IT MODERNIZATION

Analyze the economic impact of migrating to the cloud and design a scalable approach to accelerate your journey

Cloud computing delivers competitive advantages such as higher efficiency, greater flexibility, lower costs, and better application and service performance. This shift from the traditional way of thinking about IT resources can be complex. Successful migrations require careful planning and strategy to assess your unique needs and environment, anticipate roadblocks and maintain business as usual throughout your move.

Cloud migration can take many forms depending on your unique business environment, budget and digital maturity. Maybe you are transitioning from one provider's cloud to another, or trying to find an agile way to get to the cloud with a hybrid on-prem and cloud infrastructure. No matter the type of migration, strategic planning and roadmap are keys to success.

Valorem Reply is a leading, global provider of cloud computing services for businesses of all sizes through the Microsoft cloud. Using best practices developed over years of helping customers around the globe migrate to Azure, our proven methodology, customized frameworks and teams of industry experts can help you achieve fast, efficient and secure modernization. Azure gives you a flexible cloud migration path with consistency across your on-premises and cloud assets. Whether you require a hybrid state long-term or only during the migration period, we can support your migration.

Your cloud journey is as unique as your business needs. However, these proven steps can help pave the way:

Access

- Involve Stakeholders
- Discover and evaluate apps
- Calculate your Total Cost of Ownership (TCO)

Migrate and Secure

- Select a migration strategy
- Apply the migration strategy
- Data protection
- Monitoring and security

Optimize

- Analyze your costs
- Manage cloud usage
- Reinvest to do more

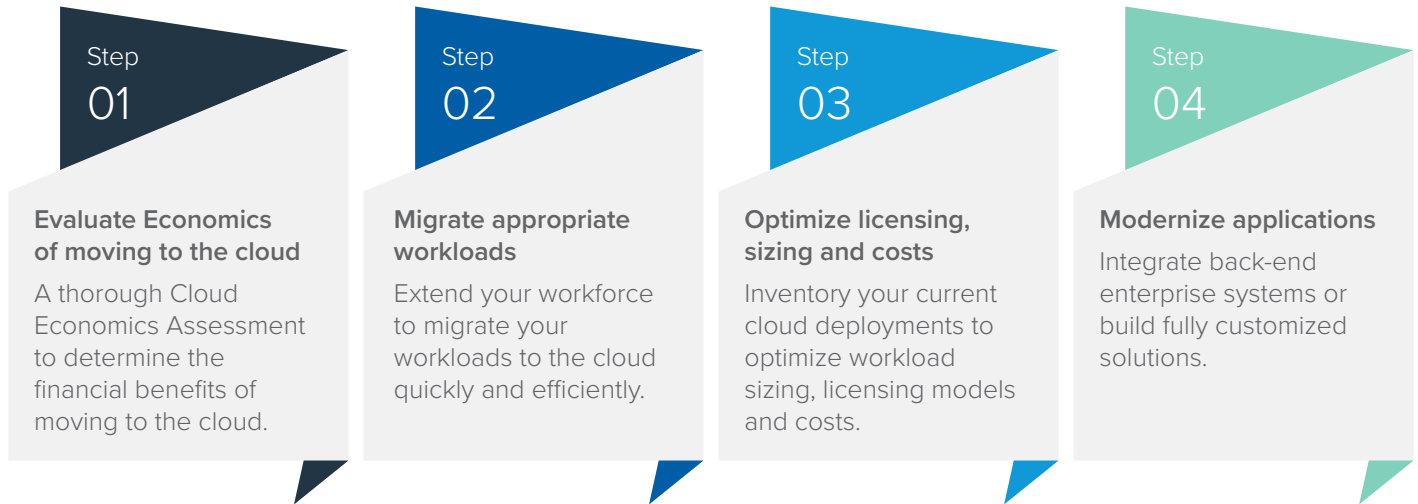valoremreply.com   +1 (855) 864-9929   info@valorem.com

Our Approach to Modernizing the IT Landscape

Our IT Modernization framework, designed through years of working with global clients across the modernization spectrum, allows you to reach your modern IT goals faster. Valorem Reply's industry experts guide you in evaluating what to move, how to move it and opportunities to optimize and automate once you're there, with agility and scale that can be difficult to achieve on your own.

Our approach to a mature, modern IT landscape can be broken into four steps:

Modern IT Journey

Step 01	Step 02	Step 03	Step 04
Evaluate Economics of moving to the cloud	**Migrate appropriate workloads**	**Optimize licensing, sizing and costs**	**Modernize applications**
A thorough Cloud Economics Assessment to determine the financial benefits of moving to the cloud.	Extend your workforce to migrate your workloads to the cloud quickly and efficiently.	Inventory your current cloud deployments to optimize workload sizing, licensing models and costs.	Integrate back-end enterprise systems or build fully customized solutions.

Step 01

EVALUATE ECONOMICS OF MOVING TO THE CLOUD

Valorem's Cloud Economic Assessment Program accelerates digital maturity with a customized roadmap to implement or revive your cloud migration goals. At this stage, our experienced cloud architects analyze your current environment, provide strategic guidance and facilitate business decision-making using industry standard and best practice recommendations for cloud migration.

After performing a detailed inventory and assessment of your current environment, the Valorem Reply teams will work with you to identify the workloads best suited for an immediate move to the cloud. This assessment will be based on industry best practices, current Total Cost of Ownership (TCO) compared to costs when migrating, and business impacts.

Once migration items have been reviewed and selected, the team will design a custom migration strategy that meets your organizational needs. This can include moving items like virtual machines as-is or looking for areas to optimize with adjusted machine footprints — hard disk, memory or CPU allocations — or full conversion — i.e. migrate individual SQL Databases to SQL Azure instead of migrating a SQL Server Virtual Machine.

Finally, a long-term roadmap will be created which will outline future areas for cost savings or optimization that weren't prioritized as part of the initial migration effort. Such as refactoring applications into containers, utilizing app services, or converting to Software-as-a-Service models. At the conclusion of this step, you will have identified your:
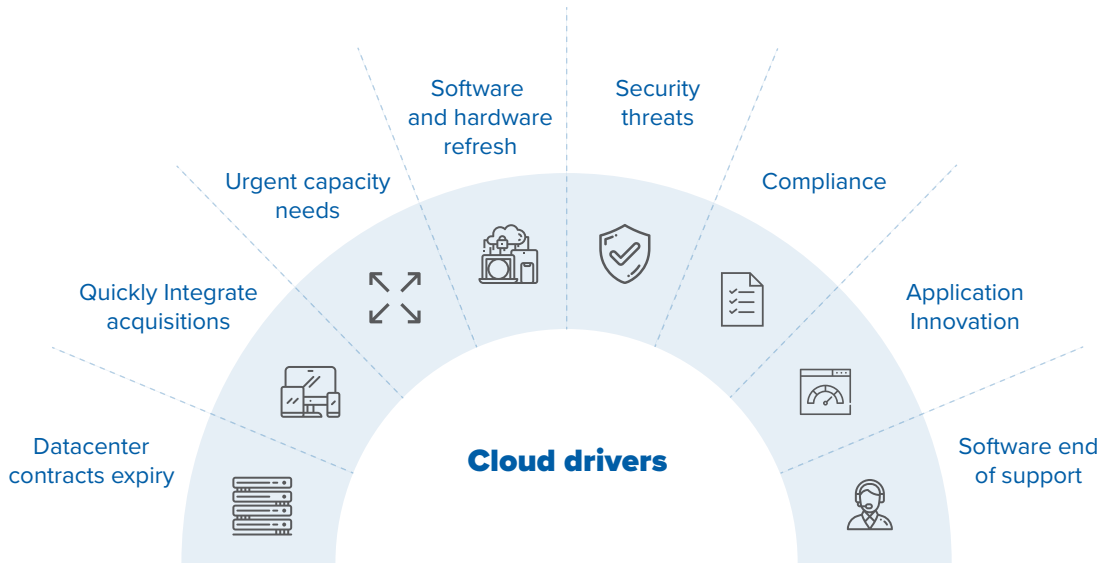
- Organizational readiness for migration

- Business applications and workloads best suited for the cloud

- Infrastructure vs Platform Services migration strategy

- Long-term roadmap for modernizing infrastructure and applications through cloud technologies

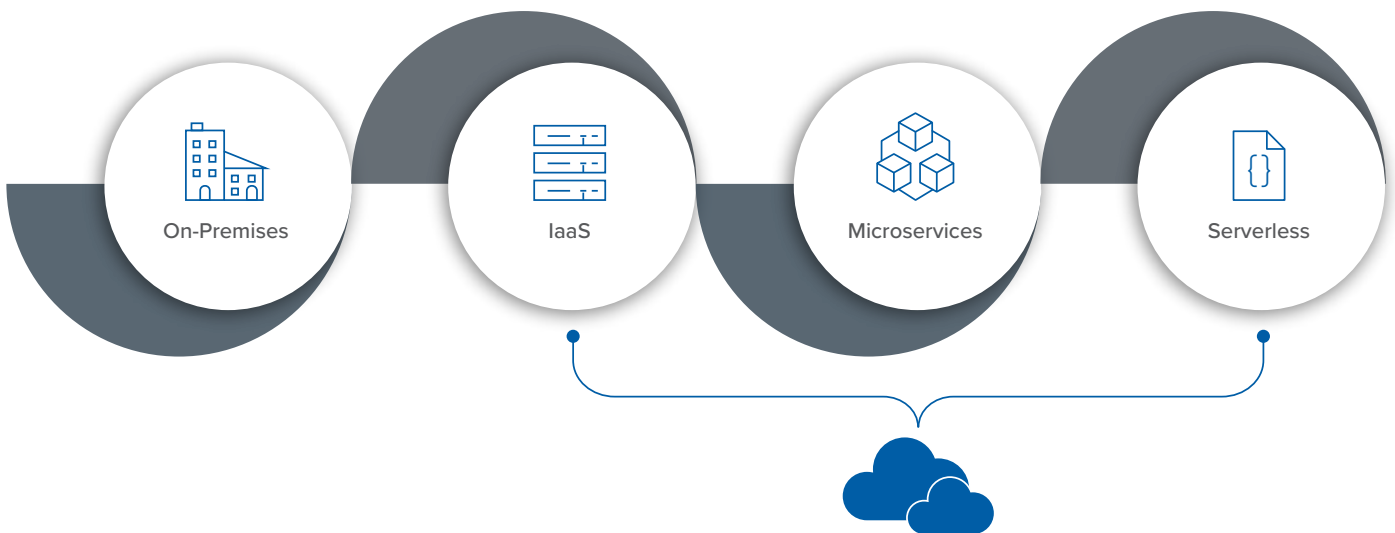*This engagement averages 4-6 weeks in duration with a total cost of $25,000 - $50,000.*

MIGRATE APPROPRIATE WORKLOADS TO THE CLOUD

Companies look to move to the cloud for a variety of reasons. Sometimes it is to provide for disaster recovery. Sometimes it is to augment their existing infrastructure needs through "burstable" capacity. Sometimes it is simply to reduce the burden on their internal infrastructure. Whatever your motivation or need, Valorem Reply has a team of industry experts that can help you identify and migrate workloads to the cloud quickly and efficiently.

Software and hardware refresh

Security threats

Urgent capacity needs

Compliance

Quickly Integrate acquisitions

Application Innovation

Datacenter contracts expiry

Cloud drivers

Software end of support

Whether your company leveraged our Cloud Economics Assessment to design your cloud migration roadmap, or your company has already identified what and how it wants to migrate to the cloud, our team of experts meets you where you are on the digital journey. Valorem Reply will evaluate the best path forward based on your existing infrastructure, staff and capabilities and make recommendations along the way and post migration on necessary item adjustments or mitigations.

A MIGRATION PLAN THAT WORKS FOR YOU

On-Premises

IaaS

Microservices

Serverless

Migration pricing and timeline vary based on the scope of the items you wish to migrate.

OPTIMIZE LICENSING, SIZING AND COSTS

The next stage of modernizing your IT landscape is optimizing the return on your investments. Whether you're migrating your first workload or optimizing complex applications, you can get the most value out of your tools and stay on budget by selecting the Azure model that works best for you at any given time such as Hybrid Use, Reserved Instance, Enterprise Agreement, or Pay-as-you-go. Our Azure product experts can help you measure, monitor and forecast your cloud consumption and costs to optimize your Azure resources.

LICENSING/USE MODEL	INFRASTRUCTURE SIZING	GOVERNANCE
• Compare the total cost of ownership (TCO) of your on-premises infrastructure to a comparable Azure deployment • Estimate potential savings as a result of migrating your workloads to Azure • Provide recommendations on licensing models based on consumption targets (Hybrid Use Benefit, Reserved Instance, etc.)	• Run analysis tools to get current state utilization • Review current state configuration for peaks and valleys of consumption • Provide recommendations for changes to infrastructure sizing for cost optimization • Recommend net-new infrastructure needs such as firewalls, network rule and Virtual Machine (VM) configurations	• Introduce a managed process to enable self-service creation of assets in the cloud • Define and security standards across the cloud footprint • Define guidelines for using developer tools and scripts • Provide a framework for a governance board

This engagement averages 2-4 weeks in duration with a total cost of $7,500-$15,000.

MODERNIZE APPLICATIONS

The final step of modernizing your IT landscape involves taking inventory of applications across your organization (both in the cloud and remaining on-premise) and determining the best path forward for each. For some applications the best path forward might be to replace the application with a pre-built Software-as-a-Service (SaaS) offering. For applications that don't have a logical SaaS offering available, a simple refactoring to bring cloud scale might be appropriate, while others might be best to completely rebuild. To simplify, this step can largely be bucketed into three groups:

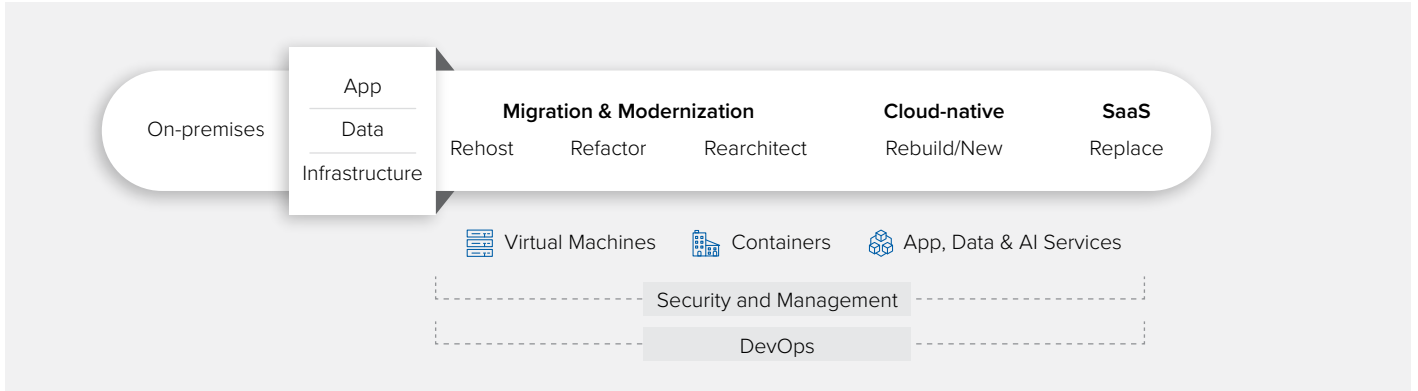| REPLACE W/SAAS	MODERNIZE	REBUILD
• Completely replace existing application(s) with software delivered as a service (SaaS) to avoid IT development costs • Ensure clear data access and predictable data semantics • Minimize service and application management	• Reduce costs and increase scalability for your apps by taking advantage of additional cloud-native capabilities and features • Leverage existing application framework, language and container investments by refactoring your app to the cloud	• Re-architect and rebuild your application(s) to take advantage of more the advanced and innovative features available in Azure

FLEXIBLE PATHS TO APP MODERNIZATION

	App	Migration & Modernization			Cloud-native	SaaS
On-premises	Data	Rehost	Refactor	Rearchitect	Rebuild/New	Replace
	Infrastructure					

Virtual Machines · Containers · App, Data & AI Services

Security and Management

DevOps

* Pricing and timeline vary based on the scope of the applications you wish to migrate and the selected path to modernization.

✉ **For more information on our Cloud Economics Assessment and Cloud Migration solutions, email marketing@valorem.com**