



PUBSEC

Cloud Adoption Framework for Microsoft Azure

Accelerate your Cloud Journey

sol-tec
CLOUD EMPOWERED SOLUTIONS

a Content+Cloud company

ABOUT US

“Enable every organisation to discover new capabilities, greater security and cost efficiencies through a transformation powered by the Microsoft Azure Cloud”

Founded in 1992

Microsoft Gold Partner in multiple disciplines

Microsoft Partner of the Year Azure Influencer Award Finalist 2019

Windows Server and SQL Server Migration to Microsoft Azure Advanced Specialists

Extensive Azure experience and references

Microsoft Partner



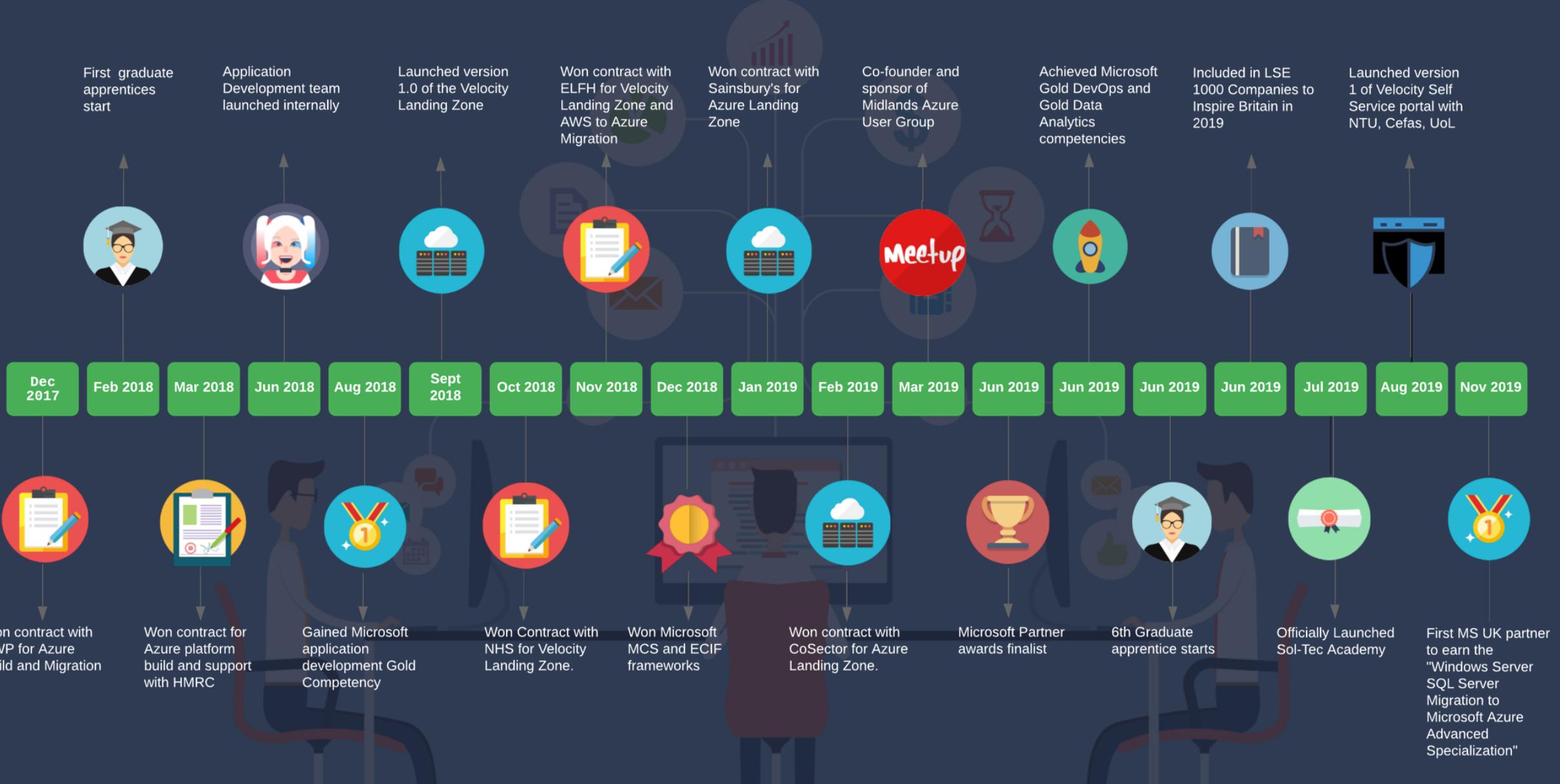
Gold Cloud Platform
Gold DevOps
Gold Datacenter
Gold Data Analytics
Gold Application Development

Microsoft Windows Server & SQL Server Migration to Microsoft Azure
Advanced Specialisation

2019 Partner of the Year Finalist
Azure Influencer Award

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Microsoft Partner



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Our Customers

“Sol-Tec’s Azure capabilities are first class and their commitment to the platform is without question. It’s why they’re trusted across the UK business to engage with prospects and customers.”

Blair Galloway, EMEA Azure Lead, Microsoft



Microsoft Partner of the Year
2020 Finalist

Customer Experience

Microsoft Partner of the Year
2020 Finalist

Modern End Point Management

Microsoft Partner of the Year
2019 Finalist

Modern Workplace Transformation

Microsoft Partner of the Year
2019 Finalist

Customer Experience

Microsoft Partner of the Year
2019 Finalist

Azure Influencer Award

Microsoft Partner of the Year
2018 Winner

Customer Experience

Microsoft Partner of the Year
2018 Finalist

Modern Workplace

Microsoft Partner of the Year
2017 Winner

Cloud Productivity

Microsoft Partner of the Year
2017 Finalist

Customer Experience

Microsoft Partner of the Year
2017 Finalist

United Kingdom

Microsoft Partner of the Year
2016 Winner

Collaboration and Content

Microsoft Partner of the Year
2015 Finalist

Collaboration and Content

Microsoft Partner of the Year
2014 Finalist

Cloud Excellence

Microsoft Partner of the Year
2012 Finalist

Office 365 Solution

Microsoft Partner of the Year
2011 Finalist

Content Management

Microsoft Partner of the Year
2010 Winner

Enterprise Content Management

Microsoft Partner of the Year
2010 Winner

United Kingdom

Microsoft Partner of the Year
2009 Winner

Portals and Collaboration

Microsoft Partner of the Year
2007 Winner

Enterprise Search

We live and breath Microsoft
We've received 19 best in the world awards from Microsoft in 13 years



- Gold Collaboration and Content
- Gold Cloud Productivity
- Gold Communications
- Gold Cloud Platform
- Gold Messaging
- Gold App Development
- Gold Datacentre
- Gold Data Analytics
- Gold Data Platform
- Gold Dev Ops
- Gold Windows and Devices
- Gold Small and Mid Market Solutions
- Gold Enterprise Mobility Management
- Silver Enterprise Resource Management
- Silver Security

- ✓ Microsoft Azure Elite Partner
- ✓ Microsoft Advanced Specialisation Windows and SQL Migration to Azure
- ✓ FastTrack Ready Partner
- ✓ Best ranked blogs and Microsoft books published
- ✓ On Beta and TAP programmes
- ✓ In Redmond working with product teams
- ✓ Office 365 launch partner
- ✓ Microsoft 365 launch partner
- ✓ Microsoft F1 launch partner
- ✓ Microsoft Managed Desktop launch partner
- ✓ Azure Sentinel Launch Partner
- ✓ Office 365 Partner Advisory Council
- ✓ Modern End Point Mgmt Partner Advisory Council
- ✓ Security Partner Advisory Council



Information Security Management



Quality Management



Business Continuity Management



Health & Safety Management



Security Cleared Engineers

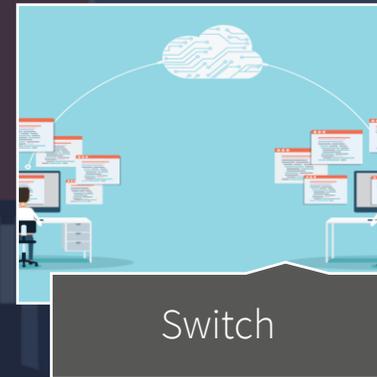
Our Approach

We're engineers, not sales people

PUBSEC

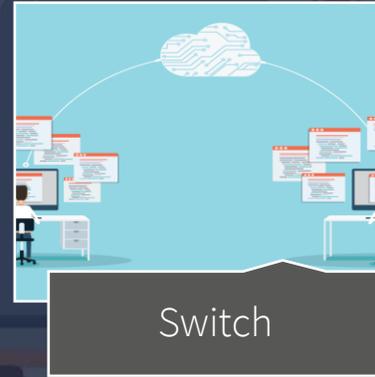
Our PUBSEC cloud adoption framework provides a methodology and suite of services that delivers value across every stage of your transformation journey and offers choice and flexibility on how to make the best use of each part of the puzzle.

Each part of the framework can be accessed as a discrete, one-off engagement or as part of a more complete, turnkey solution.



PUBSEC

CLOUD ADOPTION FRAMEWORK FOR AZURE



Define your technical requirements and business outcomes

Provide personalised recommendations for your organisation

Deliver your secure, compliant platform in the cloud

Migrate existing workloads and provision new services

Monitor and review to ensure compliance with Cloud governance Best Practices

Deliver actionable insights and innovation to achieve your desired outcomes

Plan



Understand Motivations

Meet with key stakeholders and executives to document the motivations behind cloud adoption



Define Business Outcomes

Engage motivated stakeholders and executives to document specific business outcomes



Develop Business Justification

Develop a business case to validate the financial model that supports your motivations and outcomes



Choose the right first project

Your first cloud adoption project will help align motivations with technical effort.

Motivations

Migrate

- Cost savings
- Reduction in vendor or technical complexity
- Optimization of internal operations
- Increasing business agility
- Preparing for new technical capabilities
- Scaling to meet market demands
- Scaling to meet geographic demands

Innovate

- Increasing business agility.
- Preparing for new technical capabilities.
- Building new technical capabilities.
- Scaling to meet market demands.
- Scaling to meet geographic demands.
- Improving customer experiences and engagements.
- Transforming products or services.



Business Outcomes



Financial Outcomes

Revenue
Cost
Profit



Agility Outcomes

Time-to-Market
Provisioning Time



Reach Outcomes

Global Access
Data Sovereignty



Customer Engagement Outcomes

Cycle Time



Performance

Reliability
Pure Performance

Dispel the Cloud Myths

Business Justifications



The Cloud is always cheaper



Everything should go into the cloud



Mirroring my on-premise environment will help save me money in the cloud



Server costs drive business cases for cloud migration



An operating expense model is better than a capital expense model



Moving to the cloud is like flipping a switch

$$\text{Return on Investment (ROI)} = \frac{(\text{Gain from investment} - \text{Initial Investment})}{\text{Initial Investment}}$$

First Adoption Project

Project Criteria

Your first adoption project should align with your motivations for cloud adoption.

Whenever possible, your first project should also demonstrate progress towards a defined business outcome

Project Expectations

Establish proper expectations early:

“This project is a source of learning”

“This project may result in production deployments, potentially requiring additional effort”

“The output of this project is a set of clear requirements to provide a longer-term production solution”

PLAN & UNDERSTAND

Understanding and defining your strategy is key to successful Cloud Adoption but is often the most challenging part of the cloud journey.

We help guide you through the process of creating a robust Cloud Adoption Strategy, helping you deliver targeted business value back to your organization and ultimately to reach your desired state of transformation



We help you understand your Cloud Adoption journey through our Cloud Journey Tracker



We benchmark your organisation against both your current state and aspirational priorities to identify any gaps in governance



We examine your workloads through the lenses of reliability, cost management, operational excellence, security and efficiency



We provide personalised recommendations and clear next actions to help accelerate your cloud journey

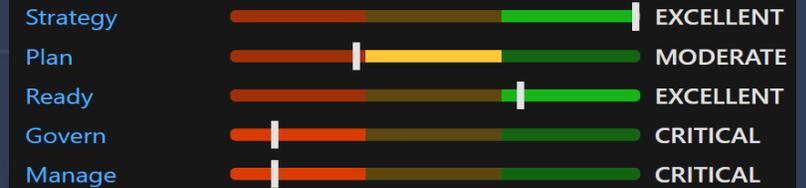
Your overall results

MODERATE

Almost there. You have some room to improve your current environment, but you're on track. If you continue to optimize, you'll soon be ready for successful cloud enablement.



Categories that influenced your results





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Microsoft
Partner



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Gold Datacenter
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