



# Strategy and Vision

## BT Azure services



# BT Enterprise Cloud Framework

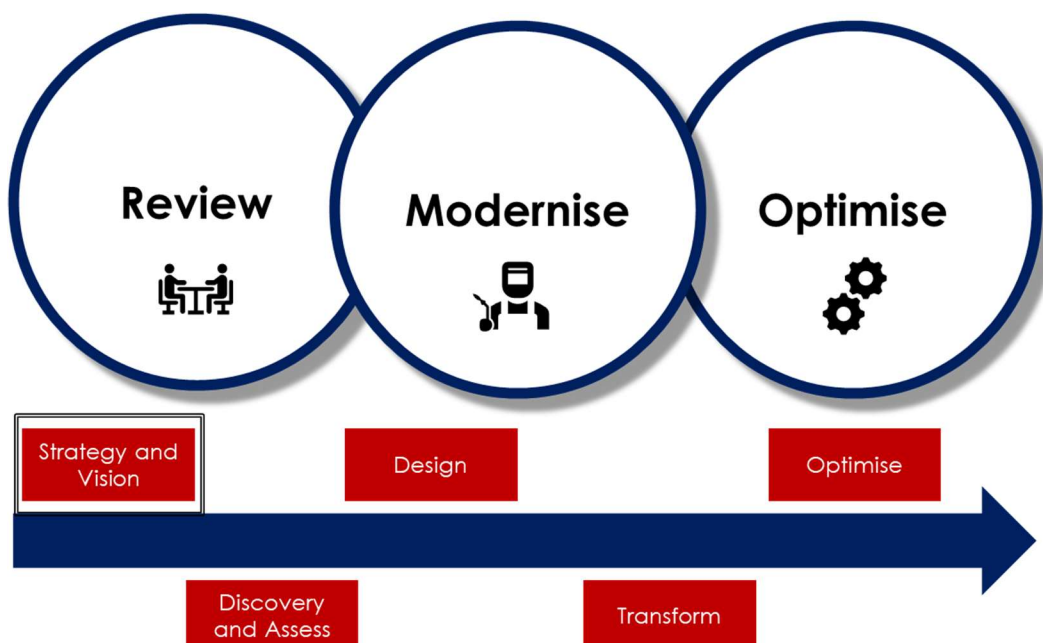
BT have developed a three-step model aimed at providing insights into the processes and costs associated with transitioning services to the Cloud. The model is modular in its design and enables an organisation to pick and choose the services they require or work with BT to deliver the model in its entirety. This means if you are in the process of planning a migration and require validation or guidance, then the model can deliver the relevant support and assistance. If you already have services in the Cloud and want to ensure they are running optimally or want to rearchitect to take advantage of newer Cloud services, the model can handle this.

Our approach has been designed to:

- ensure any service transitioned to a Cloud delivers the full investment potential to an organisation.
- safeguard services hosted in the Cloud using the most advanced technologies available to meet your security and regulatory obligations.
- provide support to ensure services are delivering optimal performance and scale based on business trends.
- ensure Cloud services are built in-line with both the current and future needs of the organisation.

If used correctly, our model will enable you to:

- reduce the impact on your business and end user estates during the transformation/migration to a Cloud service.
- demonstrate tangible cost savings through a structured transformation program.
- implementation of ongoing optimisation processes and procedures ensuring services running in a Cloud provide maximum availability and investment returns.



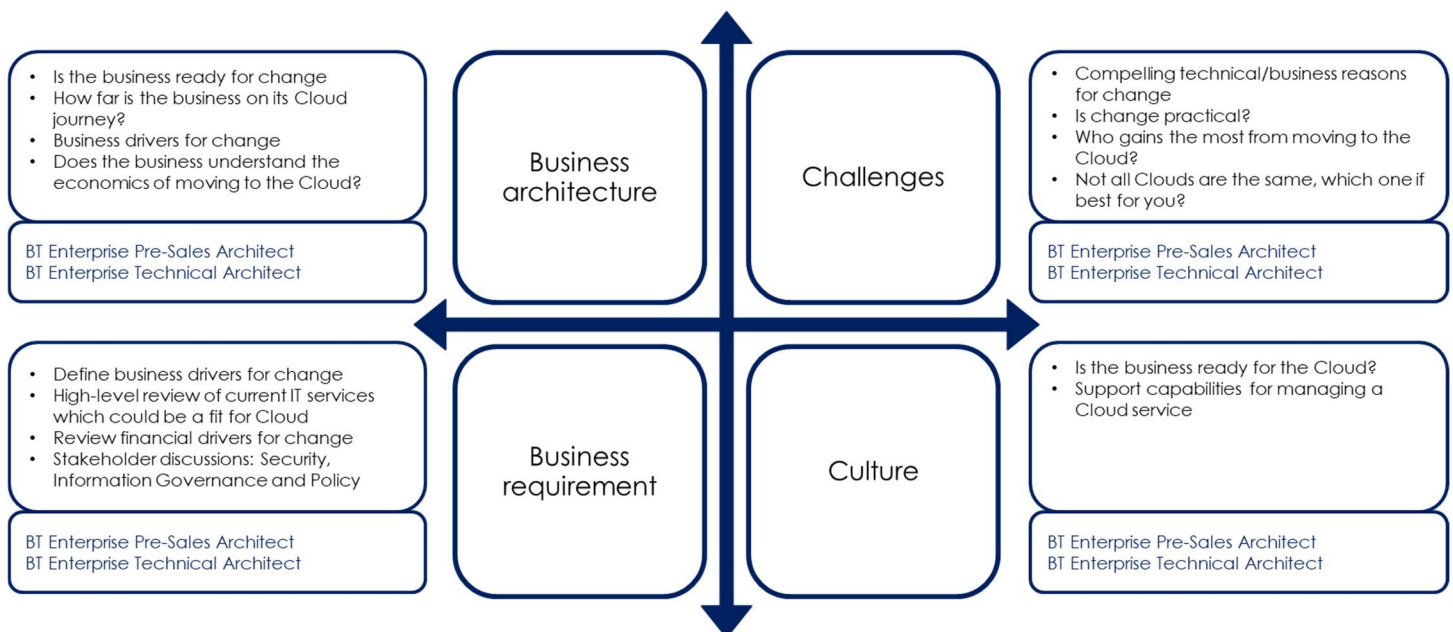
## Azure Strategy and Vision

Understanding business strategy and service requirements is essential when adopting or transitioning to the Cloud. By using our approach, you will be able to capture targeted business information and then focus adoption efforts. This information gathered can be used to map out a Cloud adoption model against specific Cloud capabilities and enable business strategies based on real information and understanding. Common business challenges should also be addressed during this phase of an engagement, these can include:

- ‘Cloud is cheaper than on-premise, why aren’t we using the Cloud more?’
- ‘We’ve invested a lot in our current IT services and staff and every year costs seem to go up. I believe Cloud is cheaper, is it?’
- ‘How long will it take to move all services into the Cloud?’
- ‘Can all services be delivered via the Cloud?’
- ‘Why should we adopt Cloud?’

At BT we hear these discussion points and a number of other points on a regular basis and recognise that transitioning a business to the Cloud can be complex, confusing and costly. As part of our Azure Review Strategy and Vision workshops, we work with both your IT and business units to understand the Cloud and how it can benefit your business. We will educate on what the Cloud is and how it should be adopted and will discuss the economics of Cloud services. Our approach is modular in it is designed, delivering only the key aspects required for an engagement, or providing knowledge back fill to your IT department who may already have embarked on a Cloud transformation journey.

## Strategy and Vision model



## Deliverables

Prior to commencing the Strategy and Vision workshops, BT will clearly define our scope of engagement and any key project deliverables. This will include, engagement with other areas of the BT Enterprise business that could deliver relevant subject knowledge, such as BT Security, BT Enterprise Architecture and BT Project services. Our experienced Consultants will then lead you through our Strategy and Vision program, gathering information and data which will be used during the next phase Discovery and Assess.

# Why BT?

For BT, managing information, data and communications has been part of our DNA for over 70 years. Today, we operate and secure one of the world's largest networks, extending across 180 countries and including the largest fixed and mobile network in the UK. We provide services to millions of customers –households, businesses, governments and entire nation states –who trust us to seamlessly connect and protect them.

Our Microsoft Gold Partner status, combined with our vast experience of delivering best-in-class solutions, means BT are uniquely capable of delivering the best for your business.



A subset of competencies held by BT

## Offices worldwide

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