



RankCloudz Beta **User Guide**

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Preface

Evaluating cloud vendors and services to determine the best one for your needs is a complex process. It requires a very deep understanding of the vendor's capabilities and how they apply to your environment and requirements. It also requires one to accurately identify all the parameters that are required to measure the effectiveness of the product or service, collect relevant data to measure multiple services, quantify the relative priorities each requirement has in a particular use case and the use of right statistical methods to normalize and compare two or more products or services.

The evaluation system should have effective ways of gathering up to date data, keeping track of advancement and changes in the field, a user-friendly way of accepting your requirements and priorities, and an effective way to communicate the result of the evaluation. An evaluation system should also provide a detailed enough report which can be used offline, for further understanding/analysis or for future reference.

The purpose of this document it is to familiarize new users of RankCloudz Online of its features and various options.

RankCloudz Online is easy to use, yet it gives profound insight; it empowers you, it simplifies your cloud decisions!

RankCloudz Online

RankCloudz Online is an interactive online cloud service evaluation system to evaluate *public cloud vendors*. RankCloudz Online allows you to specify which parameters of cloud service are important for your business. The visualizations of evaluation results will be shown to you immediately. Informative visualizations help in understanding the strengths and limitations of a cloud vendor. RankCloudz presents you to the *most suitable* public cloud services in ranked order based on priorities set by you for each of the requirements associated with business scenario selected by you.

When you visit the RankCloudz tab for the first time, you will see the landing page that describes very briefly the salient features of RankCloudz. You may click on the "Go to RankCloudz Online" button, shown in Fig-1 below, to enter the evaluation page.

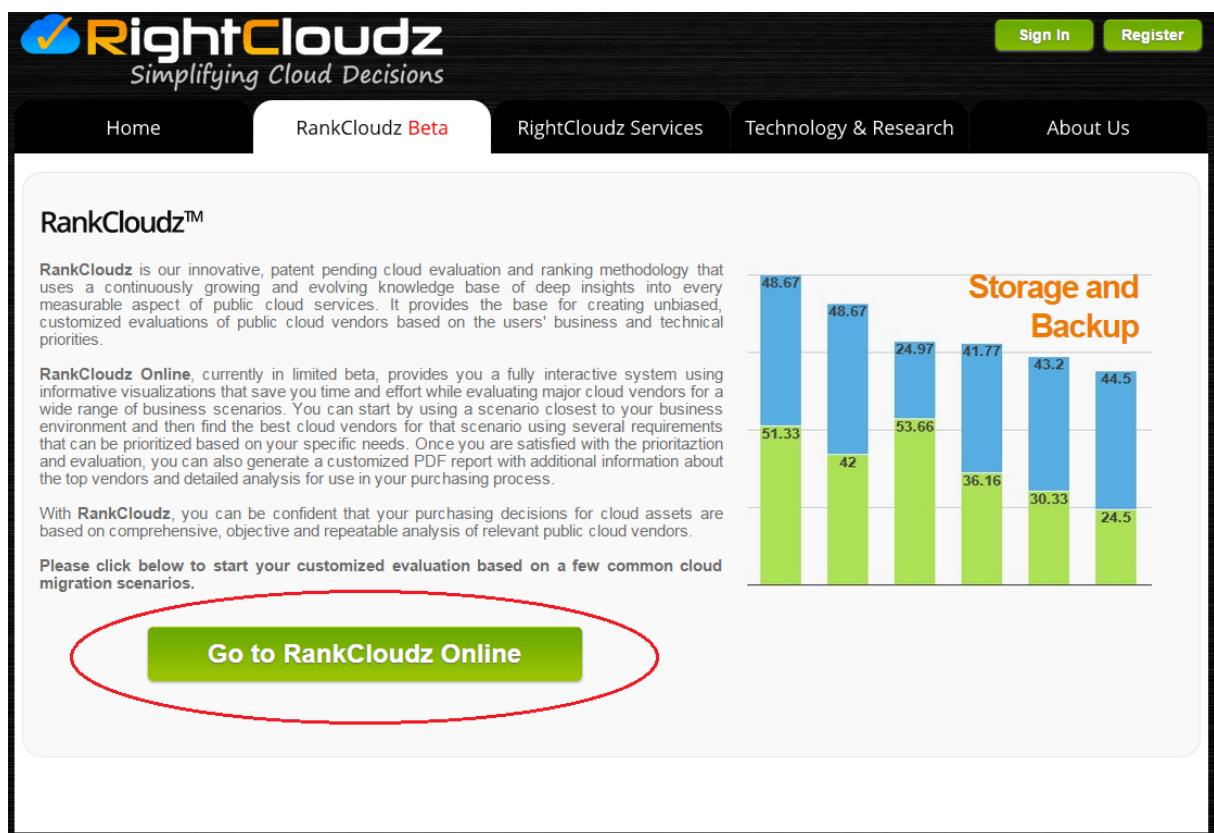
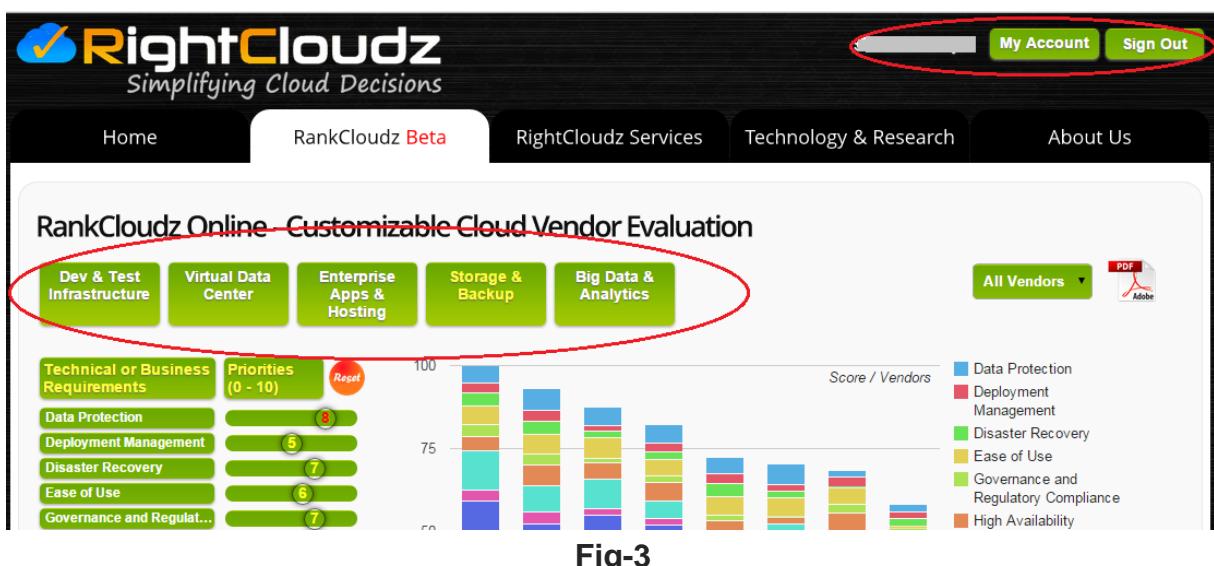


Fig-1

Note: If you press RankCloudz tab before signing in, you will see the page shown in Fig-1. If you come to RankCloudz tab after signing in, RankCloudz will take you to the evaluation page that shows cloud usage scenario you were working on before signing out last time. RankCloudz Online automatically preserves the state of your session for continuity of evaluation process and for improved productivity.

When you go to "RankCloudz Online" page without signing in, you will be presented with a limited set of cloud usage scenarios (Fig-2). When you sign in, all of the cloud usage scenarios will be displayed horizontally at the top of the page (Fig-3).



Note: You have to register first to be able to sign in.

Cloud Usage Scenarios

Cloud usage scenarios capture most common use cases appropriate for the enterprises. Each cloud usage scenario has a number of requirements; each requirement comprises a number of measurable technical and business parameters. RankCloudz uses hundreds of parameters to evaluate and rank all top vendors that offer services for a specific cloud usage scenario. You can select a cloud usage scenario by clicking on it. When you select a cloud usage scenario, requirements for that scenario are displayed on the left with their default priorities.

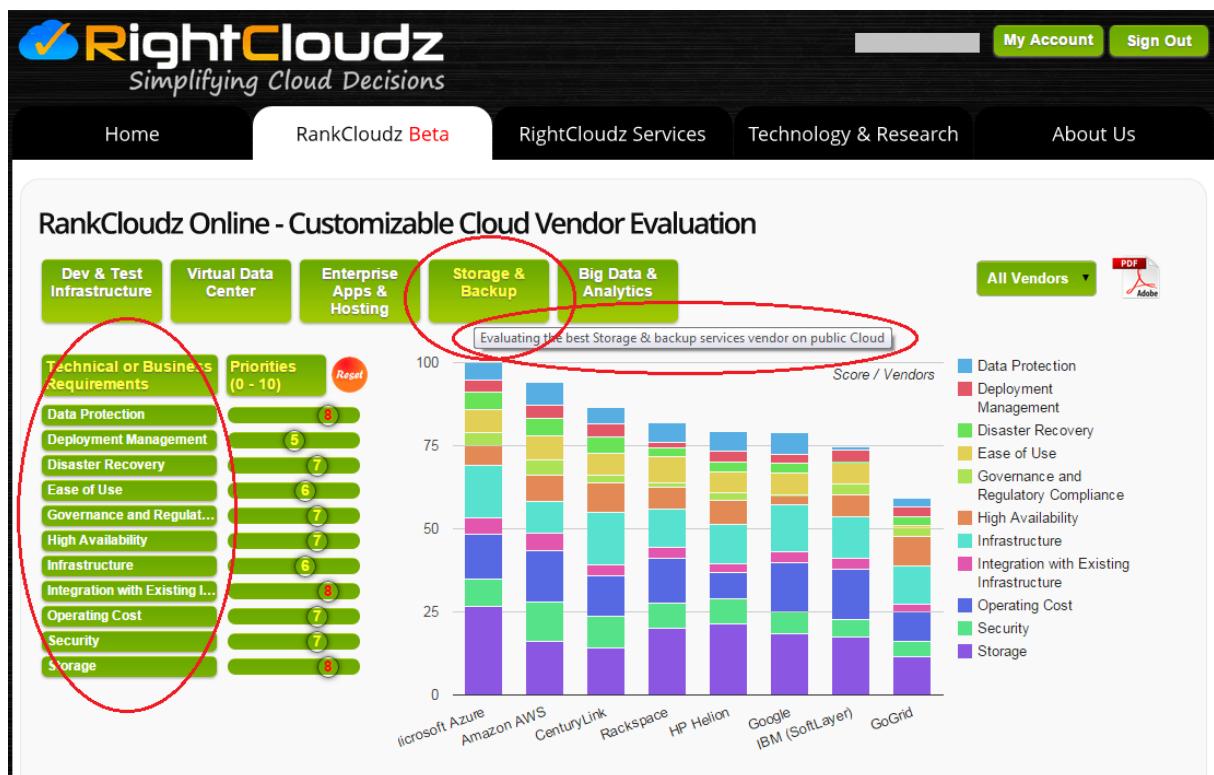


Fig-4

Note: When you hover over the boxes of cloud usage scenario, a brief description of the usage scenario will appear below the cursor. The text colour of the selected cloud usage scenario is yellow.

Updating Priorities using Slider

All requirements of a cloud usage scenario do not have equal priority/ weight. The priority of a requirement is set by moving the slider to desired position. The value of the priority is shown on the slider. A priority 10 indicates that the requirement is of highest importance, a 0 priority value will ignore the requirement.

Each requirement has a default priority assigned based on the relative priority of that requirement in a given cloud usage scenario. The requirements which are most needed for a usage scenario have been given higher priority.

However RankCloudz understands that each business is different, and to evaluate cloud vendors for your specific business needs, you should set priorities using the slider appropriate to your unique business need -- ***this is one of the most important features of RankCloudz***. RankCloudz never suggests "one size" for all. You can use RankCloudz to get a "tailor" made/ customized evaluation.



Fig-5

You can click on the slider at appropriate place to set the desired priority, or by clicking and holding on the knob and then by dragging right or left. This is an important exercise to get a *customized report for your business needs*, than a generalized report with priorities set to default values.

High Priority Requirements

When the priority for a requirement is set 8 or higher, that requirement is considered a high priority requirement and depicted in red color. You may have a few high priority requirements. High

priority requirements are dealt with great detail in the customized report generated for your use case. High priority requirements are evaluated individually and in combination with other high priority requirements and charted separately in reports.

Setting Priority to 10 or 0

A priority value of 10 (ten) means that the requirement is very important to your use case. A priority value of 0 (zero) means that service offered by this requirement is not essential for the selection process involving this use case.

When you click on a requirement, the priority of that requirement will get set to 10 and priorities of all other requirements will become 0. Setting priority high to one or more requirements and rest zero will help you assess how various vendors stack up in fulfilling these requirements in the context of your use case.

By clicking on the red "Reset" button, you can get default priorities back for all requirements.



Fig-6

Using a Subset of Listed Requirements

When you set the priority of a requirement to 0, it indicates that this requirement is not important to you and hence will not be considered in the evaluation of selected cloud usage scenario. By using the zero priority setting, you can evaluate vendors for your needs with a subset of requirements listed in RankCloudz Online for a given cloud usage scenario.

Note: The priorities you set for requirements are saved in the database. So, you can switch from one cloud scenario to another and then come back and restart the work from where you had left that scenario. The priorities you set are preserved across sessions as well; so, you can sign out and sign in at later point of time to complete your evaluation of cloud service vendors.

Understanding the Result of an Evaluation

The visualization of the result of an evaluation is shown in the form of a chart where x-axis depicts names of cloud vendors in descending order of the total score and y-axis represents the score. As you set priority for each requirement, RankCloudz' evaluation engine recalculates scores for each vendor and displays the result immediately -- you will see the revised rank of all vendors in the refreshed chart.

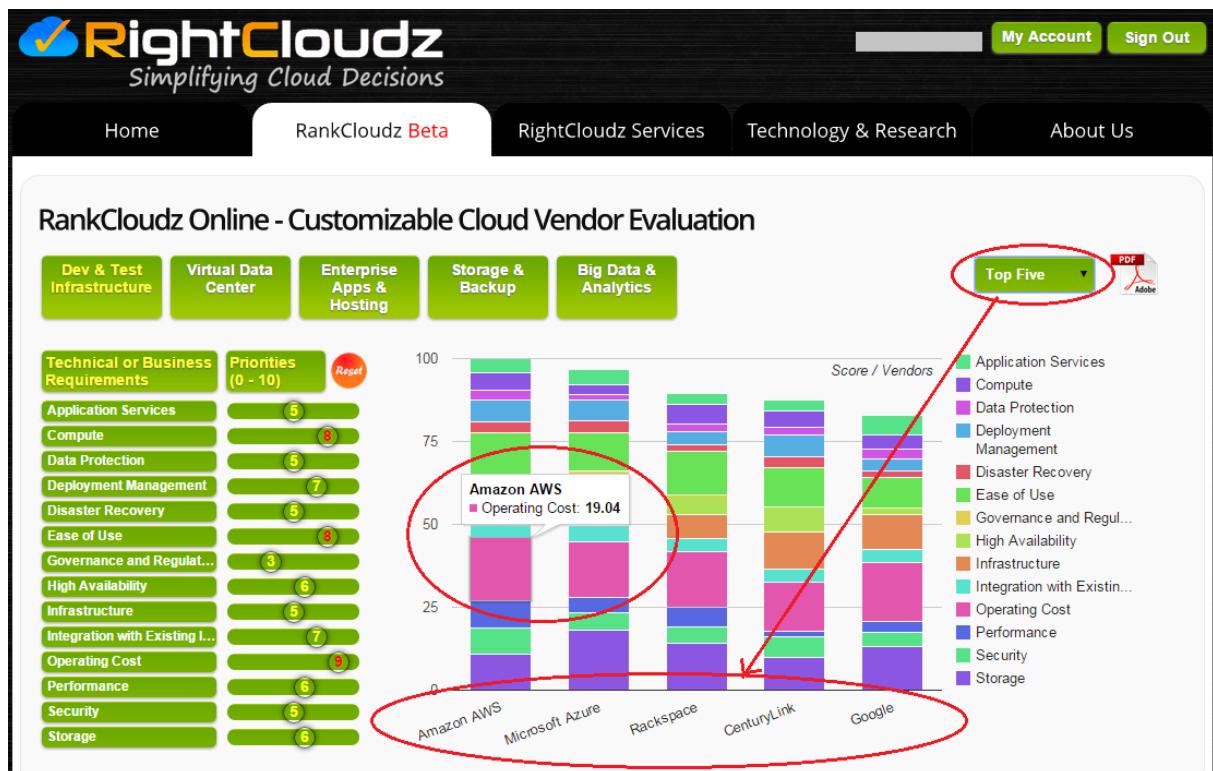


Fig-7

The bar of the best vendor is displayed at the left most, and then the bars for other vendors in descending order of the score. The tool-tip help displays the name of the vendor, the requirement and the score against that requirement when the cursor is taken over each colored block of a bar. Each requirement is associated with a unique color across vendors to help identify it within the stacked-bar.

You can choose to see the ranked order of top-3 or top-5 vendors only by selecting the option from the drop down list located at top right corner of the portal. The default option is to show ranked order of all vendors being evaluated by RankCloudz.

Generating the Report

Once you have finalized setting desired priorities for each of the requirements, you can generate a detailed report by clicking on the PDF report icon on the right top corner of the portal. The "generate report icon" is enabled only when you have signed in. The report is a comprehensive document which each CxO would like to go through carefully depending upon the role he/ she plays in the organization and the sections which matter most for that role.

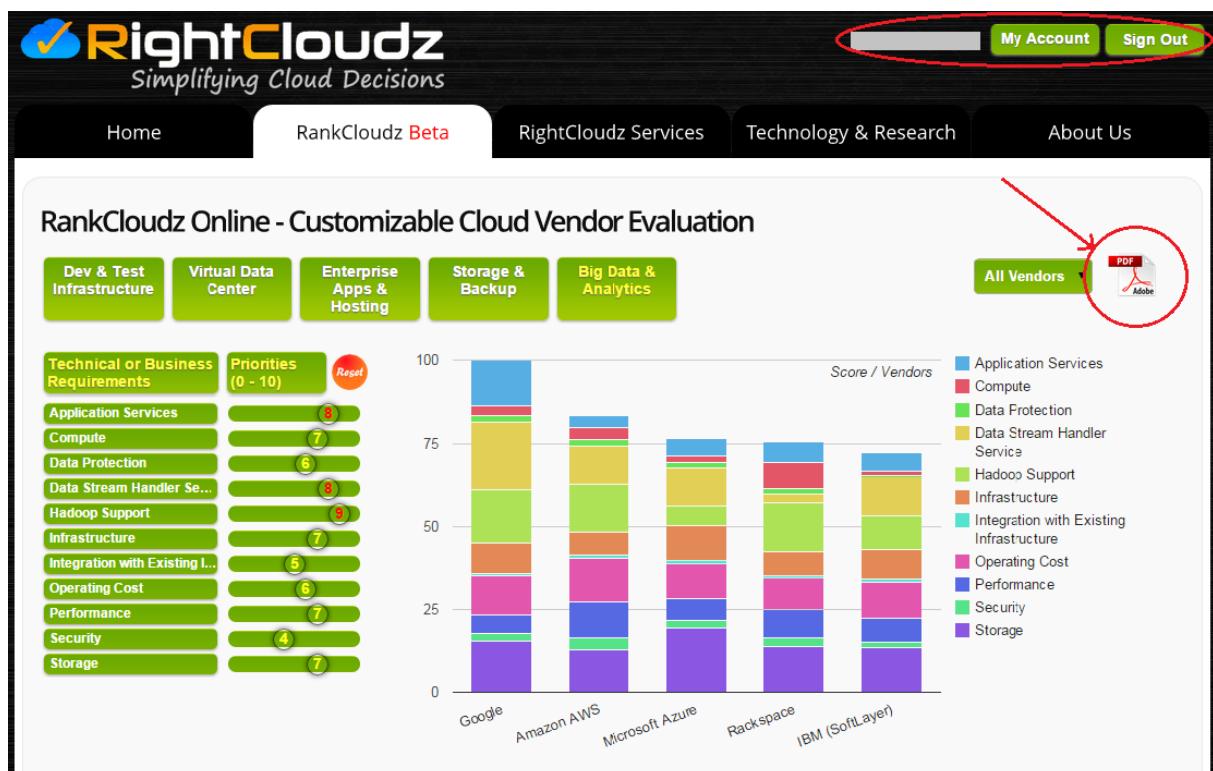


Fig-8

Note: Please ensure that "Block Pop-Up Windows" option is disabled for your browser; otherwise the PDF report, which is rendered in a new window or in a new tab (as per your browser settings), can not be displayed.

Understanding the Report

"A picture is worth a thousand words" -- that is more so when there are charts as part of a report to be consumed by senior executives. The customized report generated for you using RankCloudz is well illustrated with charts and tables. The insight that you get from the *customized* reports from RankCloudz saves you and your specialized IT staff long hours of work to find relevant data about cloud vendors and their service offerings as applicable to your business needs, to normalize those heterogeneous data and to aggregate them before using that data to compare vendor services. Here is how the RankCloudz' report is organized to give you detailed objective evaluation of chosen cloud usage scenario that is needed to simplify cloud decisions.

Executive Summary

The initial pages will provide you with the summary of the evaluation -- cloud usage scenario, evaluation methodology, and list of top three vendors with scores that meet your requirement the best.

Requirements and Priorities

This section lists and describes the requirements of chosen cloud usage scenario along with the priorities that you had assigned prior to generation of the report.

Detailed Evaluation Analysis

It is essential for you to spend quality time in the section to understand the detailed and extensive analysis of your requirements vis-à-vis vendor capabilities. You will be presented with multiple perspectives from which you can select the best vendor matching your requirements and priorities. When evaluating vendors for a particular cloud scenario, it is very important to evaluate each vendor's capabilities individually for each requirement. A vendor may have excellent capabilities to meet few requirements, but not for all, whereas another vendor may have better capabilities in meeting those requirements not met well by the first vendor.

RankCloudz creates quantifiable scores for each of the requirement based on detailed measurements and then weighs them based on your priorities. The total scores for a particular vendor can be arrived at in several different ways – by looking at individual requirements, a combination of requirements or all the requirements taken together.

Qualitative measures

As part of the detailed evaluation, you should also review some of the key qualitative measures for each of the top ranked vendors relevant to your cloud usage scenario along with quantitative data. This section provides you with information on each vendor's major strengths and limitations as well as information about any additional services needed from vendor, and third party services that you may need to supplement vendor's own services.

Key Takeaways and Next Steps

This section summarizes the evaluation with suggestions and with pointer is further analysis is required.

For any additional help or queries, please send an email to info@rightcloudz.com