

SC: Consult Service Packages Inform. Plan. Strategic.



SC: CONSULT

Shaping Cloud are a leader in Digital Strategy development. Our consultancy and strategic services provides you with direction and thought leadership on your digital journey, underpinned by our experienced and highly qualified teams. Our approach delivers an enterprise strategy and roadmap that consists of a powerful set of outputs that demonstrate where your biggest digital opportunities are and the roadmap to implement your digital strategy.

Designed to provide a view of how digital technologies can provide the most benefit to your organisation our Consultancy and Digital Strategy incorporates these core elements and key services:

IT Infrastructure Assessment	Total Cost of Ownership Model	Cloud Readiness Assessment	Cloud Comparison Services
Cloud Digital Strategy	Target Operating Model	Organisation Business Case	Infrastructure Business Case

INFORM

- IT Infrastructure Assessment Current State
- Total Cost of Ownership Model
- Cloud Readiness Assessments
- Cloud Comparison Services

STRATEGIC

- IT Infrastructure Assessment Current & Future State
- Total Cost of Ownership Model
- Cloud Readiness Assessments
- Cloud Comparison Services
- Organisation & Cloud Digital Strategy
- Target Operating Model
- Organisation & Infrastructure Business Case

PLAN

- Organisation Digital Strategy
- Cloud Digital Strategy
- Target Operating Model
- Organisation Business Case
- Infrastructure Business Case

Struggling to cut through the complexity, understand where to start, how to make the case or present the challenges, opportunities and benefits to management and your organisation?

The IT environment is complex enough, however if you are faced with an organisational acquisition, merger or split, or simply a lack in up to date records, mapping your current assets becomes even more challenging.

Our IT Infrastructure assessment enables you to understand you current state, provides you with an inventory of assets, any current issues and improvement opportunities. This is the first step in any organisations digital transformation journey, without a starting point there is simply no way of determining where you want or need to be.

KEY FEATURES

- Mapping of current state IT Infrastructure
- Provides an in-depth analysis and inventory of assets
- Identify strengths, weaknesses and opportunities
- Accurately identify legacy software and hardware to reduce maintenance and cost

KEY BENEFITS

- Strengthen tactical and strategic decisions on moving to cloud
- Reduce IT costs and allow you to plan your IT expenditure
- Ensure software compliance
- Assists in the alignment of IT and business goals

SC: Total Cost of Ownership Model

Cloud technology can revolutionise your business, providing agility and reducing costs, however, to maximise these benefits relies on your organisation understanding your current IT Infrastructure, inventory of assets and your total cost of ownership. After determining your current state our highly certified engineers will provide a total cost of ownership model which is designed to provide you with full breakdown of the on-going costs for your current IT Infrastructure.

This Cloud TCO process allows you to map the current operating model, in terms of monthly subscriptions, annual renewals, hardware and licencing costs. Empowering your organisation to make the right decision in your digital strategy, providing you with the building blocks to a cloud first business case.

KEY FEATURES

- Identify acquisition, on-going physical hardware and software licensing costs
- Determine the organisation current operating costs and subscription services
- Provides a clear analysis to assist in critical decision making.

KEY BENEFITS

- Identifies technology costs that are not always reflected within the upfront pricing.
- Establish true return of investement and future business costs.
- Enables your organisation to budget and plan for continous technology costs

Our Cloud Readiness Assessment (CRA) service uses an approach of our own discovery scripts, combined with our expert team of engineers, technical and enterprise architects, who apply our decision algorithm to truly assess an applications readiness for cloud.

We identify which applications and systems can be moved to the cloud and the interdependencies and pre-cursor activities. This allows us to identify logical groupings to migrate together. Our analysis and report show which applications can move and to which type of cloud service and also identify those that cannot currently move. This CRA is a vital input to the development of your cloud migration strategy and roadmap. This service can be provided ranging from five applications, up to your whole applications estate.

The Cloud Readiness Report developed will provide you with the cloud view of your current applications estate that have been assessed. This is a vital input to developing a Cloud Migration Strategy, whether you choose to do that or retain us to develop it for you.

Our team run an engaging process that ensures involvement, understanding and ownership for the output of the Cloud Readiness Assessment, that we will develop with you and on your behalf throughout the process.

KEY FEATURES

- Identify which applications can and cannot be moved to the cloud?
- Determine what cloud services are most appropriate (e.g. IaaS, PaaS or SaaS)
- Map logical grouping of applications driven by interdependencies and other factors
- Relative ordering based on the above and complexity to move
- Any pre-cursor activities that are needed, and
- Any applications/systems that are candidates for retirement.

KEY BENEFITS

- Strengthen tactical and strategic decisions on moving to cloud
- Rapidly assess an applications suitability for cloud with complete certainty
- Constantly refined and enhanced process that includes latest cloud technologies
- Group candidate applications into logically defined services
- Identifies any prerequisites or considerations
- Recommends which cloud service is best to use for each application/system

OUR APPROACH

Our approach uses our in-house developed discovery scripts, along with interviews and analysis of the selected applications/systems to capture the relevant information needed. We review the applications/systems for interdependencies to identify complexity and grouping considerations to build into our analysis and recommendations.

We research the market and our databases to identify hosting options for consideration and identify any pre-requisite activities that would be necessary prior to migration of the application/system. Next, we apply our own decision algorithm to determine the most suitable cloud hosting service for your applications/systems. All of this presented back to you in a presentation and in a Cloud Readiness Report.

We would discuss and agree a timeline to suit your needs, including any of your deadlines and priorities. Our typical timeline for public sector organisations is 2-4 weeks, which is discussed and agreed with each customer, to align with your requirements and governance arrangements.

As public cloud providers continue to invest and develop their platforms it can become increasingly difficult to confidently compare services on a like-for-like basis. Our compare service leverages the latest services and pricing from all public cloud vendors in order to provide an accurate comparison of platforms.

Are you confused about which Cloud Service Provider (CSP) is best for your organisation or for a specific application or set of applications?

Want to understand 'cloud' better, including the difference between private, public, IaaS, PaaS, SaaS, and everything in between?

Want to define criteria for selecting a CSP and get a sense of how the market might currently measure against that? Our Cloud Comparison service will help you cut through the complexity, answer these questions and determine the best cloud vendor/s for your needs and why. The price of our comparison service is determined by the range and complexity of your requirements and the number of cloud vendors you wish to compare in this assessment.

KEY FEATURES

- Uses a comprehensive and proven set of starter requirements to ensure coverage.
- Requirements which can be changed and added to, so they reflect the needs of your organisation
- These approved requirements are weighted by your staff to reflect your relative priorities
- We undertake a like for like comparison of public cloud vendor services against these requirements
- Our research is up to-date to ensure our analysis reflects the latest releases

KEY BENEFITS

- Discover which cloud vendor is most suitable for your service and why
- Quickly and accurately allows organisations to assess the market
- Confidently predict compute, storage and licensing costs
- Rationalised views of the complex and evolving cloud landscape
- An understanding of the differences between CSPs and the considerations for selection

OUR APPROACH

This service assesses your requirements against the overall functionality, service levels, support and cost of cloud services, across a range of public cloud vendors, in order to help your organisation understand the vendor that best meets their needs.

We run a workshop with your team to determine your requirements for cloud services, using our standard starter set of requirements which ensures all aspects are considered. We then use the approved list of requirements to assess the cloud vendors you have selected.

The requirements are weighted by your staff to provide a consensus view of their relative importance. We then apply these weightings to the detailed assessment of the vendors services. We present the findings back to your team, so you can review our rationale, seeking your feedback and gain approval of the outcomes. The results of this analysis can be used to help your organisation to select the vendor that best meets your needs or select a shortlist for procurement purposes.

Struggling to cut through the complexity, understand where to start, how to make the case or present the challenges, opportunities and benefits of cloud to management and your organisation?

Then our Cloud Strategy service is exactly what you need. We supplement your team and run an engaging process that ensures involvement, understanding and ownership across your organisation's stakeholders for your new Cloud Strategy, that we will develop with you and on your behalf throughout the process.

Digital, amongst other things, is driving a change in the way that services are delivered to the business, staff and customers/users/patients alike. People are demanding a "Digital-first" response from organisations across all sectors, as they are accustomed to highly interactive social, mobile and digital experiences in their personal lives. Not surprisingly staff expect the same in their professional lives and citizens expect the same in their interactions with public services.

To meet these expectations requires your ICT organisation to focus on business development through modernisation and transformation, as opposed to just running the IT. Migrating to cloud services helps staff move up the value chain by releasing lower level support functions to the cloud service provider. This creates the capacity to be able to deliver the transformation required.

KEY FEATURES

- Full total-cost analysis (including migration) builds your case for cloud
- Designs a tailored target operating model for your organisation
- Detailed current state application and infrastructure capture to execute organisational initiatives
- Future state design provided as an A0 poster
- Uses guiding principles and objectives to define the future state

KEY BENEFITS

- Experienced in migrations to and considerations for Office 365
- Recommendations include steps to address security, legal and regulatory requirements
- Benefit from insights from previous hybrid cloud adoption experiences
- Powerful facts-based outputs, Strategy report and presentations
- High quality, powerful outputs and digital/cloud strategy report

OUR APPROACH

Our Cloud Strategy service is designed to provide a view of how cloud and digital technologies can provide most benefit to your organisation. We identify the areas where you can best exploit technology, cloud and modern apps to meet your strategic aims and overcome current challenges.

There is now strong evidence that cloud in IaaS, PaaS and SaaS forms should be part of an organisation's IT strategy. Due to legacy and business constraints, few organisations can move to be fully on cloud. Therefore, a hybrid cloud approach is required and for many organisations, the route to adopting a hybrid cloud appears complex and unclear.

We work with you to cut through the complexity and provide you with a clear practical path to move to the cloud, identifying any pre-requisites and dependencies that are required to migrate to cloud services. Our comprehensive strategy development covers technology, people and processes. Our approach is to engage key stakeholders in the process and thus build ownership for the cloud strategy and the vision portrayed.

Cloud technology can revolutionise your business, providing agility and reducing costs, however, to maximise these benefits relies on utilising a revised Target Operating Model (TOM).

Our service determines the best design and deployment of resources to achieve your business goals and provide the clarity on what people and processes are required.

Our approach looks at the core methodologies for business and IT transformation and to organise your functions and capabilities so that you fully exploit Cloud technology and services. We use our design framework for creating operational processes and systems that are focussed on delivering your organisation's strategic goals and objectives.

You want to move to the cloud to exploit the benefits and transform your services, however you are concerned about the current workforce, their skills and knowledge.

This Cloud TOM process allows you to map the future operating model, in terms of staff and process requirements and to engage the staff in this process that both supports their understanding and development, and to do this in a way that facilitates taking the workforce with you on the cloud journey.

KEY FEATURES

- Assesses your existing TOM and its suitability for cloud
- Designs a tailored target operating model for your organisation
- Provides the foundation and flexibility required to execute organisational initiatives
- Focuses on both hard and soft skills
- Assurance that the proposed structure will support hybrid cloud hosting
- Structuring and enhancing capability for cloud
- Supports multiple platforms and vendors

KEY BENEFITS

- Optimise resources, maximise effectiveness and accelerate progress
- Creates a simple construct of the future state business model
- Optimises your use of resources
- Supports the transition from traditional services to new digital services
- Facilitates modernisation of your services
- Integrates cloud, on-premise, co-location and third-party hosting
- Helps mitigate risks of cloud adoption

OUR APPROACH

Our Cloud Target Operating Model service will design and develop the TOM that is required to help you maximise the benefits of cloud. A key component of the Enterprise Architecture toolkit, a Target Operating Model helps determine the best design and deployment of resources to achieve an organisation's business goals.

Our service has been built to provide partner organisations with the clarity on what people and processes a hybrid cloud infrastructure will require. As you migrate to Cloud Services your ICT infrastructure will significantly change and your ICT workforce will need to change and develop accordingly. We provide a service to review your current operating model and propose a target operating model for the future, along with the role, skills and knowledge changes that will be needed. Making change that affect people's working lives can be challenging and stressful for all concerned.

Having Shaping Cloud perform an operating model review, allows us to take your staff on that change journey, helping to clarify and remove the stress and anxiety out of the process. We run an inclusive approach to engage the staff and involve them throughout the process. This typically removes any fear and gains ownership for both the proposed target operating model and the process to move to it.

As public cloud providers continue to invest and develop their platforms it can become increasingly difficult to confidently calculate the cost of moving to and operating in the cloud. Our business case service confidently builds the business case for cloud, based on exploiting cloud features, latest services and commercial offers.

Are you planning to migrate to cloud hosting to exploit the benefits of cloud, but don't know how to make the case to management?

Are you confused about what cloud hosting might cost compared to current services?

Are you under pressure to make savings and still transform services?

Our 'Business Case for Cloud' service can answer all these questions and help you move forward with confidence. We will discuss and agree with you the format of the business case, the engagement required, the complexity of the environment, the availability of existing costs, relevant governance meetings and the scrutiny required. These characteristics will all determine the duration of this assignment.

KEY FEATURES

- Builds your business case for the cloud
- Provides you with a current and future full cost analysis
- Based on the 'five case model' design or your own business case template
- Structured and explained with clear transparent methods
- Quantifies any savings and the investment required to migrate to cloud
- Determines the effort and cost required to migrate to cloud

KEY BENEFITS

- Understand costs, opportunities and business justification for cloud
- Strengthens your tactical and strategic decision-making process
- Helps you make the case to senior management
- Helps you identify quick wins for early payback
- Identifies the migration cost and the return on this investment (ROI)
- Helps senior-staff understand the opportunities and benefits that cloud offers

OUR APPROACH

We have developed many public and private sector IT business cases, all of which have been approved by the relevant organisational governance and in some cases including independent external review by central government bodies.

Our business case consultants have been trained in the government's five case model and our work and outputs comply with all relevant government standards.

This service builds the rationale and justification for hosting an application/service in the public cloud. We work with you to develop your business case, by looking at the suitability for cloud hosting, any remediation work that may be required, the current total cost of ownership, identifying the migration and running costs for the public cloud solution (future total cost of ownership) and calculate the savings and the return on investment.

Our business case can be in your organisation's prescribed format or the HM Treasury '5' case model format. In building the management case we estimate the likely timeline to migrate services and any support that may be required.