Synergistic Opportunities

for

Computational Resource Providers

and

Local IT

Relationship Perceptions

Historically, IT organizations perceive their relationship with research as "Give" and "Take"*...

IT is asked to "Give"

Research tends to "Take"

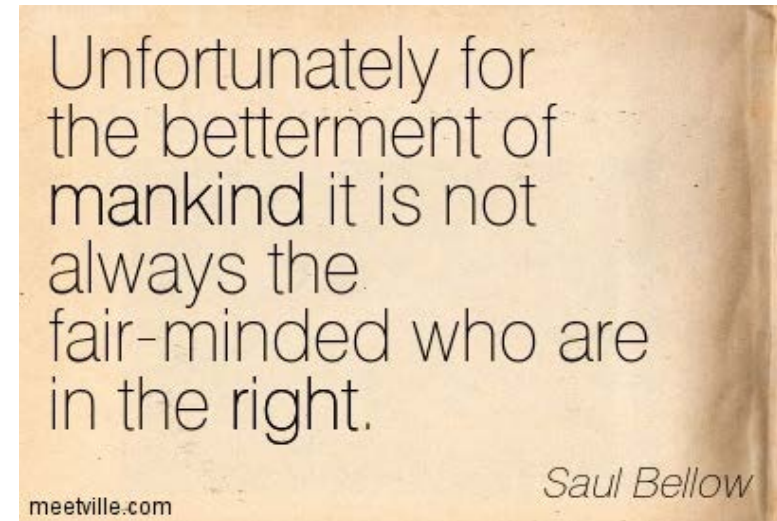*Your mileage may vary

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Research organizations perceive their relationship with IT as a mission-oriented "consumer" of services…

"Central IT should provide!"

"What about the mission?"

Unfortunately for the betterment of mankind it is not always the fair-minded who are in the right.

Saul Bellow

meetville.com

"Doesn't my grant cover that?"*

*Current OU Indirect Cost (IDC) rate for grant funding is 52%…

OU Supercomputing Symposium 2014

Breaking Perceptions

Get them excited!!!

1. **Sell "opportunities"**:
    o "Hands-on" with leading-edge technologies!
        o Software Defined Networking
        o Circuit Services and Fabric Technologies
        o IPv6 (you haven't deployed that yet?!)
    o Try out other vendors… (Dell/Juniper/Cisco/etc.)
    o Put new protocols and software in place for a **NON-PRODUCTION** environment.
   o Stress-test your production tools at high-capacity.

Make them a stakeholder in your success!

2. **Engage early on grants**:
   o Run your idea by them…
      o "I want a solar powered Rasberry Pi cluster in a remote cow pasture for processing weather data. How can I connect it to the Internet?"
   o Keep them engaged!
      o "Dell says I need 1.12GW of power. We have that in the datacenter, right?"
   o Make them part of the grant writing process…
   o Use their time as part of "institutional commitment".

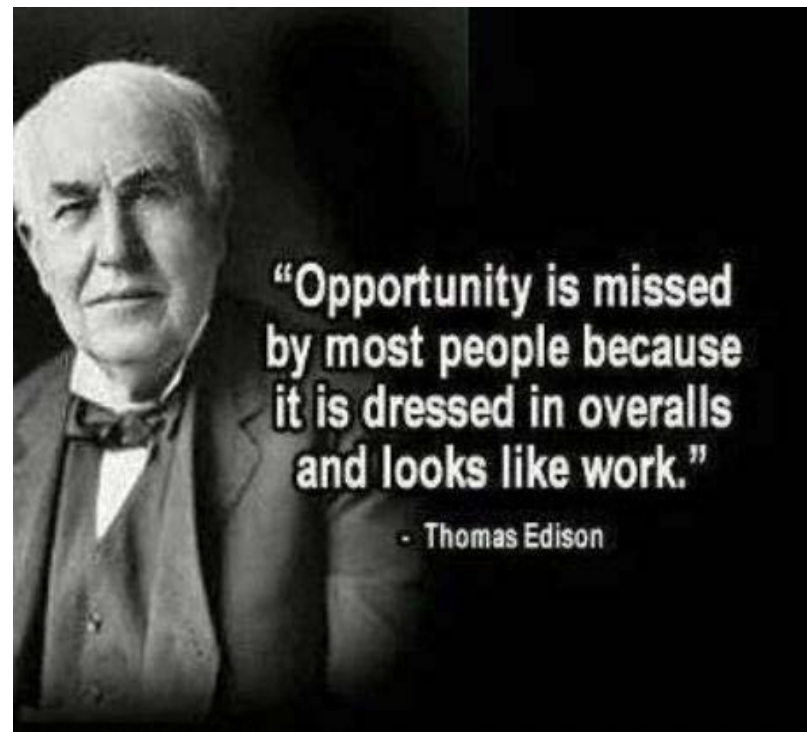*Pride in ownership…*
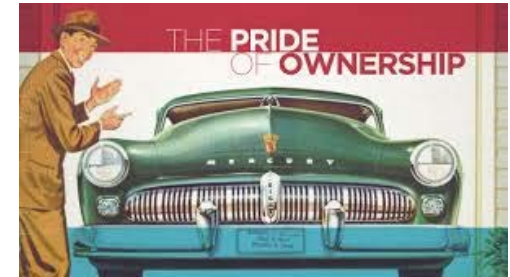
3. **Make them part of new deployments** .
   - Schedule deployments, and extend invitations.
   - Be open to their ideas!
     - They are experts in their field. We are experts in ours. Together we can build something great.
   - Find their thought leaders and exploit them!
   - You can lead a horse to water, but you can't make it drink…
     - Some organizations are simply not structured to handle "non-standard opportunities".

Existing Deployments

But Zane, I already have my compute resources deployed!

Never fear!

Opportunity still abounds…

"Opportunity is missed by most people because it is dressed in overalls and looks like work."
- Thomas Edison

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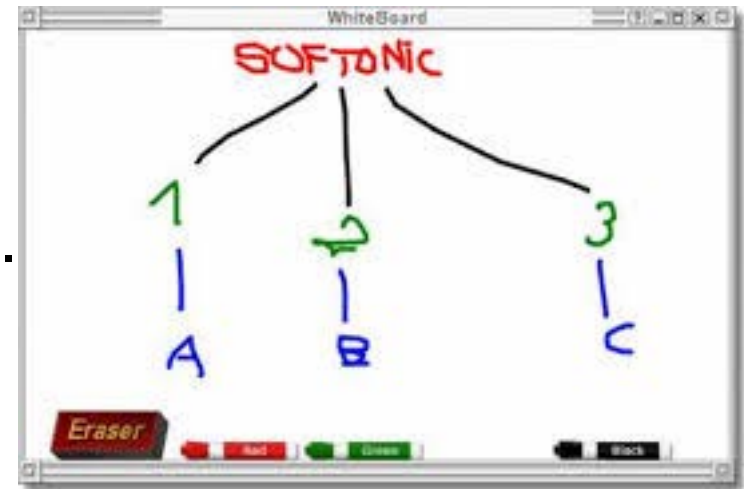
You don't know what you don't know...

Steps to follow to discover synergies:

o Bring IT to the table.
o Describe your deployment.
o Have IT describe capabilities.
o Look for overlap…
o Use those as opportunities!

Reach out to your peers…

Chances are, if you are facing a problem, someone else has faced the same and discovered a solution…

o Get to know your peers.

o Ask for help when needed.

o Give help where you can:
  o Involve local IT as problem solvers!
  o Use this to build "relationship currency".

LEARN WITH YOUR PEERS

Weigh risk/rewards and "level of effort"!

IT may identify an opportunity! Now what???

o What is the "value" of the opportunity?

o What is the impact of making the change?

o Is the impact worth the effort?
   o Don't make changes for the sake of making changes.
   o Look for "immeasurable" rewards (e.g. future grant opportunities)

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THANK YOU