Cloud Migration Navigator.

ANS Think Bigger.

What is Cloud Migration Navigator?

Cloud Migration Navigator is a flexible engagement packaged up to provide you with a case for change, TCO analysis, a detailed transition plan and a project scope and timeline to get you into a position where you're ready to go straight into project.

The Navigator will provide you with:

01 **Business case**

We'll take the information provided by the Microsoft Economics Team and work with you to build a high level TCO comparison into your existing operating model to get you to the next phase of the project.

02 **Roadmap for your applications**

We'll work with you to understand exactly what you can do with each application and when you should do it, whether that be rehosting, refactoring, re-platforming or retiring.

03 **High-level transition plan**

We'll tell you how long it will take to complete your project, outlining key phases along the way. We'll also take into consideration business commitments, requirements and mandatory timescales.

04 **Benefits breakdown**

We'll show you exactly what you can expect to gain from your project, whether it will help to make cost savings, deliver a better service to your customers, improve efficiencies or increase your uptime and performance.

05 **Clear options**

We know that understanding your options from a commercial perspective is crucial so we'll show you if a cloud environment could be more efficient than your current operating model or any alternatives you may be considering.

06 **Defined operating model**

We'll work with you to establish your needs moving forwards, whether you need training, support in restructuring your teams or help in building out your capability to develop, manage and operate your new environment.

What to expect from the Cloud Migration Navigator.

The process if broken down into 3 key phases:

01 Meet and greet

02 Assessment workshops

03 Refine and transform

Navigators are available across the following projects:

Please note all engagements can be combined.

- ✓ Data centre transformation

- ✓ Virthual desktop transformation

- ✓ Data warehouse modernisation and business intelligence

- ✓ Business continuity and disaster recovery

- ✓ Application modernisation

Phase 01:
Meet and greet

The Navigator process begins with our meet and greet workshop.

This initial engagement will kick off the 4-5 week process that often runs alongside the Microsoft Economics Team's engagement. In this meet and greet session, you'll be introduced to your dedicated Solution Architect who will talk to you about their role, knowledge and experience. They'll also explain how they will support you in delivering the outcomes you want to achieve.

Your specific business objectives and outcomes may range from the need to provision services faster, shifting your cap-ex to op-ex or reducing your TCO. Whatever your goal, we'll work with you to understand these and also determine what format you need to see these outputs in, for instance you may want the output to be more business case focused, or technically focused.

Phase 02:
Assessment workshops

Workshop 1 : Application analysis and target state

Prior to the workshop, we will send you a few questions for you to answer around each application which will help us to understand your applications in more detail and create a more thorough agenda for the workshop.

During this workshop, we will go into detail around application architectures, the service level requirement and any integrations and profile the application to determine if it needs to be refactored, rehosted, retired or re-platformed and how best to transition the application to its target placement.

Fact file

- **Target audience:**
  Application owners.

- **Duration:**
  1 – 3 hours.

- **Likelihood of follow-up questions:**
  Medium.

- **Commercial impact and importance:**
  Medium.

- **Prerequisite information required:**
  Application knowledge inc. integrations, service levels, application use times, comsumers and value to the business.

Workshop 1 : Application analysis and target state

Stage 01
Prerequisite information gathering

Our first action will be to send you an application DNA form to complete before the workshop. We'll be happy to provide support and answer any questions you may have on completing the form.

Stage 02
The workshop

We'll then schedule a 1-3 hour workshop with you to delve deeper into the applications and help decide how best to treat them, whether it be refactoring, re-platforming, rehosting or retiring.

Stage 03
Application is mapped to your infrastructure

We will then map the application information we have gathered to the underlying infrastructure to size and scope the transformation.

Stage 04
Iterate and follow up

We understand that your time is precious, so we take an iterative approach to follow up with you on necessary additional information.

Workshop 2 : Target architecture and operating model

The second workshop is designed to ensure that you get answers to help you make specific design decisions that will meet your cost and operational requirements. We'll work with you to help you understand what operational tooling you're going to require, how you're going to align to Microsoft best practice, how you're going to deliver service operations like back-up and disaster recovery in cloud, and what skills and capabilities you are going to need moving forwards.

This phase of the engagement is aimed towards your technical teams to ensure your desired operating state, compliance and governance requirements are all considered, and the platform is architected in a way that meets your commercial requirements.

Fact file

- **Target audience:**
  Infrastructure and operations.

- **Duration:**
  1.5 hours.

- **Likelihood of follow-up questions:**
  Low.

- **Commercial impact and importance:**
  Medium.

- **Prerequisite information required:**
  Existing operational processes and tooling, service level requirements, governance and compliance obligations.

Workshop 2 : Target architecture and operating model

Stage 01
Prerequisite information gathering

Prior to the workshop, we'll ask you to come to a meeting with a clear understanding of your existing tooling and operational process as well as SLAs, governance and your compliance requirements.

Stage 02
The workshop

During a 90 minute workshop we will look to understand the existing tools, processes and skills in your operations team and align them to your future architecture.

Stage 03
Create first iteration of target architecture

We will design a landing zone and operating model that aligns to best practices whilst conforming to your existing architecture and security principals. We also incorporate your desired operational tooling and processes.

Stage 04
Present and follow up

We'll present the Target Architecture and Operating Model to your technical team to ensure they're comfortable with the design principles and confirm that it meets the organisation's needs.

Workshop 3 : Case for change

The Case for Change workshop is designed to ensure your business objectives are clearly measured, defined and realised as part of the project.

We will build the case for change from a business outcomes perspective, ensuring we have tangible benefits and a method to realise the benefits. We know that understanding your options from a commercial perspective is crucial, so we'll provide you with a TCO analysis including the current rate of return and net value to show you if a cloud environment could be more efficient than your current operating model or any alternatives you may be considering.

Fact file

✓ **Target audience:**
key stakeholders, decision makers and budget holders.

✓ **Duration:**
3-4 hours.

✓ **Likelihood of follow-up questions:**
High.

✓ **Commercial impact and importance:**
High.

✓ **Prerequisite information required:**
Operational challenges, strategic objectives, business drivers, current platform run and support costs and anticipated renewal dates.

Workshop 3 : Case for change

Stage 01
Prerequisite information gathering

We will need to know your current run costs of your existing infrastructure, an understanding of your drivers behind the project and the specific outcomes you are hoping to achieve.

Stage 02
The workshop

A workshop is scheduled for 3 hours to work through developing the case for change using our extensive experience in developing business cases that senior executives can understand.

Stage 03
Application is mapped to your infrastructure

We will then map the application information we have gathered to the underlying infrastructure to size and scope the transformation.

Stage 04
Iterate and follow up

We understand that your time is precious, so we take an iterative approach to follow up with you on necessary additional information.

Phase 03:
Refine and transform

Your ANS Solution Architect will work with your business stakeholders and technical management to refine the adoption plan to get you into a position where you are ready to go straight into project.

Our goal is to help you get to project sign off as quickly and easily as possible. To help you do this, we will need to establish if there are any workloads you'd like to accelerate and if you have any immediate use cases for cloud to help you map out your next steps. We'll then break the project down into manageable milestones and determine what should be considered for tender and procurement requirements.

We'll then refine the output documentation and present it to you in your format of choice to arm you with all the required information to assist you in getting your project off the ground quickly and effectively.

To help you do this, we have developed a number of accelerators to get you to project faster, more reliably and at scale. We can also work alongside the Microsoft team to give you access to key funding programmes. On top of this, we'll also help you train and support your technical teams by inviting them to our Immersion Day workshops and supporting them with training and team augmentation.

Want to find out more?

To find out more about the Cloud Migration Navigator and how you can start your engagement, please speak to your ANS account manager.

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