suneratech®

Simplifying Cloud | Accelerating Innovation

Migrate to Cloud at Zero Cost, Zero Risk

Manage Cloud with Full Control at Low TCO

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Suneratech Cloud Offerings

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Suneratech Cloud Capabilities

10 Years of Evolution

300+ Unique Workloads migrated

200+ Clients

60% IP Driven Engagements

5+ Strategic Alliances

75+ Cloud Migration Projects

200+ Cloud Certifications

Competencies

- Hybrid Cloud Multi Cloud Orchestration
- IAM & SSO
- Application Integration
- Devops/IAC/Kubernetes
- Cloud Analytics
- Hyper Convergence

IPs

- ClouDesk for end-to-end Managed Services Platform
- ServiceNext – Chatbots
- ESeal – Digital Supply Chain
- DataNext- Data Monetization Platform
- EBS Upgrade Assistant
- CloudTestr End to End Test Automation
- SOA Deployments using DevOps model through DOX
- Zero Cost Cloud Migration

Key Service Offerings

- Cloud Advisory
- Cloud Migrate, Build, Deploy and Integrate
- Cloud Managed Services
- IT Asset Rationalization (ITAR)
- Cloud Disaster Recovery as a Service
- Cloud Security Services

DARE Approach for Cloud Transformation

Discover → **Assess** → **Recommend** → **Execute**

Awards & Honours

ORACLE Cloud Managed Services Provider

Microsoft Azure

Google Cloud Platform

aws PARTNER Advanced Tier Services

- #1 Cloud Partner for Oracle in NA in 2019
- Innovation Partner award from Oracle in 2018 for PaaS Services
- Innovation Partner award from Oracle in 2017 for PaaS Services
- Oracle SaaS Product Release Partner from 2017

Key Customers

Chipotle Mexican Grill

World Fuel Services

verizon

Gallagher

Cummins

ATKINS Member of the SNC-Lavalin Group

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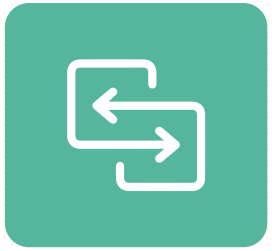
Suneratech's Cloud Services

Cloud Managed Services

Cloud Operations & DevSecOps Services



Automation Driven Cloud Migration Services (DevOps for IAC)

Cloud Strategy & Advisory

Data Analytics & ML Services

Cloud-native App Dev & Integration Services

Cloud Security Services

Business SaaS Solutions

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Cloud Tiered Offerings

T-1 Infra Management	FinOps	SRE	IaaC	AIOps/Analytics	Security & Compliance
T-2 DB Modernization	Upgrade	Migrate	Consolidate	HA/DR	Adv Consulting
T-3 App Modernization	Microservices Architecture	Orchestration Container Deployment Serverless Computing	Integration	DevSecOps	Full Stack development
T-4 Migrate	ITAM	ITAR	Cloud Readiness Assessment	Workload migration	DC Migration
T-5 Automation & Acceleration	Code Branching Strategies	OneClick Deployment	Code Coverage & Automated Testing	Infrastructure As Code	CI/CD
T-6 Security	Endpoint and Data Security	Network Security & Security foundation Architecture	Threat & vulnerability Management	App Security	SIR,CASB,CSPM IAM
T-7 Cloud Governance & Economics	Cloud Infra foundation Architecture	Cloud Governance	Cloud Security	Cloud Compliance	Cloud Economics

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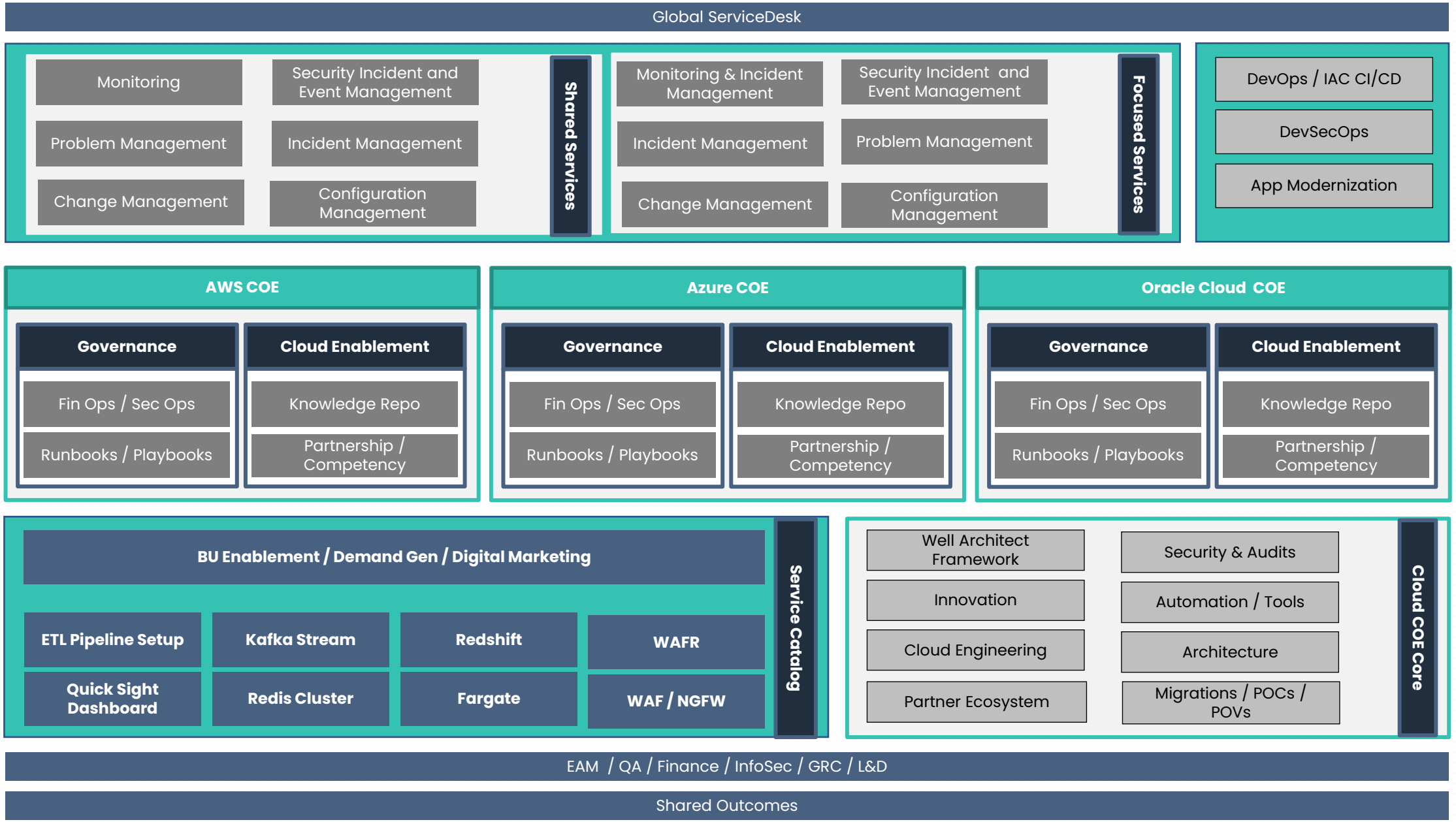
Multi-Cloud – Center of Excellence



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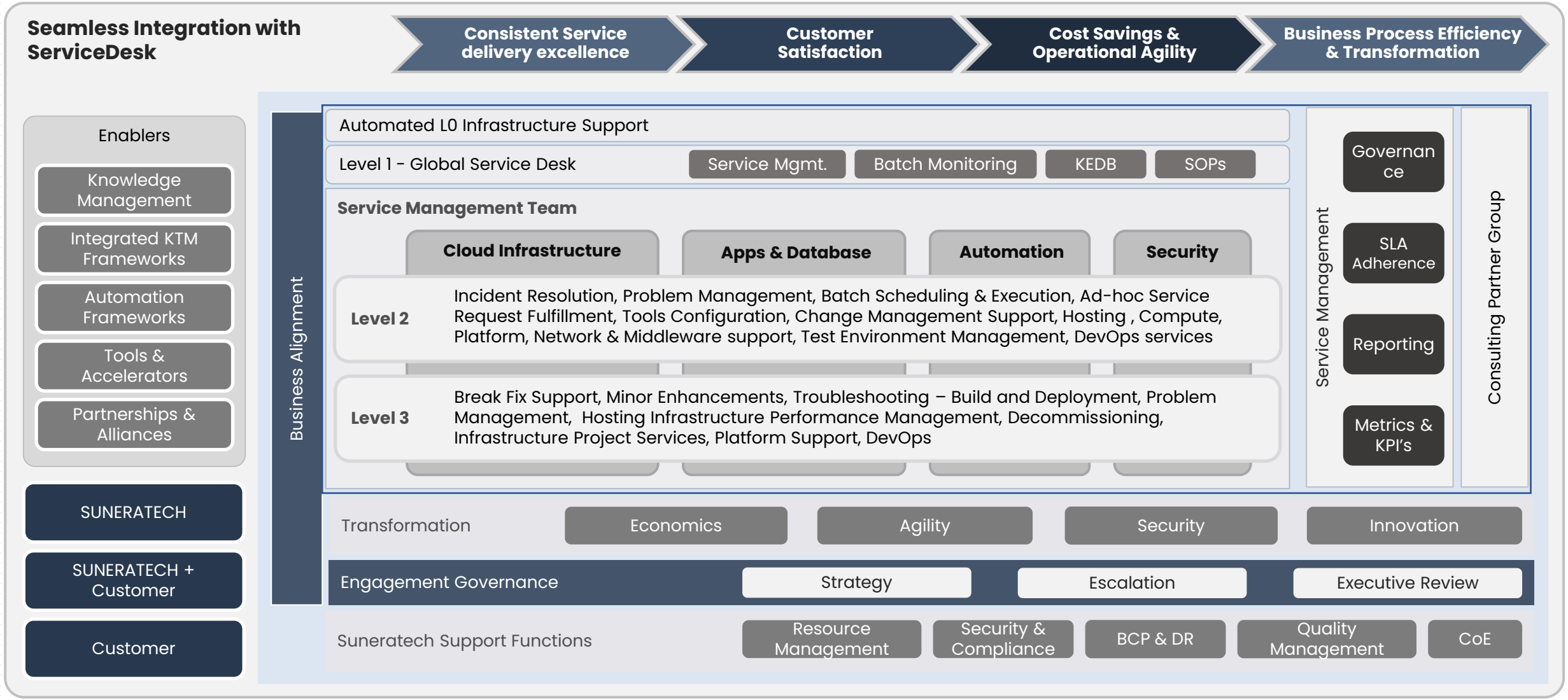
Cloud Operating Model



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Manage Cloud with Full Control & Low TCO

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EASICloud.AI – The Platform

	Economics	Agility	Security	Innovation
Business Challenges	Cloud economics Operations economics Program economics License economics Security economics Circular economy	Agility - Faster TAT Reliability, Resiliency, Availability Observability- Multi-Cloud Integrated ITSM Self Service Cloud Orchestration Multi-cloud Orchestration Microservices Administration	Global SOC & SIEM, CSPM Resiliency in Cloud Threat Intelligence Compliance Status (HIPPA, PCI, HITRUST, SOX etc.) Data Security & Privacy (GDPR) IAM & Key Management	Responsive Organization Application Modernization Microservices Adoption Next Gen technologies adoption Industry Specific cloud solutions
Capabilities	Single pane of glass for economics Reconciliation Feature Budgeted vs Forecast alerts Consumption Dashboard Actionable Insights Overages in Utilization Chargeback	Site Reliability Engineering Real End User Metrics (RUM) Automated Disaster Recovery (Bubble DR) Intelligent Resource Management Integrated DevOps (IAC & App) Automated Patching	Cloud Detection & Response (CDR) SOAR SASE Defence in Depth Zero Trust Security Shift Left Implementation CNAPP Container / Microservices Security Istio Service Mesh	Purpose built industry solutions AIOps & Actionable Insights On-demand DR BC Serverless Adoption Kubernetes Adoption Cloud IOT Enablement EDGE Computing API Gateway / Multi-cloud Integration
	E	A	S	I
Tools	• Centilytics • Klera.io	• Centilytics & Morpheus.io • Elastic Observability • Manage Engine	• Elastic SIEM • Oraca.io & AquaSec + • Cloud Native Security Tools	• CloudLAB • Innovations Libraries Accelerators: • CloudTestr • Ringmaster • ServiceNext • Elastic AIOps

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Suneratech’s Zero Cost Cloud Migration Program

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Why ‘Zero Cost, No Risk’ Cloud Migration is the need of the hour?

CIO’s organization cannot get new budget to invest in migration to Cloud. They must extract it only from the run spend.

CIO’s organization is not able to articulate the value (both short term and long term), and build a compelling business case

Fears around the risk of failure act as barriers.

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‘Zero Cost, Zero Risk’ Cloud Migration

Suneratech’s unique approach to accelerate cloud migration

Four Unique Aspects Of ZCCM

Suneratech invests upfront for both **cloud Infrastructure (on behalf of customer) and Migration Services** (while customer’s existing service is active).	ZCCM covers all migration, infrastructure and managed services costs for cloud.	Suneratech writes up the agreement as Managed Services Provider (MSP) with Cloud service provider.	Customer pays Suneratech after migration is successfully completed, over life of the contract.

Success Stories

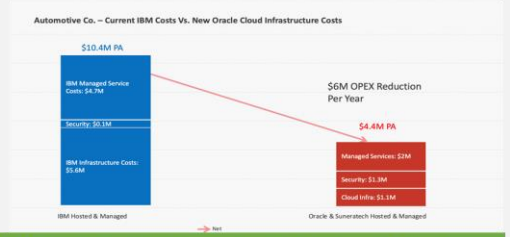
Suneratech Migrates all Infrastructure & Databases to Public Cloud at ZERO Cost

Meritor Saves 55% by Migrate Multiple Workloads from IBM Data Center to OCI

Meritor is a leading global supplier of heavy automotive parts like transmission, axels, braking, etc., to heavy truck industry.

Fortune 500 company serves commercial truck, trailer, off-highway, defense, specialty and aftermarket customers.

Industry	Automotive	Y Founded	2000
Employees	8,600	Revenue	$4.18 B

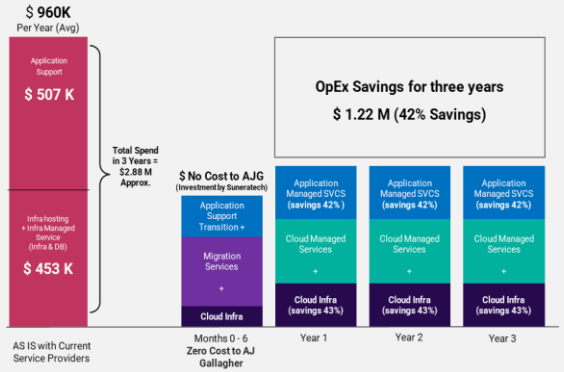


Win Story:	**Competing against IBM, AWS. Contract constructed to cover All of Meritor’s Drivers: Infra Costs, Infra Support, Oracle Support, Deferred Expense**	
IT Landscape:	IBM infrastructure hosting at $10.4 M/Y, Oracle EBS, Oracle SCM, OTM, Oracle JD Edwards, PeopleSoft HCM, PeopleSoft Financials, Hyperion, Taleo, OBIEE, IBM Sterling, SAP.	
IT Drivers:	Reduce high infrastructure costs. Enhanced risk due to gaps in enterprise security. Modernize Oracle EBS on Solaris OS. Exit from Rimini Street and reinstate Oracle application support for EBS.	
Business Drivers:	Establish market position for Autonomous Trucks with IoT, Artificial Intelligence, Machine Learning in Supply Chain, Manufacturing and Customer Support.	
ORACLE + SUNERATECH SOLUTION	Move 80+ workloads to Oracle Cloud Infrastructure Modernize Oracle EBS from Solaris to OCI Comprehensive Cloud & Enterprise Security solution	Implement Cloud Disaster Recovery Implement OCI Virtual Machines & Exadata Cloud Service Safe Return Program

AJ Gallagher saves 42% by migrating EBS to Oracle Cloud with Suneratech’s Zero Cost Cloud Migration program

- Arthur J. Gallagher & Co., an international service provider plans, designs, and administers a full array of customized, cost-effective property/casualty insurance and risk management programs.
- Established in 1927, AJ Gallagher is one of the largest insurance brokerage, risk management, and human capital consultant companies globally. It has operations in 49 countries, employs over 34,000 people with significant reach internationally, and provides services in more than 150 countries with its global network.

Enterprise Applications Landscape:	→ Oracle EBS 12.1.3 → Oracle Database 11.2.0.3 → Oracle SPARC System → Oracle Solaris 10
IT Drivers:	→ De-risk business from sunsetting SPARC / Solaris Architecture → Hardware refresh requires a 5-year contract with limited cost reduction → Seamless transition from Data-center support contract → Zero cost transition for Application Managed Services
Business Drivers:	→ Better Total Cost of Ownership → Enable digital acceleration and transformation opportunities for AJ Gallagher.
ORACLE + SUNERATECH SOLUTION	→ EBS Prod, Dev / Test Environment to OCI, in Ashburn → DR for EBS production in Phoenix, OCI → Oracle EBS from Solaris to OCI Migration → Oracle DB to Oracle DBCS Upgrade & Migration
$ 1.22 MN savings with Suneratech’s ZCCM Program	



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IAC-DevOps Driven Shift Left Migration

Suneratech Migration Catalog

- Large Repositories of complete Automation Blueprints for various Applications across Multi Cloud Environments like AD, EBS, SAP, Core Linux Services, CloudTestr etc.
- Customized blueprints for any workloads.
- Automated Golden Images
- Pre-rep code for any Infra workloads prior to Migration

Shift Left Approach

- IAC CI/CD Pipelines that are placed for Infrastructure Provisioning (IAC) & the respective Application Migration Automation Scripts.
- CI/CD integrated DevSecOps

Advantages

- 10x Faster Provisioning
- Reduced Human Errors / Missed Steps.
- Deeper Security Restriction & Controls
- Minimal Identity Management & Controls
- Centralized Controlled Repository
- Version Control Management for all Products

Value

- Reduced Human Error & efforts
- Centralized Repository for all future migration plans (Avoid re-work on provisioning strategies)
- 0 Cost Catalog charges for new Migration Projects
- Custom Product Catalog building based on Customer's request.
- Manage & Develop customer's current Catalogs

(Post Migration Additional Automation Advantages)

Infrastructure Accelerators: Landing Zone Build Network Build Infra Catalog IAM Build Golden Image

Tools: Terraform, Helm, Ansible, Jenkins, Chef, Puppet, Cloud Formation, Azure Bicep, Qualys

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Database Service Offerings

Database Upgrade

- Upgrade database to resolve bugs, internal errors, and other technical issues.
- Upgrade database to include enhanced and additional features.
- Upgrade databases to fix security risks.

Database Migration

- Migrate database to upgrade to new technology.
- Migrate to cloud with resource on demand will enhance speed & Performance
- Migrating to cloud cut down on data storage costs.
- Migrating to cloud to eliminate save time on maintenance to eliminate manual monitoring.

Database Consolidation

- Place Multiple database into single computing infrastructure either on-premise or cloud.
- Consolidation to reduce cost and increase operational efficiency.
- Consolidation for simplified administration, improved security

Advanced Consulting

- Database Performance management Services
- Database Performance Auditing to evaluate the Database/Application and provide performance audit report.
- EBS SSO Implementation using Oracle IDCS
- Database Life Cycle Management with Oracle Automatic Data Optimization

HA / DR

- Configure high availability to eliminate single point of failure .
- Configure DR to reduce damage or disruption and recover as quickly as possible in the event of disaster

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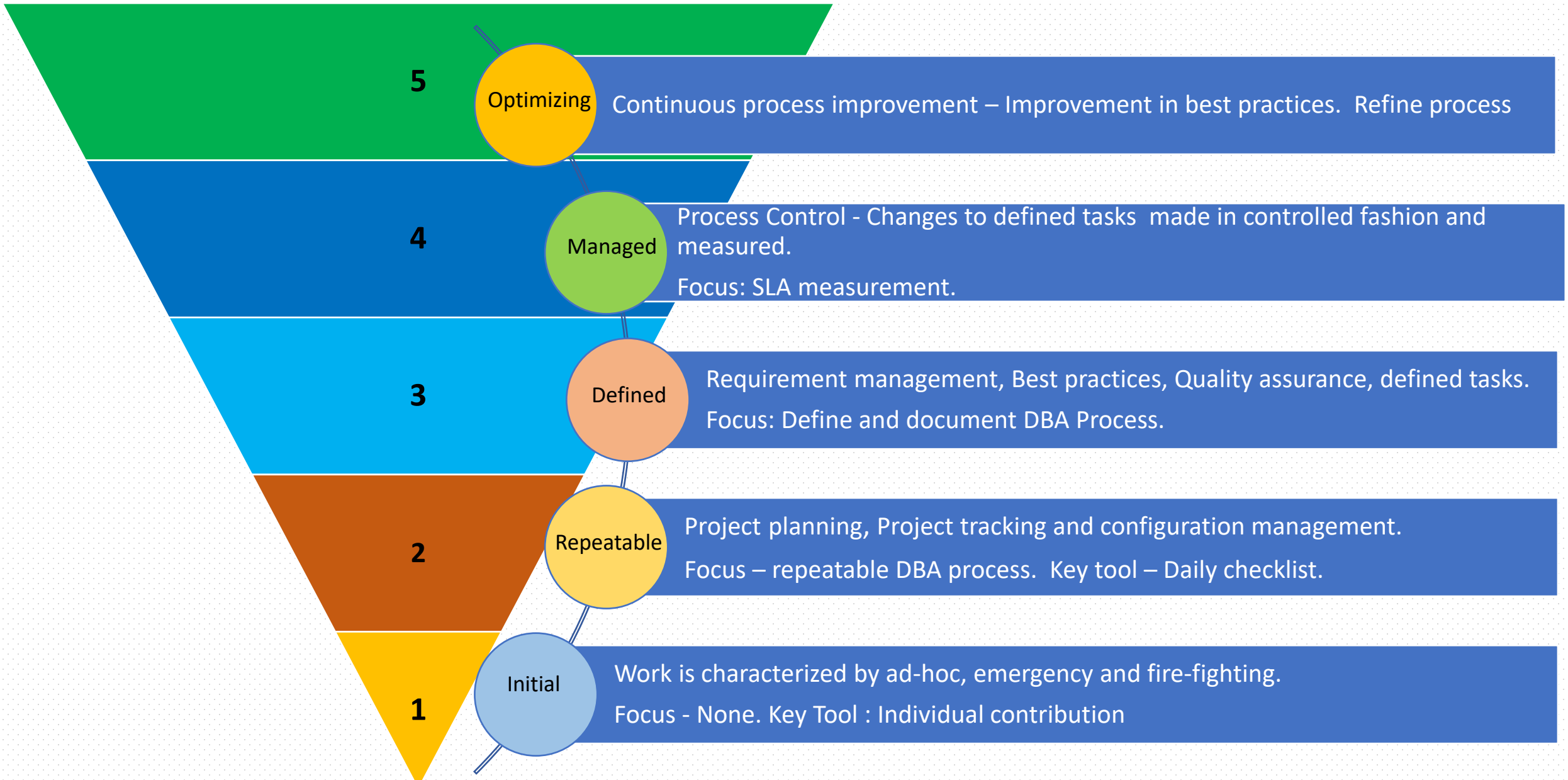
Database Managed Services Maturity Level



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Suneratech's products, platforms, and services are built to enable Digital Innovation powered by the complete Cloud and help companies reach their digital goals through the steps of Automation, Migration, and Innovation.

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