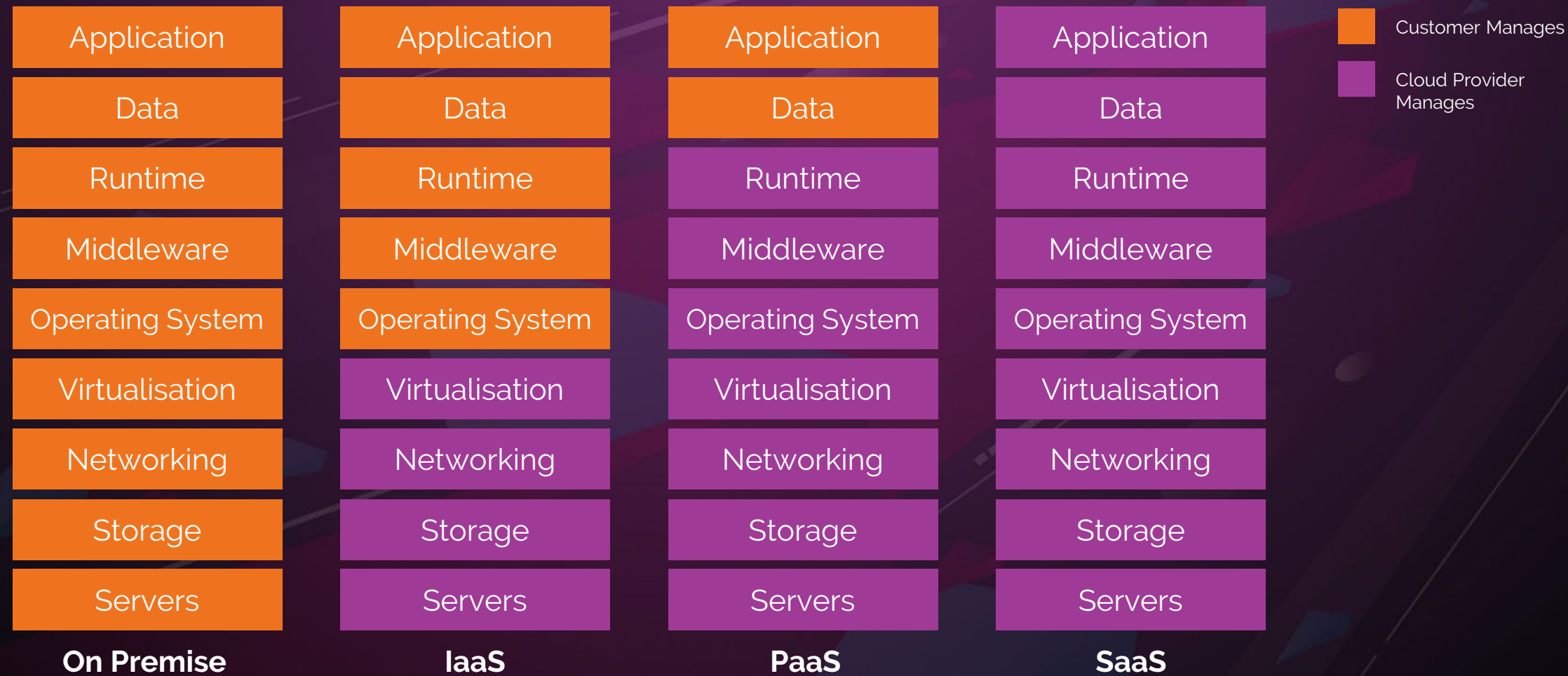# SC:Strategy

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Agenda

1. Introductions
2. SC:Strategy Overview
3. SC:Strategy Scope of Delivery
4. Questions

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SC:Strategy Overview

- Based on repeatable and robust methodology

- 8 to 10 week project

- Mixture of onsite interviews, workshops and presentations with periods of remote working

- Delivers recommended 'cloud first' future state based on:

  - Current state capture and discovery

  - Application readiness assessments

  - Total Cost of Ownership analysis

  - Rationalisation capability

- Provides cloud transformation roadmap understanding and investment cost analysis

- Skills and knowledge to start your cloud journey

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Hosting Options

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On Premise	IaaS	PaaS	SaaS
Application	Application	Application	Application
Data	Data	Data	Data
Runtime	Runtime	Runtime	Runtime
Middleware	Middleware	Middleware	Middleware
Operating System	Operating System	Operating System	Operating System
Virtualisation	Virtualisation	Virtualisation	Virtualisation
Networking	Networking	Networking	Networking
Storage	Storage	Storage	Storage
Servers	Servers	Servers	Servers

Legend:
- Customer Manages
- Cloud Provider Manages

Hybrid

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SC:Strategy Objectives

Drive effective solutions through cloud readiness assessment, TCO models and current state capture creation

Analysis

Provide the "why" behind the recommended future state making your business case for change easier to communicate

Justification

Convey the key messages, changes and recommendations through a powerful facts-based presentations and strategy document

Presentation

01 **02** **03** **04** **05** **06**

Discovery

Accurate data collection through tools, interviews and artefacts gathering to enable accurate analysis

Solution

Provide a robust recommended future state that's based on your needs, values and constraints

Planning

Giving a tangible set of steps and considerations to deliver the recommended future state

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PHASE 1 – Project Initiation

This work package ensures that all project services are managed in an efficient and controlled manner to ensure that the project is setup in the best possible way. The outputs from this phase are:

- A project kick off meeting

- A project board established and ensure roles and responsibilities are well understood

- The necessary strategies for project assurance, risk management and change authorities are outlined and agreed upon between all parties

- A defined, shared and collaboratively agreed communications plan

- Initial mobilisation of resources to start work

- A jointly produced Project Initiation Document including a Project schedule.

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PHASE 2 – Current State Capture & Presentation "AS-IS"

Inventory of assets

– A consistent, accurate and high-fidelity inventory of technology assets within individual organisations.

– This will provide the fundamental information which will contribute significantly to the enablement of well-informed technology choices within and across participating organisations, and is a key contributor to the current state architecture diagram.

– Consists of automated discovery tools, questionnaires, onsite Interviews & workshops

Current state architecture diagram, based on the 25 selected applications

– An A0 sized diagram that shows the key components of the application, data and technology services and the relationships between those services and how they support the business processes and operations within the organisation.

– The architectural diagram is used as the basis for the Current State Presentation Workshop. This workshop ensures the accuracy of information on which to build the future state recommendations and typically enables strong buy in from key representatives.

Current State TCO Excel Model

– This presents the gathered finance and procurement data in the form of a current state total cost of ownership model. It quantifies current costs that can be used for financial comparison with alternative hosting or provisioning models.

– This is key to informing the business case for migrating applications and a deep understanding the current costs that an organisation faces to deliver its core IT services.

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PHASE 3 - Recommended Future Mode of Operation Design – "TO-BE" (1/2)

Application Candidate Assessment

– Up to 25 applications, functions and processes are assessed and suitability to reside on premise, within cloud infrastructure as a service, cloud platform as a service or whether it would be a suitable candidate for software as a service.

– This is key to understanding the application consolidation options and also the service footprint that will need to be catered for.

Future State TCO Excel Model

– Building on the Current state TCO model and the recommended future state solutions the costs for the solutions hosted within the target operating model are calculated and compared to the current state TCO.

– This provides an element of the business case enabling the organisation to see how their current operations compares to running in the future mode of operation.

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PHASE 3 - Recommended Future Mode of Operation Design – "TO-BE" (2/2)

Application / Service cost analysis

- Costs per application are worked out individually within the scope of investigation.

- Including migration costs, this provides the ability to assess via a business case the financial benefits of moving applications to the new operating model.

Future State A0 Architecture Diagram, based on the 25 applications

- This presents a future state architecture in a way that can be understood by both technical and operational teams.

- This is provided as a conceptual architecture model that can be taken and used by solution architects to build out different architecture views / models to define the solution blueprint which is key for change and impact management.

Future State Architecture Workshop

- The Future State A0 Diagram is used as the basis for this workshop and presents the recommended Future Operating Model and the output of the application candidate assessment.

- This workshop garners input and feedback from key stakeholders to ensure the validity of the Future State Architecture A0.

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PHASE 4 – Transformation To Recommended Future State

Transformation Blueprint

– This is produced to reflect the complexity, the thought process and the delivery mechanisms that are required to achieve the Future State Architecture.

– The transformation blueprint provides a logical series of steps to achieve the desired project outcomes providing the first step for project and programme managers to develop complex project plans and resource schedules.

Investment case Excel Model

– This models the return on investment that a transformation such as this may bring, enabling business case justification and understanding of when benefits will be realised. The investment case also provides an assessment of the costs for the steps involved in the transformation, the projected savings, and when they will materialise.

– This is an important deliverable that can be used as a living document to model different scenarios depending on changing circumstances and findings across the organisations.
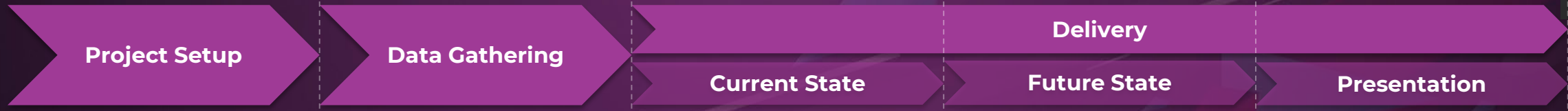
PHASE 5 – Final Strategy Production And Presentation

Strategy Document

– The strategy document brings together all findings and recommendations from the engagement, providing a full commentary of the current state, future state recommendations, recommended transformation activity, and commercial analysis.

– The aim of this document is to bring together the findings and recommendations across a number of architecture views, including infrastructure, applications, data and business that ties together the evidence for the decisions that have been made.

Presentation

– This is a 2-3 hour workshop delivering a summarised view of the strategy, findings, and recommendations made. It focusses on the business context, business pressures and financial evidence backing our recommended next steps.

– The presentation is used to concisely present a summary to a non-technical audience and gain senior stakeholder buy in as well as enabling senior stakeholders to question and understand the impact, the opportunities and the risks of change.

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Project Setup

Data Gathering

Delivery

Current State | **Future State** | **Presentation**

01 Project Kickoff

- Application candidates identified
- Personnel identified for interviews
- Interviews booked
- Project Milestones Agreed (Onsite, Current State, Future State, Executive Presentation)
- MAP Tool, PowerShell Scripts & RVTools run
- Communications Plan / Escalation / Project Board...etc
- Interview guidance issued

02 Shaping Cloud Onsite Completed

- Shaping Cloud onsite 5 days
- Access to Finance information

03 Current State Workshop

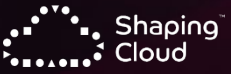- Access to data and information

04 Future State Workshop

05 Presentation

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Interview Matrix

Meeting Topic	Purpose of the Meeting	CIO	Deputy CIO	CTO	IT Manager	Service Desk Manager	Service delivery manager	Lead Wintel Engineer	Wintel Engineer	Lead Unix / Linux Engineer	Unix / Linux Engineer	Infrastructure Architect	Application Architect	Enterprise Architect	Security Lead / Architect	Application Lead / Manager	Application Developer	Storage and Backup Manager	Infrastructure Manager	Network Manager	Network Architect	Desktop Manager	Desktop Engineer	Database Manager	Database Administrator	Business Analyst	Procurement Lead / Manager	Finance Manager	Programme Director	Programme Manager	Project Manager	Data Centre Manager
ICT Leadership and Strategy	• Strategy and outlook of the organisation • The challenges, issues and what is being done to address them	m	m	m	o		o					o		o												o						
Servers & Hosting	• Server platforms in use, physical, virtual, cloud, hosted etc • Data Centre capabilities and services in use • System management tools and operational processes				o			m		m		o							o													m
Storage, Backup and Disaster Recovery	• Storage, backup, DR and restore capabilities within the organisation • Storage, backup (and DR) service management				o						o	o						m	o													
Applications and Databases	• Applications criticality, dependencies and delivery mechanisms • Database platforms in use and how they support the application estate • Application business usage and general understanding of applications • Application development operations												o	o		m	o							o	o	o						
Desktop, email and mobiles	• Email, file and collaboration services • Thin client, application and desktop presentation • Desktop hardware as well as device management (including mobile)											o							o			m	o									
Networks	• Network topology and management. LAN, WAN, Wireless etc • Telephony including contact centre											o								o	m	o										
IT Services, Operations and Support	• IT service management operations, service desk and service toolsets in use • Team responsibilities and dynamics between teams		o	o	m	m	m																									
Finance and Procurement	• Capex costs of all services including servers, storage, network, data centre investment and licensing costs • Revenue costs of all services such as licensing, people, maintenance, professional services and utility costs	o	o	o	o																						m	m				
Programme and Project Management	• Understanding of the major programmes of work in flight and planned • Project management process, dynamics and challenges	o	o	o	o																								m	m	o	
Security	• Security technologies and practices used by the organisation • Regulations, constraints, and security policies			o	o							o	o	o	m																	

m = mandatory & o = optional

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Mechanics – Shaping Cloud to Provide:

Guidance on setting up and running the MAP tool

Guidance on setting up and running Powershell scripts and link to RVTools

Project Initiation Document
Topics provided ahead of interviews
Reviewed in advance by client and discussed during stakeholder interview process

Weekly progress reporting throughout

Support throughout engagement

Questions?

SC:Strategy

Please contact us below for more information:

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