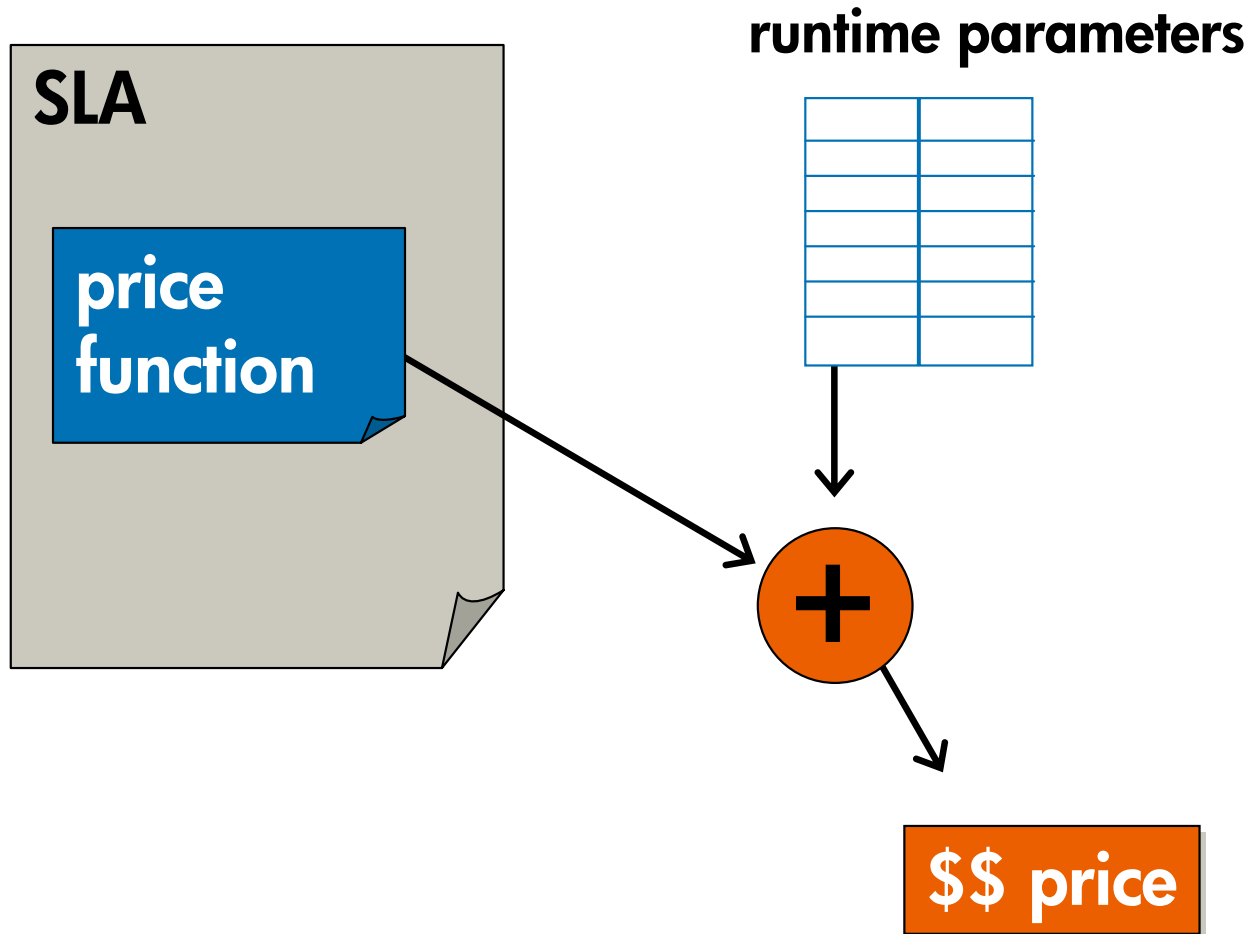
# SLA structure what if ...

specify  
consequences,  
not behaviors!

- all the SLOs, service-level indicators, penalties, and rewards in an SLA
- were replaced by a single price function that specified how much the provider was paid
  - parameterized by service-level metrics
  - with payments for desired outcomes
  - penalties for bad ones
  - omitting all details of *how* the outcomes are achieved

# SLA structure price functions

specify  
consequences,  
not behaviors!



# SLA structure price functions

specify  
consequences,  
not behaviors!

- one price function in each SLA
  - selected any way the service provider likes
- *function(set of metrics/parameters) → a price*
  - must be deterministic!
- evaluated by:
  - service provider to work out what to charge
  - client to predict what might happen
  - third party to audit

# Case study

Tuscany:  
economy-based  
service-oriented  
computing



# Tuscany – key ideas

Economy-based service-oriented computing

- **Prices as reward/punishment in SLA**
  - ➔ clarify desired behavior
- **Self-interested service providers**
  - ➔ seeking to maximize profitability
- **Automated self-management**
  - ➔ cost-effective, lights-out, agile operation

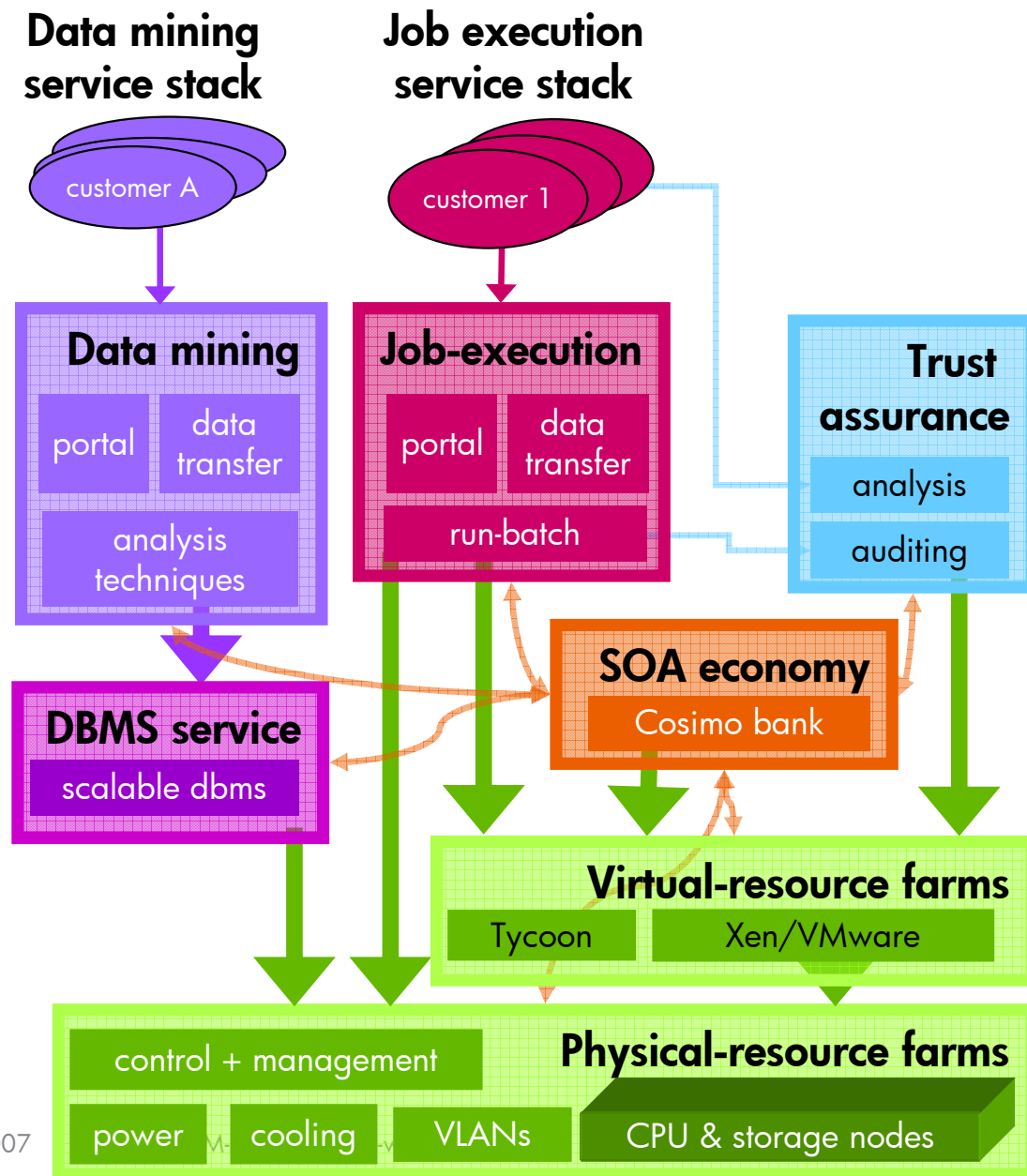


# Tuscany – key ideas

## Economy-based service-oriented computing

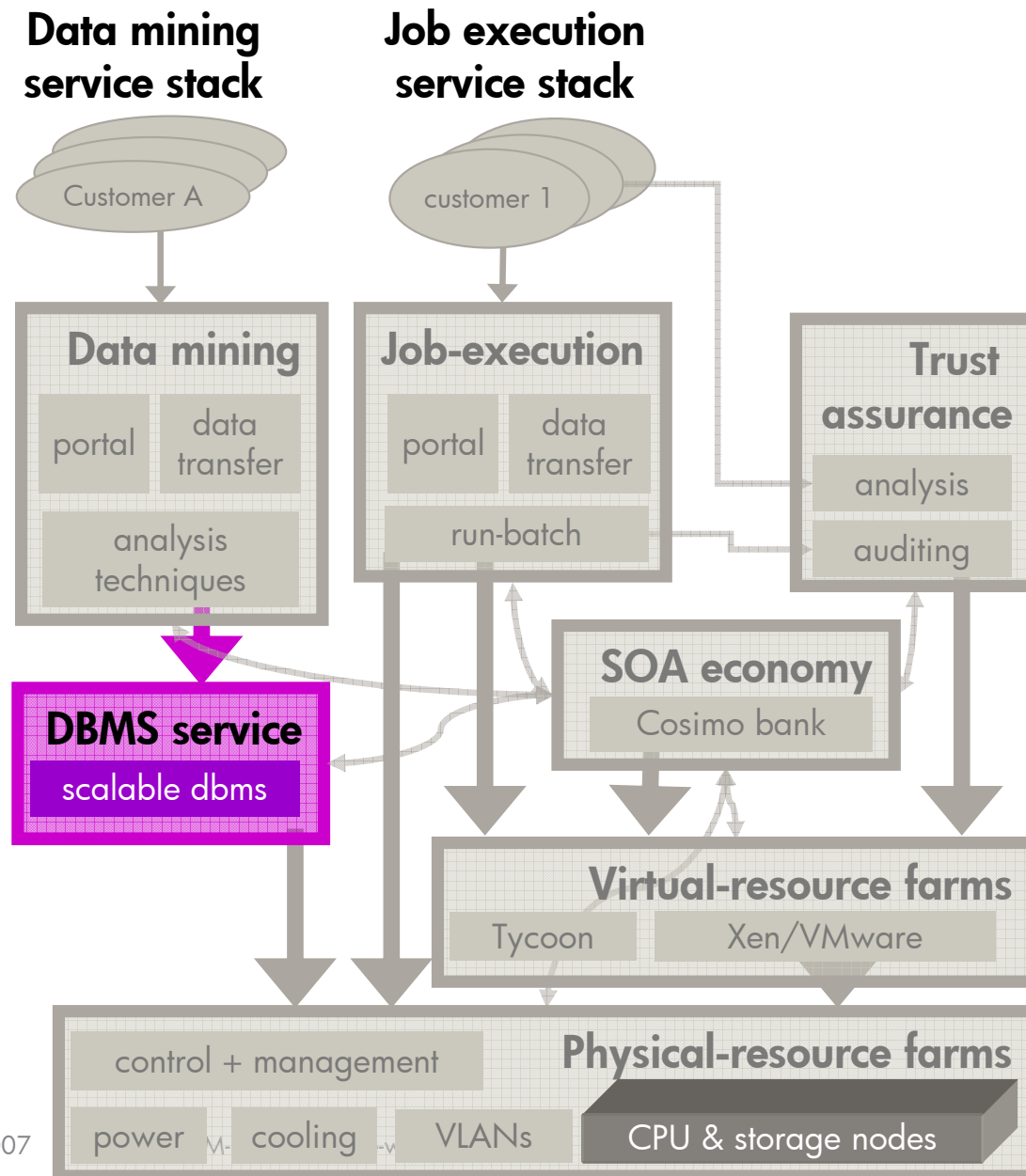
- easier automation
  - smaller optimization context, single metric to optimize
- easier to understand where to invest
  - look for max ROI
- greater transparency → better accountability
- encourages competition → better services
- narrower interfaces
  - specify consequences, not behaviors

# Tuscany ecosystem – a sample



# Tuscany ecosystem

## Prato: dbms-on-demand service



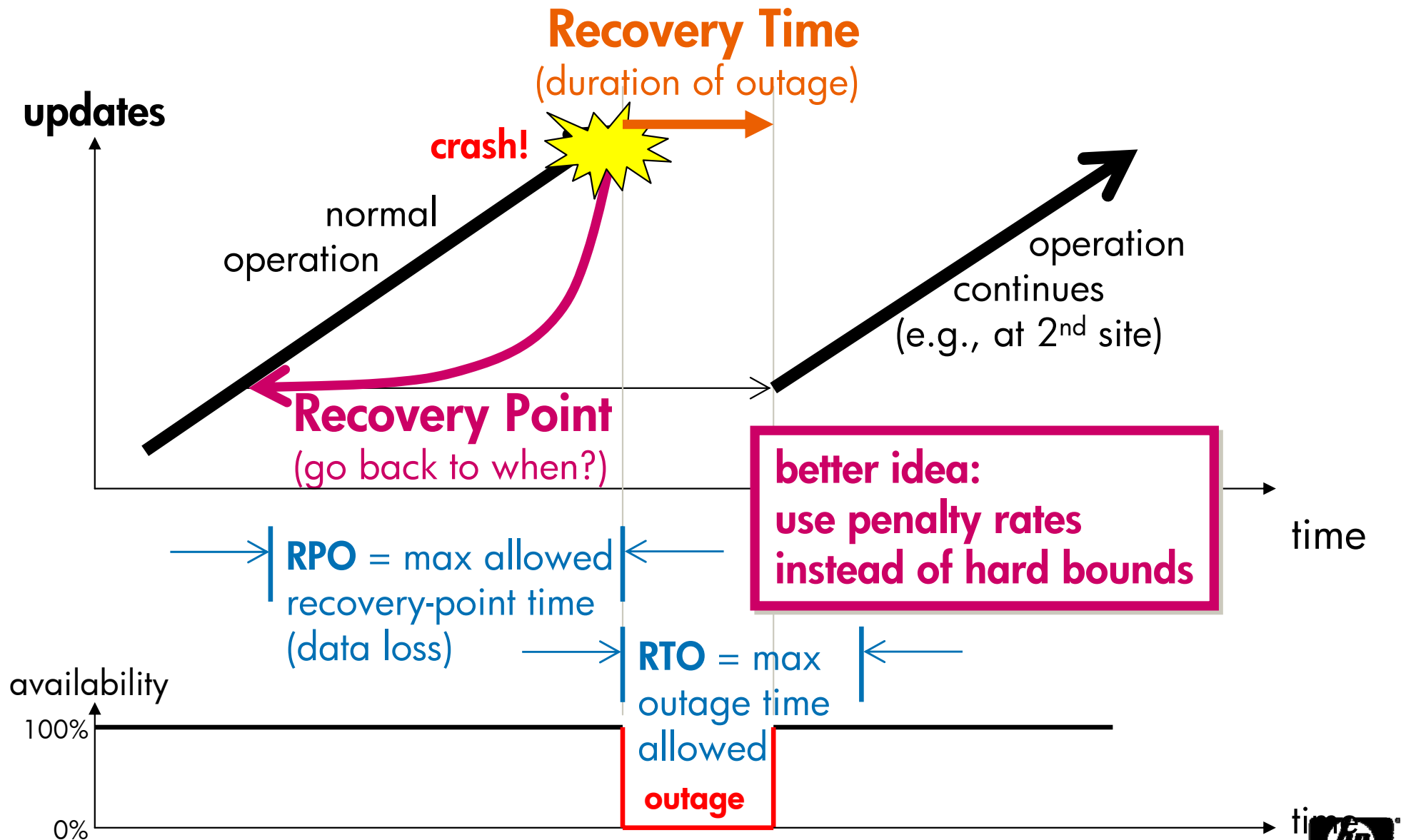
# Tuscany ecosystem

## Prato: dbms-on-demand service

- a self-managing **service provider**
- that offers a **dbms-on-demand service**
  - 2x capacity for 3 days!
  - goes 10x faster!
- by giving each client their own **virtual dbms appliance**
- and **hiding the complexity** of:
  - setting up and managing the service

# Designing data protection

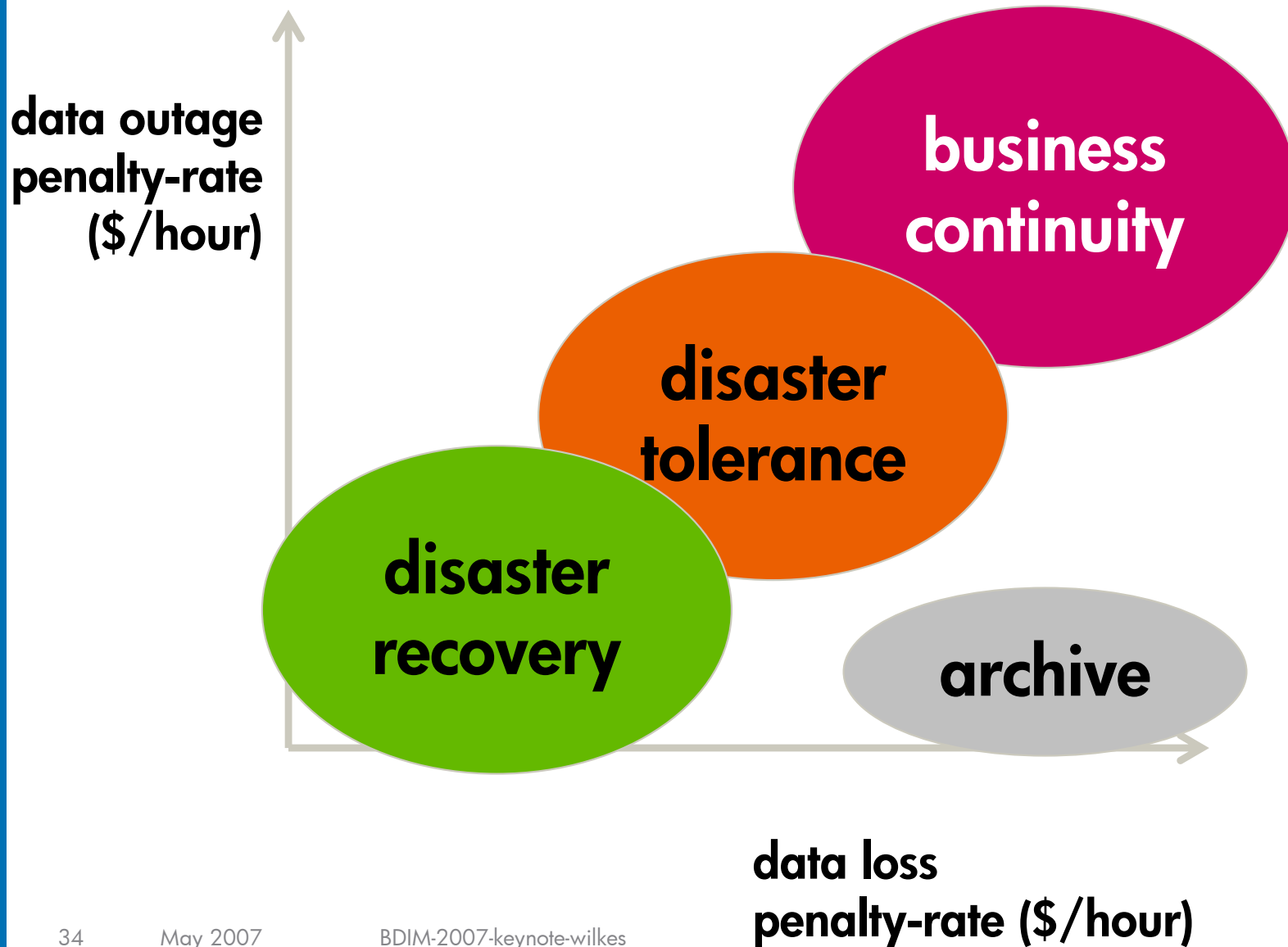
## Anatomy of a failure





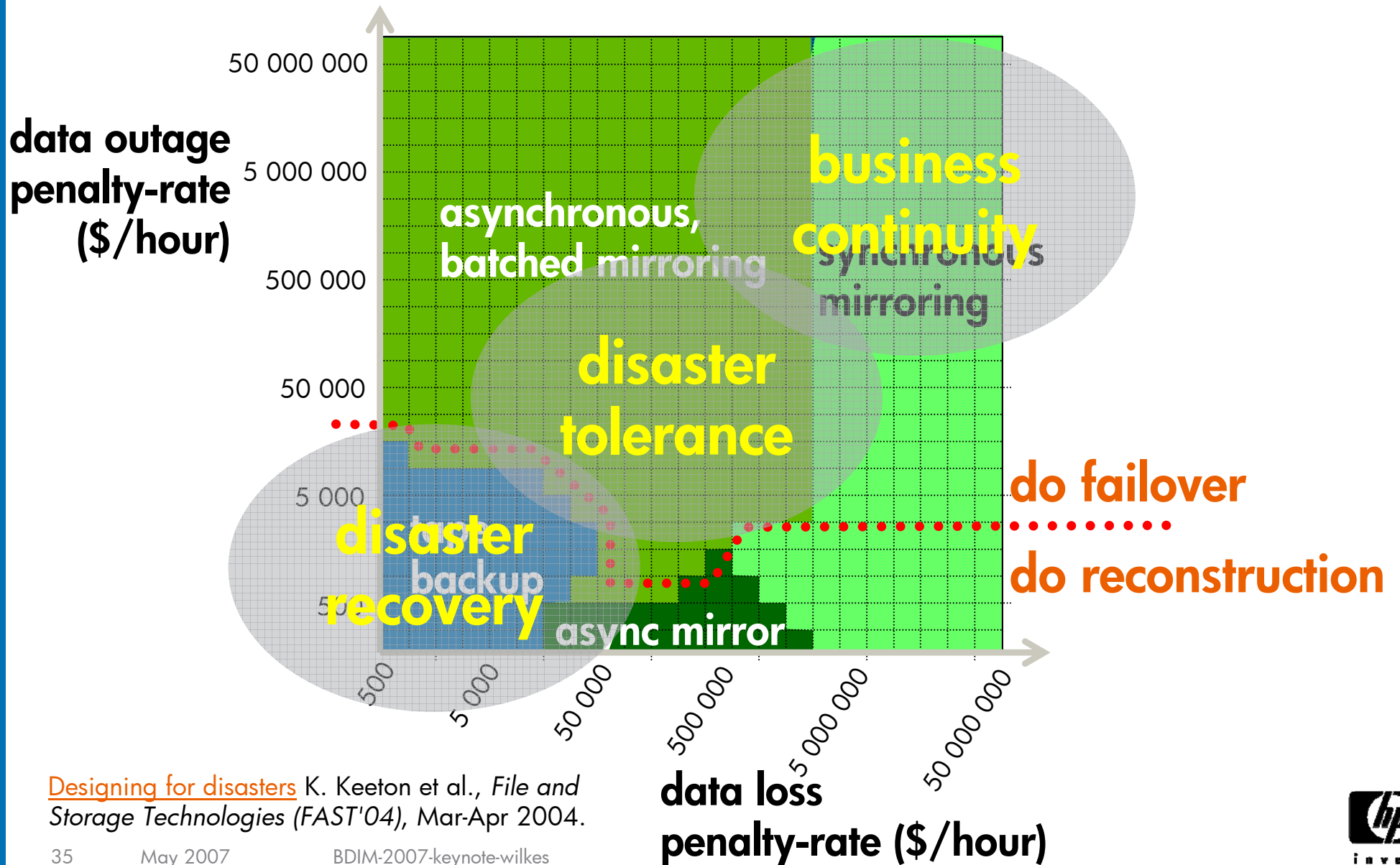
# Designing data protection

## Specify SLA via penalties



# Designing data protection

## Automation simplifies choosing

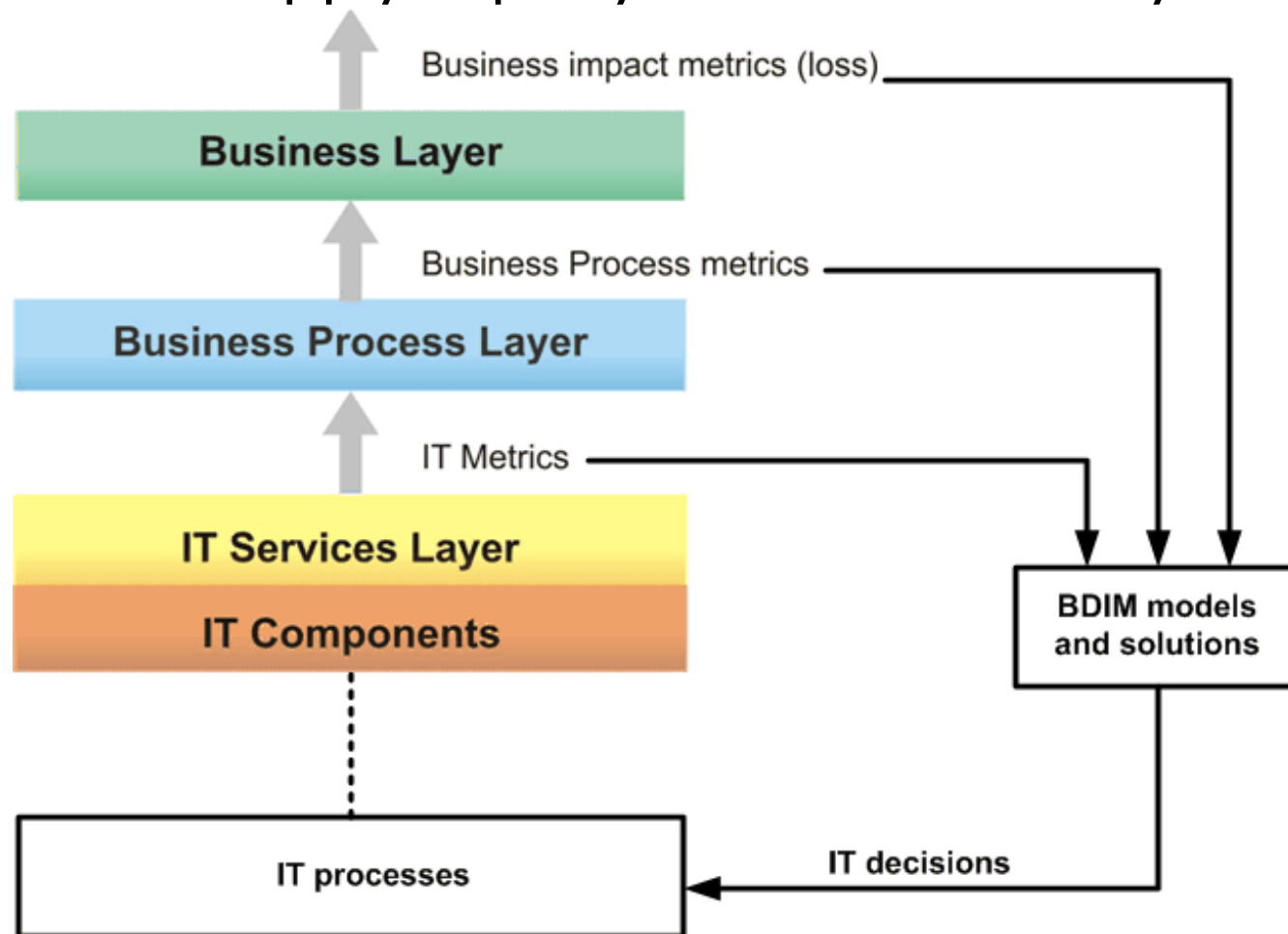


[Designing for disasters](#) K. Keeton et al., *File and Storage Technologies (FAST'04)*, Mar-Apr 2004.

# Designing data protection

## Automation simplifies choosing

- that example was from storage systems
  - but the ideas apply equally well to other IT systems



graphic from Jacques Sauvé

# Prato research focus

## automatic QoS spec → service design

### Client specifies:

- dbms size
  - RAM (GB), disk (GB)
  - “in-memory”  
→ high-performance
- **outage and data-loss penalty rates**
  - florins/hour
- data-isolation breach penalty
  - florins/occurrence
- contract start-date + duration
  - date, hours

### Prato chooses:

- capacity + speed
  - number of nodes
  - amount of disk, amount of RAM
- **data-protection approach**
  - [lots of choices]
- security-isolation approach
  - air-gap; VLANs, VMs, DBMS
- **contract price**

# Related challenges

## Trust





# Trust

- Requires belief in performance, resiliency, and security properties + the systems that provide them
- Technical solutions exist: these are not the hard part

# Trust

- Opportunity: methods to build **trust**
  - will the proposed design work? → design audit
  - has the design been deployed? → deployment audit
  - has the design been altered? → runtime audit
  - was it adequate? → runtime audit
- If the client and service provider don't fully trust one another, use a mutually-trusted third party

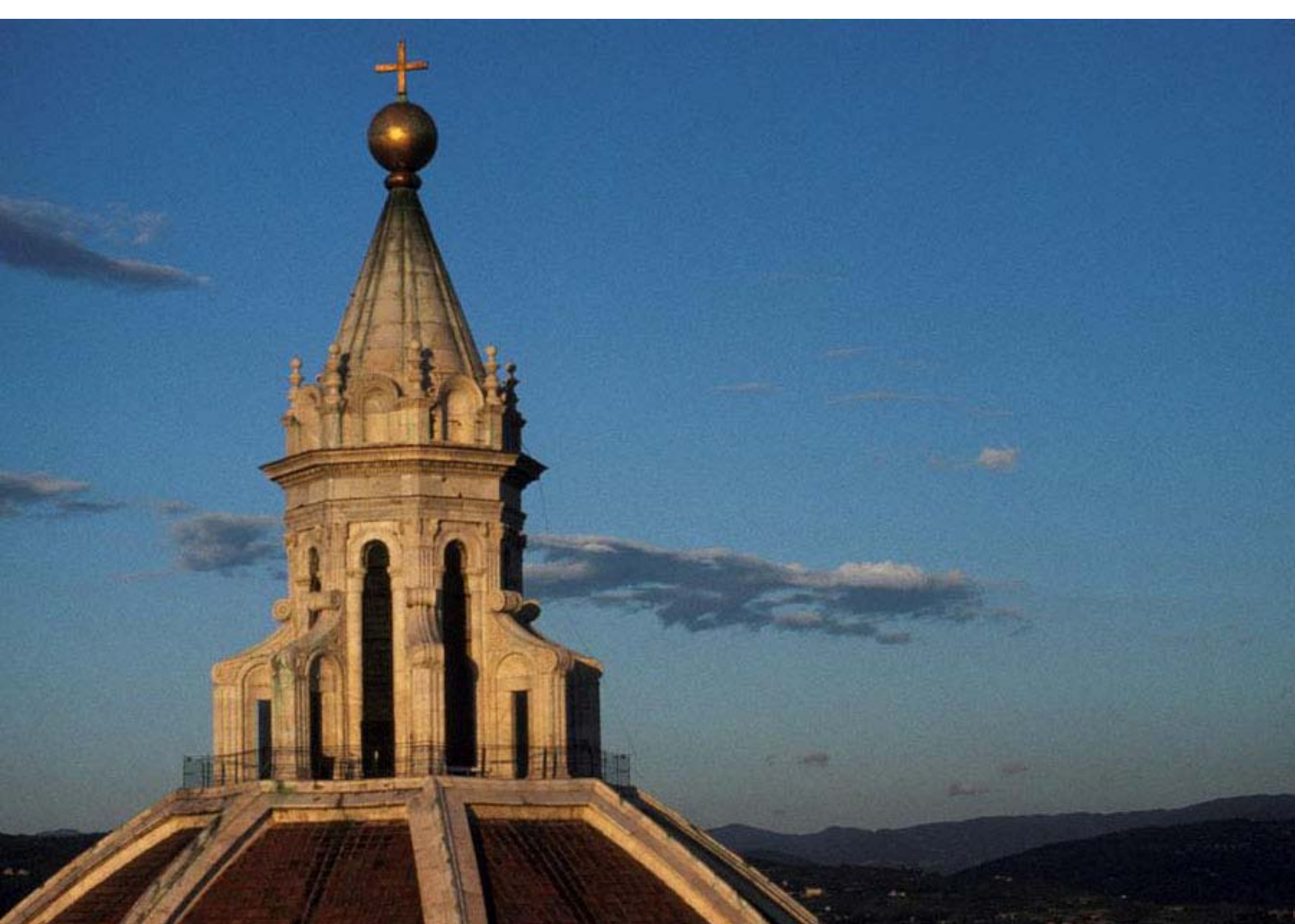
In conclusion ...  
a few challenges



# In conclusion ... a few challenges

- reasoning about prices
  - how to use price information in a service provider
  - how to use price information in a client
  - what prices to set to achieve business objectives
- representing business goals
  - aside: resist the natural slide into *policy rules!*
- trust





[http://www.hpl.hp.com/personal/john\\_wilkes/papers/#Tuscany](http://www.hpl.hp.com/personal/john_wilkes/papers/#Tuscany)

