



TOWARDS A SME FRIENDLY CLOUD ECO-SYSTEM

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European CIO Association

- EuroCIO was created by CIOs for CIOs in 2004.
- An international not-for profit association, registered in Brussels
- Governance by members
- 25 direct members (DMs)
- 10 National CIO Bodies (NBs)
- 1000+ consolidated members
- > 700.000+ IT employees
- 14 European countries
- Consolidated IT budgets with partners > €150 billion



- **Mission:** INFLUENCE/IMPACT – INTERACT/INSPIRE - INNOVATE
- **Representing the IT Demand side** to the outside world (European Union/European Commission ,IT vendors);
- **Influencing/Positioning** towards European Union authorities (EC) on the Digital Single Market and European IT lawmaking & regulatory processes (Privacy Shield, General Data Protection Regulation, Cloud Standards, Cyber Security, e-Skills, Education, IT Professionalism, etc.);
- **Influencing/Positioning** towards IT vendors (Software Publisher's Code of Conduct, Vendor relationships and Supplier Satisfaction Survey results);
- **Building pan-European National Body Association** ,i.e. Cross-National framework connecting the national IT Demand organizations;
- **Enabling pan-European platform for CIO and senior IT professionals** sharing knowledge, exchanging experience and inspiring each other ;

WHY WE NEED the SME-friendly Cloud Ecosystem – 5C's

- SME Run with Limited Capacity and Capabilities,
- SME need to Ensure Continuity of the business and Cost Transparency(Business case),
- SME need to Focus on Compliancy

HOW TO BUILD the SME-friendly Cloud Ecosystem-5C's

- **Standardize Contracts** as much as possible and finalize international standards for SLA
- **Build Certification of Cloud services including Cloud Security**
- **Adapt Competencies with appropriate Education programs for SME;**
- **Agree on Use of Codes of Conduct as well at users side as at Supplier side**
- **Get Clarity on Policies**