

# Rapid Datacenter Consolidation Jumpstart

Sales Deck



# Formulating a cloud strategy is key to digital migration

Cloud computing is a critical component of business and IT as next-generation technologies and initiatives become reality (e.g. digital business, IoT, artificial intelligence, etc.).

However, migrating to Azure without a strategy results in ad hoc adoption patterns, resulting in:

- Higher costs
- Disjointed management
- Security vulnerabilities
- Overall dissatisfaction with cloud outcomes

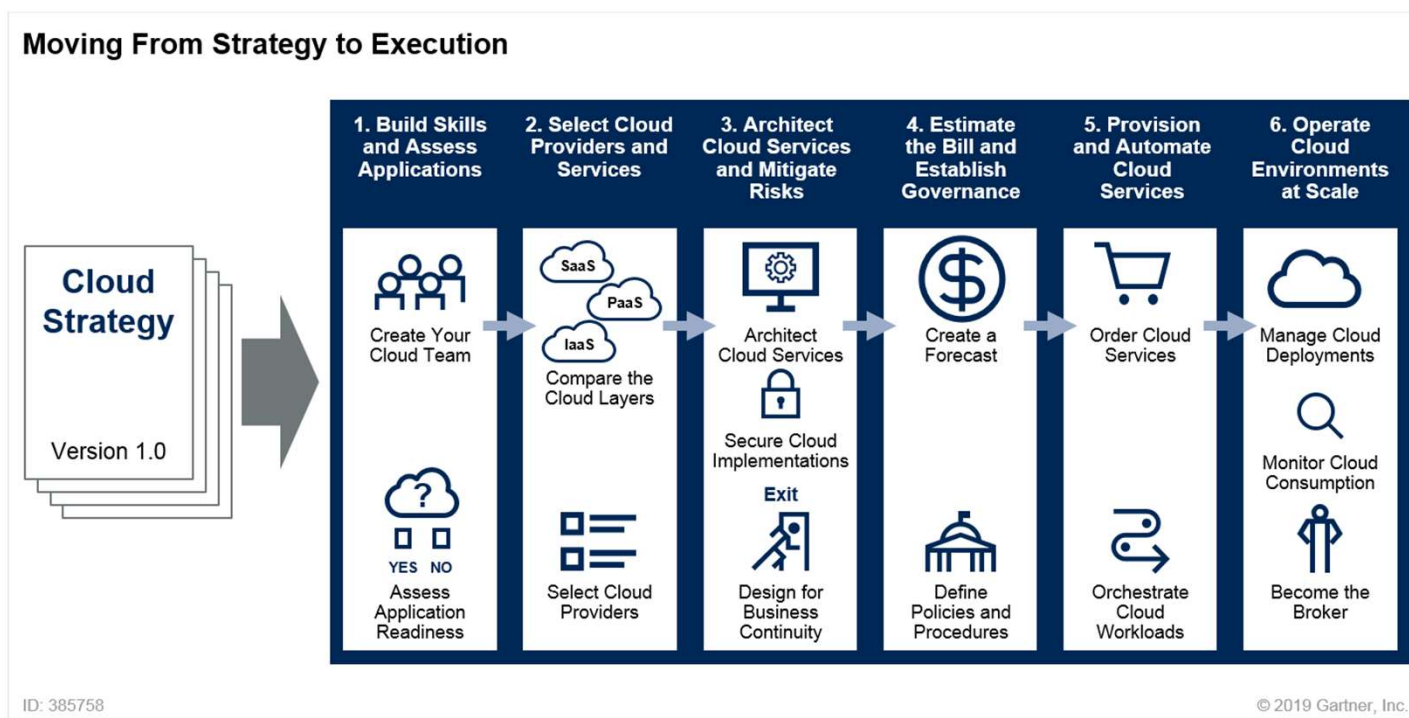
**“By 2022, 70% of organizations will have a formal cloud strategy. Those without a cloud strategy will flounder in their attempts to adopt cloud.”**

**-Gartner**



Source: Formulate a Cloud Strategy in the Context of Your Overall Strategy, Gartner 2019

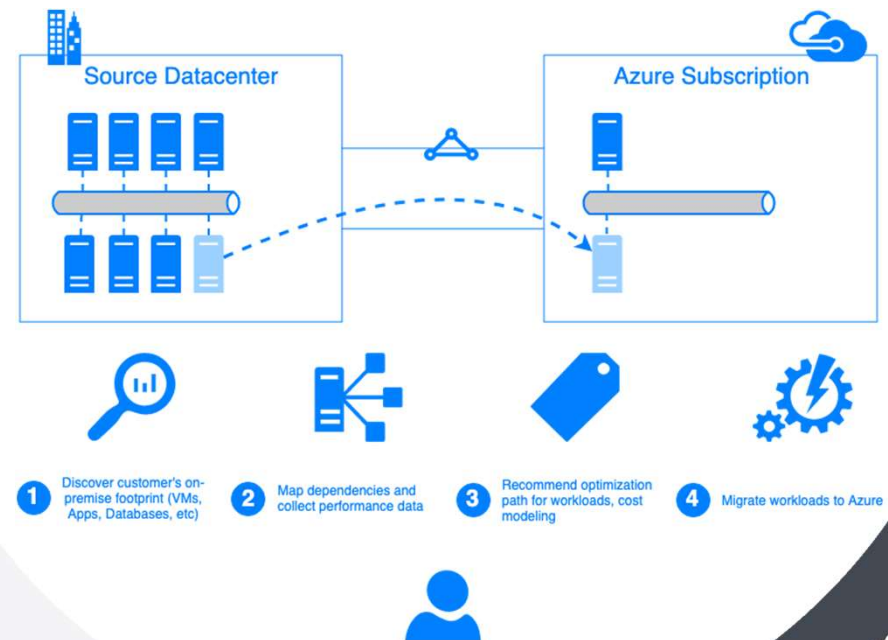
It's critical to look at how cloud strategy effects overall strategic planning, application strategy, and business transformation



## Rapid Datacenter Consolidation Jumpstart provides the tools for assessment, strategy and migration

Successful migration to Azure requires assessment of the entire IT ecosystem, including servers, applications, licenses, users and more, as well as fully managed application migration and validation.

Combining discovery, migration, and validation into one integrated platform, **Rapid Datacenter Consolidation Jumpstart** provides accelerated automation and accurate application workload migration from on-premises IT infrastructures to Microsoft Azure within a single transaction and pane of glass.



Source: Formulate a Cloud Strategy in the Context of Your Overall Strategy, Gartner 2019

# Simplifying the complex process of IT discovery and application migration

**Discover, migrate and validate** that applications are up and running in Azure in 30 days or less.



## Discovery

- Complete discovery of all IT infrastructure data and insights needed to plan cloud migrations including servers, applications, licenses, users, and more.
- Full visibility into 100% of what's there, how, and when it's being used, by whom, and where.
- Cloud readiness assessment with Actual Resource Consumption and 99.9% accurate cloud sizing recommendations.



## Migration

- Rapid, agentless, non-intrusive, hypervisor-agnostic cloud migrations at scale with no interruption to workload and performance.
- Easy migration of any application landscape: physical or virtual, legacy or modern, stateless or stateful, large or small database.
- Live migration ensuring maximum application uptime for continuous 24x7x365 operations.



## Validation

- Migration readiness with pre-flight validation checks and full source platform/OS support that includes intelligent application migration and operating system upgrades to mitigate risk.
- Automated target workload test/validation before final cut over to the cloud servers.
- Continuous optimization, monitoring and analysis of IT environments, both on-premises and in the cloud.

# Why customers use **Rapid Datacenter Consolidation Jumpstart**

RiverMeadow and Movere have integrated and simplified the complex process of IT discovery and application migration to deliver an automated, accurate and fast solution that accelerates migration to Azure.

## **Who can benefit?**

- Companies looking to build a digital transformation strategy
- Companies needing insight into 100% of their real-time data and IT infrastructure
- Companies looking to migrate to Azure

## **Solution Areas**

- App Modernization
- Datacenter Management
- Migration
- Analytics

## **Target Personas**

- System Admins
- IT Director

## **Industries**

- Manufacturing
- Retail
- Financial Services
- Health





# RiverMeadow + Movere

IT data infrastructure discovery and assessment combined with cloud migration and validation managed services



A fast, secure, automated cloud onboarding solution that leverages APIs to mirror current server environments and move them into public, private or hybrid clouds without interrupting current workload function and performance.



Best-in-class discovery platform that provides the data and insights needed to plan cloud migrations and continuously optimize, monitor and analyze IT environments with confidence.



## Rapid Datacenter Consolidation Migration

- Scan over 1,000 servers per hour, both physical and virtual.
- Right size for the cloud based on performance level data.
- Trusted by thousands of enterprise customers globally.
- Able to go from discovery to migration in fewer than 14 days.



## Pricing and package info



### Rapid Datacenter Consolidation Jumpstart

Discover, Migrate + Validate in 30 days or less

Recommended audience  
ISV & SI Services  
# of servers that can be discovered & migrated  
Assessment & discovery tools  
Timeline  
Pricing

Enterprise

Up to 10 applications running on 100 servers

Up to 100 servers

Movere

30 days

\$59,900





# Customer story: social media giant

Large technology company running on-premises data centers needed to migrate to the cloud and *fast*.

## Situation

- Didn't have comprehensive visibility into their IT ecosystem.
- Needed to understand the interdependencies of the servers, users, and applications inside the infrastructure.
- As many as 2,000 workloads running simultaneously.
- Needed help understanding how to prioritize the initiative.

## Our Approach

- Starting with discovery, we classified the applications using actual resource consumption to right fit cloud size then started migration.
- We migrated smaller batches of applications to show initial successful execute then accelerated to larger batches over shorter periods of time.

## Engagement Outcome

- We were able to deploy our SaaS-based solution in less than an hour and began returning inventory data at a rate of 1,000 servers per hour.
- First set of discovery/migrations was 100 workloads in just 3 weeks.
- Enabled customer to pursue additional workloads and move towards exiting the data center ahead of schedule.



do  
more  
with cloud  
confidence

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