

Pyramid Solutions
Consulting
Offer: 30 day
Assessment and
Briefing



30 Day Assessment Package: Blueprint for Cloud and Business

Strategy. Today, business and technology leaders have unprecedented choice across a new generation of digital tools and Cloud platforms in which to invest for their company's future growth and security



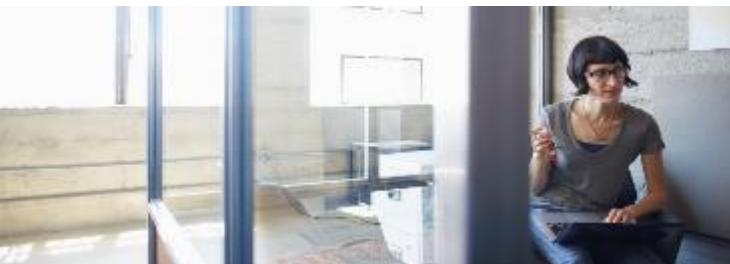
Right Sizing for Tech Management

Our offer helps CTOs and CIOS you find the best mix of these new tools for your specific challenges:

- Licensing and hardware cycles
- Achieving better ROI on IT
- Better and safer sharing of data
- Gathering and protecting customer intelligence

The right choices can save up to 50% a year on various components of your core operating environment.

"Companies who don't figure out digital transformation in the next 5 years will be out of business in 10." – GE



Integrating Business and IT Strategy

Too often, we see Business leads who feel disconnected from their IT teams. Result: lots of short term and overlapping investments by business groups propelled by:

- Fast moving customer needs or business opportunities
- Client requests to test new tools
- Desire to expand customer intelligence or depth of insight

The need has never been stronger for business and tech leadership to drive a common strategy.

Improving customer experience and insights: "A 2% increase in retention is equivalent to a 10% reduction in cost." - Gartner



A Blueprint for Success

MSFT customers are using our solution to

- Analyze the economic options available in Azure vs traditional licensing ROI.
- "Stress test" and identify components in the current platform that can be consolidated or benefit from investment.
- Get insights on how other firms are succeeding in managing their environments.

Using our approach, Anheuser Busch InBev was able to map a 25% gain in resources and efficiency as part of its three year global Cloud initiative.



Pyramid Solutions Assessment Package



From Assessment to Migration: Capture/Achieve the Benefits of Azure in 30 Days

Assessment Components

(conducted simultaneously in the 30 days)

Platform Scan

System scan and analysis of entire environment.

- Uses leading MSFT tool providers to conduct a complete platform and infrastructure analysis.
- Outputs include a comprehensive profile of product scope, licensing, and potential Azure cost savings
- Identifies workload stress, dependencies and potential system weaknesses

Business Benchmarking

Analysis and benchmarking of customer IT operations

- Proprietary "People/Process/Systems" methodology
- Benchmark against other companies innovations in business and operations structures
- Integrated with data compiled in platform Assessment step.

Briefing

(@kickoff and results)

In-person Executive Workshop structure drives alignment and consensus

- Recommendations integrate platform and business strategy and objectives
- Avoid isolation and silo'ing
- Facilitated by veteran former MSFT executives

Automatic Option for Migration and POC

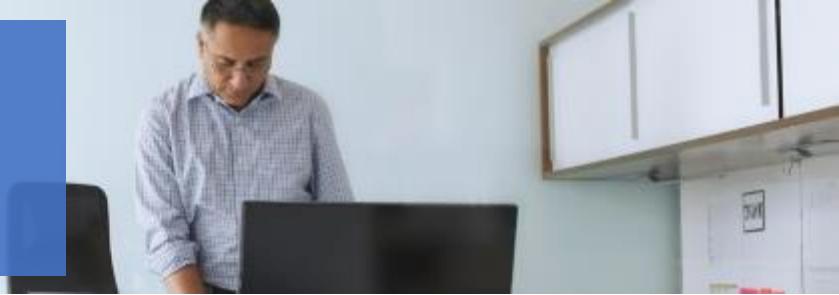
Recommendations Blueprint deliverable will include a structure and process to move directly to workload migration Pilot.

- Explore availability of Azure credits to support the POC, with discounted migration from Pyramid.
- Partner IP license included

"It took only 4 months to see the ROI.... Employee satisfaction was on the rise, and confidence regained."

- Sanjeev Singh VP, IT Strategy & Solution Delivery Fidelity & Guarantee Life

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From Assessment to POC Option: Capture/Achieve the Benefits of Azure in 30 Days

Solution Alignment

Pyramid brings exceptional depth in MSFT technologies combined with former OCP veterans

- Pyramid brings worldwide scale of 3600+ development engineers and two decades of experience in MSFT solution development
- Pyramid's MSFT Program management now includes executives with over 30 years combined tenure as MSFT Cloud and OCP executives.

Use Pyramid's Roadmap offer to drive ACR and co-sell wins



Movere + Microsoft Azure solutions

- MSFT Corp has standardized on Movere technology as the designated system assessment tool for all MSFT customers.
- Movere is the only tool that provides customers a definitive view of deployment, usage, and potential savings via Azure consolidation.

Movere is the one view of the truth that MSFT customers need.



Densify + Microsoft & Azure solutions

- Densify's patented machine-learning analytics enables ops teams to automate cloud and container resource management for MSFT customers
- A leader in enabling elastic compute & "optimization as code", Densify is focused on delivering ongoing resource optimization for solutions once migrated.

Use Densify to keep your hybrid cloud & container platform optimized forever.

