

CLOUD MIGRATION SOLUTIONS

# CLOUD STARTER PACK FOR AZURE



# Facts from the Market

Challenges of moving to the Cloud

69% of workloads & 67% of data will reside in a public cloud within the next 12 months

>51%

organizations struggle with app-dependencies

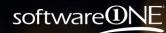
>48%

are unable to assess technical feasibility

>36%

are facing issues migrating apps and data >36%

have problems prioritizing apps to migrate



# Facts from the Market

Challenges of moving to the Cloud

69% of workloads & 67% of data will reside in a public cloud within the next 12 months

44%

of organizations fail assessing on-prem vs cloud costs

39%

are facing issues optimizing cost post-migration

40%

don't know the implications of BYOL



# **Customer Challenges**

with migrating to Public Cloud

How are you ensuring your workloads remain secure during a migration? Have you considered cloud security, legislation and regulatory requirements?

How do you make informed decisions as to which apps to migrate and what architecture they should have in the cloud?

Do you have the internal skills and capacity to complete a migration to the latest cloud technologies, while also keeping your business running and optimized?

How are you mapping all the relationships across apps and networking devices to ensure your future cloud environment is optimized and efficient?

**Evolving** security & compliance threats

Migration

priorities

**Operational** efficiency

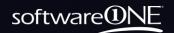


Migration expertise

> Cost optimization

Customer

Lack of Skills and Resources in the Market



Cloud migration is not something you want to do twice! How can you be sure each application is migrated in the right way the first

time, and then optimized for

cost and benefit?

# Solution Packs | Cloud Starter Pack

# Server Discovery & Assessment

Compare TCO between your current and future state

# Foundation Landing Provision for cloud

03

# Foundational Landing Zone

Provisioning of the basic building block for cloud adoption

## **Governance Fundamentals**

Consultant led workshop to learn how to implement cost and security guardrails in your cloud subscriptions



02

### Customers new to the cloud platform

that want a solid foundation to start their cloud adoption journey

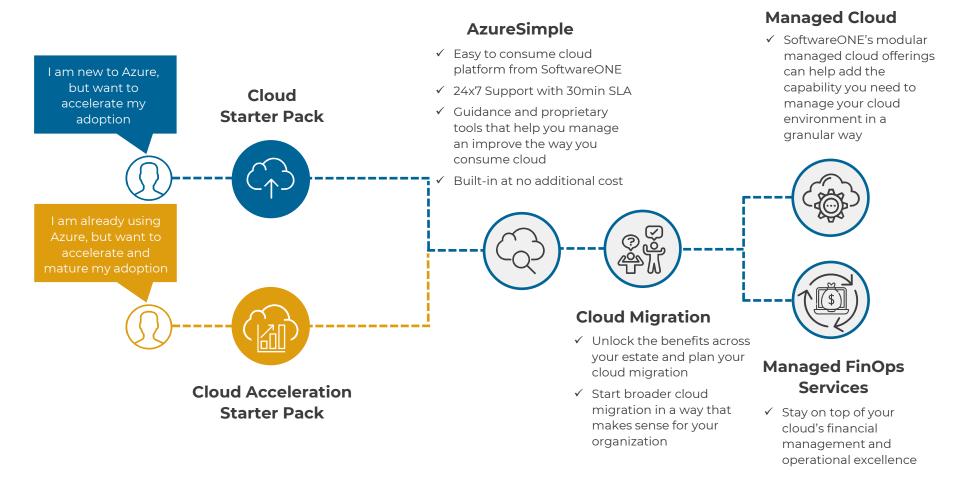
# Results, Recommendations & Next Steps

Executive presentation of results, recommendations and next steps



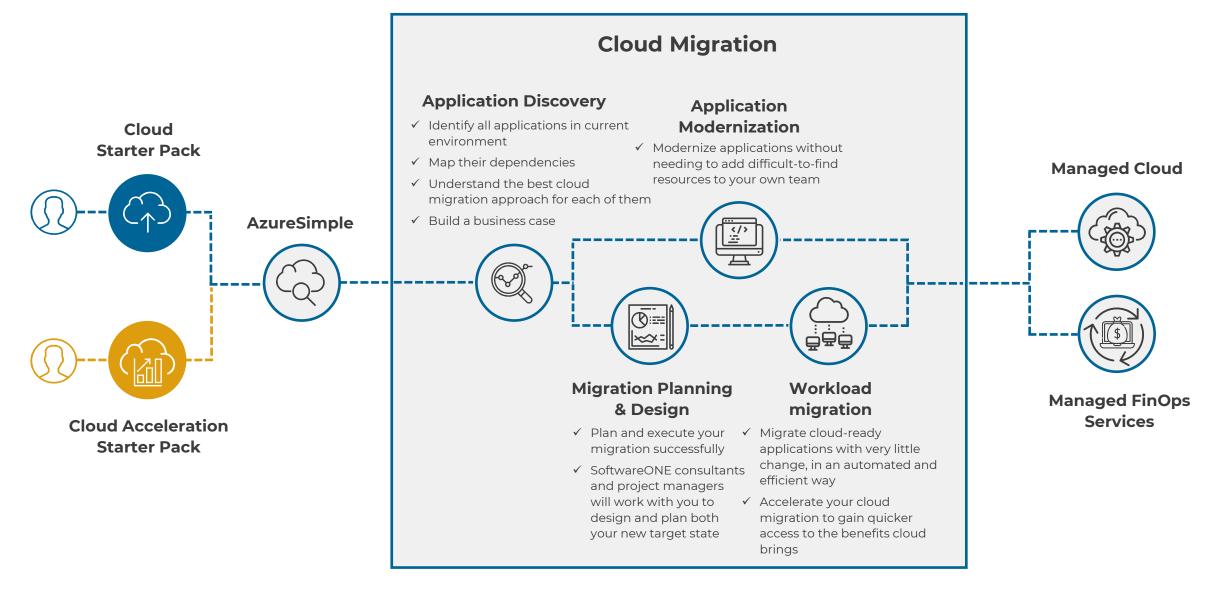


# **Cloud Adoption | Customer Journey**





# **Cloud Adoption | Customer Journey**





# SoftwareONE - Azure Cloud Migration Approach

#### **OUTCOME**

A cloud migration project optimized for your application estate SoftwareONE Cloud Migration Solutions analyse your application estate, recommend which applications are good candidates for application modernization, and complete a volume migration to Azure for the rest of your workloads

Workload Migration Perform a rapid volume migration for the workloads best suited to this approach



SoftwareONE consultants will execute the agreed rapid migration approach for each application. This will range from traditional 'lift & shift' methodologies to mild re-platform approaches..



Testing and final application cutover will be coordinated with your business application owners.



Applications that are candidate for Modernization will be managed in a separate value stream run by SoftwareONE Application Services specialists..

Migration Planning & Design

Design the migration architecture of the applications recommended for volume migration



Workloads identified as good candidates for Application Modernization will be routed to an Application Modernization Advisory engagement to explore in more detail how this approach could benefit your business.



For all workloads targeted for volume migration, local SoftwareONE consultants will 'Whiteboard' with your application owners to create and document a target cloud architecture.



Local SoftwareONE project managers will work with your business to plan and coordinate the optimal timeline for migration.

Application
Discovery &
Assessment

Identify and recommend the optimal migrations approach for each application



Detailed dependency mapping helps to identify underlying server and application dependencies before any workloads are migrated.



Local SoftwareONE consultants work with your business application owners to enhance the raw server discovery information with business priorities and intelligence.



A recommended migration approach is calculated using a science-based toolset that scores the risk, complexity, and benefit of different cloud migration approaches for each application.

Server Discovery & Assessment

Discover the details of your existing environment



An agentless discovery appliance will identify and quantify all the servers in your current environment.



Included with Starter Pack

A basic TCO report will compare your current on-premises costs with the cost of running the same workloads in cloud.



A customized proposal will be produced to complete an application discovery & assessment of your server estate.

## CUSTOMER



## **Managed Cloud**





**PyraCloud** provides single pane of glass to understand consumption, operational status and recommendations



## FINANCIAL OPERATIONS (FinOps)

Spend Management

Cost Optimization

Well Architected Review

CIS Compliance

Guidance & Remediation Support by Technical Service Success Manager



#### **MONITOR**

24 x 7 x 365 proactive support to resolve issues and maintain the availability of your Cloud

Workloads



#### DATA PROTECTION

**Protect** 

your data from loss and ransomware



#### **PATCH**

Improve consistency

with DevOps and automated
Patch Management



#### **SECURITY**

**Stay secure** and protect your server and network from unrestricted access and data leakage

Global Service Success Manager

IT Service Management operates under an ITIL compliant ITSM framework

Service Onboarding

CUSTOMER

# Why SoftwareONE for Cloud Migration Solutions

#### Leader









World leader in certified FinOps Practitioners



**Only Leader with FinOps Certification** in Gartner Magic Quadrant for SAM Managed Services

## **Strategic Partner**



### Gold Microsoft Partner **Azure Expert MSP**

Microsoft

- Azure Managed Service Provider (MSP)
- No.1 Azure Partner Globally (1)
- Strong Licensing Expertise

#### **Services**





## **FinOps Platform**

Powerful Cloud Financial Management Platform



#### Managed FinOps Foundational services and continuous improvement



**Automation Platform** GorillaStack Automation Platform



**Managed Cloud Billing** Managed cloud billing for Azure







# Why SoftwareONE?



\$100 Million+ in **Professional and Managed Services** 



Think globally act locally in 90 countries



Microsoft Azure Expert MSP



12 certified support centers, 24x7 in multiple languages



5,500+ technology professionals



Certified Information Security
Management System according to
ISO 27001:2013 and ISO27017 SOC 2 Type 1



