GetConsult
(Azure Cloud Advisory)

The first step to success on Cloud

Suraj Raghunath
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.

“There is no business strategy without a cloud strategy”
(Gartner 2021)

“63% achieved growth, efficiency, innovation and other CEO priorities as an outcome of adopting cloud”
(Gartner, 2021)
So, why isn’t everyone already in the cloud?

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.
- 20% of workloads are either already in the cloud or can be moved to the cloud easily.
- 80% of the IT budget is focused on ‘keeping the lights on’.
- 80% of workloads are legacy applications and often difficult to move to the cloud.
Gettronics Cloud Framework

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

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

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

Enable
Application Categorization
Application mapping and dependency

Operate
Cloud sustenance
Cloud Operations
Financial management
Proactive Monitoring

Secure
Cloud governance
Could Security Services
Cloud Compliance
Policy adherences

Evolve
Journey towards No Ops

Develop
Native Application development
Continuously available business platforms
Multi-cloud serverless architecture
SaaS implementation and integration

GetConsult
Current state
Assessment
Application
Categorization
Application mapping and dependency

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
Understand, then Embrace

GetConsult
Overview
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”

Getronics
GetConsult: 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)

UNLOCK possibilities on Cloud (Connecting Milestones with Business outcomes)

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-Cloud, Distributed Teams & Diverse Skills)

Getting ready for SUCCESS (Achieving Program Milestones and Business Outcomes)

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

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<th>Phases or Steps</th>
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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**.
GetConsult: 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

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“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

Microsoft Partner
Gold Partner
Across 5 Competencies

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

Certified Cloud Professionals
- Azure Solutions Architect Expert
- Azure Administrator Associate
- Azure Developer Associate
- Azure DevOps Engineer
- Azure Fundamentals

Global Cloud Partnership enables us to deliver exclusive cloud services seamlessly across the globe
Current State Portfolio Analysis & Recommendation

Set yourself for success
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

Causes for migration failure:
- Rushed App assessments
- Wrong emphasis
- Poor Landing zone design
Current State Portfolio Analysis: The How

Recommend

- Publish Portfolio Analysis Report
- Portfolio Readiness Identification & Stakeholder meeting
- Risk & Complexity definition
- Current State Maturity
- Current State v/s Future State
- Portfolio Inventory Accuracy
- Compare data with CMDB
- “Top Down view, delivered with a Bottom Up approach”

GAP Identification

Criteria based Evaluation

Mapping & Dependencies

App & Infra Discovery

Business Service, App & Process

Portfolio Inventory

Architect Led

QU EST based Automated Portfolio Discovery & Mapping
Cloud TCO Assessment
Gain visibility into the future
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:
On average Savings are **>20%**
79% customers see cost savings

Forrester Survey Results

Causes for migration failure:
Hidden costs
Mistimed work effort
Wrong emphasis
Wrong team

Gartner Survey Results
What we do

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.**
Future State realization feasibility

Taking the right steps
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;

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**Future State Model Stats:**
76% of firms think a lack of digital skills would hit their profitability

World Skills UK, 2021

**Causes for migration failure:**
- Mistimed work effort
- Wrong emphasis
- Wrong team

Gartner Survey Results
Future State realization feasibility: 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.

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

KPI & Metrics Definition
Metrics should focus on measuring the performance of the cloud service delivered to the business and its impact on the ROI.

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

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

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”

Getronics
Cloud Adoption Strategy

Be in control of the 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.

**Cloud Adoption Strategy: Summarizing the Cloud Journey**

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
   - 360° Current v/s Future State cost comparison

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

4. **Cloud Adoption Strategy**
   - Change Management
   - Security Considerations
   - Overall Cloud Readiness
   - Program Strategy & RoadMap
   - Migration Strategy Relevance
Assessment Approach

Delivering the Advisory Service
How we do it: Our Assessment Approach

**Discover**
- As Is State Study
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**Analyse**
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**Migration Readiness**
- Pre-Defined Checklist
  - Planning Considerations
  - Business dependencies
  - Clarity on Milestones
  - Clarity on Metrics
  - Quick Win justification
  - POC/Pilot Goal alignment
How we do it: Assessment Execution

- **Discover**
  - Automated Discovery initiated
  - Collected Data Validation
  - Current State Portfolio Analysis & Recommendation
  - Cost Identification
  - Cost Mapping
  - Conduct Interviews

- **Analyse**
  - App Dependency Mapping
  - Cost Analysis
  - Cost Comparison
  - Benchmarking current state of App/Infra Management
  - Map Change Readiness
  - Identify Risks, Security considerations, governance requirements

- **Recommend**
  - Service Mapping
  - TCO Insights
  - Benchmarking current state of App/Infra Cost
  - Benchmarking current state of Operations
  - Draft Program Roadmap by considering the RStrategy
  - Draft Program Roadmap by considering the RStrategy

- **Visualize**
  - Stop Automated Discovery
  - Day X
  - Service Maturity Overview
  - Service Mapping
  - Map Change Readiness
  - Draft Program Roadmap by considering the RStrategy

Example timeline with the flexibility to use this within deal specific scenarios.

Current State
Portfolio Analysis & Recommendation

Cloud TCO
Assessment

Future State
realization feasibility

Cloud Adoption
Strategy

Deliver Adoption
Strategy Report

Deliver Indicative
Migration Plan & Ops Model
Cloud Assessment: Governance

Leadership Engagement
- Maintain Relationships and Objectives achievement

Program Performance
- Performance Review

Task Tracking
- Progress Tracking and Status Updates

Objectives & Deliverables
- Overall Engagement Progress
- Key Milestones Forecast

STRATEGIC
- Customer Name
  Getronics
- Bi-Weekly

TACTICAL
- Customer Name
  Getronics
- Weekly

OPERATIONAL
- Customer Name
  Getronics
- Daily

Legend for Participants: Customer; Getronics

Communication

• Overall Engagement Progress
• Key Milestones Forecast

• Key Milestones Performance
• RAID Log

• Task Completion Status
• Task Planning
Thank you