Digital Transformation & Cloud Enablement Services

Cloud Adoption / Digital Transformation Driving Factor

Cost Model Transformation

- CAPEX to OPEX
- Datacenter Modernization
- Increasing DC Operational Costs

Security & Compliance

- Modern Security for Modern Threats
- Regulatory Compliance Requirements
- Business Continuity

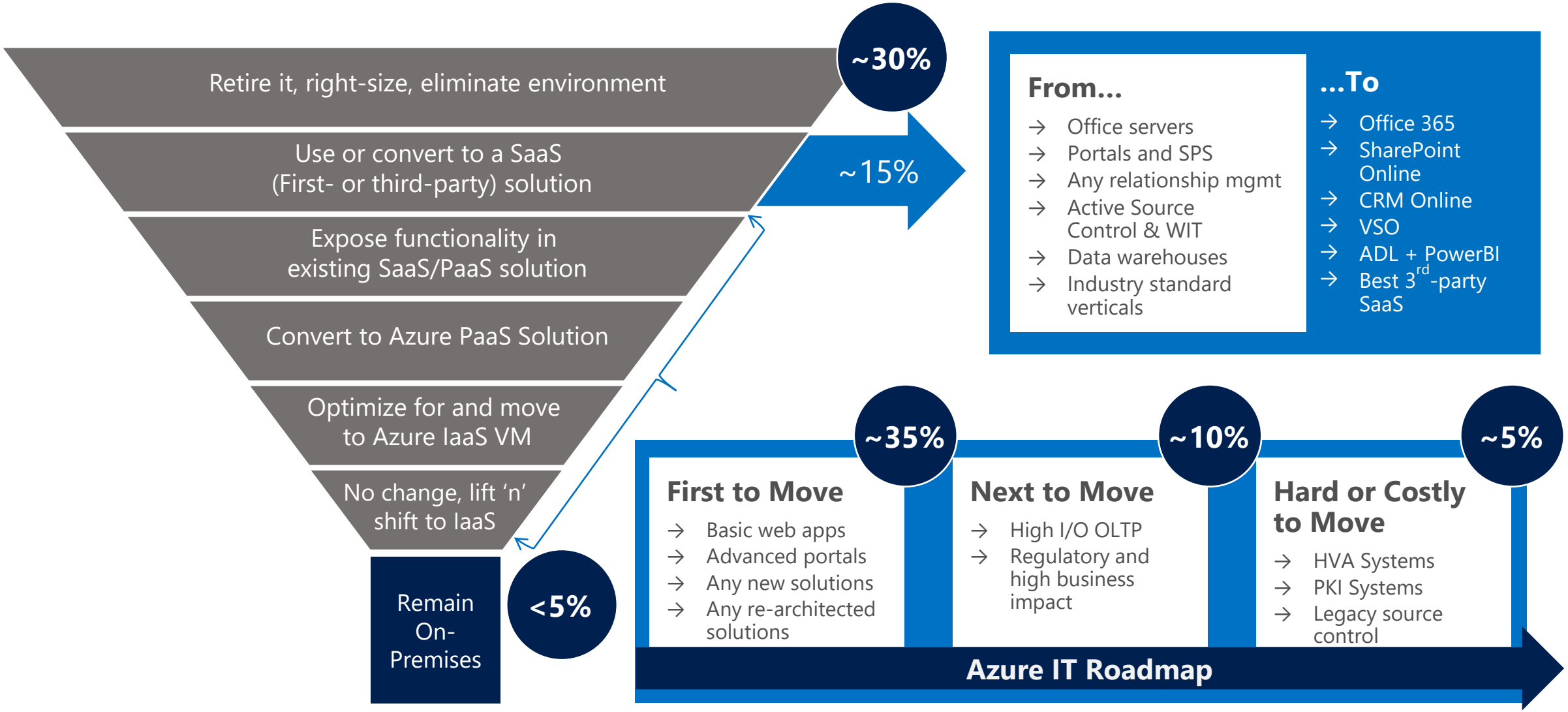
Need for Business Agility

- New Capabilities – e.g. advance analytics
- Time to Value – Build, Deploy, Manage
- Availability of Skills
- Retain Relevance of Internal IT through Higher Value to Business

Contracts, Licenses up for Renewal

- Expiring co-location contracts
- End of support of Software
- End of support contracts

Cloud Adoption Roadmap



We know we can

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Cloud Assessment & Planning

(4 Weeks)

Foundational Services

(1 Week)

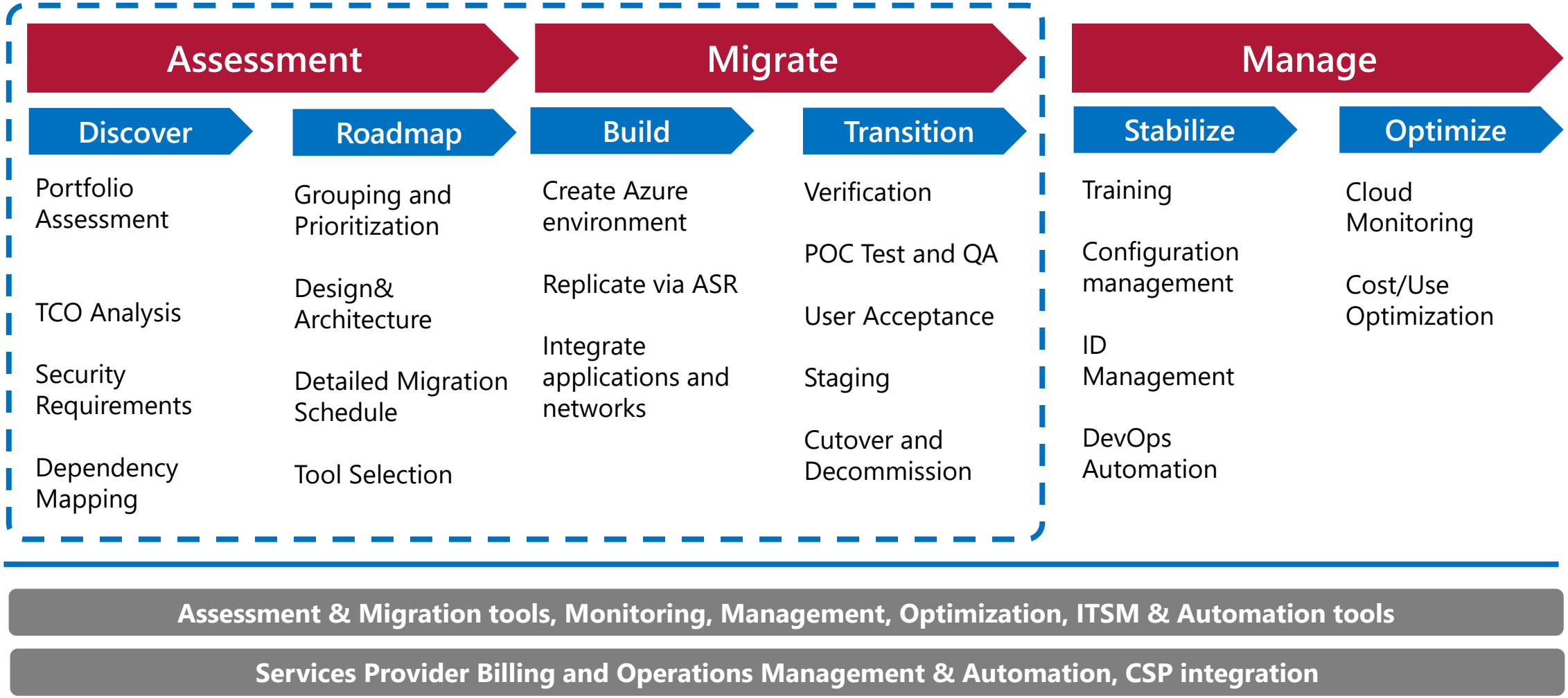
Migration, Innovate & Deploy

(6 Weeks)

Manage & Optimize

(Ongoing)

Cloud Migration Framework



Cloud Migration Services

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Cloud Migration Methodology

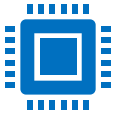
REHOST

Lift & Shift Approach

Retain & Extend Current Infrastructure Architecture in Azure

Low Infrastructure Optimization

Lower Cost Benefits *(unto 30%)*



REFACTOR

Retain Current Infrastructure Architecture in Azure

Port OS and/or Database

Reconfigure/Change Application to Cloud Services (PaaS)

Fairly Quicker Time to Market

REVISE

Critical for Aging Infrastructure

Modernize Legacy On-prem Application Code

Deploy App using Rehost or Refactor

Increase in One-Time Cloud Migration Cost, but Increased ROI in longer term

REBUILD

Rearchitected Solution

Discard On-prem Application Code & Develop using Newer & Innovative Services

Increased Time to Market and Migration Cost

Reduced OPEX and Higher ROI

REPLACE

Discard an Existing Application

Use Commercial Software Delivered as SaaS

Requires Data Modernization & Migration

Increased License Cost

Softline recommends Gartner 5 R's approach to transition into Cloud

REHOST

This option doesn't require code changes and allows you to migrate your existing apps to Azure quickly. Each app is migrated as is, to reap the benefits of the cloud, without the risk and cost associated with code changes.

When to use:

- when you need to move apps quickly to the cloud.
- when you want to move an app without modifying it.
- when your apps are architected so that they can take advantage of Azure IaaS scalability after migration.
- when apps are important to your business, but you don't need immediate changes to app capabilities.

REFACTOR

Often referred to as "repackaging," refactoring requires minimal changes to apps, so that they can connect to Azure PaaS, and use cloud offerings.

For example, you could migrate existing apps to Azure App Service or Azure Kubernetes Service (AKS).

Or, you could refactor relational and nonrelational databases into options such as Azure SQL Database Managed Instance, Azure Database for MySQL, Azure Database for PostgreSQL, and Azure Cosmos DB.

When to use:

- if your app can easily be repackaged to work in Azure.
- if you want to apply innovative DevOps practices provided by Azure, or you're thinking about DevOps using a container strategy for workloads.
- for refactoring, you need to think about the portability of your existing code base, and available development skills.

REARCHITECT

Rearchitecting for migration focuses on modifying and extending app functionality and the code base to optimize the app architecture for cloud scalability.

For example, you could break down a monolithic application into a group of microservices that work together and scale easily.

Or, you could rearchitect relational and nonrelational databases to a fully managed database solution, such as Azure SQL Database Managed Instance, Azure Database for MySQL, Azure Database for PostgreSQL, and Azure Cosmos DB.

When to use:

- when your apps need major revisions to incorporate new capabilities, or to work effectively on a cloud platform.

- when you want to use existing application investments, meet scalability requirements, apply innovative Azure DevOps practices, and minimize use of virtual machines.

REARCHITECT

Rebuild takes things a step further by rebuilding an app from scratch using Azure cloud technologies.

For example, you could build greenfield apps with cloud-native technologies like Azure Functions, Azure AI, Azure SQL Database Managed Instance, and Azure Cosmos DB.

When to use:

- when you want rapid development, and existing apps have limited functionality and lifespan.

- when you're ready to expedite business innovation (including DevOps practices provided by Azure), build new applications using cloud-native technologies, and take advantage of advancements in AI, Blockchain, and IoT.

Migration Approach

PREREQUISITES

- Migration Team Onboarding & Introduction
- Access Provisioning
- Foundational Service Deployment (Network, Connectivity, Storage, AD Services)
- Subscription Hardening & Policy Enforcement

WEEK 1 & 2

PLANNING

- Migration Planning
- Migration Phases & Workload Prioritization
- Build Migration End-State Architecture Design
- Migration Risk Mitigation & Contingency Planning

WEEK 3 & 4

MIGRATION, TEST & CUTOVER PLAN

- Remediate Migration Blockers
- Migration Dry Run using Test Workloads
- Perform Application Functionality & Performance Testing
- Cut-over planning *(including cutover Steps, Schedule & Rollback Plan)*

WEEK 5 – 12

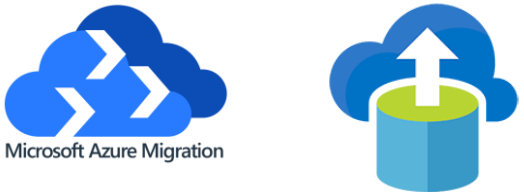
CUTOVER & GO LIVE

- On-premise Cutover
- Azure Backup Service Configuration
- Managed Services Onboarding
- Service Validation
- Cloud Infrastructure & Services Go Live…

WEEK 13

Cloud Migration Assessment & Automation Tools

Assessment Tools



Migration Tools

Management Tools

Monitor

Secure

Support

Microsoft + Softline: Strategic Partnership

#1 Microsoft partner* in Russia

* By sales volume in FY16

20+ years of collaboration

* Ongoing partner status from1995, LSP status from 2002

Microsoft Partner

Gold Hosting
Gold Application Development
Gold Application Lifecycle Management
Gold Cloud Platform
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Gold Collaboration and Content
Gold Communications
Gold Customer Relationship Management
Gold Data Analytics
Gold Data Platform
Gold Datacenter
Gold Devices and Deployment
Gold Application Integration
Gold Identity and Access
Gold Intelligent Systems
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Gold Messaging
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Gold Small Business
Gold Small and Midmarket Cloud Solutions
Gold Volume Licensing
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Expertise in implementation of Microsoft solutions

10+ years of experience

100+ Certified professionals in Russia, EE&CA, LATAM and APAC

2500+ projects implemented

30+ out-of-the-box solutions

We know we can

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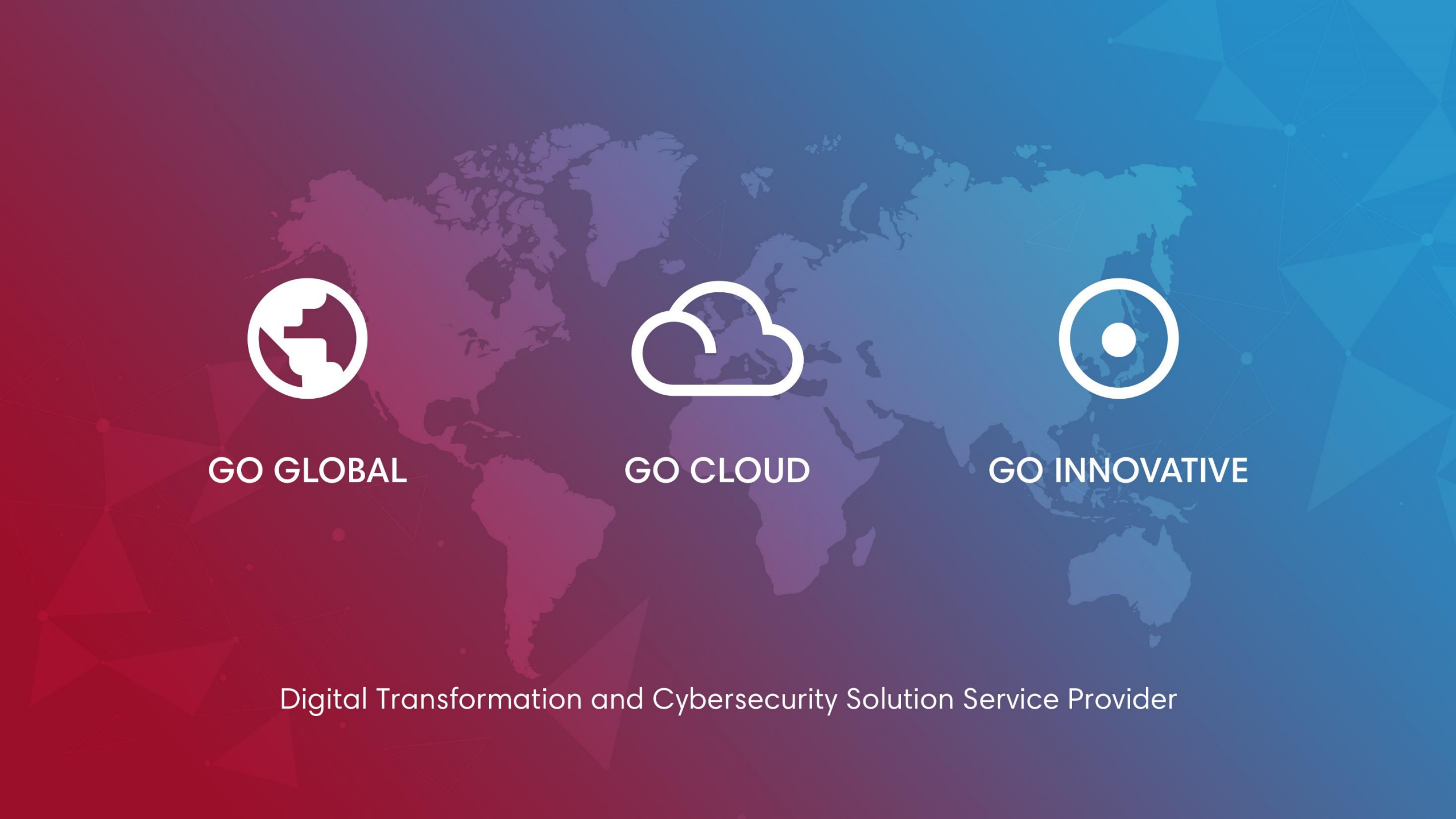
Cloud Enablement & Managed Service Offering Packages

Packs	Services	Duration	Per VM Rate*
CEA01	Cloud Assessment – Light *Tool based assessment for lift & shift migration covering TCO only*	2 Weeks	$ 59
CEA02	Cloud Assessment – Heavy *Tools & Human Intelligence based assessment covering Digital Transformation Road Map and TCO & ROI*	6 Weeks	$ 149
CEM01	Cloud Migration Lift-Shift (Rehost) **	12 Weeks	$ 280
CEMSN01	Cloud Managed Services – 24 x 7 Network Ops Center	On-going	$ 85
CEMSS01	Cloud Managed Services – 24 x 7 Network & Security Ops Center	On-going	$ 120

** Discounted rate are available for larger (> 200 VMs) Infrastructure Engagements.*

*** Migrations which requires Refactor, Revise, Rebuild & Replace approach are subject to addition cost or custom T&M price quote.*


GO GLOBAL
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GO INNOVATIVE
Digital Transformation and Cybersecurity Solution Service Provider