

# 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

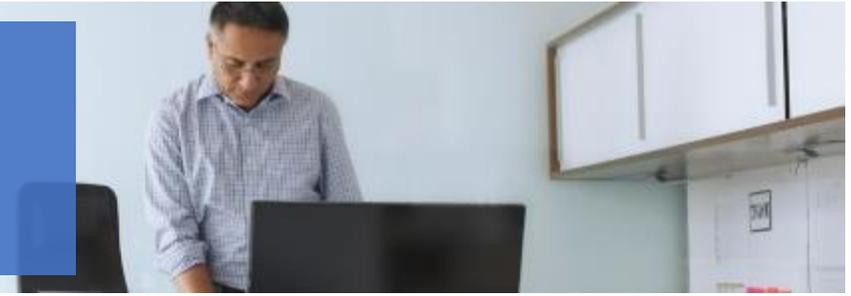
##### **Recommendations Blueprint deliverable will include a structure and process to move directly to workload migration Pilot.**

- 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

# Pyramid Solutions **Assessment Package**



**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.**

