Epic on Azure: Plan Your Journey
Topics

01 Healthcare Trends
02 Epic to Azure Approach
03 Kyndryl Healthcare Capabilities
Digital transformation initiatives have been accelerated and prioritized

Vaccine registration, virtual care, Covid tests and vaccinations, converting clinical and outpatient spaces for surge, work-from-home – caregivers are under increased pressure to deliver more

Pressure on legacy systems
Unprecedented demand for services, rethinking approaches to scalability and resiliency

Scarce resources amid rising demand
Expected global shortage of healthcare IT and clinical professionals

Revenue challenges for traditional providers
New market entrants will siphon over $200B¹ in revenue from traditional providers over next 5 years

Dynamic regulatory environment
32%² of healthcare executives say top concern is "complying with changing policies"

Consumer experience expectations
89%³ of consumers say they believe the healthcare system needs an overhaul

Escalating and nonstop cybersecurity threats
Ransomware and other attacks threaten exposure of patient data and impact operations and brand trust
Barriers to cloud are being eliminated and have provider CIO’s looking for “fit for purpose” cloud on their journey to modernization

<table>
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<tr>
<th>The “great resignation” and location liberation has led to increased staffing and skills shortages in healthcare IT</th>
<th>Shift from CapEx to OpEx with consumption-based business model</th>
<th>Focus on resiliency and responding with greater IT agility</th>
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<td>Embrace innovation in an accelerated way &amp; leverage industry investments born on the cloud</td>
<td>Investments by cloud providers in HIPAA ready &amp; HITRUST, availability and performance can support modern EHR</td>
<td>Reduce the operational burden of maintaining physical data centers</td>
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Overview of our methodology

We will work with you to create a phased plan that meets your priorities and objectives. We propose beginning with a straightforward pilot to prove out the approach.

1. Understand / confirm your Objectives and Priorities
2. Select the Use Cases that align with your Objectives and Priorities
3. Model a Phased Plan that meets your needs
4. Partner with Azure Epic Team
5. Begin with a Pilot to demonstrate your objectives will be met
6. Prepare a Solution Design based on your specific environment and your Epic Cloud Specification Guide
7. Ensure Azure & Epic support for the Solution Design
8. Establish a Financial Model that demonstrates cost savings and predictability
A tailored three phased approach for Epic to Azure

### Phase 1
- ✓ Training

### Phase 2
- ✓ Training
- ✓ Alt Prod

### Phase 3
- ✓ Training
- ✓ Alt Prod
- ✓ Non-Prod
- ✓ Production

→ Get experience with near-complete Epic environment in the cloud
→ Not patient-care critical
→ No PHI
→ Scheduled usage lends itself to spin up / spin down
Workshop structure and work products
Approach to start your journey for Epic on Azure that meets you where you are

Structure of workshop
→ Review critical business metrics
→ Verify which Epic modules are implemented
→ Define phased approach to Training, Alt Prod, Non-Prod, Prod
→ Review technical requirements to include compute, storage, network, security
→ Review standards and tooling
→ Review policies and risk tolerance
→ Clarify cloud strategy and growth
→ Document desired timelines and dependencies
→ Review governance and processes
→ Build plan to address your organization’s ability to absorb the changes that cloud will bring
→ Determine goals, outcomes and guiding principles (e.g., reduce CapEx, increase agility), driving the move for Epic on Azure

Takeaways & Work Products
→ Tailored phased approach for Epic to Azure
→ High-level plan to move Epic to Azure
→ Next steps for Solution Design and budgets
A multi-billion-dollar technology services company with over 90,000 skilled practitioners, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day.

**Known for:**
- Trusted by customers with vital systems
- Deep domain expertise: 30+ years of IT services eminence
- Recognized leader by industry analysts
- Innovating at scale with intellectual property and portfolio of 3,000+ patents
- Largest infrastructure implementation and managed services provider

**Added value as Kyndryl:**
- Unleashing our full potential with partners to deliver outcomes for customers
- Expanding investments in skills and innovation our customers need
- More nimble and responsive with decision-making close to customer

# Kyndryl: 30+ years of designing, building and managing mission-critical IT environments for our healthcare clients

## Our people:

- **> 90,000 Skilled professionals**

## Skills badges earned, including:

- 61,000 in cloud
- 43,000 in agile
- 43,000 in analytics
- 42,000 in AI
- 38,000 in Design Thinking

## 31,000

Vendor-recognized certifications in Microsoft Azure, VMware, Cisco, Red Hat, AWS and more

## 2.9M

Hours of training in first half 2021

## 247,000

Skills badges earned, including:

- 61,000 in cloud
- 43,000 in agile
- 43,000 in analytics
- 42,000 in AI
- 38,000 in Design Thinking

Kyndryl offers a unique vantage point working with some of the largest firms in a complex healthcare ecosystem. We understand the end-to-end value chain:

- Healthcare providers
- Global medical technology
- Pharmaceutical companies
- Healthcare payers
- Revenue cycle management
- Healthcare IT

## Providing undisputed leadership

- 6.1M mainframe installed MIPS
- 270K network devices managed
- 5,200+ WAN devices managed
- 67K+ VMware systems managed
- 14K+ SAP instances managed
- 3.5M LAN ports managed
- 3.5+ exabytes of customer data backed up annually

Empowering thousands of customers:

- 4,000 Global customers, including:
- 75% …of the Fortune 100 and more than half of the Fortune 500
How we deliver

An integrated portfolio of solutions to help you reach your transformation goals

- **Cloud**: Enable digital transformation with a controlled, expert-led transition through cloud modernization.
- **Core Enterprise & zCloud**: Manage mission-critical workloads seamlessly by modernizing mainframes to handle high-volume, always-on computing.
- **Digital Workplace**: Enhance user experience and work location flexibility by providing a consumer experience to employees.
- **Application, Data & AI**: Improve business outcomes through data management and AI-infused operations that yield intelligent insights.
- **Security & Resiliency**: Maintain business continuity and constantly adapt to new threats and regulatory standards.
- **Network & Edge**: Prepare for the next wave of cloud with 5G-enabled edge and software-defined networking (SDN).

Customers

Integrated Services

- **Advisory Services**
  - Program & Solution Architecture
  - Management / Governance

- **Implementation Services**
  - Professional Services
  - Managed Services

- **Managed Services**
  - Operate
  - Move / Build
  - Advise
Kyndryl and Microsoft Global Strategic Partnership for accelerated digital transformation across industries

Gold Microsoft Partner

Azure Expert MSP

Advanced specializations
- Kubernetes on Microsoft Azure
- SAP on Microsoft Azure
- Analytics on Microsoft Azure

Azure Expert Managed Service Provider
Expertise in end-to-end cloud lifecycle management including assessing, migrating, building, deploying, optimizing, and efficiently managing business solutions on Microsoft Azure.

Competencies include
- Gold Messaging
- Gold Application Integration
- Gold DevOps
- Gold Data Analytics
- Gold Data Platform
- Gold Project and Portfolio Management
- Gold Application Development
- Gold Collaboration and Content
- Gold Cloud Platform
- Gold Windows and Devices
- Silver Security

Kyndryl locations

“We are looking forward to partnering with Kyndryl to serve our shared customers, building on its expertise and understanding of mission-critical IT systems, as well as the company’s deep relationships with enterprises around the world.” Satya Nadella
Chairman and CEO, Microsoft

Kyndryl Service offerings supporting Microsoft solutions
- Technology consulting
- Application migration and management
- Middleware services
- Containerization services
- Infrastructure migration, build / modernization, and management services
- Network build and management services
- Security, compliance, resiliency services
- Data and AI services
- Multi-cloud management services
- DevOps
- Virtual desktop
- Productivity
- Collaboration