



CLOUD MIGRATION SOLUTIONS

# CLOUD ACCELERATION STARTER PACK FOR AZURE

# Facts from the Market

Challenges of moving to the Cloud

**69%** of workloads & **67%** of data will reside in a public cloud within the next 12 months

**>51%**

organizations struggle with app-dependencies

**>48%**

are unable to assess technical feasibility

**>36%**

are facing issues migrating apps and data

**>36%**

have problems prioritizing apps to migrate

# Facts from the Market

Challenges of moving to the Cloud

**69%** of workloads & **67%** of data will reside in a public cloud within the next 12 months

**44%**

of organizations fail assessing  
on-prem vs cloud costs

**39%**

are facing issues  
optimizing cost  
post-migration

**40%**

don't know the  
implications of BYOL

# Customer Challenges

with migrating to Public Cloud

How are you ensuring your workloads remain secure during a migration? Have you considered cloud security, legislation and regulatory requirements?

How do you make informed decisions as to which apps to migrate and what architecture they should have in the cloud?

Do you have the internal skills and capacity to complete a migration to the latest cloud technologies, while also keeping your business running and optimized?

How are you mapping all the relationships across apps and networking devices to ensure your future cloud environment is optimized and efficient?

Cloud migration is not something you want to do twice! How can you be sure each application is migrated in the right way the first time, and then optimized for cost and benefit?



Lack of Skills and Resources in the Market

# Solution Packs | Cloud Acceleration Starter Pack



## On-premises & Cloud TCO Comparison

**Server Discovery & Assessment** to compare TCO of moving workloads still On-Premises to cloud



02



03

## Cost Optimization Proof of Value

See real examples of your organization's cost savings forecast in our FinOps Platform

## Well Architected Assessment

Consultant-led Well Architected workshop and prioritization assessment



01




04



## Results, Recommendations & Next Steps

Executive presentation of results, recommendations and next steps

**Customers already started using cloud,**  
but want to accelerate and mature  
their approach to usage and adoption



# Related SoftwareONE Azure Services

# Cloud Adoption | Customer Journey

I am new to Azure, but want to accelerate my adoption

## Cloud Starter Pack



I am already using Azure, but want to accelerate and mature my adoption

## Cloud Acceleration Starter Pack



## AzureSimple

- ✓ Easy to consume cloud platform from SoftwareONE
- ✓ 24x7 Support with 30min SLA
- ✓ Guidance and proprietary tools that help you manage and improve the way you consume cloud
- ✓ Built-in at no additional cost



## Cloud Migration

- ✓ Unlock the benefits across your estate and plan your cloud migration
- ✓ Start broader cloud migration in a way that makes sense for your organization

## Managed Cloud

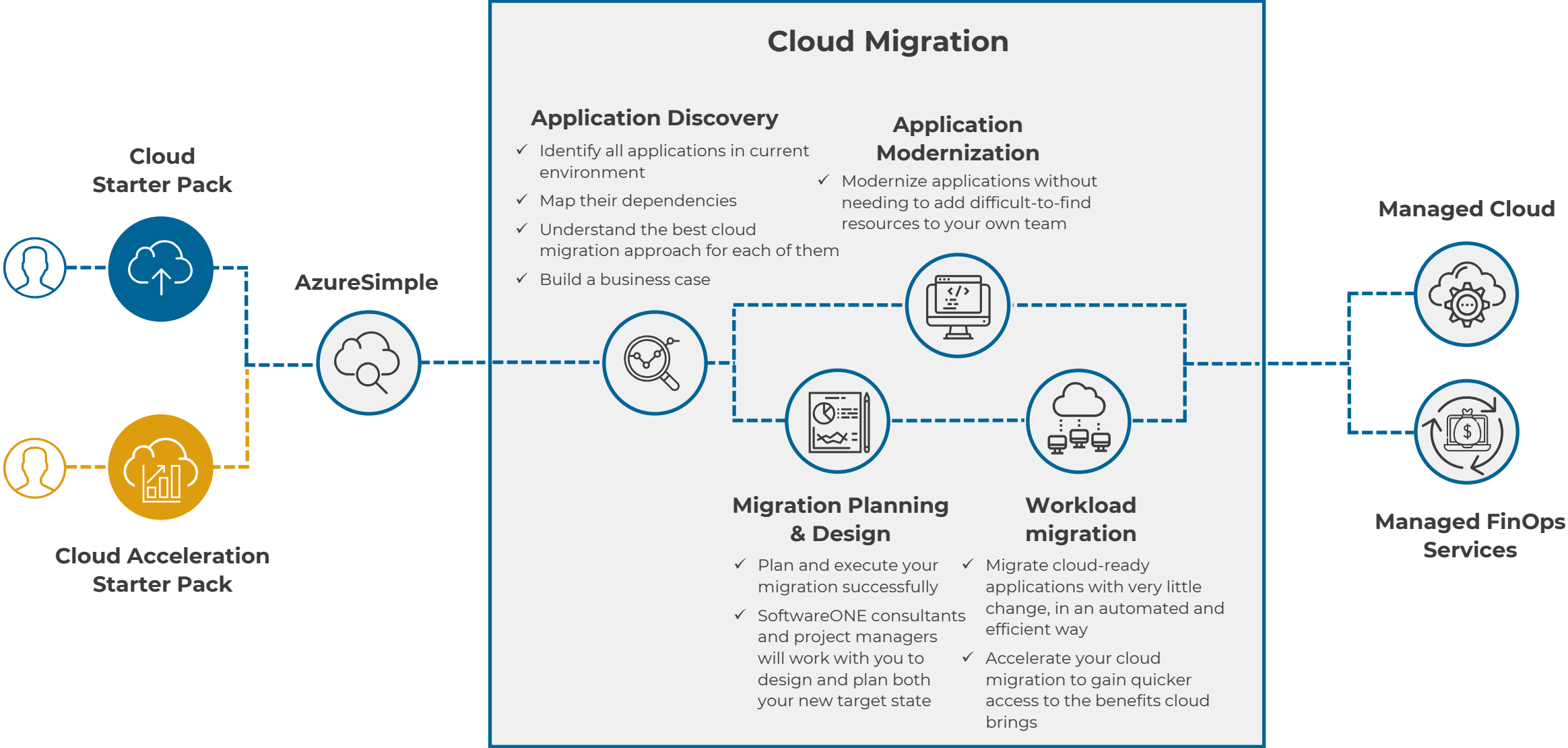
- ✓ SoftwareONE's modular managed cloud offerings can help add the capability you need to manage your cloud environment in a granular way



## Managed FinOps Services

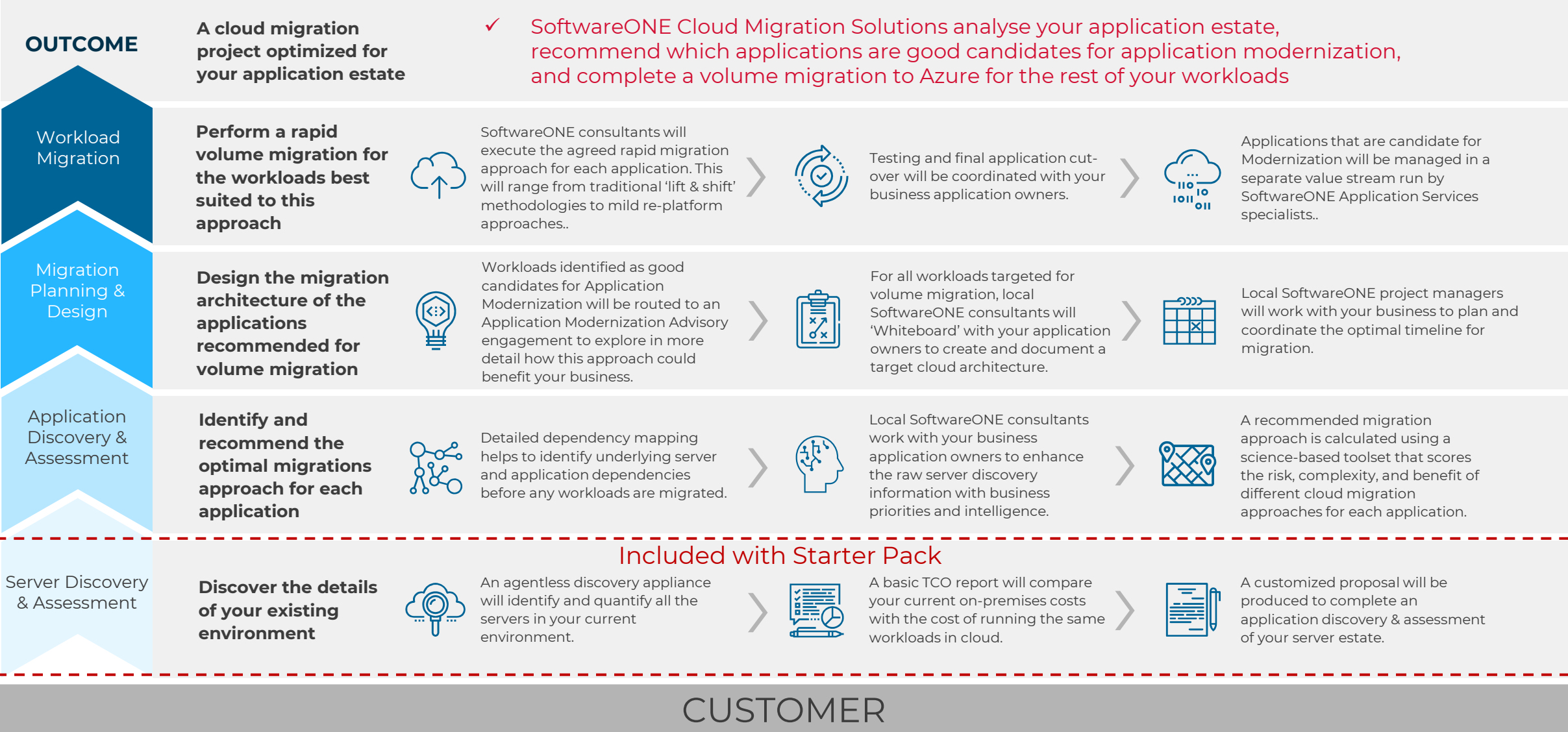
- ✓ Stay on top of your cloud's financial management and operational excellence

# Cloud Adoption | Customer Journey





# SoftwareONE – Azure Cloud Migration Approach



# Managed Cloud



## DIGITAL TRANSFORMATION



**PyraCloud** provides single pane of glass to understand consumption, operational status and recommendations



### FINANCIAL OPERATIONS (FinOps)

Spend Management

Cost Optimization

Well Architected Review

CIS Compliance

Guidance & Remediation Support by Technical Service Success Manager



#### MONITOR

**24 x 7 x 365 proactive support** to resolve issues and maintain the availability of your Cloud Workloads



#### DATA PROTECTION

**Protect** your data from loss and ransomware



#### PATCH

**Improve consistency** with DevOps and automated Patch Management



#### SECURITY

**Stay secure** and protect your server and network from unrestricted access and data leakage

Global Service Success Manager

IT Service Management operates under an ITIL compliant ITSM framework

Service Onboarding

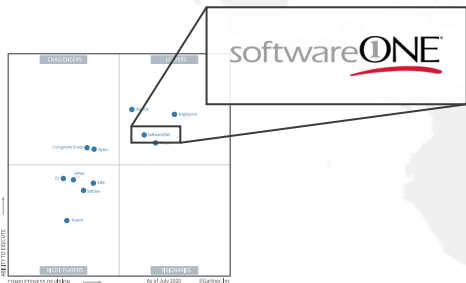
CUSTOMER

# Why SoftwareONE for Cloud Migration Solutions

## Leader



World leader in certified **FinOps Practitioners**



**Only Leader with FinOps Certification**  
in Gartner Magic Quadrant  
for SAM Managed Services



## Strategic Partner



Gold

**Microsoft Partner**

Azure Expert MSP



- Azure Managed Service Provider (MSP)
- No.1 Azure Partner Globally <sup>(1)</sup>
- Strong Licensing Expertise

## Services



**FinOps Platform**

Powerful Cloud Financial Management Platform



**Managed FinOps**

Foundational services and continuous improvement



**Automation Platform**

GorillaStack Automation Platform



**Managed Cloud Billing**

Managed cloud billing for Azure



(1) Management estimated based on global transaction volume of combined company with Microsoft in 2018

# Why SoftwareONE?



\$100 Million+ in **Professional and Managed Services**



Think globally act locally **in 90 countries**



Microsoft Azure Expert **MSP**



**12 certified support centers, 24x7**  
in multiple languages



5,500+ **technology professionals**



**Certified Information Security Management System** according to  
ISO 27001:2013 and ISO27017 SOC 2 Type 1



**Any questions?**

**What are the next steps?**