

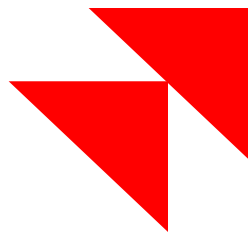
Cloud Panel Debate



September 25th, 2018
SCTC Annual Conference
Annapolis, MD



Session Ground Rules



General Rules

Open discussion on a range of topics

Religion, Politics and Sex are to be avoided (not excluded)

We have 45 minutes

No time to fall asleep!

Take turns talking and be polite

No biting, scratching or tossing of rotten vegetables

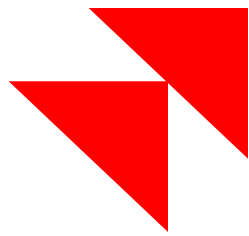
We will use the talking object method if we must!

The panel members are the undisputed experts

Because they are sitting in this room!



Session Ground Rules



Specific Rules

We will use a high school debate club format

Issue will be presented as a resolution

PRO will argue for no more than 2 minutes

CON will rebut for no more than 2 minutes

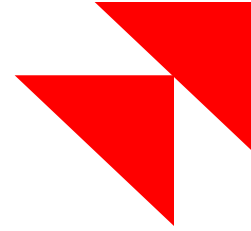
Open Discussion amongst the panel and from the floor for 5 minutes

We may vote to decide the issue at the end

Target is to complete four topics in 45 minutes



Topic #1



Topic : Cloud Security

Premises communications platforms are perceived to be much more secure than a cloud solution, because the security capabilities are within the client's control.

Resolved: If security is a primary concern, you must deploy an on-premises solution.

PRO: Byron Battles

CON: Joe Colby

Topic : Cloud Flexibility

With a cloud communications solution, businesses lose Version Control and customization capabilities as the multi-tenant platform has all customers using the same product sets and all experience upgrades and maintenance at the same time.

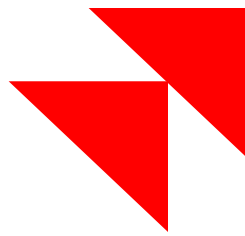
Resolved: Cloud communication platforms are more restrictive and less flexible than traditional premises based systems.

PRO: Chuck Vondra

CON: Ian Mofford



Topic #3



Topic : Cloud Reliability

One of the motivations to migrating to a cloud solution is the benefit of not having to assume the upkeep and support of on premise equipment. Instead, the investment in high availability solutions is shared by the cloud users

Resolved: The cloud model results in greater reliability and uptime for customers.

PRO: Ian Mofford

CON: Joe Colby

Topic : Cloud Adoption

The service/support delivery model has changed since the days of the traditional interconnect company, where project managers, database managers, trainers and technicians were heavily involved in deployments. In today's cloud model much of the support is DIY with web portals, PDF training and virtual meetings

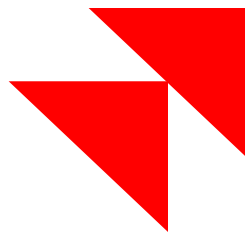
Resolved: Today's customers are successfully adapting to the new support model.

PRO: Byron Battles

CON: Chuck Vondra



Thank You



Thank You Debate Club Participants

Byron Battles – TTG

Joe Colby – Vonage

Ian Moffett – Avaya

Chuck Vondra – Communications Strategies