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GetConsult *(Cloud Advisory)*

The first step to
success on Cloud

Why do we need to talk about cloud?

Cloud has shifted from being a technology style of computing to becoming the foundation for business innovation.

"There is no business strategy without a cloud strategy".

"63% achieved growth, efficiency, innovation and other CEO priorities as an outcome of adopting cloud".

Gartner 2021



Speed & Service Continuity



Scalability

Agile Cost Structures

Flexibility



Resilience & Security

Dealing with the 80%

"The challenge for IT leaders is to get their budget from 80% 'keeping the lights on' to 60% or less, so they can use that money in new ways to drive growth"

Gartner

20%

of the IT budget is available for transforming the core to drive growth

20%

of workloads are either already in the cloud or can be moved to the cloud easily

80%

of the IT budget is focused on 'keeping the lights on'.

80%

of workloads are legacy applications and often difficult to move to the cloud

Leveraging our Cloud Framework to simplify Cloud Journey

GetConsult

Current state assessment
Application categorization
Application mapping and dependency

GetMigrate

Migration factory
Application migrations
Application transformation

GetDevelop

Native application development
Continuously available business platforms
Multi-cloud serverless architecture
SaaS implementation and integration

GetTransform

Continues Integration
Automation through AI / ML
Journey towards No Ops



Advise



Enable

Develop



Operate



Secure

Evolve

GetConsult

Readiness assessment
Roadmap and strategy
Architecture audit
Change management
Security roadmap
Migration approach

GetFoundation

Migration plans and timelines
Cloud environment design, sizing, and build

GetManage

Cloud sustenance
Cloud operations
Financial management
Proactive monitoring

GetSecure

Cloud governance
Cloud security services
Cloud compliance
Policy adherences

GetConsult Overview

Vision

We focus on enabling our clients to visualize the Cloud Journey by utilizing our expertise in multi-cloud technologies, our alliances with hyperscalers and tooling providers, thus driving real business outcomes, one client at a time.

"Cloud Advisory isn't about throwing technology at a problem or at a requirement; it is all about creating the appropriate Cloud Strategy by truly understanding the Business Objective".

Getronics

Our Framework

We have adopted a 4X4 Framework, that addresses every aspect of the Cloud Journey and simplifies the decision making process.

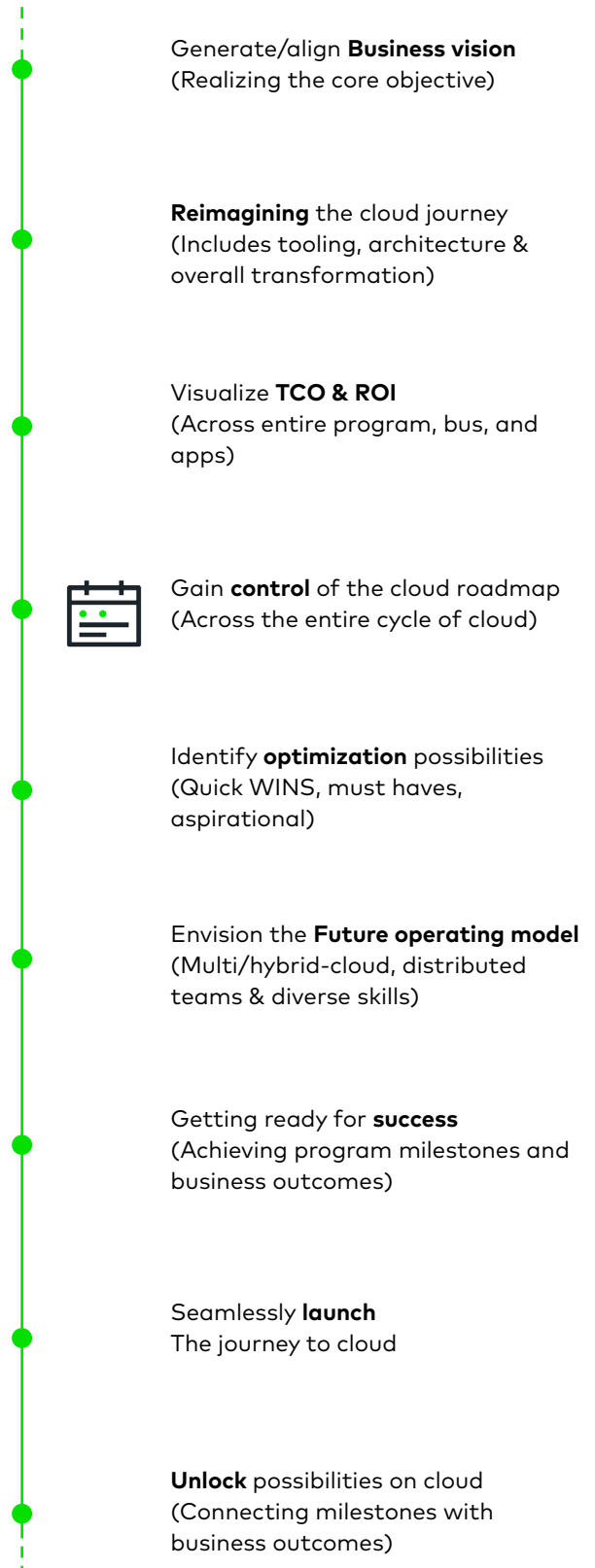
Phases or Steps

Discover	Analyse
Visualize	Recommend
Current State Portfolio Analysis & Recommendation	Cloud TCO Assessment
Cloud Adoption Strategy	Future State Realization Feasibility

Service Catalogue or Focus Area

The Focus clearly is on providing a **structure through our 4 phases or steps** and detailed insights through our 4 focus areas, also called the service catalogue.

Value Summary



How do we utilize Phases?

We take an effective and simplified 4 step approach in delivering advisory services. These four steps run sequentially and allows our service catalogue to be optimally applied across the 4 steps and remain well aligned to various customer needs.



Discover

- As Is State Study
- Scoping the program
- Inventory mapping
- App dependency and Business mapping
- Data gathering
- SMEs / Portfolio owners' / Stakeholder interviews



Analyse

- Application
- Categorization
- Business Impact Analysis
- Security & Risk Analysis
- App complexity Analysis
- Technology dependency
- R Strategy fitment
- Skill GAP Analysis
- Change Resistance



Recommend

- Advisory Report
- Defined Target Architecture
 - Migration Strategy
 - Tools & Technology
 - Business Case alignment
 - Optimisation possibilities
 - Recommended Cloud Roadmap



Visualize

- Pre-Defined Checklist
- Planning Considerations
 - Business dependencies
 - Clarity on Milestones
 - Clarity on Metrics
 - Quick Win justification
 - POC/Pilot Goal alignment

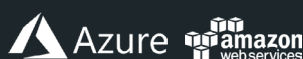
What is included in the Service Catalogue?



"Our Cloud Advisory service is catalogued into 4 sub-offerings or areas of focus that are instrumental in assisting our customer's visualize the Cloud Journey. While we recommend delivering our Cloud Advisory service as an experience involving all 4 areas above, we deliver these individually where needed to address specific & targeted needs of our customers who are in different phases & different maturity levels within their Cloud Journey"

What Enables us to deliver, always...

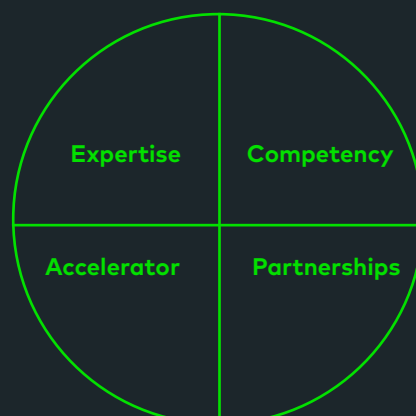
Experience of successfully fulfilling our customer objectives consistently



Microsoft Partner
 Gold Data Analytics
 Gold Cloud Platform
 Gold Application Integration
 Gold Application Development
 Gold Cloud Productivity

QUEST

Our Intelligent Agentless Discovery, Assessment, Mapping and Optimization Insights Platform



Certified Cloud professionals with focused cloud expertise

- Azure Solutions Architect Expert
- Azure Administrator Associate
- Azure DevOps Engineer
- Azure Fundamentals
- AWS Solution Architect Associate
- AWS SysOps Administrator Associate
- AWS Cloud Practitioner

GCA

Global Cloud Alliance enables us to deliver exclusive cloud services seamlessly across the globe

Current State Portfolio Analysis & Recommendation

The What

The key is, knowing what to look for (& not to get entwined)

What to look for?

App: Architecture; Complexity; Criticality; Cost; Dependencies; Integrations; Purpose; Risks; Scalability; Technologies; Usage;

Infrastructure: Architecture; Complexity; Cost; Data Size; Dependencies; Integrations; Risks; Security; Storage; Technologies; Usage;

Tools: Capability; Dependencies; Usage;

Cloud Success Stats:

45%
reduce complexity
51%
increased availability
58%
Simplified IT Management
(Forrester Survey Results)

Causes for migration failure:

- Rushed App assessments
- Wrong emphasis
- Poor Landing zone design

(Gartner Survey Results)

The How

"Top Down view,
delivered with a
Bottom Up approach"

↑
QUEST
based Automated Portfolio
Discovery & Mapping

↑
Architect Led

Cloud TCO Assessment

The What

Which is more relevant?

CAPEX v/s OPEX? OPEX v/s OPEX?
Everything Today v/s Tomorrow?

Where to look for costs?

People: R&R; Skill Categories; Skill Gap;

Process/Program: Business Priorities;
Partner; Service Management; Timeline;

Technology: Applications; Facility;
Hardware; Software; No Guard rail

Cloud Success Stats:

On average Savings are
>20%

79% customers see cost
savings

(Forrester Survey Results)

Causes for migration failure:

- Hidden costs
- Mistimed work effort
- Wrong emphasis
- Wrong team

(Gartner Survey Results)

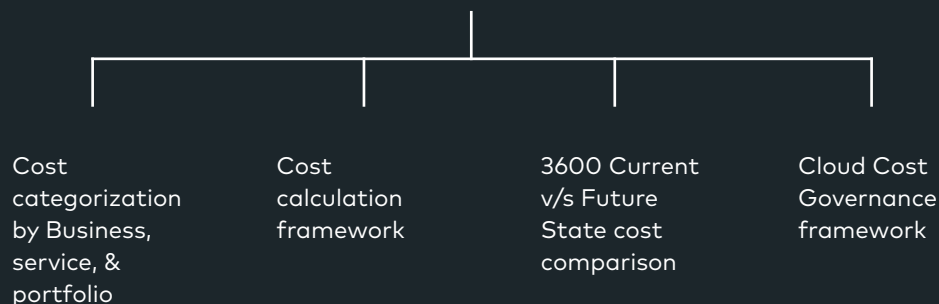
The How

We guide our clients to visualize the ROI and costs of ownership throughout the cloud journey

We map costs against service value delivered, identify the potential for optimization and setup a roadmap for better value realization. It means working with you, understanding your business and prioritizing objectives.



Decoding the TCO



Future State realization feasibility

The What

What should be considered while envisaging the future state?

Execution: Ease of Operations; Location; Operation Model; Partner; Service Model; Tooling Dependencies; Automation & Transformation; Repeatability

People: Effectiveness off the service; Scalability, Skill Gaps;

Measurement: KPI & Metrics Definition; Metrics tracking feasibility;

Future State Model Stats:

76% of firms think a lack of digital skills would hit their profitability

(World Skills UK, 2021)

Causes for migration failure:

- Mismatched work effort
- Wrong emphasis
- Wrong team

(Gartner Survey Results)

The How

Scalability

Scalability is not an option for a business venturing into Cloud. People, Process and Technology scalability aspects must be embedded into the design

Ease of Operations

Operating models must be flexible to cater to variances in multi-cloud choices and seamlessly adapt to changes in business needs



KPI & Metrics Definition

Metrics should focus on measuring the performance of the cloud service delivered to the business and its impact on the ROI

Effectiveness

New-Gen Cloud offerings require non-traditional execution model to cope with dynamic demands of business users and remain effective

Time to Market

Cloud Model should have the ability to seamlessly support advancements in technology and eliminate potential TCO overhead

Automation & Transformation

Cloud led business objectives require forecasting the automation roadmap and reimagining the transformation approach

"Innovate to Grow"

"Innovate to Sustain"

"Innovate to Transform"

Cloud Adoption Strategy

Summarizing the Cloud Journey

How do we align adoption with business outcomes?

We focus on consolidating the findings of assessments (1,2,& 3), and then applying our Adoption framework and experience to determine the **best strategy for our Client's Cloud Journey, whilst guaranteeing ROI, Resilience and Readiness.**

Our Cloud Adoption Strategy (4) brings all moving pieces together and provides visibility into do's & don'ts of the execution path, while simplifying the process of visualizing business outcomes.

① **Current State Portfolio Analysis & Recommendation**

- R Strategy
- GAP Analysis
- Current State Maturity
- Cloud Fitment
- Reference Architecture
- RAID Log

② **Cloud TCO Assessment**

- Cost categorization by Business, service, & portfolio
- Cost calculation framework
- Costing Governance recommendation
- Current v/s Future State cost comparison

③ **Cloud Adoption Strategy**

- Change Management
- Security Considerations
- Overall Cloud Readiness
- Program Strategy & RoadMap
- Migration Strategy Relevance

④ **Future State realization feasibility**

- Ease of Operations
- Effectiveness
- KPI & Metrics Definition
- Automation & Transformation
- Time to Market
- KPI & Metrics Definition

Sample Assessment Approach