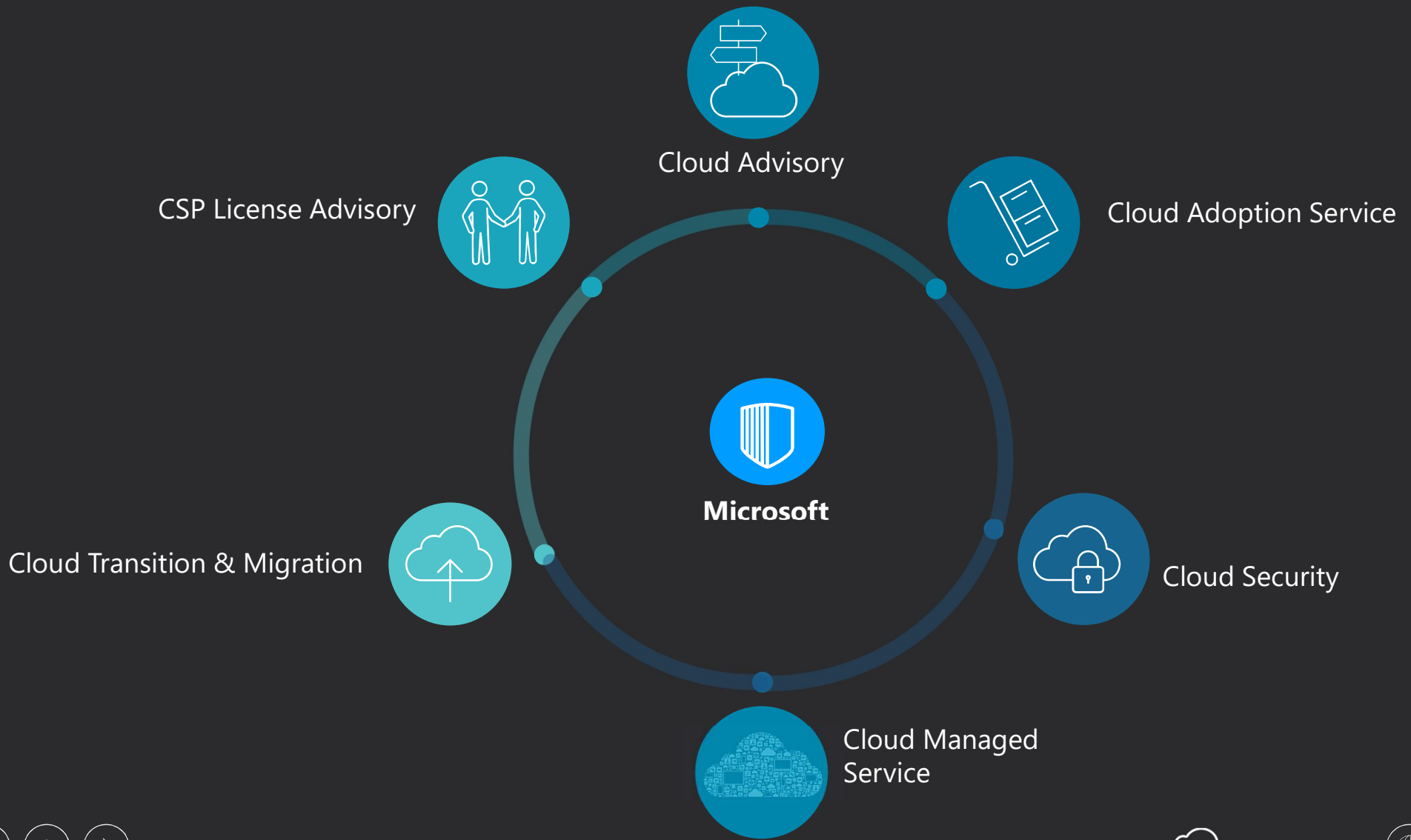


**WE ARE  
BORN IN  
THE CLOUD**



"WE HELP OUR CUSTOMERS  
FINDING THE RIGHT PATH  
TOWARDS THE CLOUD"S





Topdanmark



FITNESS WORLD



AUTOROLA MARKETPLACE



Metro



Falck



SIEMENS

Nordea



Ørsted

kamstrup

ARKIL



KOMMUNEKREDIT



novo nordisk



KØBENHAVNS KOMMUNE



PFA

Mere til dig



DANMARKS NATIONALBANK

NORDEN



LB Forsikring



Bech-Bruun



VOLUME™

Atlas Copco



Member of BW Group

atp=

BESKO



# Rockwool Cloud Journey



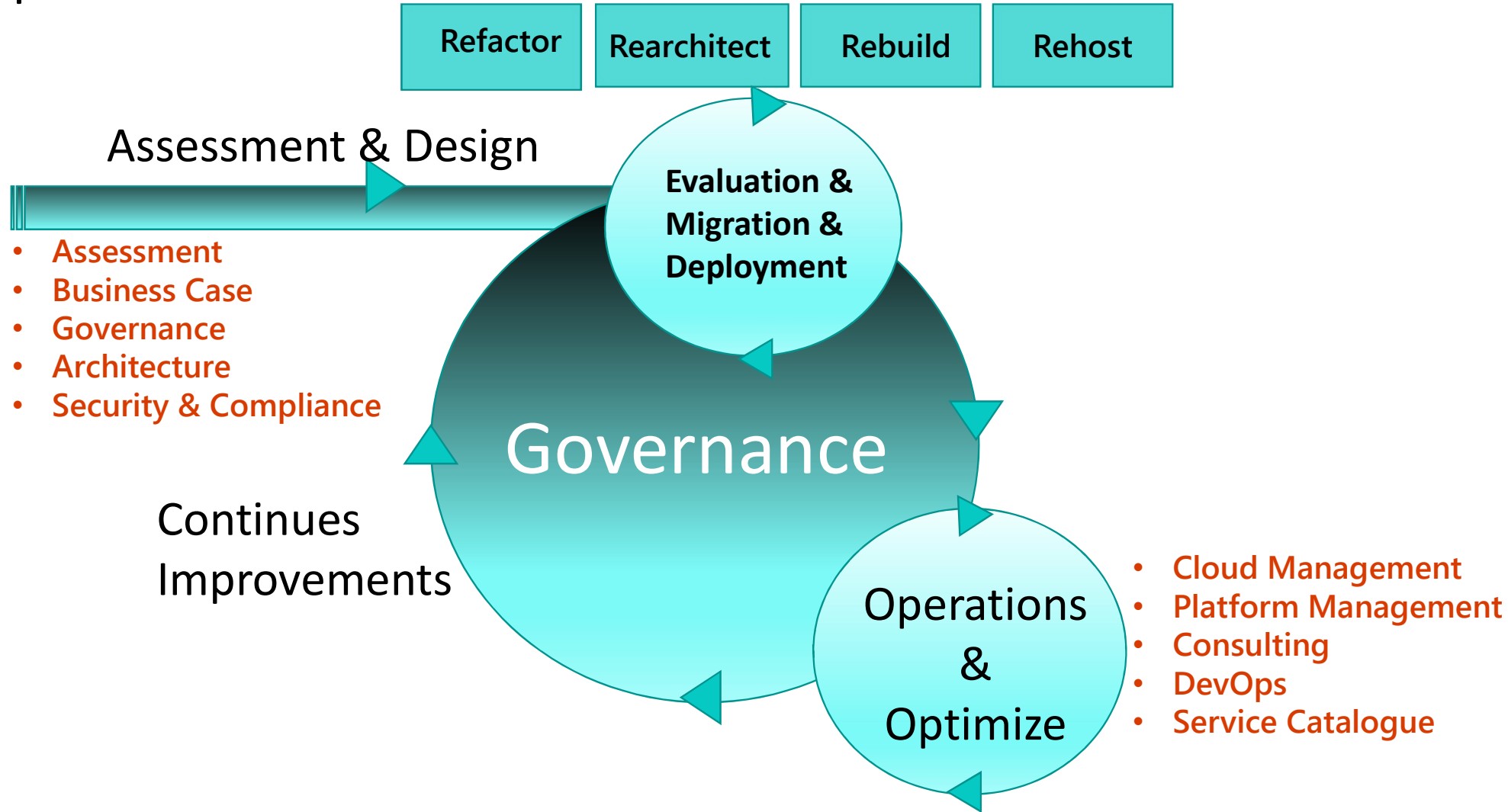
- The Journey and the process
- Scope
- Infrastructure Track
- Business Case
- Governance Track
- Security & Compliance Track
- Architecture Track
- Next step





# THE JOURNEY AND PROCESS

# The process



# Unified and extensible Azure migration experience



Assess



Migrate



Optimize



Secure and manage

**Migration tools | Azure migration center | Scenario guidance | FastTrack for Azure | Azure Expert MSPs**

# Assess your environments



App performance history

App configuration data

Applicable discounts and offers  
(e.g., Azure Hybrid Benefit, RI)

Target Azure location



**Azure Migrate**



Azure suitability analysis  
(e.g., compatibility)

Rightsized Azure resource model

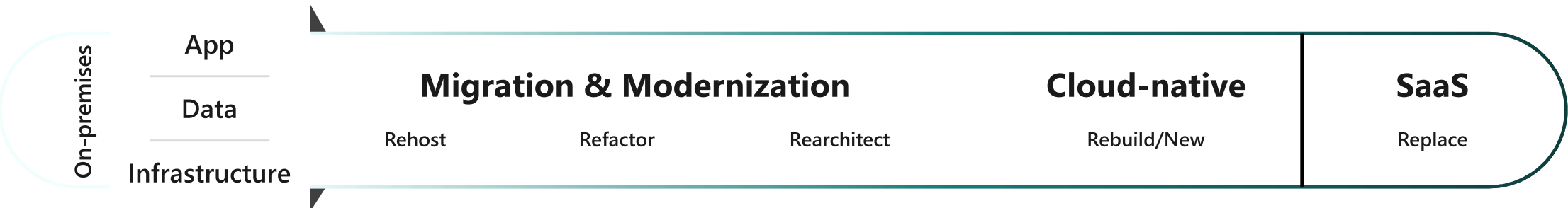
Azure cost estimates

App dependency map





# Transition Scenarios



 Virtual Machines       Containers       App, Data, & AI Services

----- Security | Management -----





SCOPE

# Scope



Tracks	Services	Deliverables
Infrastructure & Azure Assessment Track	<ul style="list-style-type: none"> <li>Requirements gathering.</li> <li>Cloud Assessment (with [customer] selected tool)</li> </ul>	<ul style="list-style-type: none"> <li>Assessment Overview Report</li> </ul>
Business Case	<ul style="list-style-type: none"> <li>Business Case information gathering and report</li> </ul>	<ul style="list-style-type: none"> <li>Business Case Report</li> </ul>
Cloud Governance Track	<ul style="list-style-type: none"> <li>Cloud operations and governance planning</li> </ul>	<ul style="list-style-type: none"> <li>Governance Plan for running systems in Azure</li> </ul>
Cloud Architecture Track	<ul style="list-style-type: none"> <li>Cloud Foundation workshop</li> <li>Review on target destinations for assessed systems and servers</li> <li>Development of a design specification documenting the design agreed upon in the workshops.</li> <li>Assistance with on-boarding [Customer] into CSP program as described in the design specification (If no subscription is available).</li> </ul>	<ul style="list-style-type: none"> <li>Azure foundation Architecture overview</li> </ul>
Security & Compliance Track	<ul style="list-style-type: none"> <li>Cloud Security &amp; Compliance workshop</li> </ul>	<ul style="list-style-type: none"> <li>Cloud Security and Compliance plan</li> </ul>





# INFRASTRUCTURE ASSESSMENT TRACK

# Assesment



The scope of this project includes the Assessment and all other preparations for a right start of Azure Services, spanning your existing data center with Microsoft Azure Infrastructure as a Service (IaaS) public cloud. This is a framework to get you the right start and foundation for your Cloud journey.

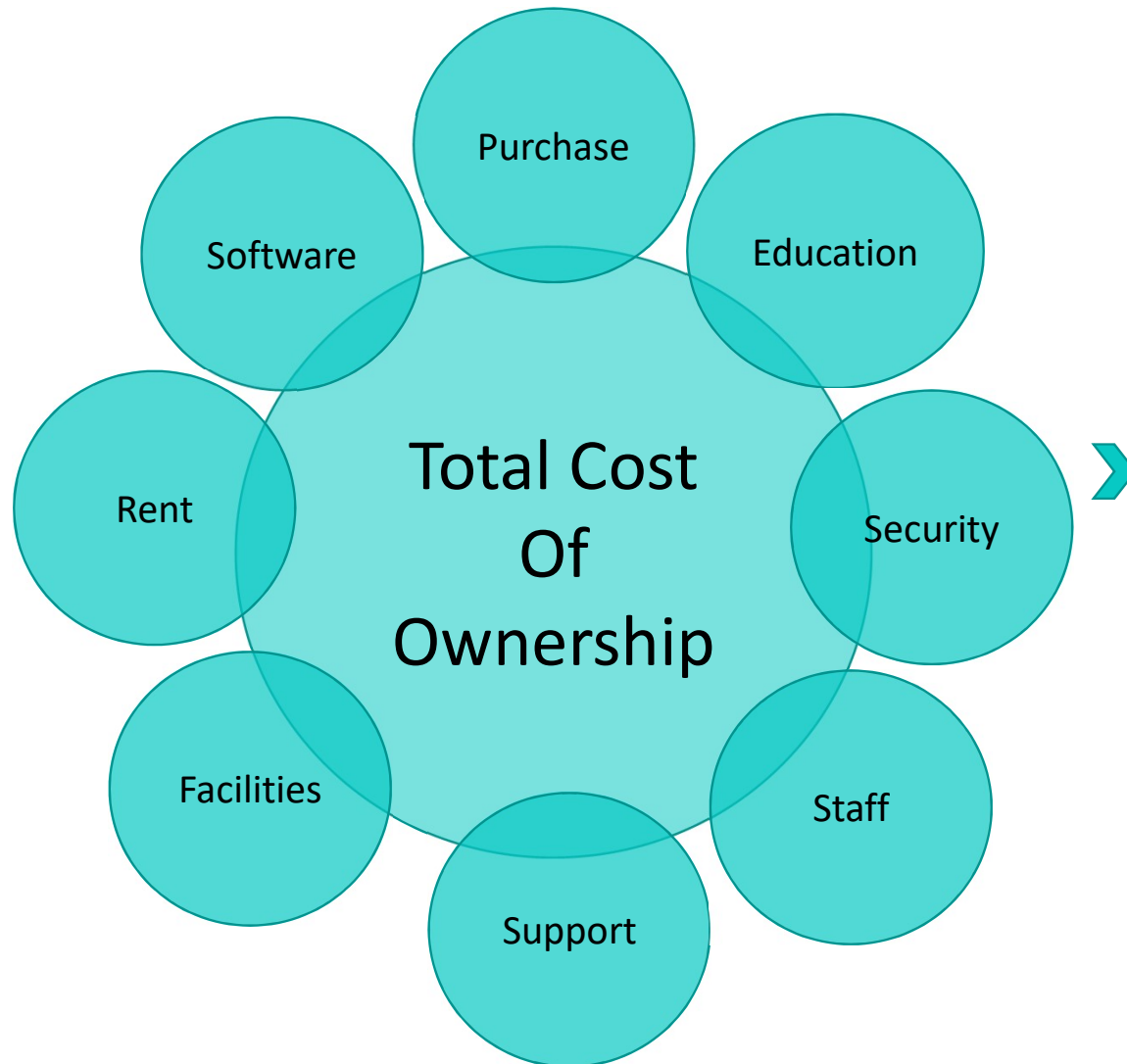
Activity	Description
<b>Infrastructure Assessment</b>	Gather the necessary information by selected tool. <ul style="list-style-type: none"><li>• Asset/inventory Overview</li><li>• Capacity Overview</li><li>• Network</li><li>• Utilization</li><li>• Performance</li><li>• Application overview</li></ul>
<b>Azure Assessment</b>	Run selected tool for Azure Cost and Type estimation
<b>Assessment Overview</b>	Create overview with categories and servers and systems in-scope for migration.





# BUSINESS CASE TRACK

# Business Case



DKK		Cost / Cash Flows					
License Scenario	Item	2019	2020	2021	2022	2023	Total
<b>Existing setup</b>	VM Licenses	1.000.000	1.030.000	1.060.900	1.092.727	1.125.509	5.309.136
	SAN/Hardware Lease (end of 31/8-2021)	1.950.000	2.008.500	2.068.755	2.130.818	2.194.742	10.352.815
	Intention datacenter	2.400.000	2.472.000	2.546.160	2.622.545	2.701.221	12.741.926
	4 FTE Basic Operations Team (dedicated DC Operations)	600.000	660.000	726.000	798.600	878.460	3.663.060
	New hardware investments (Capex)			8.000.000			8.000.000
	Azure Cloud - current setup (PAYG)	4.179.519	5.300.641	6.722.494	7.628.116	7.628.116	31.458.886
	<b>Total Cost</b>	<b>10.129.519</b>	<b>11.471.141</b>	<b>21.124.309</b>	<b>14.272.806</b>	<b>14.528.048</b>	<b>71.525.823</b>
<b>New Azure Cloud Solution</b>	VM Licenses	1.000.000	1.030.000	795.675			2.825.675
	SAN/Hardware Lease (end of 31/8-2021)	1.950.000	2.008.500	1.379.170			5.337.670
	Intention datacenter	2.400.000					2.400.000
	4 FTE Basic Operations Team (dedicated DC Operations)	600.000					600.000
	Azure Cloud Existing Solution (3 YR Com. model)	3.482.490	4.416.639	5.994.744	6.355.956	6.355.956	26.605.786
	Azure Cloud Additional Migration scope (3 YR Comm. model)	2.448.600	4.025.095	4.025.095	4.025.095	4.025.095	18.548.980
	Project cost (Capex) - external cash-out	4.260.000					4.260.000
	PM (Capex) - external cash-out	900.000					900.000
Establishing Data Room	200.000					200.000	
	Data room operation		50.000	50.000	50.000	50.000	200.000
	<b>Total Cost</b>	<b>17.241.090</b>	<b>11.530.235</b>	<b>12.244.685</b>	<b>10.431.051</b>	<b>10.431.051</b>	<b>61.878.111</b>

# Microsoft Azure Licence

- Better pricing
- Full transparency and insights
- Microsoft Premier Support







# AZURE GOVERNANCE TRACK

# Governance



The scope of this track includes the Governance workshop and plan for a right start of Azure Services.

Activity	Description
Azure Management	Azure management concepts, what tools are in place to manage and secure: <ul style="list-style-type: none"><li>• Organization</li><li>• Security</li><li>• Audit and logging</li><li>• Cost control</li></ul>
Establish first minimal viable product	Using Azure Blueprints, Azure Policy, and Azure management groups to establish an Identity Baseline, Security Baseline and Deployment Acceleration & Corporate Policy Implementation
First iteration – revisit and enhance the stance	<ul style="list-style-type: none"><li>• Cost Management, as adoption scales.</li><li>• Security Baseline, as protected data is deployed.</li><li>• Resource Consistency, as IT Operations begins supporting</li><li>• mission-critical workloads.</li></ul>





SECURITY & COMPLIANCE TRACK

# Security & Compliance



The scope of this track includes the Security & Compliance workshop and plan for a right start of Azure Services. This is the foundation for your hybrid Azure environment.

Activity	Description
Azure Security Workshop	<ul style="list-style-type: none"><li>• Define Strategy</li><li>• Assess current state</li><li>• Plan for Security features</li><li>• Enablement plan</li></ul>
Azure Compliance Workshop	<ul style="list-style-type: none"><li>• Define Strategy</li><li>• Assess current state</li><li>• Plan for Compliance features</li><li>• Enablement plan</li></ul>





# AZURE ARCHITECTURE TRACK

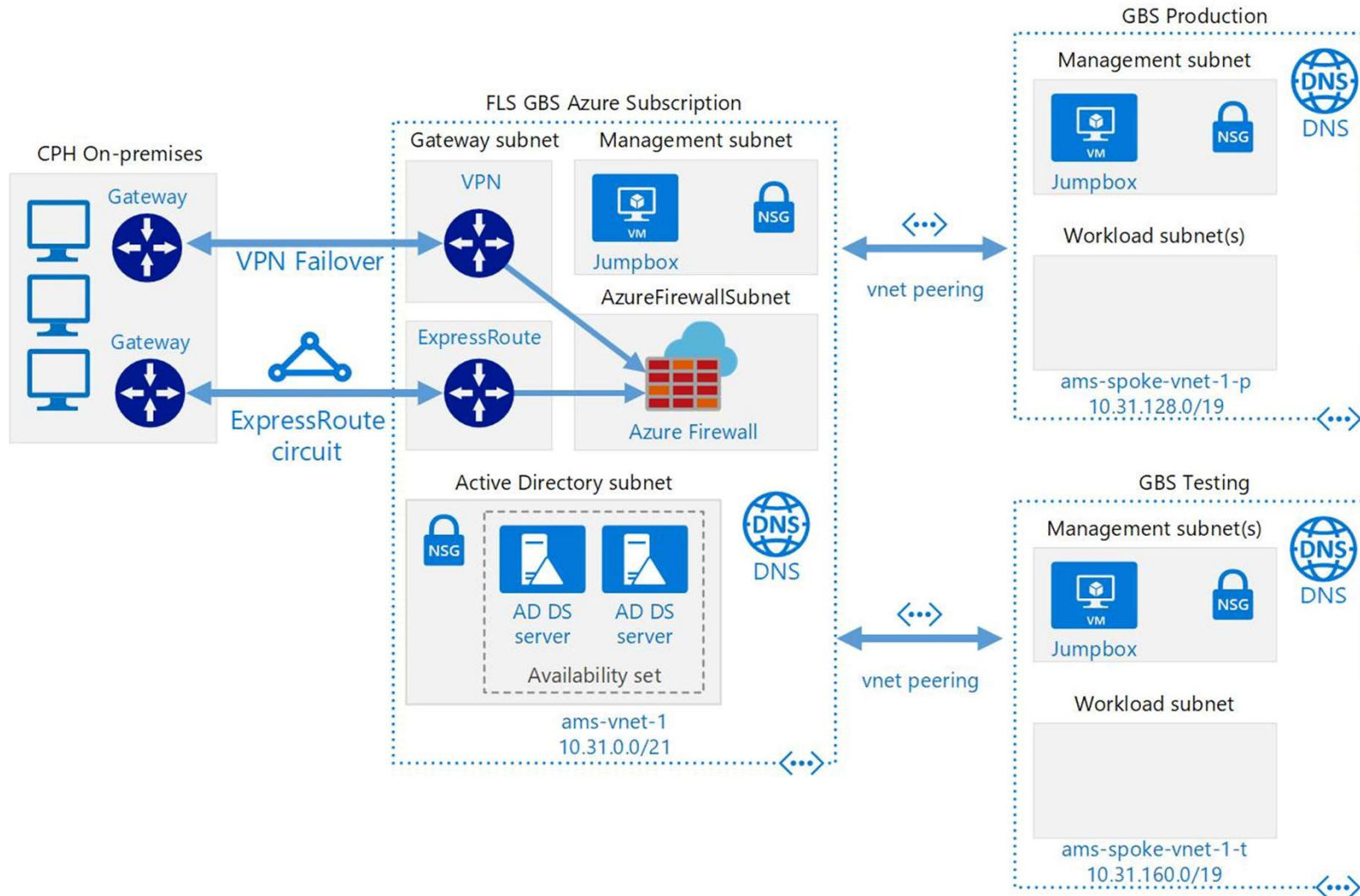
# Architecture



The scope of this track includes the Azure Architecture workshop and plan for a right start of Azure Services. This is the foundation for your hybrid Azure environment.

Activity	Description	Details
Azure Foundation Workshop	Conveying the status and requirements for the hybrid architecture deployment.	
High-level Design Development	Document the high-level design for the POC into a design specification document	For in-scope features, develop the high-level design to demonstrate the functionality.

# Sample Microsoft Azure target architecture







NEXT STEP



# Statement of Work



## Statement Of Work – Azure Right Start

### Introduction

This Statement of Work (SOW) and any exhibits, appendices, schedules, and attachments to it are made pursuant to the Work Order No. [Click here and type WO #], dated [Click here and type WO date], the terms of which are incorporated herein by reference, by and between [Click here and type customer legal name] (“Customer”, “you”, “your”) and Cloud Teams Corporation (“Cloud Teams”, “us”, “we”, “our”) or Cloud Teams’s affiliate, and sets forth the services to be performed by us related to [Click here and type project name] (“project”). This SOW, together with the Work Order, represents the complete baseline for scope, services, Service Deliverables, and acceptance applicable to this project. All changes to this document will be managed in accordance with the Change Management Process defined below. Any terms not otherwise defined herein will assume the meanings set forth in the Work Order.

In this project, Cloud Teams will assist [Customer] with a right start to Azure services. This assistance includes the following tracks:

# CONTACT INFO



Jægersborg Alle 1 2920 Charlottenlund  
Denmark



+45 7199 2751



[cloudteams.dk](https://cloudteams.dk)