HYBRID CLOUD SOLUTIONS

INFRASTRUCTURE MIGRATION

orange™

Hybrid Cloud Solutions acceleration solutions ... MAKING DIGITIZATION SIMPLE

Fit for Future

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Security First

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Smart Cost Management

The flexibility and scalability of cloud solutions means you only pay for the services you use, when you use them - cutting service and energy costs. Spending only what you really need to is good for your pocket, and the environment.

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Simply focus

Thanks to cloud solutions our customers save time and money, which can be spent on what they do best, developing their companies. Employees can collaborate with ease wherever they are, whatever time they're online – boosting your business.

Individual solutions, personal contact

One size doesn't necessarily fit all. Our team offers a range of services from comprehensive consulting and individual advice, selection of the right solution for your needs, to the migration of existing data, setup and support during operations. All from a single point of contact.

Hybrid Cloud Solutions – HOW DO WE SUPPORT OUR CLIENTS?

AGILITY   SCALABILITY   FLEFIBILITY

Cloud Enablement Services

- SAP, Oracle, Microsoft on Cloud
- Database on Cloud/PaaS
- Backup, DR, VDI on Cloud
- DevOps

Multi Cloud Governance & Operations

- Establish Cloud Governance Charter
- 24*7 Monitoring & Administration
- Cloud Management Services

Multi Cloud Optimization Services

- Analysis of current inventory & current utilization
- Automate cost and security compliance policies
- Implement recommendation & cloud savings assessments

Multi Cloud Strategy & Roadmap

- Discovery & Assessment
- Business Case & TCO Analysis
- Architecture Strategy & Roadmap

Cloud Platform Build & Migration

- Design, Construct & Implement
- Re-host, Re-Factor, Re-Platform, Re-Architect
- Pilot Migrations with pre migration testing

INFRASTRUCTURE MIGRATION
THE HYPE IS OVER, THE CLOUD IS REAL

BUSINESSES ARE MIGRATING TO CLOUD

- 69% of enterprise organizations are currently migrating data for enterprise resource planning (ERP) applications to the cloud. -- Cloud Security Alliance, 2019
- Top cloud migration challenges include the moving of sensitive data (65%), security (59%), compliance challenges (54%). -- Cloud Security Alliance, 2019
- The average business runs 38% of workloads in public and 41% in private cloud. The cloud computing statistics also show the public cloud spend is growing three times faster than the private cloud usage. –RightScale, 2019
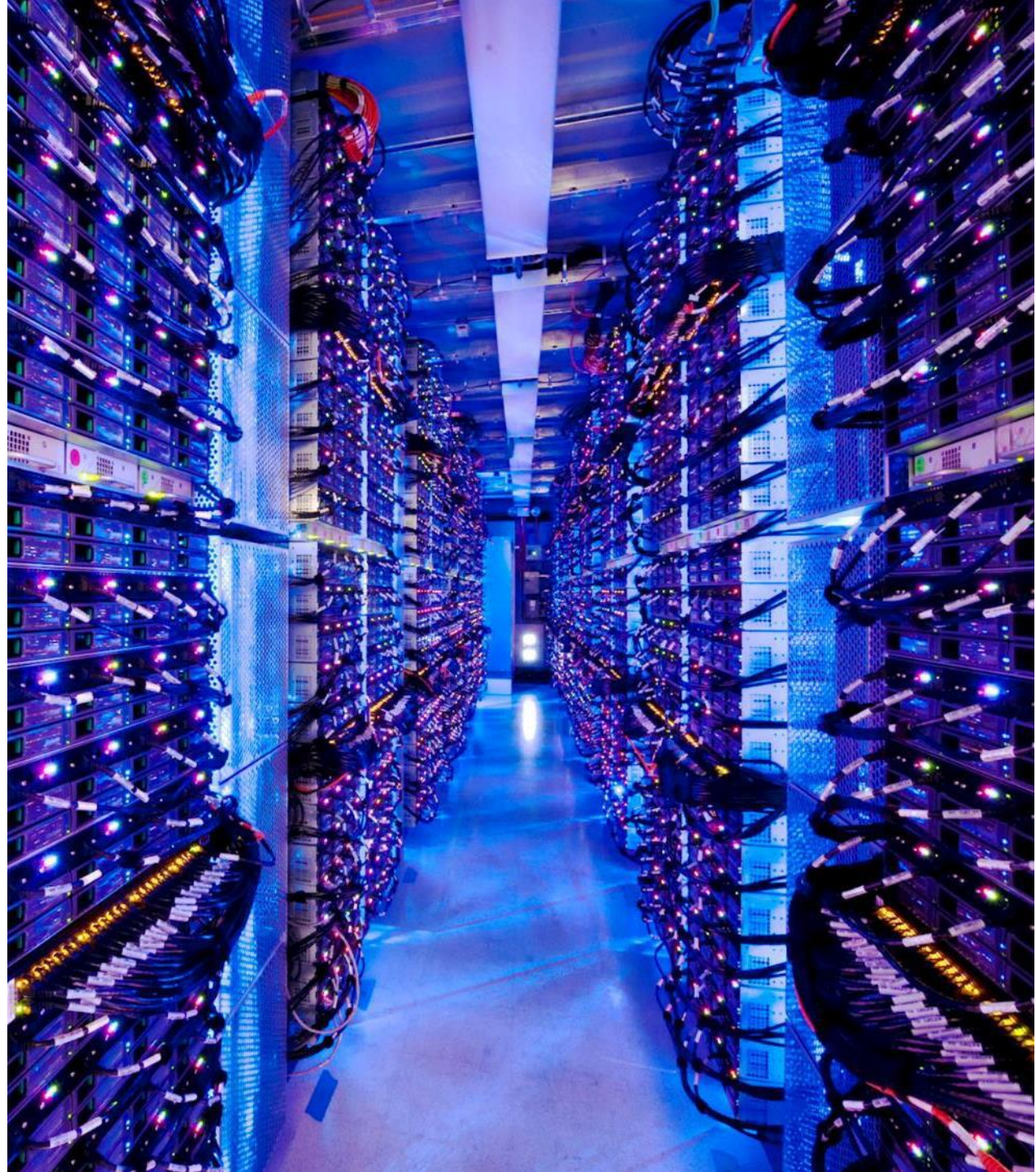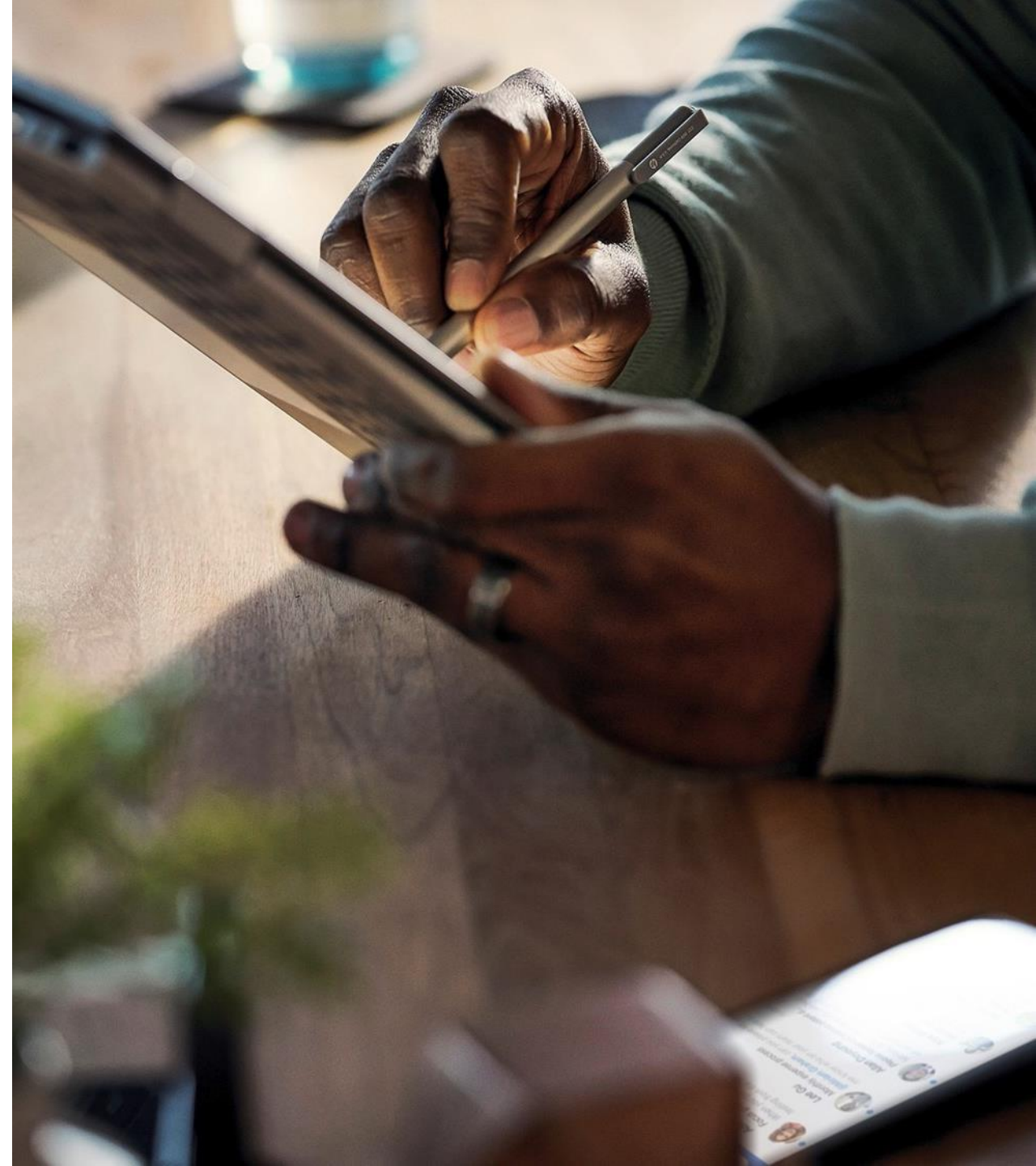
THE BENEFITS ARE TAGIBLE

The average savings from cloud migration come to around 15% on all IT spending.
4 main reason why companies adopt cloud services

- ❑ 42% of them say providing access to data anytime, anywhere, is the main driver for cloud adoption
- ❑ Disaster recovery (38%)
- ❑ flexibility (37%)
- ❑ relieving IT staff's job (36%) are amongst the top answers as well.

INFRASTRUCTURE MIGRATION
THE BENEFITS ARE TANGIBLE

BUSINESS IS THE DRIVER OF CHANGE – HIGHER AGILITY

Higher Agility

- Scale up and down quickly in response to an enterprise's requirements
- On-demand scalability provides added flexibility and greater agility to respond to changing opportunities and requirement
- Provides the ability to build and dismantle test and development environments, which greatly benefit from this increased speed and agility
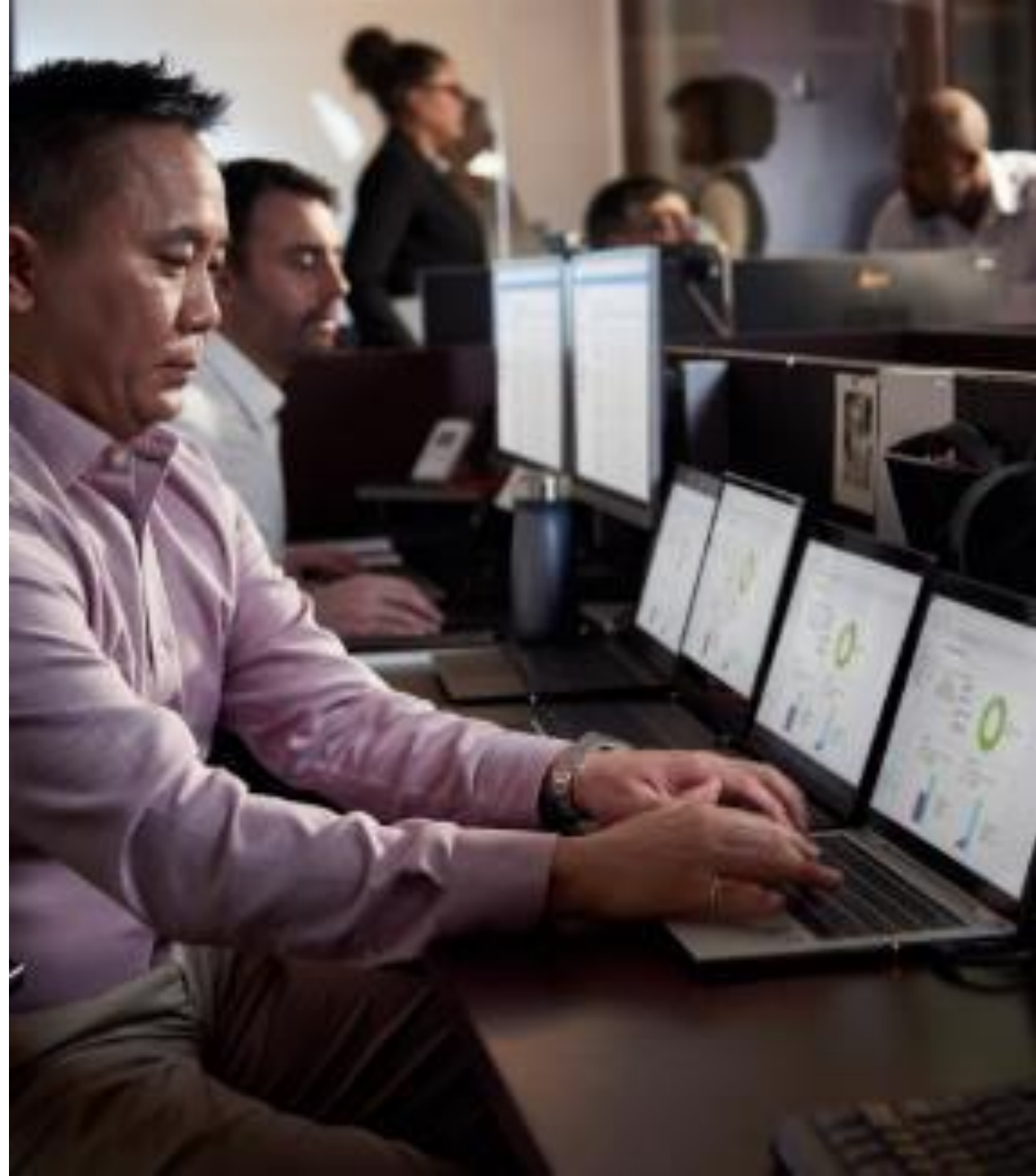
BUSINESS IS THE DRIVER OF CHANGE - COST OPTIMIZATION

Reduced and Optimized Infrastructure Costs

- Organizations pay for only the capacity needed at any given time
- Clients can avoid large fixed monthly or annual fees for benefits they may not use
- No upfront charges, bandwidth utilization fees or minimum term commitments
- Lower IT team costs
- Lower maintenance costs

# BUSINESS IS THE DRIVER OF CHANGE – TIME TO MARKET

Faster Time to Market
- Due to elasticity and scalability of cloud, organizations can ramp up and get the job done (and the product or service to market) more rapidly
- Necessary computing infrastructure can be ready in minutes or hours, rather than the days or weeks (and sometimes months) it could take to set up internally.

BUSINESS IS THE DRIVER OF CHANGE – SECURITY

Improved Security

- When the client's business data is maintained digitally, there is always the concern that data can be lost. If systems are maintained in-house, they may not be able to backup data in the event of a natural disaster.
- By contrast, with IaaS, the clients can be confident that data is secured. In the case of a data loss, they will be able to recover business's information in no time.
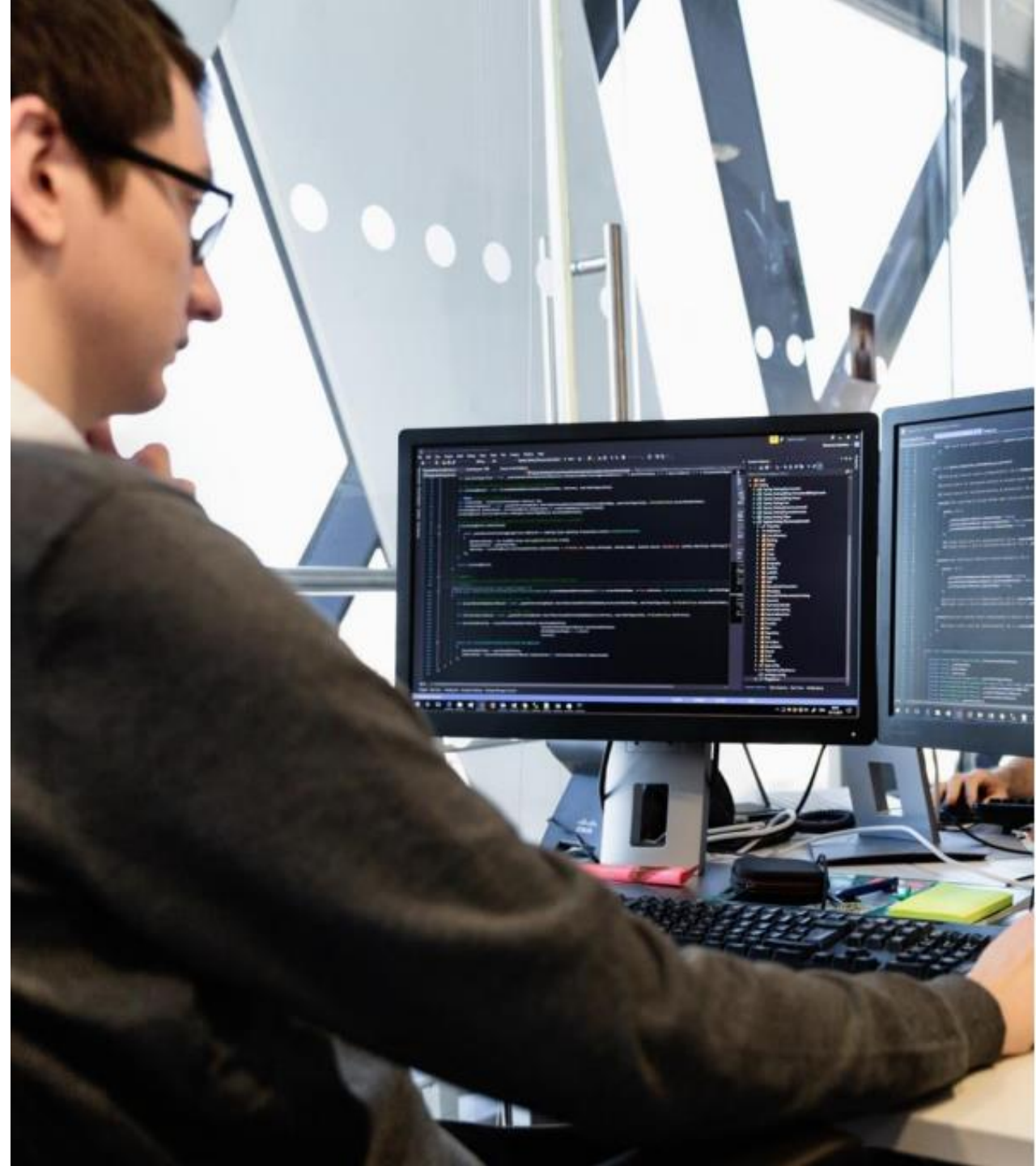
THE POWER OF MICROSOFT AZURE PLATFORM I/II

Infrastructure Migration TCO

- Software costs to pay-per-use operating fees.
- No capital investments needed up front or for on-going infrastructure upgrades.
- No need to have redundant equipment on-site for disaster recovery as well.
- Employment costs for IT specialists can be reduced while those people are moved onto another posts.
- There are power savings and cooling cost reductions to consider in addition.
- Infrastructure migration TCO can save as much 78 percent over a three-year period versus on-premises IT solution

Reducing Maintenance and Support Burden

- Cloud services shift the burden of maintaining hardware, systems, and software from your IT team to the cloud provider.
- Upgrades are handled by your cloud provider, backup, recovery, and version control is managed.
- You can save on maintenance and manpower while enjoying the latest versions, securely at all times.
- With the difficulty in attracting and retaining experienced IT talent, this can also reduce staffing gap.

THE POWER OF MICROSOFT AZURE PLATFORM II/II

Scalability

- Migrating your infrastructure to the cloud gives you access to resources right when you need them.
- If your industry fluctuates, or if you intend to grow, the cloud gives you the means to do so at once

Storage

- Microsoft Azure has several data canters and delivery points which allow for faster content delivery.
- Cloud benefits provide redundancy on a global scale.
- All of your data is stored on secure servers which can be shared across virtual machines.

Secure

- Microsoft Azure uses military-grade encryption to protect your data and offers a layer of security that some businesses can't achieve on their own.
- On-site Azure looks like something of a high-tech spy movie: two-tier authentication, proxy cards access readers, and biometric markers. Access is managed and secure.

A SYSTEMATIC CLOUD MIGRATION JOURNEY

1. Discover & Assess

- Kick off Meeting
- Understand business drivers & Identify key components
- Define roles and Responsibilities
- Access current environment (Compute, Network, Application & Storage)
- Identify risks, dependencies and constraints Inventory and data analysis for next phase

2. Plan & Design

- Template finalization for Application, Infra and Azure
- High Level architecture design
- Migration Strategy, Risk & Mitigation and Deployment Plan
- Target Environment Readiness review
- Prepare communication plan
- Prepare rollback plan

3. Execute & Migrate

- Build Infrastructure
- Connectivity between On- Premise & Cloud
- Implement Components/services
- Migrate Identified workloads to Azure
- Test Migrated workloads
- Fix and Remediate Migration Issues

4. Hyper Care

- Go Live
- 24*7 Managed services for Azure
- Knowledge Transfer
- Regular reporting of migrated servers , Update CMDB
- Project Status update

SUMMARY: THE CLOUD MIGRATION JOURNEY

Business is the Driver of Change

Higher Agility
Reduced and Optimized
Infrastructure Costs
Faster Time to Market
Improved Security

The Power of Microsoft Azure

Infrastructure Migration TCO
Reducing Maintenance and
Support Burden
Scalability
Storage
Secure

The Cloud Migration approach

Discover & Assess
Plan & Design
Execute & Migrate
Hyper-Care

THE RIGHT PARTNER
FOR YOU

WHAT MAKES US DIFFERENT

ONE STOP SHOP
▪ End-to-end service from Infrastructure Platform up to Business Process
▪ Single vendor for on premise, cloud and hosted DC.

RICH INDUSTRY EXPERIENCE
▪ Industry and vertical specific solutions (special focus on Engineering, Construction, BFSI and Retail/FMCG)
▪ Focused Hybrid cloud approach and expertise

TOOLS & ACCELERATORS
▪ High end tools and framework for best in class service
▪ Tools advantage - iCloudHub, RapidAdopt, MOSAIC.DS, MOSAIC Assurance suite.

ROBUST PARTNER ECOSYSTEM
▪ Enables customer to move to the best in class cloud provider seamlessly available at the lowest cost
▪ Institutional knowledge of public cloud constructs and architecture vs. existing on-premises architecture

TIER 1 CLOUD SERVICE PROVIDER
▪ MS Cloud Acceleration Center is registered as Tier 1 cloud service provider with Microsoft Azure and has capability to manage end to end customer lifecycle

HYPER-SCALE
▪ Legacy system upgrade and integration services
▪ Flexible to support rapidly changing business climate

COST EFFECTIVE
▪ Need based subscription and pay as you go
▪ UPM based pricing for managed services

ENTERPRISE-GRADE SERVICE
▪ Operation Support 24x7
▪ Industry Leading SLA Guarantee
▪ Built, deployed and managed secure instances on multi-tenant infrastructure

AZURE MIGRATION ASSESSMENT

WHAT IS IT?
Our Azure Assessment Services will help you to analyse your application and infrastructure for cloud readiness, identify any remediation work needed and develop the case for Azure migration.

WHAT IS IN IT FOR YOU?

➢ Discover what has been deployed on your environment
➢ Analyze if your applications can be moved to Cloud
➢ Understand application performance and optimization needs
➢ Know the recommended cloud deployment model
➢ Take an informed decision based on cost benefit analysis

HOW WILL WE WORK WITH YOU?
Our industry leading **RapidAdoptTM** will be used for assessment. This tool is easy to install, non-intrusive and is compliant with applicable data security regulations. The tool will scan your application and infrastructure landscape and create assessment report. The report will bring out the **dependencies** that are there among applications, **workload pattern** and also if the application is ready to move to Azure or requires **remediation**. This baseline report will be analyzed by our cloud experts to give you a detailed assessment report.
The tool will also help estimate the cost of migration and ongoing cost, which is then used to develop the business case.

WHAT WILL WE DELIVER?

✓ Cloud Feasibility Analysis
✓ Environment assessment
✓ Application Portability assessment
✓ Network Flow assessment
✓ Application Dependency
✓ Migration plan including application move groups, migration waves
✓ TCO calculation
✓ Cloud Compatibility
✓ Cloud comparison

DURATION

Small (0-50 VM)	Medium (50-250 VMs)	Large (250-500 VMs)	Extra Large (500-1000 VMs)
2 hours	4 to 8 hours	3 to 5 days	2 - 3 weeks

AZURE MIGRATION – BUILD AND MIGRATE

WHAT IS IT?
We will migrate your on-premises data center workloads to Microsoft's Azure Cloud environment. The migration service will include planning, design and build of the Azure environment, migrating the workloads to Cloud, testing and validation and Hypercare support

WHAT IS IN IT FOR YOU?

- ➢ Azure Cloud design optimized for your workloads
- ➢ No business disruption
- ➢ Advisory on how you can fix the apps that are not Cloud ready
- ➢ Post migration Hyper Care for 2 weeks to address teething issues

HOW WE DO IT?
- ➢ Validate Landscape
- ➢ Service Profiling – Apps and Infrastructure
- ➢ Infrastructure and Application Engineering
- ➢ Workload Migration and Conversion
- ➢ Compliance, Validation and Stabilization
- ➢ Production Readiness and Handover
- ➢ Hypercare

WHAT WILL WE DELIVER?

- ✓ Migration Plan incl, Move Groups and Sequence
- ✓ Azure infrastructure design and set up
- ✓ Pilot migration
- ✓ Migration of workloads to Azure As per the plan
- ✓ Configuring back up and Recovery solution
- ✓ Validation of environment, applications, data and security
- ✓ Hyper Care
- ✓ Handover to client`s IT team
- ✓ Documentation

DURATION

Small (0-50 virtual servers)	Medium (50-250 virtual servers)	Large (250-500 virtual servers)	Extra Large (500-1000 virtual servers)
2 - 3 weeks	4 – 6 weeks	6 – 8 weeks	8 - 10 weeks

HYBRID CLOUD SERVICES DELIVERED FOR YOU

AGILITY

Global | Regional | Local
Scalability
- International

Expertise
- Local Support

RELIABILITY

Experienced
Complex projects
- Best-in-class

Talents
- Best Practices

ACCOUNTABILITY

Trusted Partner | Advisor
End to End provider
- One stop shop
  - Lower TCO

PROFITABILITY

Competitive Advantage
Accelerated Time-to-Market
- Accelerated Delivery
  - Accelerated deployment

Our values. Our commitment. Your Success.