

Azure 30 Day Consulting Offer: Assessment, Briefing and POC option



30 day Assessment, Briefing and Optional POC

Pyramid Solutions has teamed with leading MSFT tool providers to offer an innovative Azure consulting package with three components:

On-site Briefing - with customer leadership on the business and economic benefits of Azure

30 Day Assessment - 2-part analysis includes benchmarking of customer's business and IT operations, plus tool-based scan of environment for economic analysis and performance improvements. (Includes follow-up onsite readout of findings with strategy blueprint of business and tech recommendations.)

POC Option - customer automatically qualifies for a follow-on POC migration of an initial workload.

Key Benefits

Pyramid's consulting package is designed to deliver 3 key deliverables to MSFT customers: 1.) Briefing on the business and economic benefits the Assessment process and Azure; 2.) Assessment and follow-on meeting of results presenting an Azure blueprint with strategic IT and business recommendations; and 3.) option to leverage insights for a discounted POC and Azure migration.



- **Experience:** 22 years MSFT certifications
- **Depth:** 3600 global architects and engineers, 10 US offices
- **MSFT bgd:** Pyramid co-sell teams have 30 years+ MSFT experience

- **Machine Learning:** Analytics to predictively define the optimal resources for cloud & container environments
- **Automation:** Answers so precise they can be automated
- **"Optimization as code":** integrates into the CI/CD process

- **Trusted:** Movere is the standard tool for MSFT platform analysis.
- **Comprehensive:** provides unique view of savings into all MSFT licensing formats
- **Fast:** Can read systems and license info in minutes.

Leverage this Pyramid offer for:

- **Migration Economics.** Show your customer rock solid evidence of the licensing advantages of Azure over traditional server renewal cycles.
- **Identify High Stress Workloads and Dependencies.** Our teams develop a comprehensive profile and "stress test" of usage peaks, load balancing needs and workloads and recommendations.
- **Drive Azure Migration.** Includes option for an immediate workload Pilot in Azure.

Helping our customers double their ROI on Cloud investments.

Continuous platform optimization.

Discovery process drives customer innovation.

Pyramid's Azure Consulting Offer: 30 day Assessment, Briefing, and POC Option



In-Person Executive Briefing

- **Kickoff with key stakeholders and leadership**
 - Defines process
 - Align on goals
 - Illustration of results and platform opportunities
 - Map of deliverables and timetable

Assessment Process



1. **Pyramid benchmarking evaluation.** Proprietary method of measuring and comparing customer maturity in key operational areas:

- People
- Processes
- Systems



2. **Tool-based scan of full environment.** Leverages technology partners Moveere and Densify

- Assess current system cost/licensing picture
- Analyze workload stress and platform vulnerabilities
- Integrates with Benchmarking to identify opportunities for infrastructure/platform efficiency, cost savings and performance gains

- **Note: Follow up Readout/Briefing included**
 - Results and Findings
 - Benchmarking
 - Systems and platform data
 - Strategy Blueprint: integrated recommendations with ROI across IT platform, People, Processes, and Systems.
 - Migration and POC option and steps.

Blueprint for Cloud Success

Our promise to you

- Identify economic benefits
- Assess how the business compares vs others in IT operations
- Identify strategic business gains via Azure investment

Business, Operations, and IT – integrated in one deliverable of recommendations and strategy

- Post-Assessment:
 - True roadmap to moving forward in Azure...
- Tools to support... continuous optimization across all Clouds and workloads

1. Kickoff Briefing

- Approach
- Process
- Deliverables

2. Assessment – includes 2 part analysis:

- IT Operations Benchmarking
- Tool-based analysis and scan of environment
- Onsite readout of findings and Pyramid blueprint of business and IT strategy

3. Optional Migration/ POC add-on

- Executive Briefing – drive consensus and align goals
- Rapidly executed 2 part assessment process with little staff overhead
- Identify savings of up to 50% on various platform and licensing scenarios
- Proprietary business benchmarking and recommendations
- Automatically qualify for Azure POC and migration option

