



Azure Total Economic Assessment

Your plan to move from traditional Data Center IT to Azure Hybrid IT

Fujitsu Hybrid IT Transformation Services for Microsoft Azure® enable enterprises to transform their Data Center based IT to an integrated Azure Hybrid IT environment; to make the most out of the agility and cost benefits of Azure. We deliver both the planning and implementation services where, Azure Total Economic Assessment, delivers a concise view of your current state, including a design of your anticipated future state, and creates a migration plan: broken down into business system and transaction-oriented move groups, that minimizes the risk.

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Traditional Data Center IT - Key inhibitor to business growth

Many of our clients have already concluded that traditional Data Center based IT is no longer adding enough value to sustain the high budgetary demands upon themselves in exchange for relative inflexibility and poor agility. They tell us they either have a cloud first strategy or that they want to move a fair proportion of their workloads to the cloud, whilst acknowledging that this might not be practical for all their systems, in which case, a Hybrid IT solution might be more suitable.

The key challenge that all of them face is how to do this and where to start. Microsoft has partnered with Fujitsu to help customers facing this challenge and looking to move current on premise workload to Azure by conducting an initial six weeks assessment to establish the best Transformation Roadmap and Business Case to make the change.

This six week assessment is fully funded by Microsoft and leverages Microsoft provided assessment tools combined with the Fujitsu 7 by 7 methodology to look at the customers IT Infrastructure and Application ecosystem from all angles. The assessment defines the most appropriate landing zone for each workload, going from standard Lift & Shift to the necessity to transform the application to Cloud Native to achieve the expected business value, a recommended migration approach and a detailed ROI model comparing the cost of staying on premise to the cost of moving and operating in Azure.

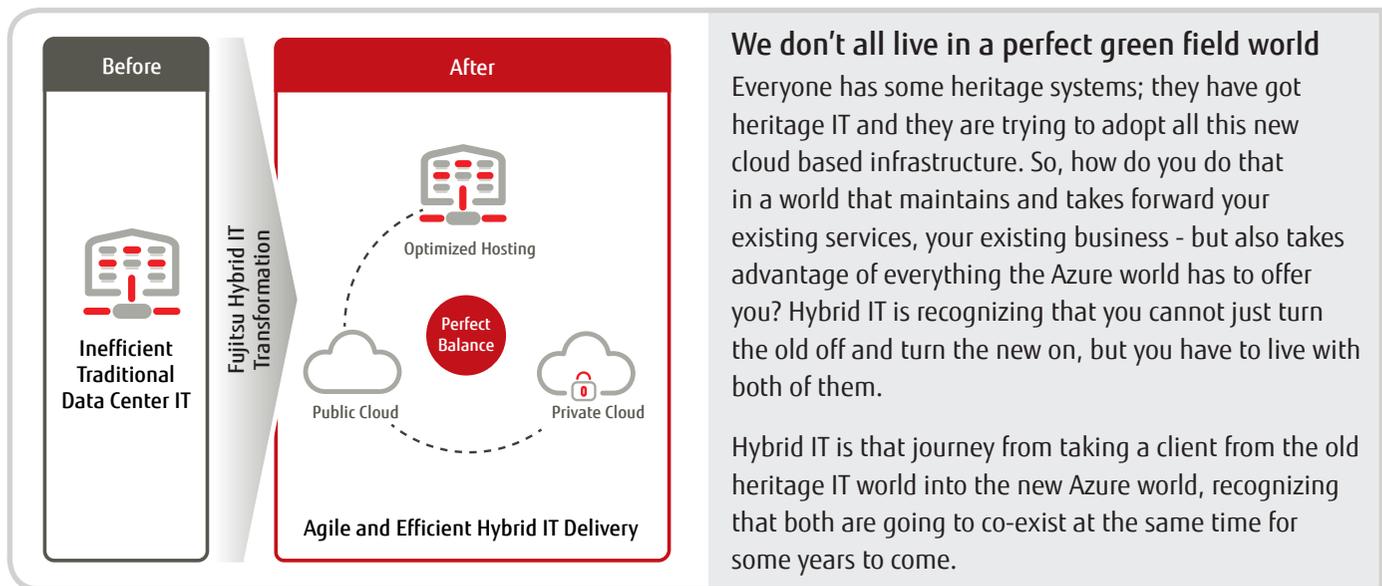
Fujitsu Azure Total Economic Assessment

This Azure Total Economic Assessment service will rapidly analyze your existing systems looking at them from multiple points of view to create a set of actionable deliverables.

1. **Provide a definitive set of assets that will be transformed to Azure**
2. **Define how your future run-state solution will look:**
 - Elements could be transformed as-is to Azure
 - Some rationalization could be embedded to the solution to leverage some Azure PaaS elements (i.e. Azure SQL)
 - Elements requiring transformation before moving to Azure
 - Elements could be integrated as an Hybrid IT element

With recommendations based on:

- Existing IT systems as discovered in your data centers
 - IT policies that you have in place
 - Specific constraints that you might face
3. **Recommend how the transformation could be achieved:**
 - Analysis of transaction flows between your applications
 - Cross referenced with the business systems you expect
 - Breakdown of your systems into move groups
 - Migration plan based on prioritized move groups
 - Aligned to your business schedules and system availability
 4. **Provide you with a detailed migration costing and approach:**
 - An estimate of the transformation cost
 - Recommended approach to the migration tailored to fit your organization readiness
 - Grouping of applications and services to limit complex integrations between Azure and on-premise
 5. **Business Case with three year ROI:**
 - Base case of current environment and any planned refresh
 - Retained costs that remain after moving to Azure
 - Migration Cost to move to Azure
 - Consumption costs based on best practice pricing models for Azure



The Value

The Azure Total Economic Assessment is the vital first step to breaking out of traditional data center based systems that consume so much of your resource and give so little business value back in return. Without crucial planning, large Azure transformation projects can easily lose their way.

The harsh reality of the matter is that transformation of this nature needs to be done in-flight, because none of our clients can tolerate extensive downtime, or stomach big bang migration efforts any more.

Therefore, the key value we bring in this offering, over and above the value of Azure itself, is as follows:

Benefits of Fujitsu Total Economic Assessment

- A business system centric approach ensures that we understand and minimize the risks of migration and cut-over – we use cutting edge Azure specific process with automation, to determine actual transaction flows, collecting millions of measurements and out of that, we build graphical views of what systems interact with which, and how these systems are accessed by your user community
- A dedicated team of Azure migration experts covering seven fields of expertise closely co-operating to ensure transformation succeeds, including; Application & Data, Server & Storage, Networks, Security, Provisioning, Risk Management and Commercials. Few of our clients have such Azure skills or the experience
- Robust methodology based on many years of experience lead to a systematic plan that engages all of your key stakeholders in ensuring migration succeeds

General benefits of Azure Hybrid IT environment:

- Enhance business agility – achieve an agile IT environment that can meet real business needs
- IT as a utility – streamline cash flow by increasing use of flexible OPEX-based IT services
- Regain IT control – reduce shadow IT by providing a responsive environment that business units want
- Reduce risk & complexity – make transformation decisions based on facts by Azure Hybrid IT experts, not guesswork
- Reduce total cost of ownership – increase efficiency of existing IT assets & gain an optimized environment matched to your business
- Re-focus on IT innovation – release budget & resources tied up with traditional IT to deliver strategic value

Why Fujitsu?

Fujitsu has one of the most mature transformation methodologies and cutting edge toolsets in the industry; both were specifically designed for this purpose, and particularly aimed at minimizing the risk of complex Azure enterprise transformations. Our method harnesses a dedicated team of in-depth expertise across seven fields of expertise to analyze the data, closely collaborating to bring you an integrated, multi-disciplined solution, without which, transformations of this kind is highly likely to fail. We have helped many client migrate over the years, so our service is built on many years of accumulated best practice in the field.

Finally, Fujitsu is a Japanese company and, as such, two of our values are key to our nature: We are driven to deliver quality and we live up to our promises. Our clients trust us because they know: We deliver. Find out how you can transform your IT into an agile and flexible Azure environment through our Azure Transformation services. Contact Fujitsu for more information at – askfujitsu@us.fujitsu.com

Further information on Hybrid IT Transformation, please email AskFujitsu@us.fujitsu.com or visit www.fujitsu.com/us

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