



GetConsult (Azure Cloud Advisory)

The first step to success on Cloud

Suraj Raghunath

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



Speed &
Service
Continuity



Scalability



Agile Cost
Structures



Flexibility



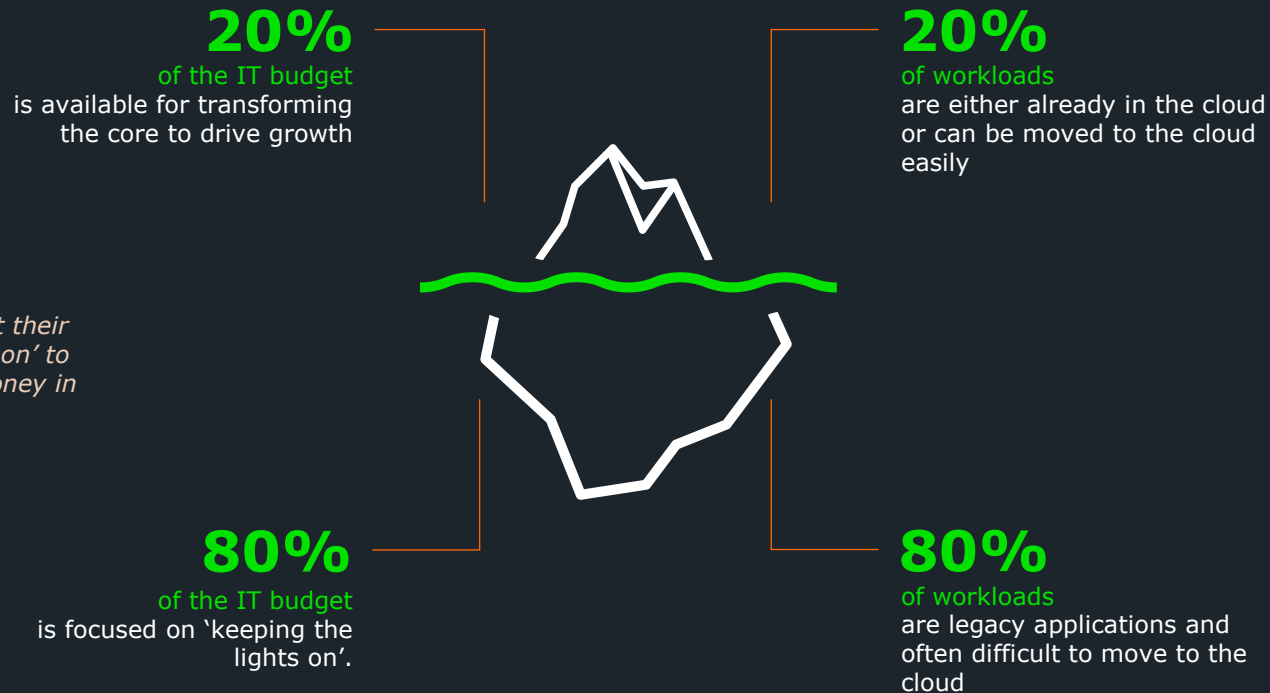
Resilience &
Security

*"There is no business strategy
without a cloud strategy"*
(Gartner 2021)

*"63% achieved growth, efficiency, innovation and other CEO
priorities as an outcome of adopting cloud"*
(Gartner, 2021)

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



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

Advise



Enable



Operate



Develop



Evolve



GetTransform

Continues Integration
Automation through AI / ML
Journey towards No Ops

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

Secure



GetSecure

Cloud governance
Cloud Security Services
Cloud Compliance
Policy adherences



getronics

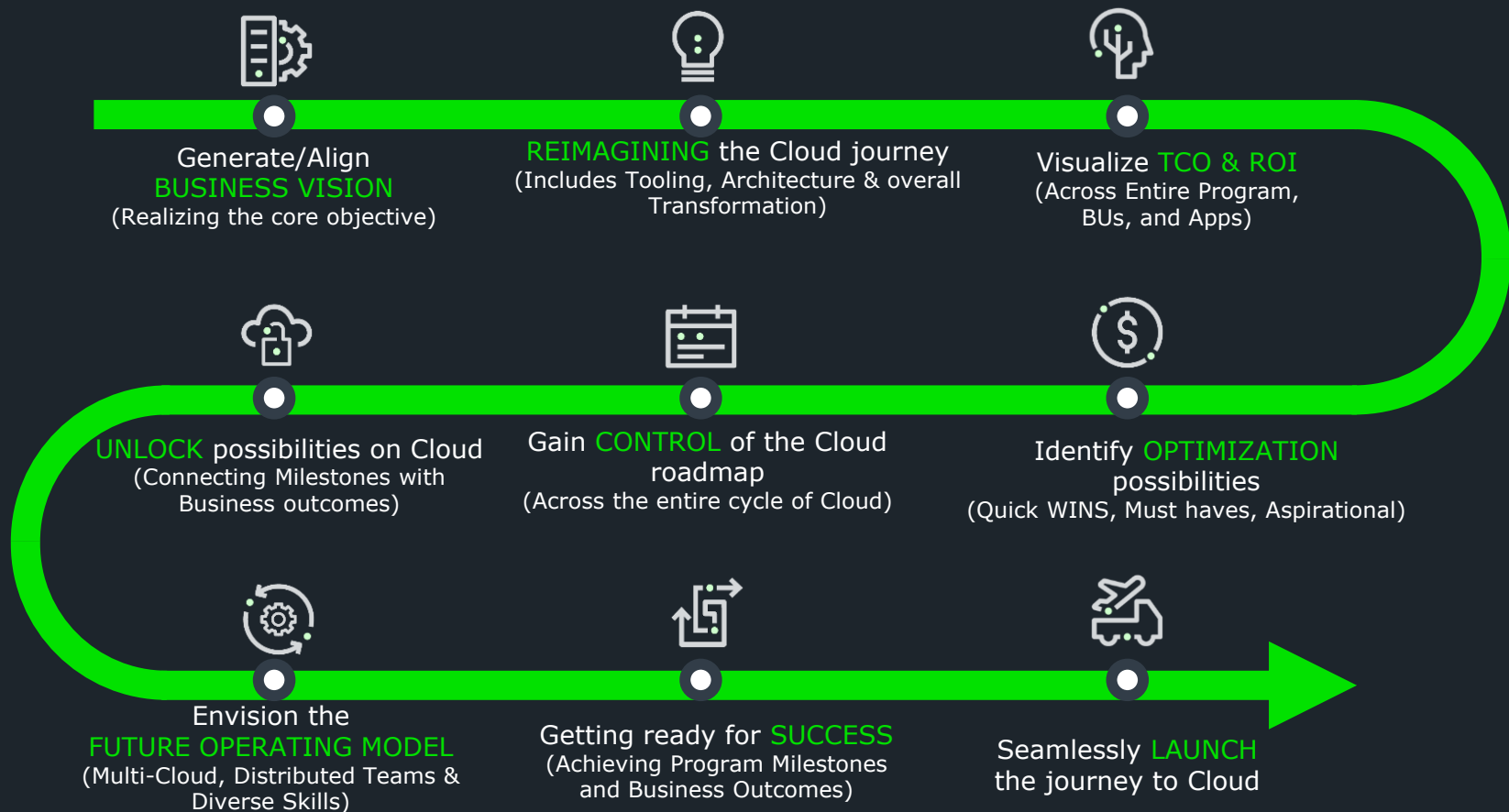
GetConsult Overview

Understand, then
Embrace

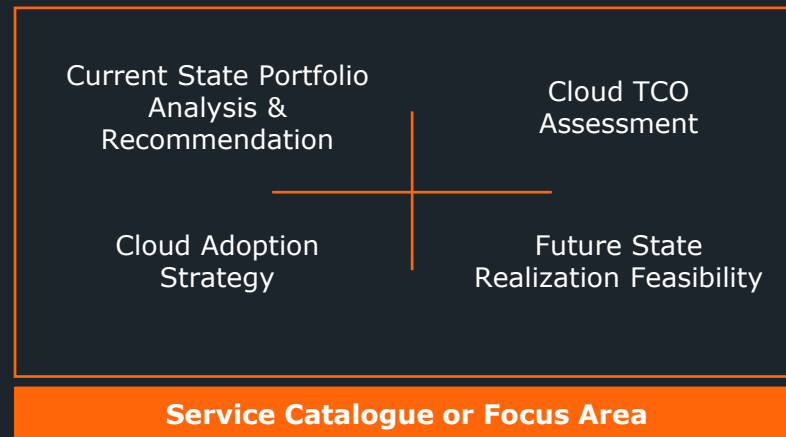
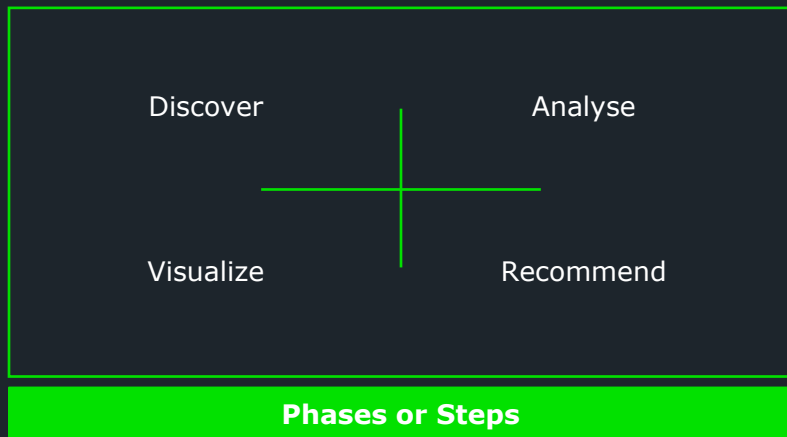
We focus on enabling our clients to visualize the Cloud Journey by utilizing our expertise in multi-cloud technologies, our alliances with hyperscalers and tooling providers, thus driving real business outcomes, one client at a time.

“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



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



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**.

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



"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"

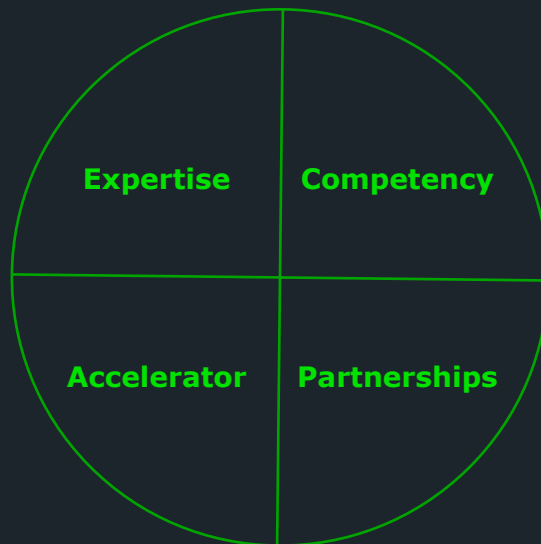
**Experience of successfully fulfilling
our customer objectives consistently**



Gold Partner
Across 5
Competencies

CLOUD NATIVE and QUEST

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



Certified Cloud Professionals

- Azure Solutions Architect Expert
- Azure Administrator Associate
- Azure Developer Associate
- Azure DevOps Engineer
- Azure Fundamentals

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



Current State Portfolio Analysis & Recommendation

Set yourself for success

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

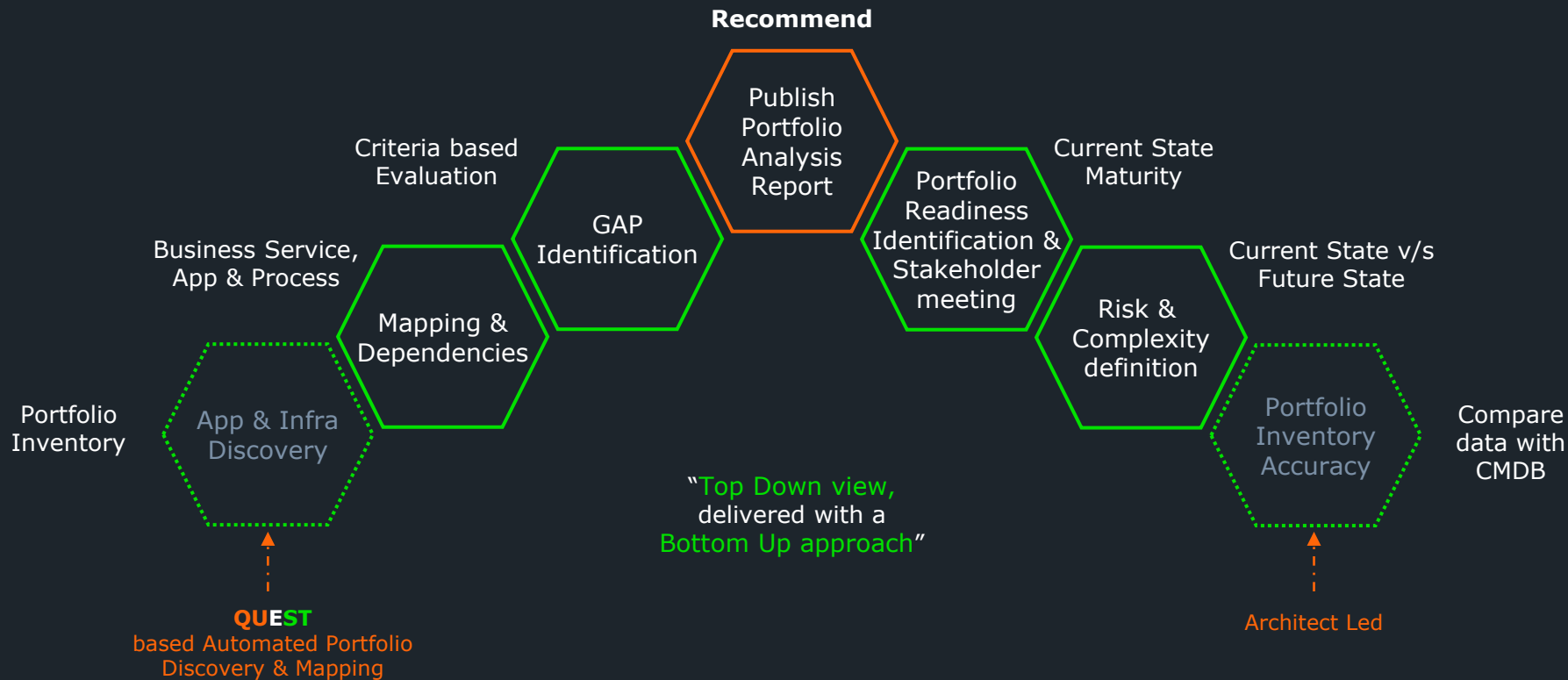
58% Simplified IT Management

Causes for migration failure:

Rushed App assessments

Wrong emphasis

Poor Landing zone design



getronics

Cloud TCO Assessment

Gain visibility into the future



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

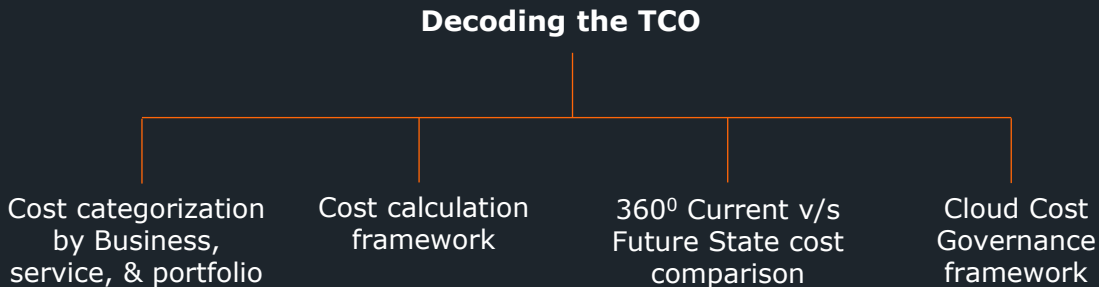
Wrong team

Gartner Survey Results

What we do

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.**





Future State realization feasibility

Taking the right steps



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:

Mistimed work effort

Wrong emphasis

Wrong team

Gartner Survey Results



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”

Getronics

Cloud Adoption Strategy

Be in control of the 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
- 360° Current v/s Future State cost comparison

4 Cloud Adoption Strategy

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

3 Future State realization feasibility

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



Assessment Approach

Delivering the Advisory
Service



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



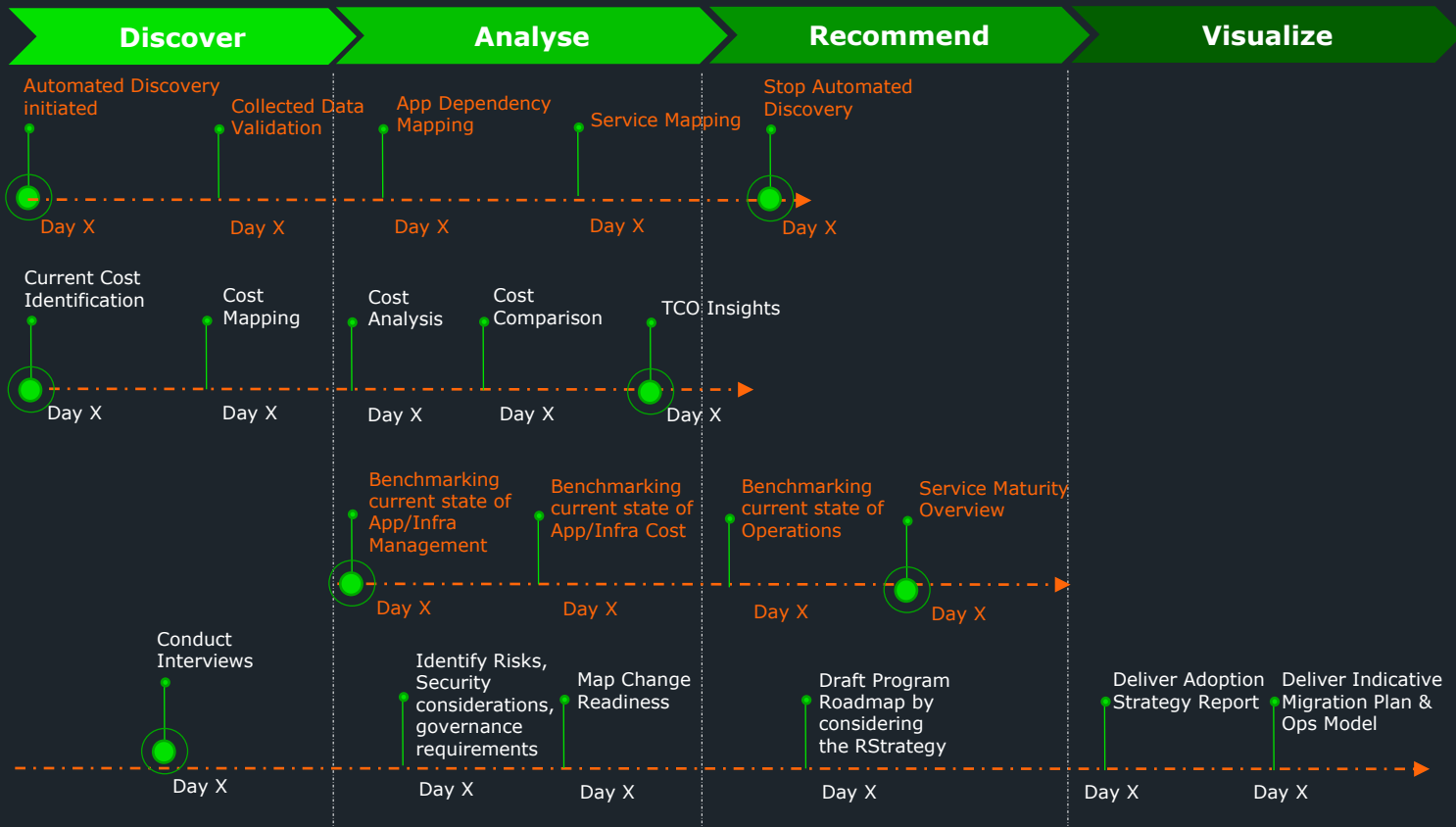
Recommend

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



Migration Readiness

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





Thank you