

# Hybrid IT & Cloud Services



## BACKGROUND

The cloud is a key enabler for business innovation. Organisations are migrating to the cloud because it offers the flexibility and scalability that is needed to compete and thrive in today's fast-paced market. By embracing cloud computing, organisations are simplifying their infrastructure, operations and budgets, unlocking powerful new capabilities and delivering tangible benefits to their staff and customers.

## OUR CLOUD SERVICES

As a Microsoft cloud partner, we help companies to accelerate their cloud journey. With our highly skilled teams, best use of technology and mature processes, we partner with organisations to give them the expertise and agility to unlock the capabilities of the cloud and stay ahead of the rapid technological innovations.

We help organisations at every stage of their cloud journey – from the early stages of assessing and migrating initial workloads into the cloud, through to ongoing optimisation and continuous transformation.

## WHY MOVE TO THE CLOUD?

- Cost effective **scalability** so that you can scale up and down when needed without upfront planning and expense
- Improved **flexibility and agility** to enable rapid response to changes and faster time to market to outpace competition
- Need to **modernise operations** and enable remote and mobile working for staff to work productively
- Renewal of hardware/datacentre contracts or end of software support is a **catalyst** to review your available options
- Improved **budgeting capabilities** by moving from CapEx spend to OpEx



### ASSESS

Effective planning and preparation ensures the foundation for a successful cloud strategy. By analysing your current environment and understanding your goals and business drivers, we help define a high-level migration plan with operating costs and optimal recommendations.



### TRANSFORM

Whether migrating to the cloud or transforming within the cloud, we ensure success through business-aligned processes, leading automation technologies and a clear project methodology to mitigate risk, accelerate delivery and enable project success.



### MANAGE

Our cloud managed services ensure the smooth running of your cloud services within ongoing monitoring and management. Whether you are looking for full outsourcing, cloud managed services or 3rd line support, we can provide the right level of service to suit your organisation.



### OPTIMISE

Once in the cloud, our optimisation services can improve performance, maximise automation opportunities, enhance security and ensure that you are using the most cost-effective options available to you to control costs and ensure you gain continuous value from the cloud.



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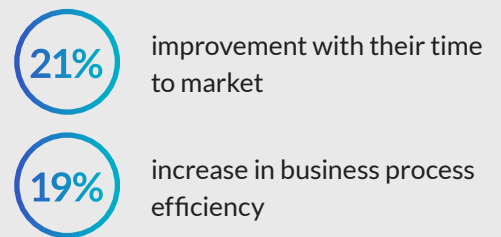
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# Embracing the Cloud

The cloud journey is not simply about moving to the cloud – it’s about transforming with the cloud. This, however, is often a phased approach. Critical legacy systems, regulatory obligations, recent capital investments and infrastructure complexity can hold organisations back.

While some elements can be quickly migrated, a long-term cloud strategy should focus on ongoing transformation and optimisation so that you fully take advantage of the benefits of cloud computing. The organisations that are succeeding with this have adopted an agile and cloud-native approach and use the cloud as a platform to enable their innovation and growth.

Companies that have adopted cloud services have experienced:



Source: Vanson Bourne Report 2018

## CLOUD MIGRATION STRATEGIES

In order to move to the cloud there are a number of different approaches and the most suitable will be determined by your current environment, complexity, timescales, budget and goals. We help analyse and recommend the most appropriate migration methods to suit your requirements and work closely with you to ensure the optimal solution is chosen. This could involve running parallel and iterative migrations as workloads are moved to the cloud - starting with the fastest and simplest approaches to quickly realise value whilst planning more complex migrations into a longer-term roadmap.

### The Six R's of Migration

**Rehost** – Also known as “lift and shift”, this approach lets you quickly migrate your applications to the cloud ‘as is’ with no code changes. The benefit is the speed of migration and simplicity, but the drawback is that very few of the powerful cloud capabilities are taken advantage of.

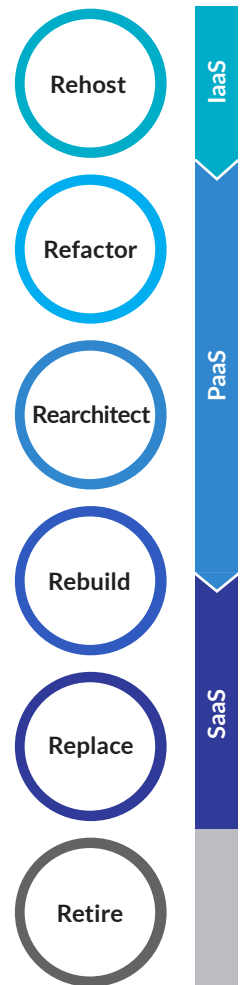
**Refactor** – Refactoring applications involves minor application code changes and is a quick way to modernise your apps to benefit from PaaS to better leverage cloud-native features and benefits.

**Rearchitect** - Some applications are not compatible with cloud services due to legacy architecture and need to be rearchitected or transformed before being migrated. Alternatively, cloud-ready apps can benefit from rearchitecting to improve cost or operational efficiency.

**Rebuild** – Key business applications may not be suitable for being rearchitected due to the cost, time and complexity involved. In this case, rebuilding can offer the best option where a solution is completely rebuilt in the cloud using PaaS or SaaS architecture for a cloud-native approach.

**Replace** – Organisations can choose to replace their applications – discarding an existing application and moving to a pre-built SaaS (or cloud-native) application. The benefit of this model is the flexibility and agility to launch new applications quickly, the reduction in internal management and the scalability.

**Retire** – Whilst not an approach, it is important to also consider that some services could be retired or decommissioned because there are no longer needed. By retiring redundant elements, you can save costs, time, and streamline your IT estate for better management.



# Cloud Readiness Assessment

Migrating data and applications to the cloud can be complex, which is why careful planning and preparation is vital. There is no 'one size fits all' approach, so our Cloud Assessment will help you to define and plan the optimal migration strategy, minimise risk and ensure a successful transformation.

By assessing your current infrastructure and environment against your desired goals and business drivers, we outline which migration methods will deliver the most value to you. While some elements may be easily migrated, others may require additional work or optimisation before being 'cloud-ready'. We will work with you in partnership, keeping in mind your timescales and budget, to outline our recommendations so that we can identify the cloud models best suited to your organisation.

## ASSESSMENTS

We offer two levels of assessments – Basic and Advanced. The right assessment for you will be determined by your migration goals. For those looking for a relatively straightforward migration, our Basic Assessment will cover all the necessary requirements, whereas those looking to modernise their applications to take advantage of PaaS and SaaS models through refactoring and rearchitecting will suit our Advanced Assessment.

## ASSESSMENT BENEFITS

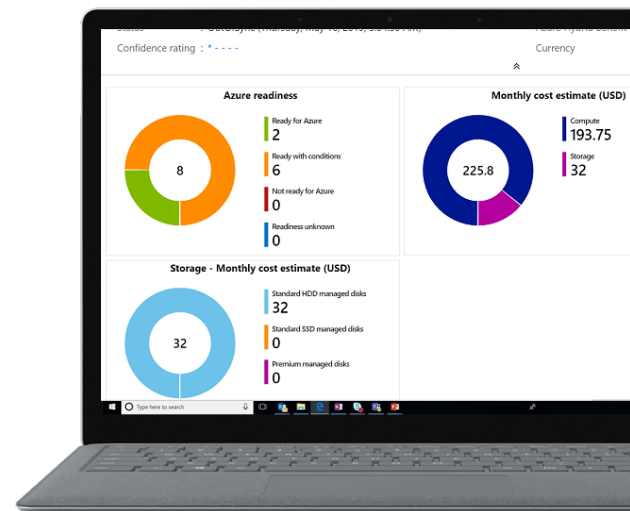
**Mitigate risk** – Gain a clear understanding of risks, complexities and portability issues to ensure adequate planning and preparation to reduce downtime and risk.

**Optimised outcome** – Ensure that you are ready to operate in the cloud and advise best use of cloud services to enable growth, innovation and agility.

**Control costs** – Understand the ongoing operational costs to gain clear visibility into cloud pricing to better align budgets and control spend.

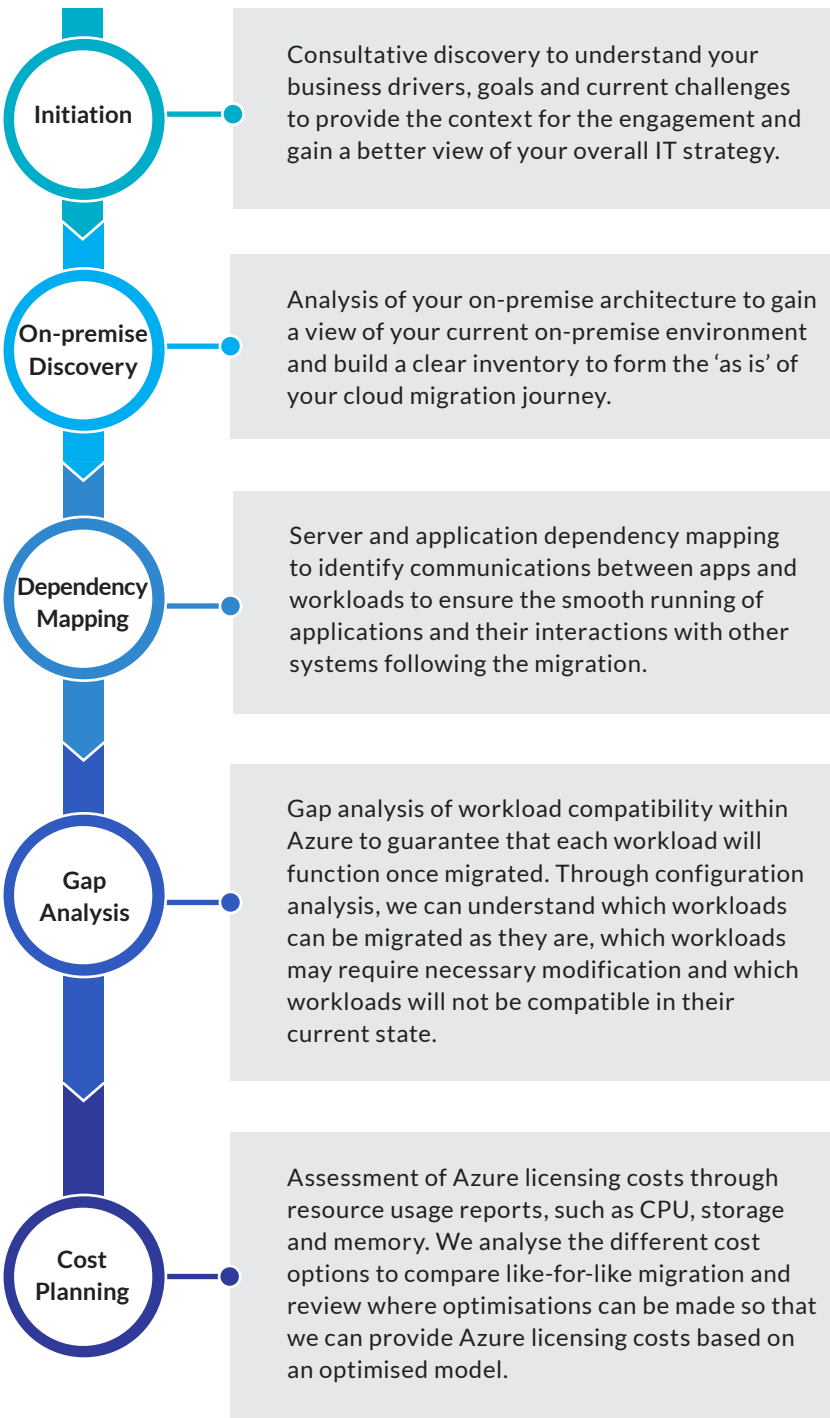
**Develop your cloud roadmap** – Gain the insights to develop your long-term cloud strategy, highlighting quick wins, future opportunities and considerations for logical project phasing.

Assessment Scope	Basic	Advanced
Discovery of on-premise applications and servers	✓	✓
Analysis of dependencies and configurations	✓	✓
Cost planning and TCO analysis	✓	✓
Cloud readiness state	✓	✓
Recommendations and high-level plan	✓	✓
Transformation analysis (PaaS & SaaS)		✓



## ASSESSMENT APPROACH

We combine automated cloud migration tools with consultative reviews to analyse your estate and discuss your business goals to create an assessment that outlines our recommendations for cloud adoption, readiness, phases and costs.



## ASSESSMENT DELIVERABLES

Following analysis and review, our cloud consultants will create a cloud readiness report to discuss with you, which includes:

**Analysis** - Outline of your business goals and drivers and an inventory of your on-premise environment with a review of workload configurations and dependencies.

**Readiness** - Gap analysis between current and desired state to outline whether workloads can be moved as is, require additional optimisation, or are not cloud compatible so that remediations can be identified.

**Recommendations** - Outline of our recommendations based on your cloud readiness. This will highlight recommended migration strategies (Rehost, Refactor, Rearchitect, Retire, Replace) to determine the most appropriate target cloud models across IaaS, PaaS and SaaS. Through our analysis we build a suggested cloud roadmap with a reference architecture and recommended phasing so that you can develop a long-term cloud strategy that prioritise areas of highest value and highlights potential complexities to be reviewed.

**Cost analysis** - Outline of Total Cost of Ownership (TCO) to give a clear view of ongoing operating costs. We present multiple options so that you can choose the most appropriate to your aim, budget and requirements - using cloud incentives and models to highlight the most economical options.

## SECURITY ASSESSMENT

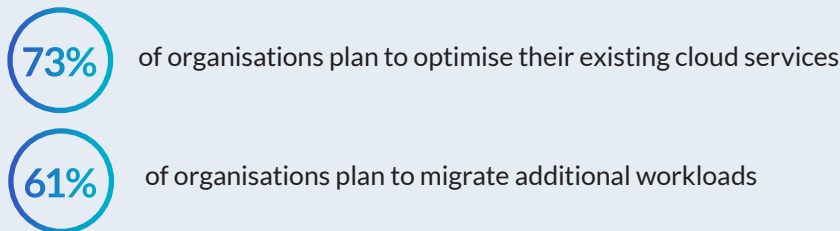
Cloud computing and mobile working have made the traditional perimeter-based security model obsolete. We offer Security Assessments to help you transition to a modern Zero Trust model to enable effective security in the cloud.





# Cloud Migration & Transformation

Moving to the cloud is now inevitable and many organisations have already begun realising the benefits of migrating to the cloud. Whatever stage of your cloud journey, we can help you to accelerate your cloud transformation – from the early stages of rehosting initial workloads through to modernising and rebuilding applications to adopt a cloud native approach.



Source: Flextera 2020 State of the Cloud Report

## PROJECT APPROACH

To ensure project success we work to our well-defined project methodology with detailed migration plans and designs, ensuring clear milestones and timelines to keep the project on budget and on time. Following the assessment and during migration we document and review risks, assumptions, issues and dependencies whilst carrying out rigorous testing to ensure a clear project governance framework that mitigates risks and minimises downtime.

We believe that success relies on partnership, so we will work closely with you to ensure that we are working towards your goals and aligned in our efforts.

## WHY CHORUS?

Partner with a dedicated delivery team and benefit from our expertise and experience to **accelerate your cloud migrations**

Use of mature processes and automation tools with clear milestones and timelines to keep projects **on time and on budget**

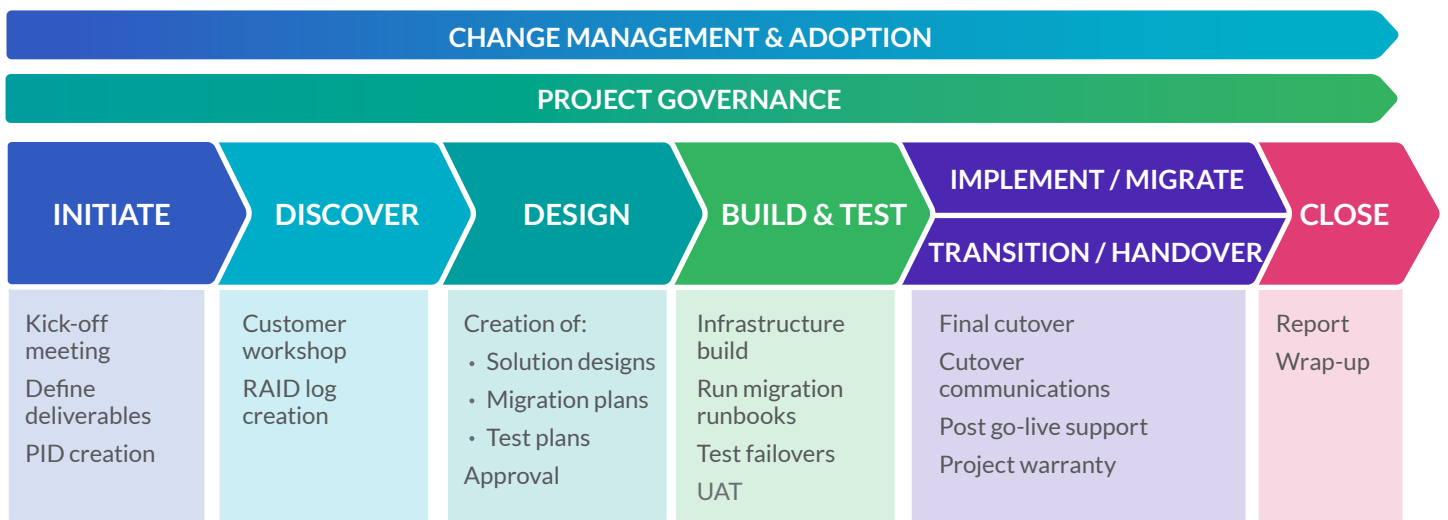
Benefit from our experience of lessons learned from similar projects to **reduce risk and increase quality and speed of delivery**

Consistent project approach and use of best practices to ensure greater quality and **predictability of outcomes**

Established governance processes to mitigate risk, streamline project management and ensure **successful project delivery**

Microsoft Gold Cloud Platform partners with extensive Azure experience and adherence to **Microsoft best practices**

Focus on **partnership** and service underpinned by our core values



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# Cloud Managed Services

Whilst the benefits of the cloud are undeniable, many organisations do not have the skillsets or desire to manage their cloud estate. Attracting and maintaining an inhouse team of cloud consultants with the suitable underlying processes and technologies can be uneconomical for organisations. Alternatively, those with inhouse specialists have quickly realised the value in having their teams focusing on long-term strategic goals and innovations rather than the day-to-day running and management of their IT operations.

We have been providing managed services since 1999 and have a large team of highly skilled staff, backed by industry-leading technologies and mature service-driven processes. We offer three levels of cloud managed services to help our clients benefit from the right level of support to suit them:

## CLOUD SUPPORT

For those with inhouse skillsets looking for a partner to be on-hand as an extension of their team, we can provide 3rd line cloud support. We support your internal team to deliver an ad-hoc service, giving you the peace of mind that you can call upon our consultants when needed.

## CLOUD MANAGED SERVICES

For organisations that wish to retain their overall IT service operations but do not have the time, expertise or resource to manage their cloud estate, our cloud service management is ideal. We proactively monitor and manage your cloud infrastructure to ensure the smooth running and optimal operations of your cloud estate.

## FULLY OUTSOURCED

Our fully outsourced ITIL-aligned service proactively monitors and manages your entire IT estate. We focus on increasing efficiencies and optimising operations to ensure the streamlined day-to-day running of your environment, led by our highly experienced architects and supported by our award-winning Service Desk.

## BENEFITS OF OUR SERVICE

Access to a **team of highly skilled staff** to support your organisation that would be uneconomical to maintain internally

Allow your staff to **refocus efforts** into strategic activities for greater organisational impact

Ensure **smooth ongoing daily operations** with proactive monitoring, backed by mature processes and best use of technology

Flexible services so that you can choose the **right level of support** to suit your organisation and requirements

## SERVICE FEATURES

We work with you to determine the right level of support and service inclusions, but we can manage key areas such as:

- Centralised monitoring and reporting
- Continuous security assessment
- Backup & Disaster Recovery management
- Security patching
- Application performance & availability management
- Web application & next-generation firewall management

## MANAGED SECURITY

We also provide managed security services to our clients via our 24/7 Security Operations Centre to protect you from insider and outsider threats in a perimeter-less cloud model.



# Cloud Optimisation

With the rapid pace of change in the cloud industry, you need to continually review and optimise your cloud services to gain the greatest value. The continuous technological evolution and the complexity of the cloud can mean that organisations fall behind on new improvements and features that could optimise their operations or run the risk of escalating costs without the right controls and visibility in place.

Our optimisation services ensure that you continue to gain maximum value from your cloud investments. We focus on reducing cloud inefficiencies by leveraging automation capabilities and technological advances to continually optimise your cloud estate for ongoing governance and long-term success.

## HOW WE CAN HELP



**Performance Optimisations** – We monitor and optimise the technical performance of your cloud services so that they run at an optimal level, improving speed and availability. By improving resource allocation, enabling automations, working to Microsoft best practices, and recommending architecture optimisations, we help you to avoid technical inefficiencies and reduce consumption costs.



**Cost Optimisations** – We pro-actively monitor Azure spend and look to identify and eliminate spend waste whilst leveraging cloud incentives and offers to gain long-term savings through best use of licensing. We can also help you to assess future spend so that you can forecast your cloud costs more accurately.



**Security & Compliance** – We can assess your cloud security posture and review enhancements to better protect your cloud services, ensure you adopt a modern Zero Trust approach and keep pace with ever-evolving threats. If you do require a complete managed security service or consultancy, we have an in-house Security Operations Centre that work alongside our team of cloud specialists.



**Innovation & Best Practice** – We focus on staying ahead of the latest advances and updates, so that you can focus on your business and strategy. We share and advise on the latest technologies and approaches to help transform your existing environment and give you insights into innovations that could accelerate your long-term cloud roadmap.



of cloud spend is wasted due to inefficiencies

Source: Flexera 2020 State of the Cloud Report

## BENEFITS OF OUR SERVICE

Gain **visibility into your cloud costs** so that you can control spend and better forecast future budgets

**Improve cloud governance** to balance ongoing cloud transformation with risk mitigation to reduce risk in the cloud whilst increasing agility

Remove inefficiencies across your cloud estate to **enhance operational performance** and reduce wasted expenditure for better return on investment

Gain **increased value from the cloud** with optimal performance, best practices and a cloud-first approach to accelerate growth

Modernise your security to align to cloud-first approach so that you can protect against evolving threats and **securely scale** your cloud services

## OPTIMISE & MANAGE

Our optimisation services are available as a standalone service but can also be included within our managed services. This ensures optimal operations alongside continual improvements to increase the value that you gain from the cloud.



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# About us

We are Microsoft cloud and security experts that help organisations adopt and benefit from cutting-edge Microsoft technologies.

**Our Services:**

- Cyber Security
- Modern Workplace
- Business Applications
- Hybrid IT & Cloud
- Managed Services
- Networking & Comms

Our aim is to help our clients gain the most value from their Microsoft investments through our transparent, honest approach and by utilising our technical expertise.

## Microsoft Partner



- Gold Cloud Productivity
- Gold Collaboration and Content
- Gold Cloud Platform
- Gold Application Development
- Gold Windows and Devices
- Gold Enterprise Resource Planning
- Gold Data Analytics
- Gold ISV
- Silver Cloud Customer Relationship Management
- Silver Enterprise Mobility Management
- Silver Security
- Silver Small and Midmarket Cloud Solutions
- Silver Datacenter

## WHAT NEXT?

If you would like to find out more information about our cloud services, or have any questions, please get in touch with our team today.



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