getronics

GetConsult
(Cloud Advisory)

The first step to
success on Cloud

Why do we need to talk about cloud?

Cloud has shifted from being a technology style of computing to becoming the foundation for business innovation.

Speed & Service Continuity

Scalability

Agile Cost Structures
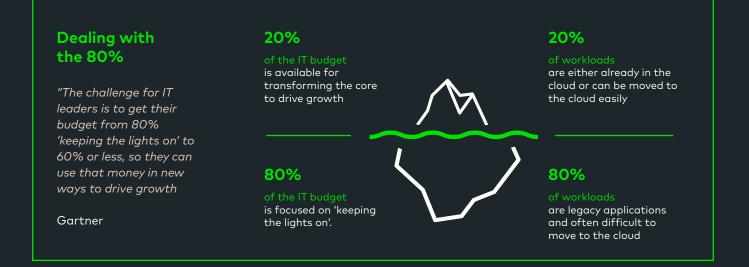
Flexibility

Resilience & Security

"There is no business strategy without a cloud strategy".

"63% achieved growth, efficiency, innovation and other CEO priorities as an outcome of adopting cloud".
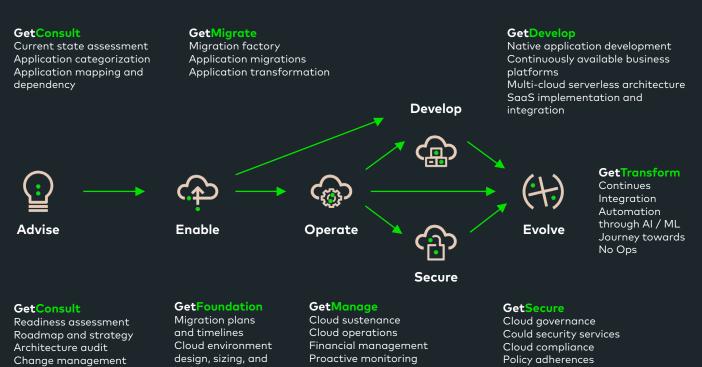
Gartner 2021

Dealing with the 80%

"The challenge for IT leaders is to get their budget from 80% 'keeping the lights on' to 60% or less, so they can use that money in new ways to drive growth

Gartner

20%
of the IT budget is available for transforming the core to drive growth

80%
of the IT budget is focused on 'keeping the lights on'.

20%
of workloads are either already in the cloud or can be moved to the cloud easily

80%
of workloads are legacy applications and often difficult to move to the cloud

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Leveraging our Cloud Framework to simplify Cloud Journey

GetConsult
Current state assessment
Application categorization
Application mapping and dependency

GetMigrate
Migration factory
Application migrations
Application transformation

GetDevelop
Native application development
Continuously available business platforms
Multi-cloud serverless architecture
SaaS implementation and integration

Develop

Advise → **Enable** → **Operate** → **Secure** / **Evolve**

GetTransform
Continues Integration
Automation through AI / ML
Journey towards No Ops

GetConsult
Readiness assessment
Roadmap and strategy
Architecture audit
Change management
Security roadmap
Migration approach

GetFoundation
Migration plans and timelines
Cloud environment design, sizing, and build

GetManage
Cloud sustenance
Cloud operations
Financial management
Proactive monitoring

GetSecure
Cloud governance
Could security services
Cloud compliance
Policy adherences

GetConsult Overview

Vision

We focus on enabling our clients to visualize the Cloud Journey by utilizing our expertise in multi-cloud technologies, our alliances with hyperscalers and tooling providers, thus driving real business outcomes, one client at a time.

"Cloud Advisory isn't about throwing technology at a problem or at a requirement; it is all about creating the appropriate Cloud Strategy by truly understanding the Business Objective".

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Our Framework

We have adopted a 4X4 Framework, that addresses every aspect of the Cloud Journey and simplifies the decision making process.

Phases or Steps

Discover	Analyse
Visualize	Recommend

Current State Portfolio Analysis & Recommendation	Cloud TCO Assessment
Cloud Adoption Strategy	Future State Realization Feasibility

Service Catalogue or Focus Area

The Focus clearly is on providing a **structure through our 4 phases or steps** and detailed insights through our 4 focus areas, also called the service catalogue.

Value Summary

Generate/align **Business vision** (Realizing the core objective)

Reimagining the cloud journey (Includes tooling, architecture & overall transformation)

Visualize **TCO & ROI** (Across entire program, bus, and apps)

Gain **control** of the cloud roadmap (Across the entire cycle of cloud)

Identify **optimization** possibilities (Quick WINS, must haves, aspirational)

Envision the **Future operating model** (Multi/hybrid-cloud, distributed teams & diverse skills)

Getting ready for **success** (Achieving program milestones and business outcomes)

Seamlessly **launch** The journey to cloud

Unlock possibilities on cloud (Connecting milestones with business outcomes)

How do we utilize Phases?

We take an effective and simplified 4 step approach in delivering advisory services. These four steps run sequentially and allows our service catalogue to be optimally applied across the 4 steps and remain well aligned to various customer needs.

Discover
- As Is State Study
- Scoping the program
- Inventory mapping
- App dependency and Business mapping
- Data gathering
- SMEs / Portfolio owners' / Stakeholder interviews

Analyse
- Application
- Categorization
- Business Impact Analysis
- Security & Risk Analysis
- App complexity Analysis
- Technology dependency
- R Strategy fitment
- Skill GAP Analysis
- Change Resistance

Recommend
Advisory Report
- Defined Target Architecture
- Migration Strategy
- Tools & Technology
- Business Case alignment
- Optimisation possibilities
- Recommended Cloud Roadmap

Visualize
Pre-Defined Checklist
- Planning Considerations
- Business dependencies
- Clarity on Milestones
- Clarity on Metrics
- Quick Win justification
- POC/Pilot Goal alignment

What is included in the Service Catalogue?

Technology		People, program
Current State Portfolio Analysis & Recommendation	**Cloud TCO Assessment**	Program
Cloud Adoption Strategy	**Future State realization feasibility**	People, program

"Our Cloud Advisory service is catalogued into 4 sub-offerings or areas of focus that are instrumental in assisting our customer's visualize the Cloud Journey. While we recommend delivering our Cloud Advisory service as an experience involving all 4 areas above, we deliver these individually where needed to address specific & targeted needs of our customers who are in different phases & different maturity levels within their Cloud Journey"
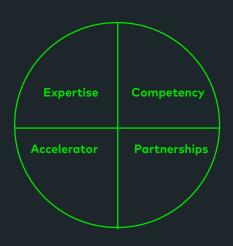
What Enables us to deliver, always...

Experience of successfully fulfilling our customer objectives consistently

Azure   amazon web services

Microsoft Partner
Gold Data Analytics
Gold Cloud Platform
Gold Application Integration
Gold Application Development
Gold Cloud Productivity
Microsoft

QUEST
Our Intelligent Agentless Discovery, Assessment, Mapping and Optimization Insights Platform

- Expertise
- Competency
- Accelerator
- Partnerships

Certified Cloud professionals with focused cloud expertise

- Azure Solutions Architect Expert
- Azure Administrator Associate
- Azure DevOps Engineer
- Azure Fundamentals
- AWS Solution Architect Associate
- AWS SysOps Administrator Associate
- AWS Cloud Practitioner

GCA
Global Cloud Alliance enables us to deliver exclusive cloud services seamlessly across the globe

Current State Portfolio Analysis & Recommendation

The What

The key is, knowing what to look for (& not to get entwined)

What to look for?
App: Architecture; Complexity; Criticality; Cost; Dependencies; Integrations; Purpose; Risks; Scalability; Technologies; Usage;

Infrastructure: Architecture; Complexity; Cost; Data Size; Dependencies; Integrations; Risks; Security; Storage; Technologies; Usage;
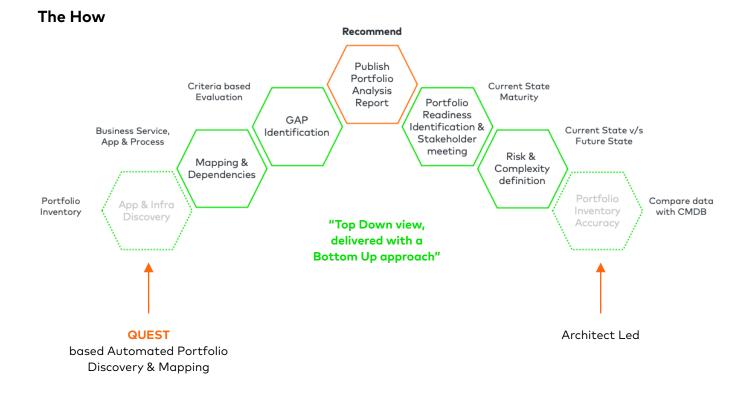
Tools: Capability; Dependencies; Usage;

Cloud Success Stats:

45%
reduce complexity
51%
increased availability
58%
Simplified IT Management

(Forrester Survey Results)

Causes for migration failure:

- Rushed App assessments
- Wrong emphasis
- Poor Landing zone design

(Gartner Survey Results)

The How

Recommend

Criteria based Evaluation

Business Service, App & Process

Portfolio Inventory

App & Infra Discovery

Mapping & Dependencies

GAP Identification

Publish Portfolio Analysis Report

Portfolio Readiness Identification & Stakeholder meeting

Current State Maturity

Risk & Complexity definition

Current State v/s Future State

Portfolio Inventory Accuracy

Compare data with CMDB

"Top Down view, delivered with a Bottom Up approach"

QUEST
based Automated Portfolio Discovery & Mapping

Architect Led

Cloud TCO Assessment

The What

Which is more relevant?
CAPEX v/s OPEX? OPEX v/s OPEX?
Everything Today v/s Tomorrow?

Where to look for costs?
People: R&R; Skill Categories; Skill Gap;

Process/Program: Business Priorities;
Partner; Service Management; Timeline;

Technology: Applications; Facility;
Hardware; Software; No Guard rail

Cloud Success Stats:	**Causes for migration failure:**
On average Savings are **>20%**	- Hidden costs
	- Mistimed work effort
79% customers see cost savings	- Wrong emphasis
	- Wrong team
(Forrester Survey Results)	(Gartner Survey Results)

The How

We guide our clients to visualize the ROI and costs of ownership throughout the cloud journey

We map costs against service value delivered, identify the potential for optimization and setup a roadmap for better value realization. It means working with you, understanding your business and prioritizing objectives.

Decoding the TCO

Cost categorization by Business, service, & portfolio	Cost calculation framework	3600 Current v/s Future State cost comparison	Cloud Cost Governance framework

Future State realization feasibility

The What

What should be considered while envisaging the future state?

Execution: Ease of Operations; Location; Operation Model; Partner; Service Model; Tooling Dependencies; Automation & Transformation; Repeatability

People: Effectiveness off the service; Scalability, Skill Gaps;

Measurement: KPI & Metrics Definition; Metrics tracking feasibility;

Future State Model Stats:	Causes for migration failure:
76% of firms think a lack of digital skills would hit their profitability	- Mistimed work effort - Wrong emphasis - Wrong team
(World Skills UK, 2021)	(Gartner Survey Results)

The How

Scalability
Scalability is not an option for a business venturing into Cloud. People, Process and Technology scalability aspects must be embedded into the design

Effectiveness
New-Gen Cloud offerings require non-traditional execution model to cope with dynamic demands of business users and remain effective

Ease of Operations
Operating models must be flexible to cater to variances in multi-cloud choices and seamlessly adapt to changes in business needs

Time to Market
Cloud Model should have the ability to seamlessly support advancements in technology and eliminate potential TCO overhead

KPI & Metrics Definition
Metrics should focus on measuring the performance of the cloud service delivered to the business and its impact on the ROI
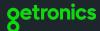
Automation & Transformation
Cloud led business objectives require forecasting the automation roadmap and reimagining the transformation approach

"Innovate to Grow"
"Innovate to Sustain"
"Innovate to Transform"

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Cloud Adoption Strategy

Summarizing the Cloud Journey

How do we align adoption with business outcomes?

We focus on consolidating the findings of assessments (1,2,& 3), and then applying our Adoption framework and experience to determine the best strategy for our Client's Cloud Journey, whilst guaranteeing ROI, Resilience and Readiness.

Our Cloud Adoption Strategy (4) brings all moving pieces together and provides visibility into do's & don'ts of the execution path, while simplifying the process of visualizing business outcomes.

① Current State Portfolio Analysis & Recommendation
- R Strategy
- GAP Analysis
- Current State Maturity
- Cloud Fitment
- Reference Architecture
- RAID Log

② Cloud TCO Assessment
- Cost categorization by Business, service, & portfolio
- Cost calculation framework
- Costing Governance recommendation
- Current v/s Future State cost comparison

③ Cloud Adoption Strategy
- Change Management
- Security Considerations
- Overall Cloud Readiness
- Program Strategy & RoadMap
- Migration Strategy Relevance

④ Future State realization feasibility
- Ease of Operations
- Effectiveness
- KPI & Metrics Definition
- Automation & Transformation
- Time to Market
- KPI & Metrics Definition

Sample Assessment Approach

	Discover	Analyse	Recommend	Visualize
Current State Portfolio Analysis & Recommendation	Automated Discovery initiated — Day X / Collected Data Validation — Day X	App Dependency Mapping — Day X / Service Mapping — Day X	Stop Automated Discovery — Day X	
Cloud TCO Assessment	Current Cost Identification — Day X / Cost Mapping — Day X	Cost Analysis — Day X / Cost Comparison — Day X	TCO Insights — Day X	
Future State realization feasibility		Benchmarking current state of App/Infra Management — Day X / Benchmarking current state of App/Infra Cost — Day X	Benchmarking current state of Operations — Day X / Service Maturity Overview — Day X	
Cloud Adoption Strategy	Conduct Interviews — Day X	Identify Risks, Security considerations, governance requirements — Day X / Map Change Readiness — Day X	Draft Program Roadmap by considering the RStrategy — Day X	Deliver Adoption Strategy Report — Day X / Deliver Indicative Migration Plan & Ops Model — Day X

LET'S TALK →