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everis

an **NTT DATA** Company



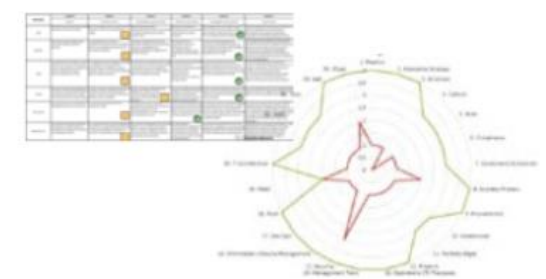
1. Executive Summary – Everis Value Proposition

A To-Be model and a initiatives plan now pre-identified

A team already conformed and ready to accompany you

A methodology of cloud adoption market tested

A partner committed to expected benefits



We start from the exercises in previous Collaborations and the knowledge of our Customers where everis provides with Technical Support Services and Infrastructure Management Services:

- A **To-Be model** generated from the on premises infrastructure, our knowledge of the technology and our Experience in the industry.
- The initiatives identified by develop in different fields acting, each of them with a goal of capturing real and quantifiable value

We propose to execute the project with a multidisciplinary team (cloud, architecture, infrastructure, business) combining the experience and technological knowledge in the Cloud scope with our knowledge of the reality of our customers, both from the technical and business perspective

We propose to develop the Plan Strategic Cloud Adoption in CMM methodology base (Cloud Maturity Model) of Open Data Center Alliance

This methodology proved successful in the market ensures the incorporation of the strategic vision in the model objective, allows to define the state cloud adoption objective based on the business objectives of the company, in the different fields of performance, both technological and not technological

The result of the project is not only an initiative plan and a Business Case, is a formulation of the everis commitment on the expected benefits in each draft:

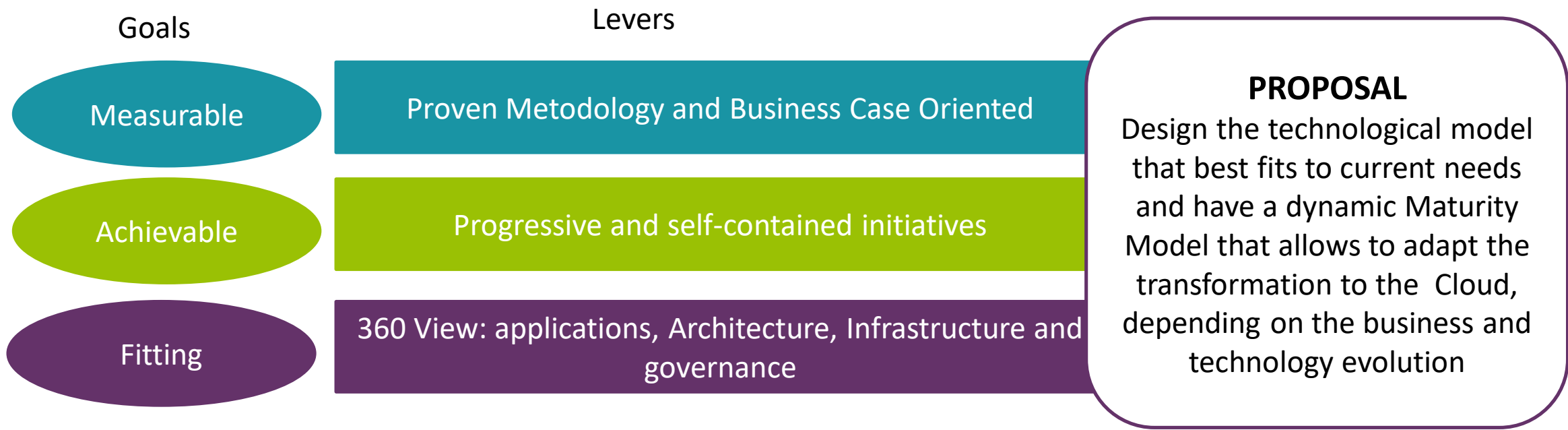
- Both in the accompaniment to the customer in efficient operation and Cloud services integration.
- And in the execution of initiatives / projects and their subsequent maintenance

2. Is it advisable to have a cloud strategy?

Yes It is, if we want to have an answer to these two questions:

1. Am I realizing the benefits that new technologies bring, in terms of efficiency and performance?
2. Can I meet the needs of the digital business, in terms of flexibility, agility and large volume management of data?

Having a strategy to the cloud means to be prepared to give these answers, taking into account that both technology and business are in continuous transformation.



3. Methodology



Everis proposes to design the cloud adoption strategy for our Customers using the CMM (Cloud Maturity Model) published by the Open Data Center Alliance(ODCA) . The ODCA is a unique consortium of leading global IT organizations dedicated to accelerating the adoption of interoperable solutions and services in cloud computing, of which everis is a member, as part of the NTT DATA group.

The CMM is a proven methodology and a proven tool for years that has evolved in numerous versions thanks to the feedback given by the member companies that have been using it and identifying improvements, and that allows methodically designing, detailed and efficient a roadmap of actions that increase the level of maturity of cloud adoption until reaching the target level.

The CMM helps answering to this question:
How it should be ours “trip to the cloud”?



This methodology starts from understanding the **company's business goals** and the benefits that are expected to obtain from the cloud in the different business areas that must be part of and be aligned with the global strategy as a company. Based on these business objectives are proposed cloud use cases in which as a company you want to work, identifying which of the 25 domains of CMM performance (both technological and non-technological) are related to those proposed use cases to perform the assessment. For each domain contemplated, the TO-BE model visualizing the gap between the initial maturity level and the desired one, defining an adoption roadmap that is itself a plan of actions and projects to be implemented that will help us achieve these business objectives through the use of cloud services.

Additionally, the CMM also identifies the barriers that may exist for the correct cloud adoption and consider them in the plans of action to overcome them or even that they do not happen.

3. Methodology - Examples

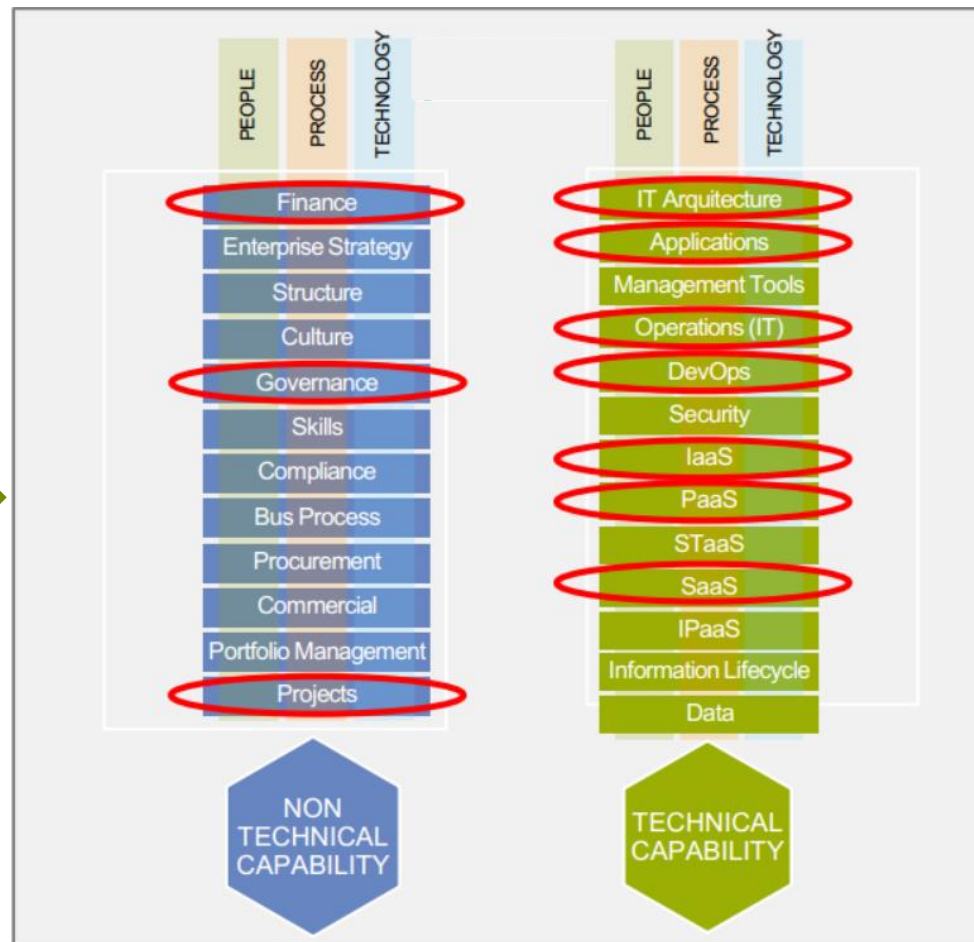


Progress through the CMM maturity levels and definition of the roadmap of actions will be based on the analysis of the domains considered, analyzing for each of them the dimensions of people, processes and technology.

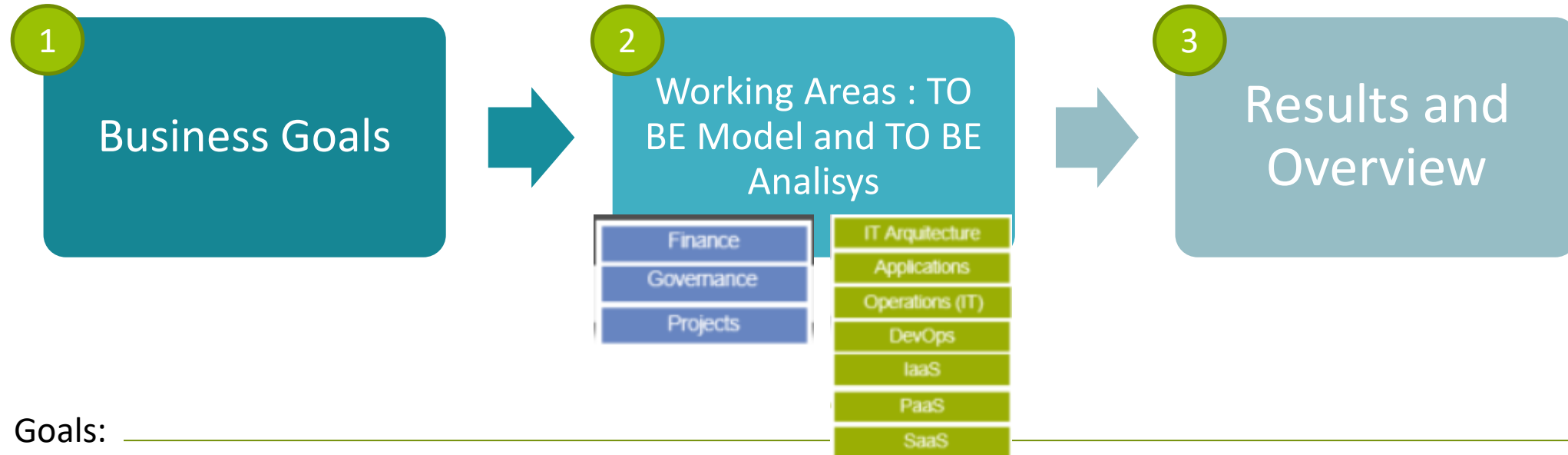
This domain analysis will be based on a certain number of use cases that everis will identified through our customer.

Kind of Use cases

1. Infrastructure services strategy (Computing, storage, network, services)
2. Integration of on-prem systems with SaaS solutions (eg Office 365 or Sharepoint Online with your phone)
3. Configuration management model
4. Automation and agility in the provision of environments. Have a catalog of services that allow them to approach self-service.
5. Ability to deliver middleware for technologies Java and .NET (PaaS)
6. Build Architecture capabilities oriented to Cloud (microservices, containers, serverless, etc.)
7. Develop hybrid model between data centers current and overflow system in Cloud (private or public). Load balancing between different Cloud.
8. Cloud Government
9. DevOps Capabilities (Continuous Integration and Continuous Deployment)



Approach : To achieve the objectives of this initiative , it is proposed to work in 3 phases with a total duration of 2 months:



Goals:

- Validation of business objectives and Customer's strategies, identifying the benefits coming from the cloud adoption
 - Reviewing the proposed fields of application by everis and relationship with the domains CMM technological and non-technological.
 - Preparation of a strategic document with the business objectives, work areas and domains CMM affected.
- Analysis (assessment) of the current maturity level and the goal for each domain, identifying the existing gap.
 - Definition of the TO-BE model, with a roadmap of initiatives (including people, processes and technology) and its associated business case.
 - Identification of adoption barriers
 - Elaborating a document with the model TO-BE and initiatives for each working area
- Consolidation and unification of results of TO-BE models of working areas.
 - Obtaining a holistic, global and ordered of the projects to be executed according expected benefits, impact on organization and time horizon of the implementation.
 - Realization of an ordered roadmap of global initiatives and business case of the cloud adoption strategy

SCOPE - PHASE 1 : Business Goals

Goals:

Validation of the business and strategic objectives , identifying the qualitative benefits of adopting the Cloud (standardization, IT automation, agility and time to market, ...). Reviewing the use cases proposed by everis and its relationship with the technological and non-technological domains of the CMM. This initial review will establish the proposed technological domains, but new areas may arise such as: backends, middleware integration, business platforms, big data, SAP and departmental applications.

Tasks:

- Project Kick-off meeting :
 - Review of the business objectives (time and cost reduction, new business flexibility, transition to OPEX model, outsourcing of non-core services, etc.).
 - Explanation in detail of the CMM methodology and the need for the involvement of the people responsible for the affected domains.
- Identification of the CMM domains on which to carry out the assessment, in relation to the proposed working areas.
- Preparation of the strategic document of the Cloud adoption project plan.
- Meeting with the Management team for the agreement and validation of the project plan, identifying the potential impact of the new Cloud services on current IT business and processes.

Phase Map:



Last:

1 week

Participants:

CIO, Customer Architecture Managers, Cloud Architect and Everis Systems Technical Service.

Inputs:

- Use cases proposed in this offer (9)
- Knowledge of current operating services
- Customer systems strategic plan (optional)

Deliverables:

Strategic document with business objectives, working areas and their relationship with CMM domains.

SCOPE - PHASE 2 : TO BE Model : Analysis and Model

Goals:

For each working area, analysis (assessment) of the current maturity level and objective of the CMM domains involved, identifying the existing gap to define the TO-BE model, from which a roadmap of initiatives (including aspects related to the dimensions of people, processes and technology) and its associated business case, to have an objective evaluation of its convenience. Identification of cloud adoption barriers as soon as possible to overcome or even avoid them.

Tasks:

The activities to be carried out by each area will be:

- Meetings with people involved in each domain and working area.
- Development of the to be model taking into account the PPT dimensions (people, processes, technology) and the initiatives plan with its roadmap to achieve it.
- Presentation of the to be model and the roadmap of the initiatives.
- Working on the deliverables.
- Presentation of the main conclusions of the area of work analysed.

The duration of the assessment will be 2 to 3 weeks per area, but several running in parallel so the total period of 6 weeks. When planning this phase, both the complexity of the areas and domains and the dependencies between them have been taken into account.

Phase Map:



Last:

5 weeks

Participants:

CIO, Architecture Department, other areas, Cloud Architect and Tecnical Systems Area.

Inputs:

Tentative TO BE Model
Information coming from Phase 1

Deliverables:

One deliverable by work area, which will contain:

- Definition of the to-be model with roadmap of initiatives and its associated Business Case
- People Strategy: identification of new skills and abilities of IT people
- Process Adaptation: affected IT processes, and contractual and licensing needs
- Definition of the Technology strategy: tools and products needed in the organization Deliverables

SCOPE - PHASE 3 : Consolidation of results and global vision

Goals:

Obtain a global and orderly vision of the cloud adoption strategy, taking into account the current situation, current market technologies, and the results of Phase 2 of this project, helping to prioritize the different projects based on the expected benefits and the ease of getting them (quick-wins).

Tasks:

- Analysis and classification of all the initiatives obtained in the working areas, obtaining a roadmap prioritized projects
- Creation of a global business case
- Presentation and validation of the final conclusions document with the roadmap of all initiatives and the business case added.
- Project closure

Phase Map:



Last:

1 weeks

Participants:

CIO, Architecture Department, other areas, Cloud Architect and Tecnical Systems Area.

Inputs:

Roadmap of initiatives in all work areas Proposals in Phase 2

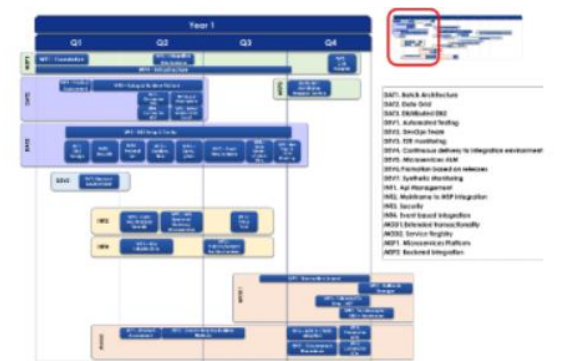
Deliverables:

Final document of conclusions according to format pre-agreed with the customer, including a roadmap ordered of initiatives and the aggregate business case of the whole project.

SCOPE - PHASE 3 : Consolidation of results and global vision

Example of Final Deliverable:

Area	Initiative	Affected groups	Effort (h)
Data	DATA1. Batch Architecture	●●●●●	1,200h - 1,800h
	DATA2. Data Grid	●●●●●	700h - 900h
	DATA3. Distributed DB2	●●●●●	1,400h - 1,800h
	DEV1. Automated Testing	●●●●●	1,500h - 1,900h
DevOps & ALM	DEV2. DevOps Team	●●●●●	4,000h - 4,500h*
	DEV3. E2E monitoring	●●●●●	400h - 500h
	DEV4. CD to Integration environment	●●●●●	700h - 1,000h
	DEV5. Microservices ALM	●●●●●	200h - 300h
	DEV6. Promotion based on releases	●●●●●	1,000h - 1,200h
	DEV7. Synthetic Monitoring	●●●●●	800h - 1,000h
	Integration	INT1. Api Management	●●●●●
INT2. Middleware to MSP integration		●●●●●	600h - 800h
INT4. Security		●●●●●	950h - 1,400h
INT4. Event-based Integration		●●●●●	650h - 900h
Modernization & Sustainability	MCO1. Extended functionality	●●●●●	2,300h - 3,100h
	MCO2. Service Registry	●●●●●	1,800h - 2,400h
Microservices Platform	MSP1. Microservices Platform	●●●●●	700h - 800h
	MSP2. Backend Integration	●●●●●	220h - 400h
(*) Includes current Development and Extended Teams (with, with, ...) effort			21,100h - 27,250h



MSP1. Microservices Platform									
<p>Definition and implementation of a platform that supports the deployment and execution of Microservices, thus enabling the decomposition of the system into loosely coupled modules with independent lifecycles, improving agility, reliability and offering a flexible deployment model.</p> <p>Initially the system would be designed into a hybrid architecture based on on-premises <i>IBM</i> installation, ensuring portability to a Cloud infrastructure in a near future.</p>									
<p>Contribution to strategic objectives</p> <table border="1"> <tr> <th>Strategic Objective</th> <th>Contribution</th> </tr> <tr> <td>Modernization</td> <td>High</td> </tr> <tr> <td>Integration</td> <td>Medium</td> </tr> <tr> <td>Sustainability</td> <td>Low</td> </tr> </table>	Strategic Objective	Contribution	Modernization	High	Integration	Medium	Sustainability	Low	<p>Work Packages</p> <ul style="list-style-type: none"> MSP1.MSP1 - Foundation MSP1.MSP2 - Integration mechanisms MSP1.MSP3 - CI/CD Adapters MSP1.MSP4 - Infrastructure
Strategic Objective	Contribution								
Modernization	High								
Integration	Medium								
Sustainability	Low								
<p>Dependencies</p> <p>None</p>	<p>Critical factors</p> <ul style="list-style-type: none"> The migration of the Data Center to PaaS can condition the availability of new services environments. Availability of the new ACM platform (PaaS). Release-based deployment model and iterative component-based Development Environment. Development oriented to allow the coexistence of multiple versions of the same service running at the same time. 								
Effort	700 - 900h								

Business Case Resumen Ejecutivo

Resumen de los objetivos y alcance del proyecto

El objetivo del proyecto es... (text describing the project's goals and scope)

Impactos clave:

- Competitividad:** +24 meses
- Eficiencia:** +25%

Resumen de los objetivos y alcance del proyecto

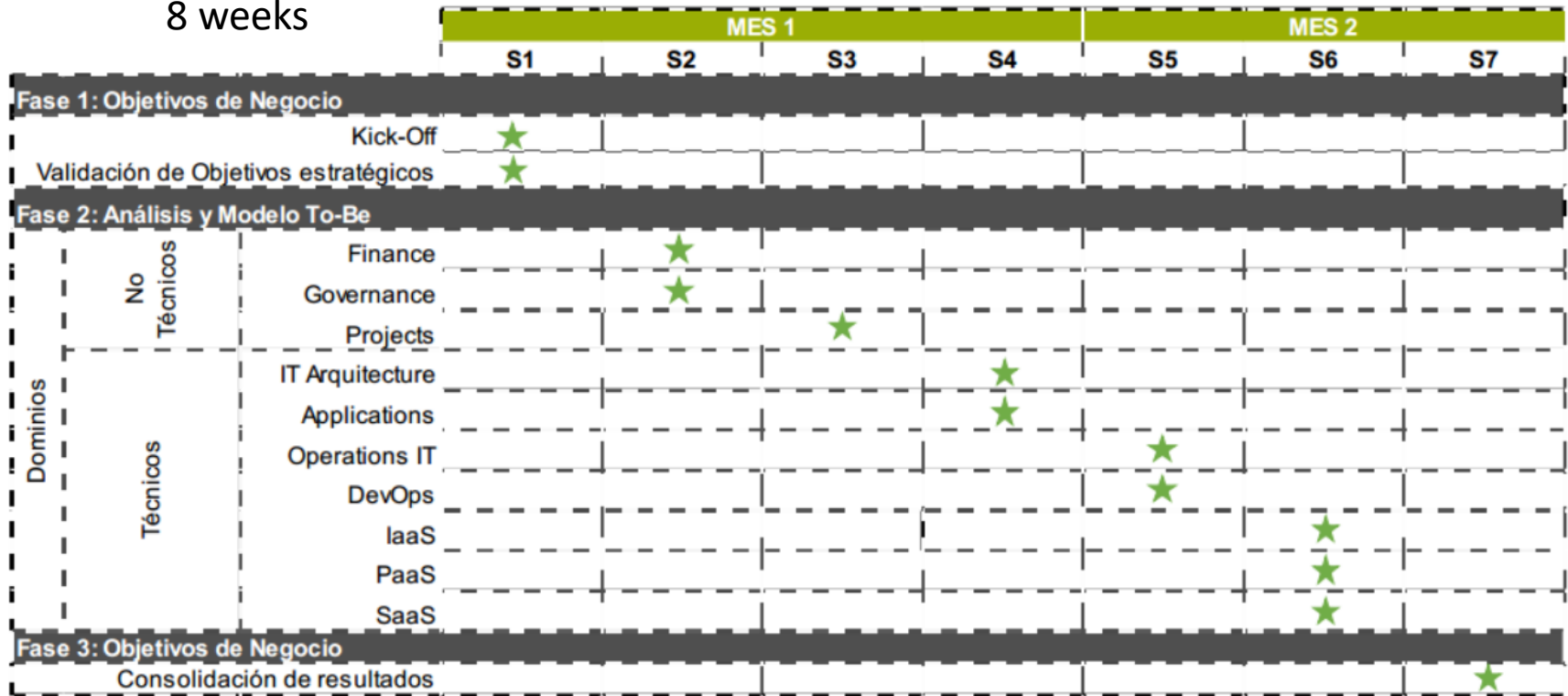
El objetivo del proyecto es... (text describing the project's goals and scope)

Examples of classification and grouping of initiatives

Roadmap examples and initiative sheets

Business Case Examples

8 weeks

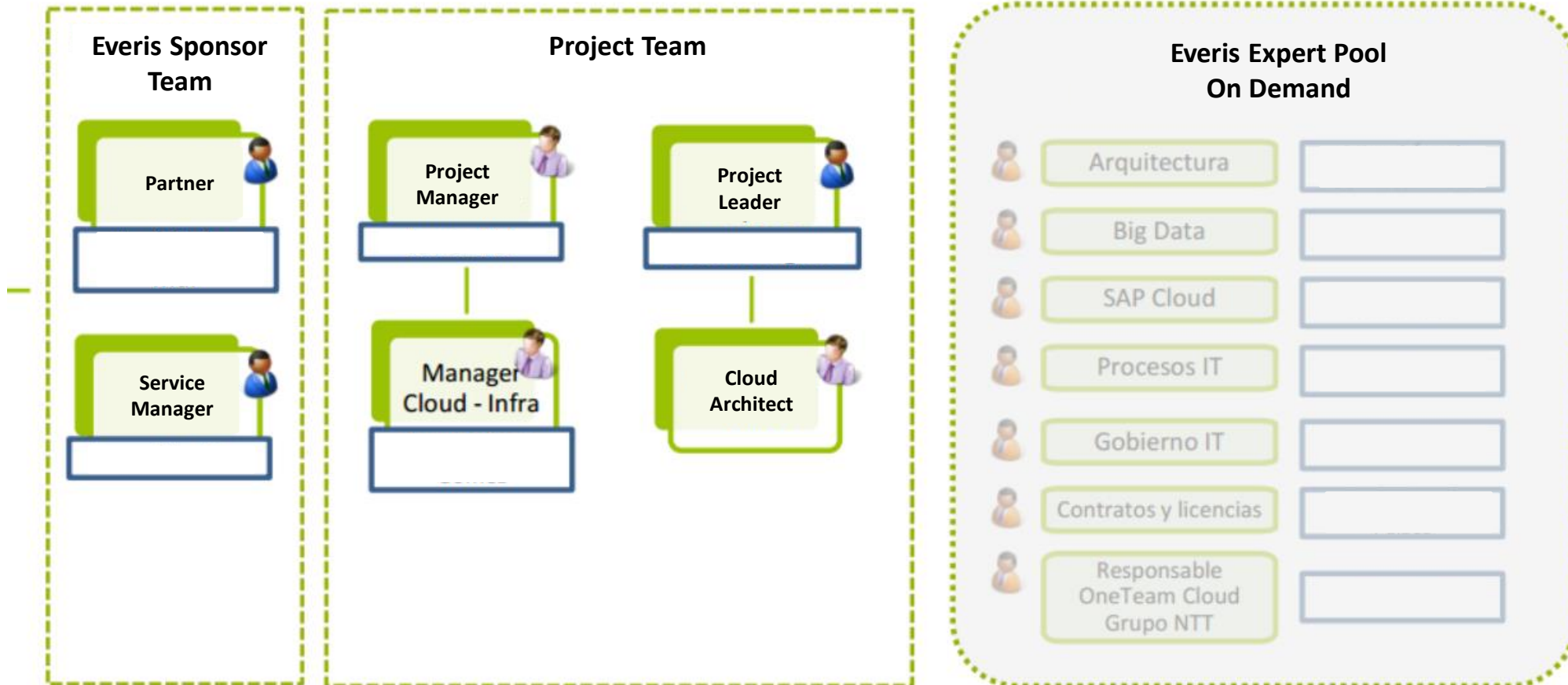


Key points to guarantee the success of the project

- Sponsoring and leadership of the initiative by those responsible for the project in order to facilitate the acceptance of the objective model and defined action plan.
- Interlocutors for each of the scopes in scope, with availability for meetings and validation of Deliverables, with knowledge of the context and autonomy in decision-making in their perimeter of responsibility
- Availability of the information required in each work area, both technical and economic, in short time.
- Agility in the validation of the deliverables provided by the project team.

6. Project Team

We propose a team that combines our knowledge in Cloud adoption strategies and its technological component, with the experience in the execution of projects, which guarantees its success:



The good progress of a project of this type depends largely on the direction of it, when assuming the activities of definition and coordination of the different tasks to be performed by the work team. We propose, starting from the organization chart of the project team, the execution of Control and Monitoring activities according to the attached scheme:

Steering Committee

The Steering Committee will be established in order to ensure the adequate and permanent approach of the project towards the ultimate goals.

Responsibilities:

- Lead and promote the project, organizing and planning the strategic lines that mark the approach Global project.
- Ensure the participation and dedication of the different areas and geographies involved in the project.
- Make decisions that are scaled from the project's operational committee.
- Control the degree of progress and compliance with the objectives.
- Validate Customer's strategic and business objectives for the cloud, the full roadmap of initiatives, as well Like any other deliverable generated during the project

Operating Committee

The fundamental objective of the Operating Committee will be to carry out the planning supervision of activities and tasks.

Responsibilities:

- Manage the project (progress, risks, dependencies with other projects, etc.) and inform the Steering committee.
- Ensure the availability of the necessary resources allocated to the project
- Approve the most appropriate alternative to meet the identified requirements.
- Inform the Management Committee about the changes that have been requested and that require approval by part of it

Provider	Everis Consulting Services
Estimated Length of the Project	8 weeks
Total cost of the Project	49.000 €

Thanks

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an **NTT DATA** Company

