



competitive edge

**Competitive Edge is Claranet's proven approach,
that enables you to accelerate your ability to harness
the power of cloud for competitive advantage.**



Cloud capability



Advisory & Consulting

World-leading CCOE expertise
Defined business outcomes

3,000 Claranet staff in ten countries.
Global Revenues in excess of £500
million



Migration & Adoption

Project execution in safe hands

One of five global organisations with
Premier Partner status with Microsoft
Azure



Operation & Innovation

We design with the run in mind

Leader in the ISG Managed
Public Cloud and Cybersecurity
Solutions and Services



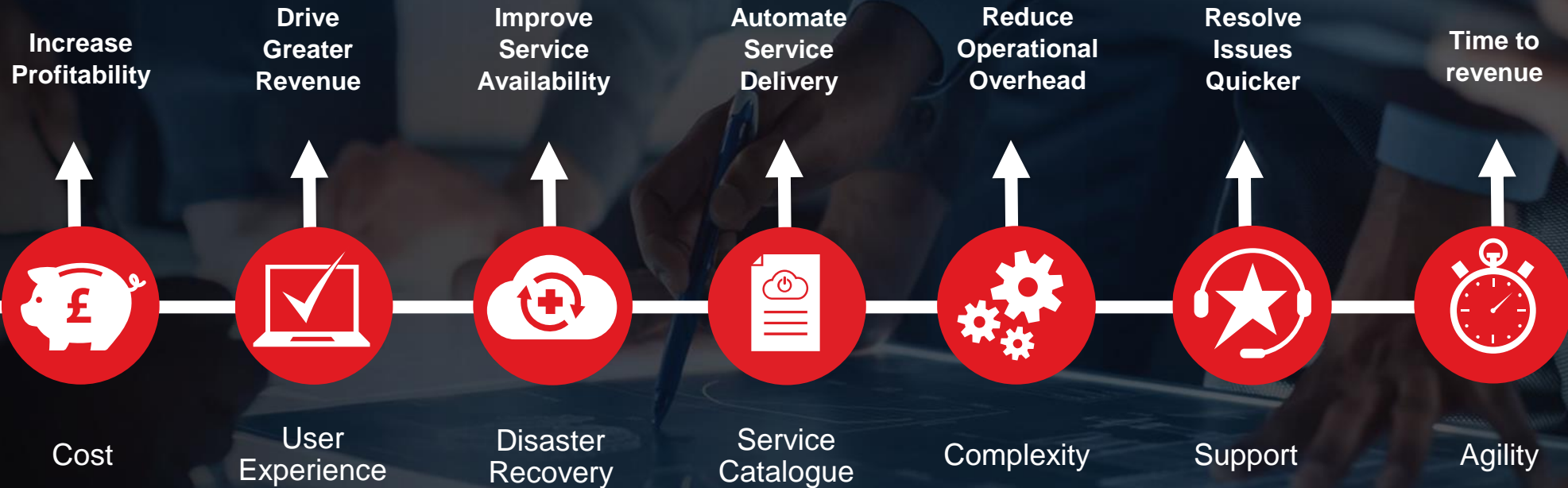
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Design

Move

Lead

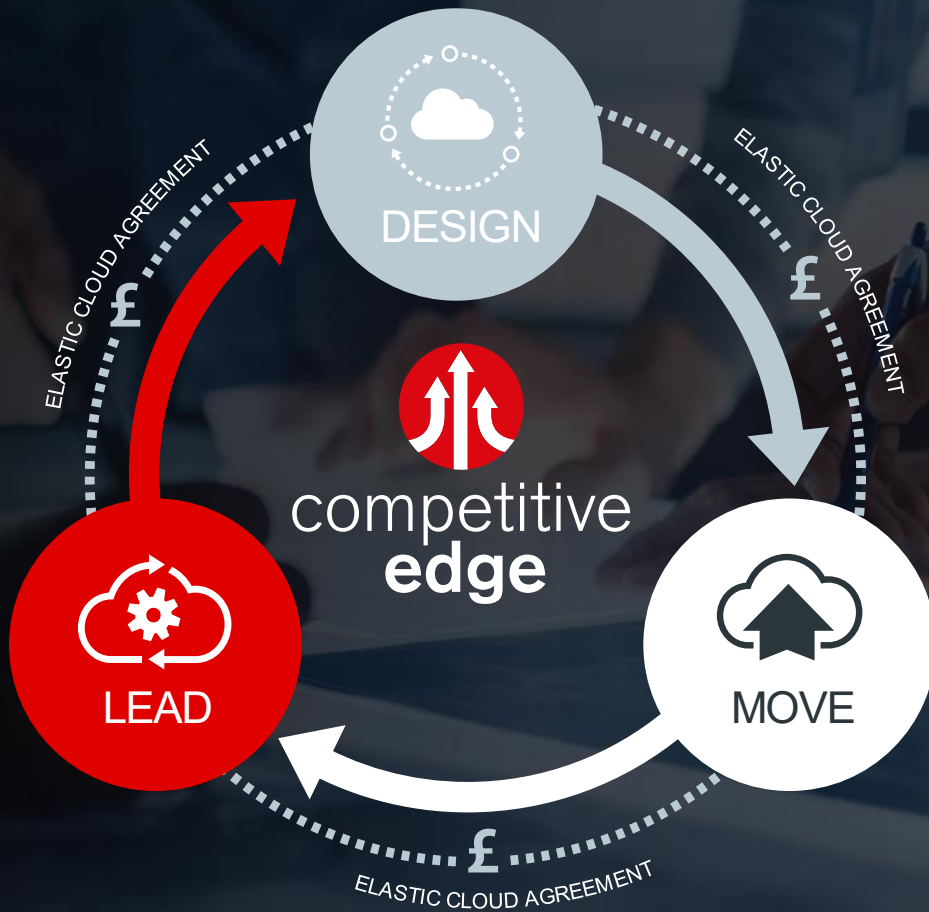
Business outcomes



Customer Challenges

- No alignment of services to infrastructure
- No Application dependency mapping
- No business service roadmap
- Mixture of data protection policies and often untested recovery plans
- Limited understanding of data and the opportunities it presents
- Limited understanding of the impact of data governance, compliance and regulations
- Lack of alignment between IT assets and financial records
- Lack of understanding of true cost of “Doing Nothing”
- Lack a current data centre & rack layout
- Poorly populated CMDB

Competitive Edge



Advisory & Consultancy

- Discover and Analyse
- Architect
- Adoption planning and Business Case

Migration & Adoption

- Transform & Modernise
- Transition & Support

Operation & Innovation

- Manage & Optimise
- Continually Improve

Competitive Edge is tailored to customers specific requirements:



- **Design**

Working collaboratively, Claranet provide advisory and consultancy to help understand the current state and develop a Azure cloud migration and continuous service delivery improvements roadmap and business case.



- **Move**

Implement the right cloud migration strategy and optimise it for success, efficiency and cost reductions by utilizing Azure tools and best practices.



- **Lead**

Once in the cloud, you're ready to take the opportunities it creates: optimise, innovate, experiment, grow.

Our solution to the journey



Design



Competitive Edge

Modular Consultancy framework

Discover, Analyse, Architect, Implement aligned – aligned with Microsoft Azure Cloud Adoption Framework (CAF)

Business Case creation



Cloud Centre of Excellence

Creation of Cloud Strategy aligned to your business outcomes

Creation of CCoE – assistance to establish the CCoE to govern and accelerate cloud adoption through execution of strategy

Cloud Services Roadmap



Cloud Security Training

Training across Tooling and cloud native services

DevSecOps to ensure security best practice is embedded throughout your software development processes



Architecture as a service

Technical assistance to drive solution design and augment internal technical resources

Ensures Infrastructure is aligned to operational requirement – Azure Well Architected Framework as a guide

Secure by design

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Our solution to the journey



Move



**Migration
Factory**

Rapid Migration of workloads into cloud
Project Governance
Outcome based



**Application
Modernisation**

Uplift of Legacy OS
Uplift of SQL versions through migration



FinOps

Recurring service to assist in managing cost
Rightsizing
Reserved Instances/saving plans
Software licensing reviews



SysOps

ITIL driven managed service
Mode 1 for IaaS & PaaS management



**Managed Detection
Response**

Identify breaches fast through real time expert analysis of all your cloud environments



PCI-DSS

End-to-end PCI services for all your PCI DSS compliance needs

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Our solution to the journey



Lead



CloudOps

Pro-Active Agile Managed Support
PaaS and Cloud Native Services
Mode 2 Methodology



Data Services

Data Platform Service
Data Analytics
Data Visualisation



Technical Strategist

Aligned technical resource to drive through digital transformation
Automation expertise
Operational improvements



Optimisation days

Transformation days to execute greenfield projects and migrate to PaaS/Serverless services
Time to remediate common service issues aligning to SRE model

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Sustainable Approach

Competitive Edge is also about helping you to become carbon neutral and get out of the infrastructure game. The responsibility, to continually do the right things now and for the long term permeates everything we do.



claranet[®] | helping our customers
do amazing things



Customer success

Claranet case study | Enstar



Enstar move to Azure with the help of Claranet

Enstar

Enstar is a global reinsurer with over \$21bn asset value and more than 1,000 staff spread across multiple territories including Bermuda, Australia, Ireland, UK and US. The firm has been in business for over 26 years and has made over 100 acquisitions, resulting in a complex and extensive IT estate.

The Challenge

After completing more than 100 acquisitions over the last 26 years, Enstar had a number of key challenges with its IT infrastructure, including a food cost base caused by multiple datacentres, datacentre space constraints insufficient to support growth, risk of service failures due to out-of-support hardware and legacy systems.

Following a strategic assessment, it was determined that moving to Cloud was the most effective approach to address these challenges, and as an organisation that is predominantly built on the 'Microsoft stack', Azure was selected as the target platform.

Like many financial services organisations, Enstar operates in a highly regulated, risk-averse environment, and therefore needed a partner with extensive experience of Azure migrations to minimise the inherent risks of the project. A Request for Proposal (RFP) exercise was undertaken by Enstar, and detailed proposals were submitted by seven organisations, including Claranet.

“Our RFP process included organisations with some of the most extensive cloud migration experience in the market. Claranet distinguished itself from the rest of the candidates with its pragmatic proposal and the quality of the team it put forward, which impressed with its deep technical expertise. This resulted in Claranet being the unanimous choice from the Enstar selection panel.”

David Hooley
Global CIO at Enstar

“The personal touch with each client is paramount to Claranet, and this is what sets it apart from the competition.”

Liam Bennett
Cloud Practice Director at Enstar

“We always put our best in the room – this is one difference between us and other partners – our technical people are in front of the customer from day one. We could answer all of Enstar's technical questions straight away,” he said.



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Claranet case study | Arup



Arup constructs a better world in the cloud by delivering agile and flexible digital

Arup

Arup is an independent firm of designers, planners, engineers, consultants, and technical specialists, working across every aspect of today's built environment. The company employs more than 14,000 people in over 30 countries. Recent projects include the High Speed 1 railway line, Beijing's Bird's Nest stadium, and the iconic Sagrada Familia church in Barcelona.



The challenge

“Due to its large scope and size, with offices located around the world, Arup's digital infrastructure was spread across eight large global Data Centres, 70 server rooms, and several different public cloud providers. Over time, this infrastructure landscape had become complex to manage, expensive to maintain, and inefficient to operate.

As part of Arup's long-term modernisation strategy, the company chose a 'cloud-first' approach to its technology platforms and connectivity in order to reduce capex and boost the economic resilience of the organisation. A key objective for Arup was to decommission as many Data Centres as possible and reduce the footprint of those remaining by consolidating processing and power usage requirements.

“It was important for us to put a new framework in place...to fully embrace the agility and versatility of hyperscaler cloud.”

Another principal driver for change was the need to increase the productivity of each component of Arup's IT estate, as the complexity of the old setup meant the organisation's central IT function was being slowed down by incompatible back-office processes. The company's aim was to transform and modernise its existing Data centre model. This would free up the organisation from the constraints of on-site infrastructure and provide greater operational agility.

Dai David, Chief Technology Officer, Digital Technology at Arup, explained the need to overhaul the company's digital estate:

“Cloud technology platforms enable us to develop digital products and services in an agile and scalable environment. It is a fast and ever changing landscape and we need to be flexible. It also helps us align to the United Nations Sustainable Development Goals.

“If we don't differentiate to provide value, we run the risk of losing ground to niche providers. Working with Claranet, we can adapt and continue to aggregate multiple services and to deliver As A Service solutions to our customers.

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Claranet case study | Speedcast



Global satellite communications firm gets a bird's eye view of data migration to AWS

About Speedcast

Speedcast is the world's most trusted communications and IT services provider, delivering critical communications solutions to the Maritime, Energy, Mining, Media, Telecom, Cruise, NGO, Government, and Enterprise sectors. Speedcast serves more than 3,200 customers in over 140 countries.

As their website states:



“At Speedcast, where you go, we go, and we're ready for wherever your venture next.

There's no location too remote, no environment too extreme, no challenge our team can't meet. We're with you every uncharted step of the way.”

The challenge

Speedcast has multiple monitoring systems gathering data from all their global devices on customer vessels and on premise. Until now, the data was all pushed into a single MySQL database, but the team soon faced a challenge with managing over 100GB of traffic each day.

Speedcast used a legacy system to collect the relevant data and display it on the company portal. As Speedcast noted: “This prevented our customers from being able to carry out basic tasks. The result was large numbers of customers calling Customer Care to check and confirm, wasting valuable time and leading to poor levels of customer service.”

Speedcast needed a new way to gather, store, analyze, and display the data in their system to improve the customer experience, make it easier for internal teams to manage it, and gain better insight into the needs of their customers.

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Kier Limited

Customer challenge:

Kier needed to select the right public cloud and modernise their technology estate on public cloud whilst reducing operational expenditure

Solution:

- Microsoft Azure selected as the major platform after all hyperscalers assessed for suitability by Claranet consultancy services through 'Competitive Edge'
- Microsoft AVS selected as 'first hop migration' to derive dual running cost savings (822 VM's migrated in 3 months using 'bulk migration) saving approximately £450K
- AVS to Azure native lift & shift of 522 compatible workloads
- Executing the modernisation of 162 legacy business applications and operating systems on 300 servers into Azure utilising only PaaS or Cloud Native Apps to provide business capabilities

Outcome:

- Cost saving of £3.5M over 5 years managed through Claranet FinOps
- Claranet established and chairs a customer Cloud Centre of Excellence
- A cloud strategy aligned to the business KPI's approved by the executive board
- Cybersecurity essentials accreditations achieved and maintained for 2021 & '22

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Claranet Group

- Founded in 1996
- Privately owned
- £440m / €500m annualised revenues / \$600m annualised revenues
- Over 10,000 business customers
- Global reach with operations in ten countries
- Over 3,000 staff
- Market leader in ISG Provider Lens™
Public Cloud and Cybersecurity Solutions and Services
- International Track 200 and Tech Track 250





Secure

Cybersecurity Services
keeping your business
secure and compliant
around the clock

Connected

Network & Workplace
Services keeping your
people, sites and clouds
connected

Cloud

Modernise and transform
your applications and
data on any cloud

Microsoft & Claranet



Microsoft
Partner



Gold Cloud Platform
Gold Datacenter
Gold Data Analytics
Gold Windows and Devices
Gold Application Development

Microsoft
Partner



Gold Communications
Gold Cloud Productivity
Gold Messaging
Gold Collaboration and Content
Gold Enterprise Resource Planning

Microsoft
Partner



2018 Partner of the Year Winner
Modern Workplace Transformation Award

Gold
Microsoft
Partner



Azure
Expert
MSP

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