Managed Cloud Services To Make Your Cloud Journey Smooth

Because each client's requirements, challenges, and concerns are different, at BTT Cloud, no single cloud adoption journey is the same. Our highly personalized approach to each client and deep-dive into its operations help discover the best possible solutions. We are here to prepare you for the journey with answers, effective strategies and support until you succeed.

Why Companies Choose to Migrate to Cloud?

- Benefit from Digital Transformation
- Reduce Time to Market
- Gain Agility
- Increase Cost Efficiency

What is holding them back?

- Lack of Right Skills and Experienced People
- Too Many Legacy Systems and no clues how to migrate them
- Too Many Different Offers and Vendors Claiming for Your Attention

90%

of enterprises would use multiple cloud services and platforms by 2020

Source: IDC

95%

of cloud security failures will be the customer's fault through 2020

Source: Gartner

What Are the Success Factors?

1. Establish the right strategy early

Start with strategic approach – know where you start and how to proceed in desired direction. Otherwise you might need to redo. Initiatives that deliver business value should be prioritized.

2. Know your solution landscape and which applications are cloud-ready

Not all application are suited to run on the cloud, not all data is ready to be stored in cloud – and not all should! According Forrester, you need to assess and determine appropriate target operating model – a combination of public or private cloud and/or on-premise platform.

3. Secure the right skills and resources

Your hired team of experienced professionals or trusted partner needs to have the right expertise, broad experience and technical capabilities. Service provider needs to be able to sustain key legacy applications, improve resilience and run hybrid/ multi-cloud environments.

4. Plan for contingencies: maintain data integrity and business continuity

Sensitive data can be at risk during migration – the right approach to managing risks is critical. Have a plan in place for when migration strategies don't work out as hoped, including infrastructure requirements, personnel needs and sometimes even alternative hosting infrastructure.

5. Adopt an end-to-end approach

Your service provider should have a proven methodology to deliver complex tasks and skills that are required in all phases of migration: from strategy to implementation and further operational support – this is essential for success.

6. Understand all the costs and business benefits

Most CIOs fail in cloud journey in cases their team or service provider fails to evaluate Total Cost of Ownership (TCO) and business benefits – this ends with no buy-in from BDMs. Your service provider, and preferably your team, should understand complexity of cloud services architecture, critically estimate TCO and business benefits.

! You can do it on your own, or get Managed Cloud Services Provider to help you with all above

Managed Cloud Services Provider You Can Trust

BTT Cloud is a team of passionate IT professionals working together for over a decade. Having implemented more than 1500 complex IT and Cloud infrastructure solutions in Lithuania and rest of Europe, we breathe challenges and every day we are searching for new ways of helping our customers to navigate in digital transformation and cloud adoption journey.

! BTT Cloud is the best partner for your cloud journey because we are:

Business Focused

We Speak Your Language

we translate complex IT solutions into business outcomes and benefits by striving to understand customer business objectives to be accelerated or blockers to be eliminated with help of cloud and digital transformation

Platform and Vendor Agnostic

of course we have our preferences and suggestions based on our experience, however we always seek for tools, platforms and multi solutions that best fit your business requirements

End-to-End Value for Your Business

with extensive portfolio of our services, custom solutions and our international partners we can provide end-to-end services for business: from strategic advisory, preparation to implementation and operations

Team of Tech Pros

4/5

of our team is experienced technology processionals doing actual work and generating real value for customers. Only rest of the team is management, administration and sales. *Less talk. More do.*

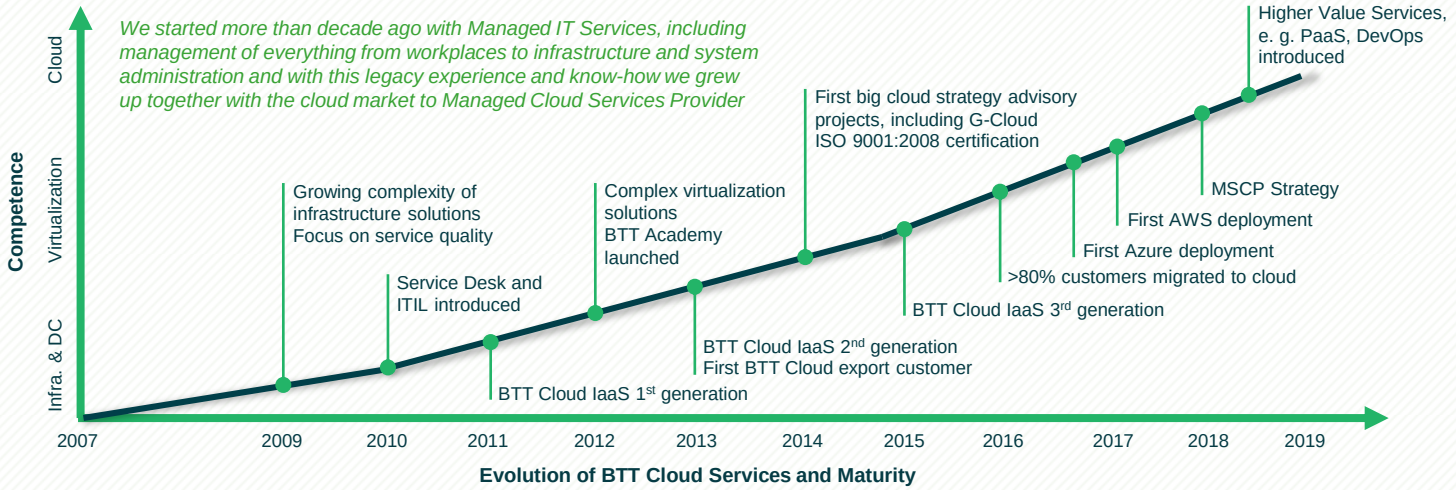
5+ Years in BTT Cloud

is the term most of current team members work in BTT Cloud. This means you can expect mutual loyalty, experience, organizational memory and our services continuity.

International Experience in Management

means our business is based not only on international standards (e.g. ISO 9001, ITIL, COBIT, CGEIT) but also on our managers' practical multicultural experience in international organizations, Big 4, IT vendors.

Technologically Experienced in Cloud Technology and Managed Services



"I really enjoy my experience with BTT Cloud. The broad range of managed services they offer has helped to develop our IT infrastructure and therefore reach new heights in the business. We would certainly recommend them and will work together in the future."

StormGeo

Hussam Ahmad
Software Development Director at StormGeo

"I'm more than pleased with our experience with BTT Cloud. Their IT professionals always do their job with excellence and in line with our requirements, also they bring their own recommendations to the table on how to develop our infrastructure in a strategic manner. BTT Cloud is a trusted partner I can greatly recommend: it is one of my best IT partners in more than 20 years of IT experience."

MagneticMRO

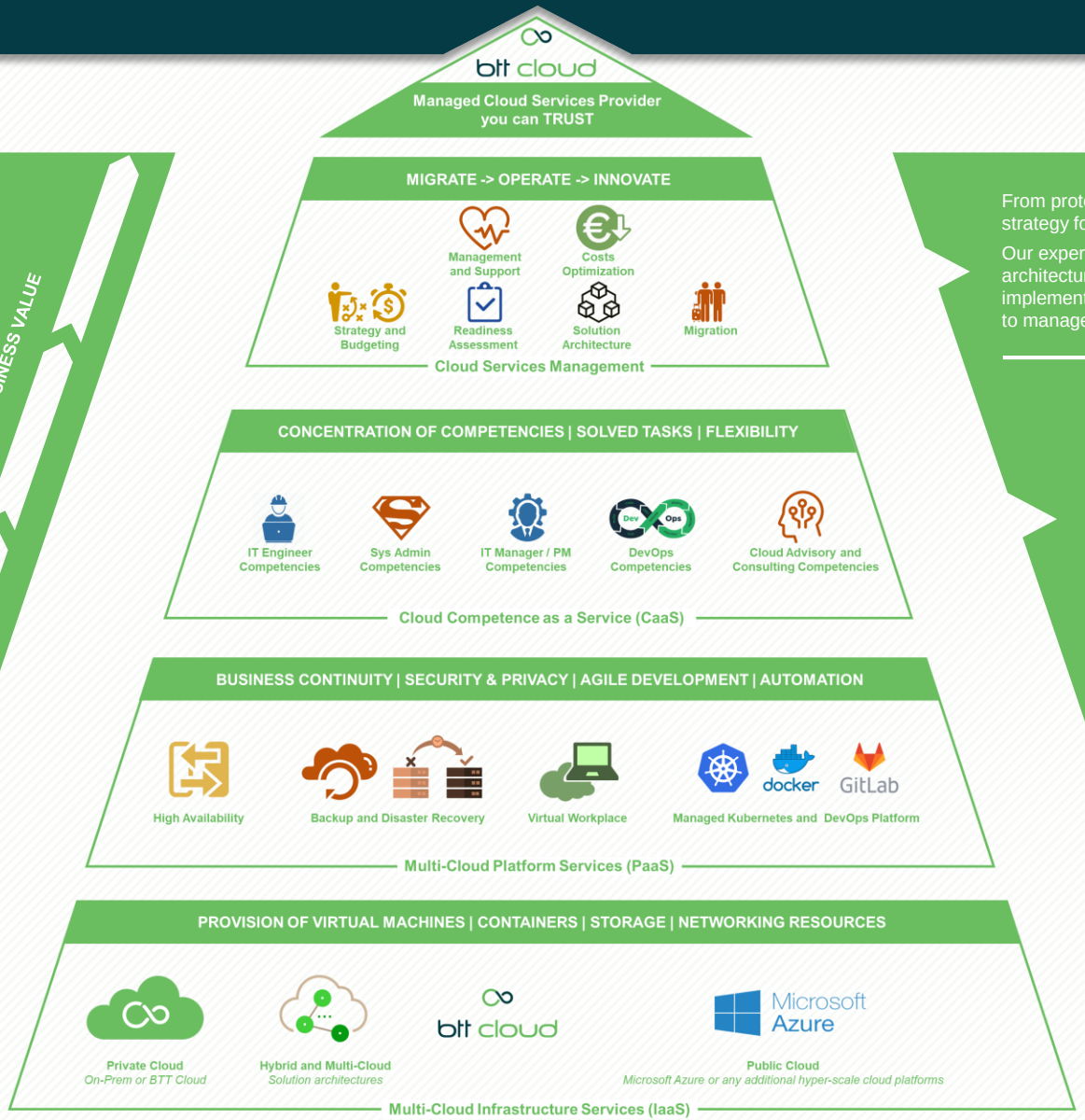
Vadim Haritonov
IT Manager at Magnetic MRO

"With BTT Cloud we have been collaborating for a few years now. Their specialists support our network infrastructure, servers and workstations 24/7. We are pleased with the short reaction time, a high degree of professionalism and are happy to have a partner we can rely on 100%."

VILNIAUS DUONA

Tadas Vilkas
IT Manager at Vilniaus duona

Landscape of Services provided by BTT Cloud



From protecting data to positioning your infrastructure for scale, your company needs a reliable strategy for cloud migration – we will help you to prepare it

Our experts will work together with you to assess your cloud readiness and prepare the cloud architecture design and, most important, we will not leave you here – we will help you to implement it, perform migration of your applications and other workloads, then we will stay for you to manage your cloud services, provide you 24/7 support and monitor your costs

Competence as a Service, solves any of following challenges you might have:

- you have a project of limited scope for which implementation is not worth hiring a new specialist
- the range of your tasks quite diverse and can't be handled by even a few new employees
- the choice of it professionals on the market quite poor and recruitment of those available is a financial challenge for your company?

Upon receipt of your assignment, we will identify the skills required for resolution and delegate the individual tasks to professionals with matching competencies who will immediately begin working on your project

With our experience based and practically tested platform services, we will provide you higher value services. Once your business starts requiring higher availability, geographical redundancy, scalability, our platform services come in handy to implement it.

We will select cloud services from respective cloud platforms/vendors able to provide optimal (cost and reliability ratio) platform services and provide you with custom most suitable solution for your business requirements

For your application scalability, we will provide you managed Kubernetes and DevOps services

We will help you choose, design, implement, migrate and operate most suitable cloud deployment model:

- from private cloud (single tenant dedicated environment in BTT Cloud or your own DC for maximum security)
- to public cloud (multi-tenant environment with pay-as-you-grow scalability, ideal for unpredictable loads)
- or multi-cloud (combination of multiple cloud platforms/vendors for multiple applications)

Now You Wonder Where To Start From?

Typical Roadmaps Depending On Your Needs And Readiness

1 If You Are New To Cloud

(hosting your dedicated servers in local DC provider does not count as cloud services)

1. Business Value Discovery	2. Assess and Plan	3. PoC	4. Migrate	5. Manage, Operate, Optimize
BTT Cloud runs a holistic analysis of your IT infrastructure, applications and IT services and delivers a high level business case of the opportunity to migrate/ modernize	BTT Cloud runs an accelerated technical feasibility assessment identifying what can/should be migrated, how, at which cost to what cloud model (public, private or hybrid)	If needed, BTT Cloud sets up a test environment and migrates questionable applications to address feasibility or performance concerns and eliminate technical blockers	BTT Cloud performs migration and coordinates third-parties, required to participate (e.g. ERP vendors, ISP provider, etc.), performs testing and post-migration monitoring	BTT Cloud manages all your cloud services, provides continuous technical advisory and optimization services as well as 24/7 support and monitoring, monitors your costs

2 If You Already Use Public/Private Cloud Services And Aim To Optimize Costs And Performance

1. Assess Cloud Services and Consumption	2. Optimize Consumption	3. Cloudify Your Workloads	4. Manage, Operate, Optimize
BTT Cloud performs detailed assessment of all your currently used cloud services, their consumption, effectiveness and provides recommendations for optimization	BTT Cloud based on know how and best practices performs adjustment of cloud resources and services to optimize costs while keeping quality of the services	BTT Cloud provides recommendations on which of your workloads, running on cloud services, could be refactored in order to utilize higher value cloud services (e.g. DBaaS, Serverless services, etc.) that would optimize costs and generate more value	BTT Cloud manages all your cloud services, provides continuous technical advisory and optimization services as well as 24/7 support and monitoring, monitors your costs

3 If you have an application that requires high scalability, availability and security – you look for help in refactoring to containers, or other serverless services

1. Define Business Objectives	2. Assess and Plan	3. Migrate & Optimize	4. Measure, Tune	5. Manage, Operate, Optimize
BTT Cloud together with you define clear and measurable business objectives for application optimization (e.g. higher availability, scalability, geographic redundancy, etc.	BTT Cloud together with you define clear and measurable business objectives for application optimization (e.g. higher availability, scalability, geographic redundancy, etc.	BTT Cloud together with your developers (in-house or third party) migrates your app to advanced cloud services, performs optimization needed it to utilize their features (e.g. DBaaS, Serverless, etc.)	BTT Cloud together with your developers asses post-migration progress, and performs additional tuning, if needed, to reach desired benchmarks	BTT Cloud manages all your cloud services, provides continuous technical advisory and optimization services as well as 24/7 support and monitoring, monitors your costs

IN ANY WAY – REACH OUT TO US AND LET'S DISCUSS HOW BTT CLOUD CAN HELP YOU IN A CLOUD JOURNEY

btt cloud

For more information about how **Kubernetes** can help your business, visit www.bttcloud.com or call us at +370 5 203 4385.

CONTACT US

? Cloud is ready for you, but are you ready for the cloud