



# **Kyndryl 2-Weeks Rapid Assessment for Cloud Readiness & Adoption**



# General Cloud Adoption Statistics



Cloud adoption has become far more common over the years due to its many benefits. However, before we dive into those in more detail, here are some general facts about cloud adoption as a whole:

By 2024, most enterprises aspire to have **\$8 out of every \$10** for IT hosting go toward the cloud, including private cloud, **infrastructure as a service (IaaS)**, platform as a service (PaaS), and software as a service (SaaS)

**\$448B**

IDC has predicted the IaaS market to grow to **\$448B** by the end of 2025 <sup>2</sup>

In 2020 alone, 61% of businesses migrated their workloads to the cloud.

The global cloud computing market is expected to have a CAGR of 16.3% through 2026.

# Challenges to Cloud Adoption



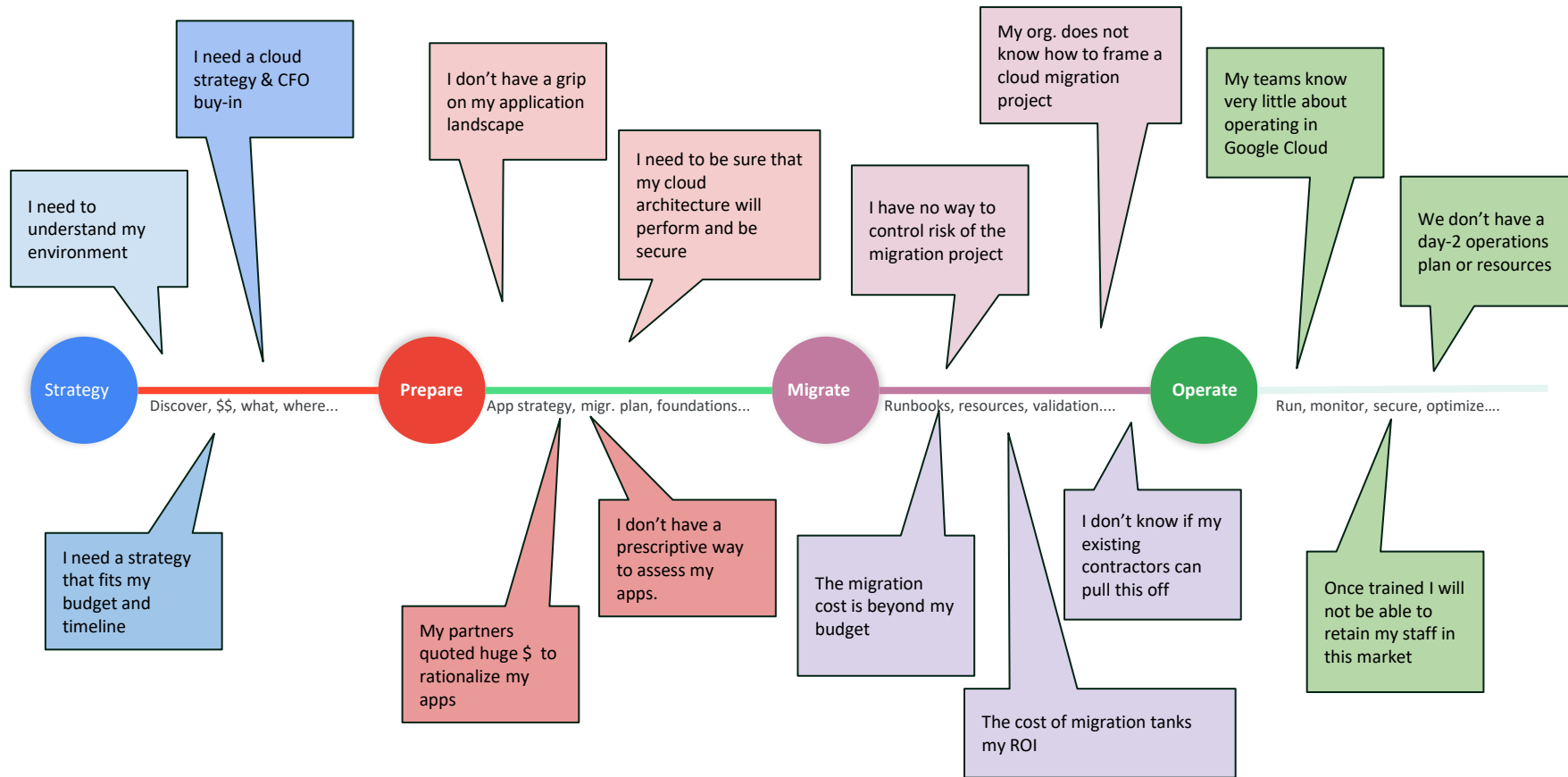
enterprise workloads are in the  
public cloud

**Yet...**

**Half of workloads and  
data still on-premises**

**Why?**

# KEY MIGRATION CHALLENGES



# Owning and maintaining infrastructure isn't a differentiator, it's a burden.



Staff pressured to do more with less



Move forward but keep the lights on



"Expensive and complicated to provision like a firehouse"

# Agenda

- 01 What is Cloud Adoption Readiness Rapid Assessment
- 02 Benefits
- 03 Kyndryl Rapid-Assessment Timelines and Process
- 04 Why Kyndryl



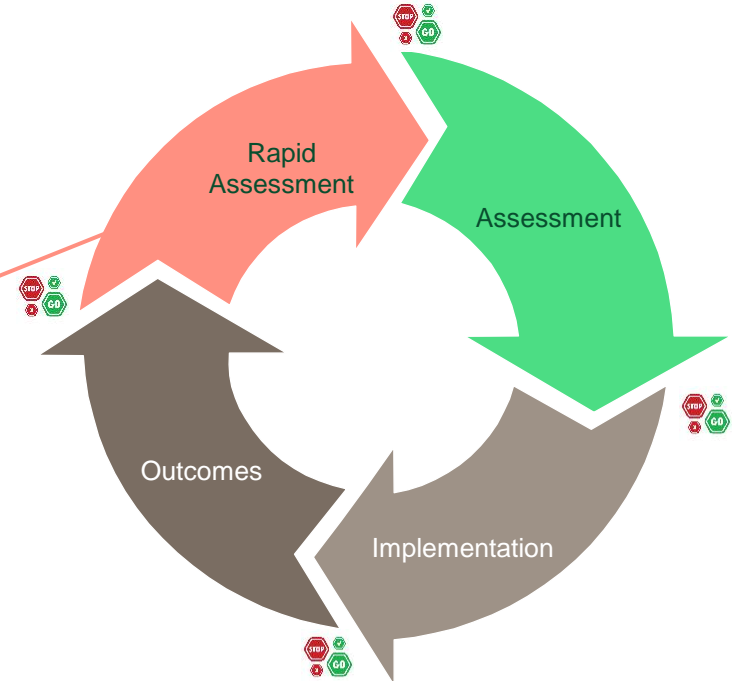
# What is Cloud Adoption Readiness Rapid Assessment ?

Rapid Assessments are designed to focus on 1 Application that is currently on-premises and is being evaluated to be moved to public cloud. During this assessment, we collect data via tools and interviews, understand technical aspects of the application and make recommendations on applications readiness for public cloud.

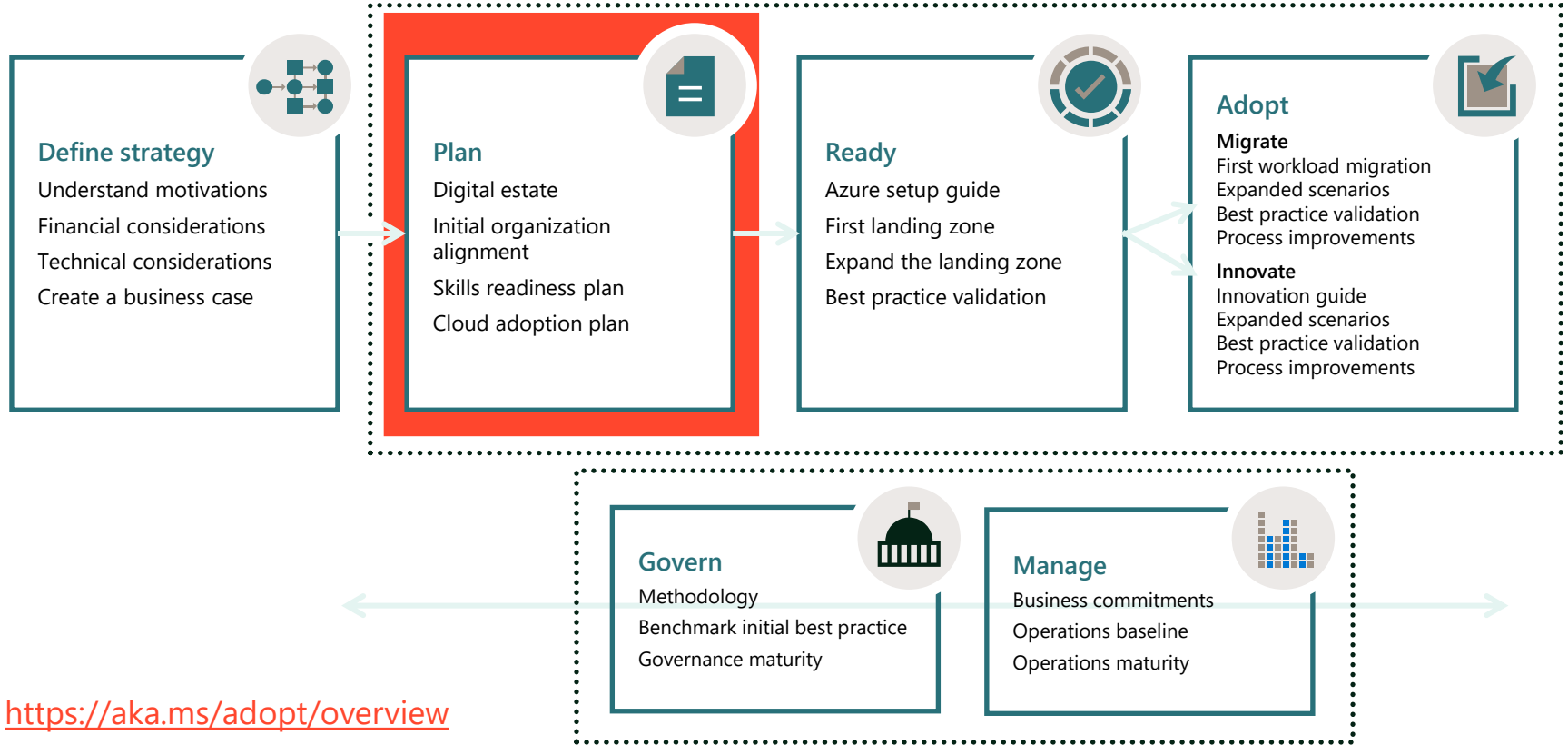
## Rapid Assessment (~ 1 to 2 weeks)

### Scope and Engagement Details

- 1 Application (up to 10 workloads, Limited to 1 hyperscaler)
- 1-2 Week Engagement
- Based customer interviews and tool based discovery (cloud native and/or 3<sup>rd</sup> party)
- Can be done with Onshore (preferred) as well as Offshore resources



# How Rapid Assessment Aligns to Microsoft Azure Cloud Adoption Framework (CAF)





# Benefits



1

## **Fast, Scalable, & Non-Intrusive Discovery**

Application Inventory and workload analysis

2

## **Cloud Fit & Suitability**

Identify risk and remediation early

3

## **Shaped Consumption Plan\*\***

Deliver the highest savings & ROI in Hyperscaler of choice

4

## **Defensible & Competitive Financials TCO-ROI \*\***

Validated cost models for on-prem and on-cloud findings

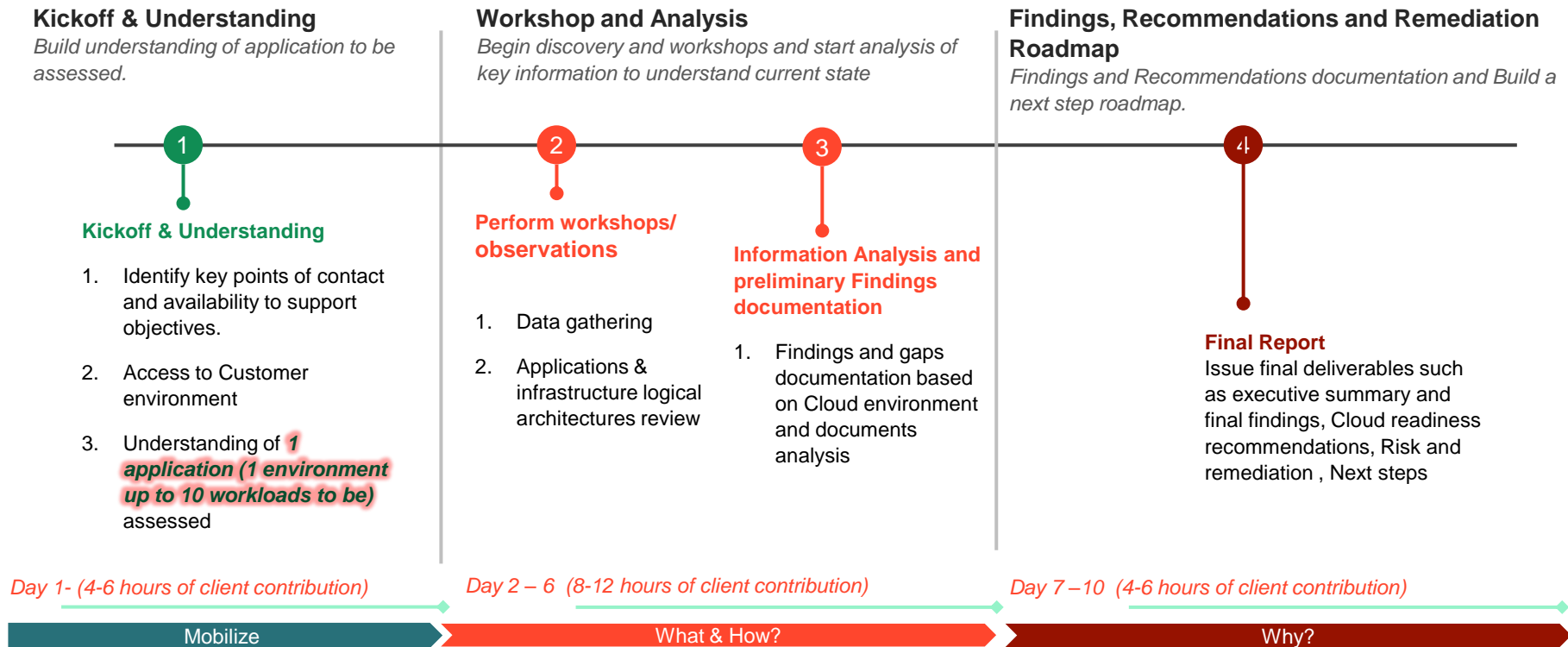
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## **Consumable Roadmap & Wave Planning \*\***

Show how-to-consume – first, second movers (etc.)



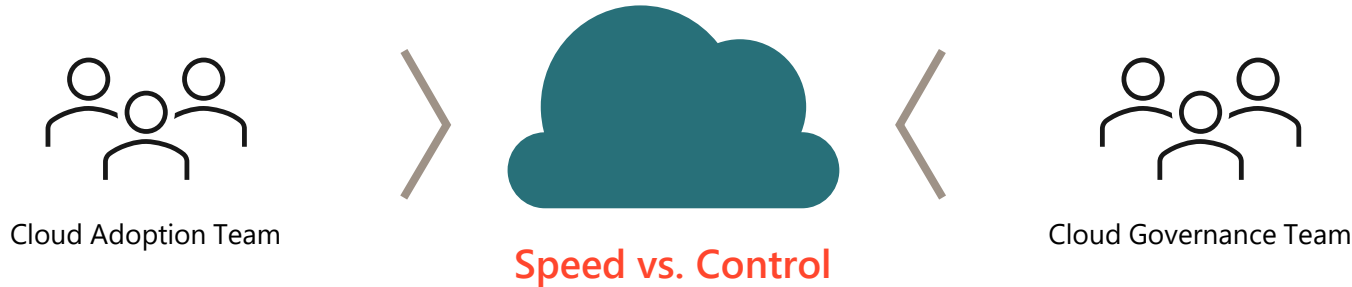
# How - Typical Cloud Adoption Assessment Rapid-Assessment timeline & activities



**Client Participants** – Executive Sponsor,  
Application SME and Cloud Operations SME

## Plan | Initial organization alignment

Implementing Cloud adoption plan requires some initial alignment of different stakeholders who will make the plan a reality.



- Create a balance between speed or **moving quickly** and control or **reducing risks** by have teams accountable for adoption and governance.
- While cloud adoption team is required to execute cloud adoption tasks, governance team ensures processes and controls are implemented.

# Plan | Rationalize digital estate

1

## Discovery

- Cloud rationalization is the process of evaluating assets to determine the best approach to hosting them in the cloud (public or hybrid)
- Rationalization can take place using an incremental approach where the cloud strategy team selects 1 application to be migrated which are a mix of simple and complex workloads; (recommended approach)
- The output of a rationalization effort is a prioritized backlog of all assets that are affected by the chosen transformation.
- Use costing models from your chosen cloud provider to forecast costs for your prioritized backlog; for Azure, we have pricing tools like Azure Migrate, Azure pricing calculator and Azure cost management. Ensure that hybrid is incorporated into the costing models.

2

## Application Analysis

3

## Cloud Readiness

### Data that is collected:

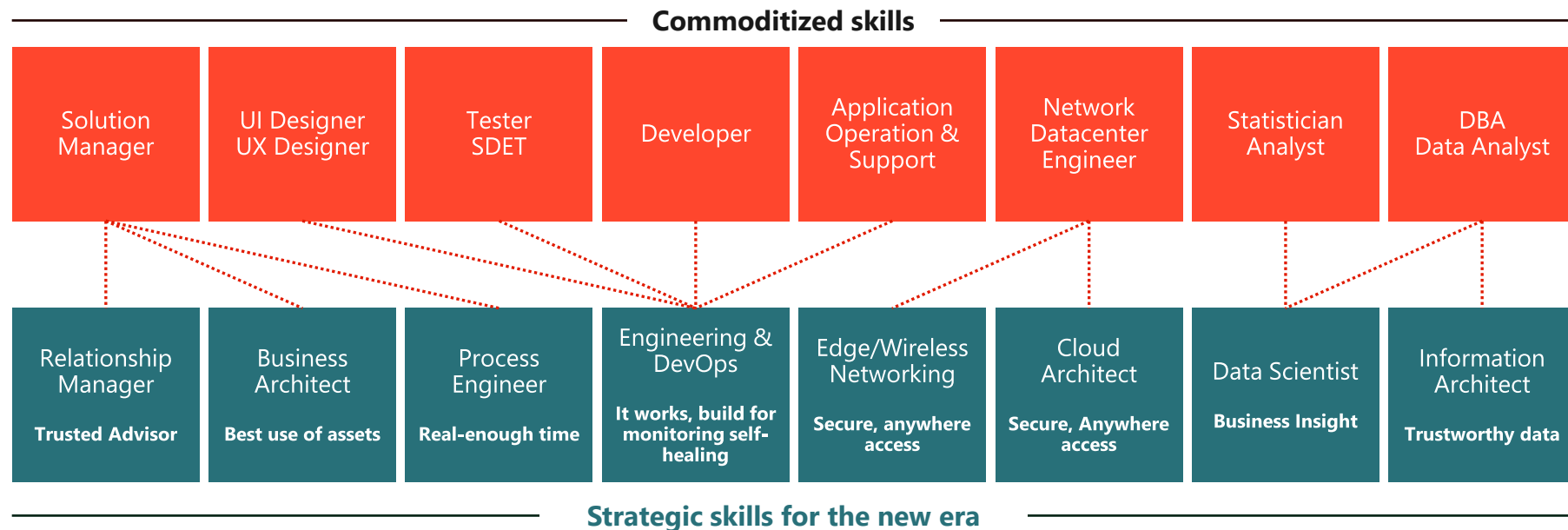
- Machine data (capacity, model, hardware)
- Machine performance (CPU, memory, storage)
- Installed application names
- Network traffic data (port, type, direction)
- Processes, services, and related utilization

### Data that is not collected:

- User information or profiles\*
- Data underlying any applications
- Data in your databases or file storage
- Application configuration files
- Data subject to PCI or HIPAA regulations

# Plan | Skills readiness plan

Cloud computing is a technology shift, and a new set of skills are required to support cloud solutions.



1. Identify the gaps
2. Look across teams
3. Create an org-wide learning plan

# Next Steps

To continue the journey towards making Public cloud an integral part of your IT Infrastructure we recommend the following next steps

## 1 Full blown Cloud Adoption assessment

Tool based discovery and assessment for all your in-scope applications and workloads

Cloud-fit Analysis

Automated financial analysis of cloud TCO-ROI

## 2 Migration Plan & Manage

Establish and Validate your Migration plan with minimal disruption to your business.

Migrate your assets to your target cloud environment using the established and approved Migration plan and schedule

## 3 App Modernization

Analyses key applications for possible cloud native optimization and modernisation

## 4 Industry specific Landing Zones

Implement a secure by design Landing zone tailored to your specific requirements/Industry

## 5 Managed Services

Plan and Implement Day2 Managed services support



# Why customers choose



Together, our strategic partnership supercharges our customer-first focus, empowering enterprises with the best technical expertise, service excellence and ability to innovate in the market to help you solve your biggest challenges.



## Expertise


Kyndryl has deep experience in integrating enterprise services with the Microsoft Cloud; with Azure Expert MSP certification and rank in Microsoft's Top 5 partners with the most certifications



## Innovation


Kyndryl/Microsoft Joint Innovation Lab enables agile experimentation and new products/ services development





## Speed

Co-creation of joint solutions helps you get to market faster and deliver cloud experiences from the edge to application



## Trust


Our joint partner network empowers our ability to continually solve your biggest challenges. We bring the right partners, with the right use case, at the right time



Gold

## Microsoft Partner

Azure Expert MSP



# kyndryl consult

## By the numbers

**Our people**  
**~10,000**

**Skilled professionals**  
**~50%** Local resource / Global  
Capability Center split

**Hyper scaler certifications**  
**4,000+**



**Signings**  
**+27% YoY**

**Annual Revenue**  
**\$2B** ~90% Labor, 10% OEM  
13% of Kyndryl total revenue

**Modernization Experience**  
**Thousands of Projects & Programs**  
**25K+** IT Modernization Project & Programs  
**5K+** Strategy & Consult Engagements  
**1K+** Complex IT Transformations

kyndryl Confidential

Building on a deeply respected base of managed & implementation services capabilities, pivoting to an integrated, consulting led sales and delivery model

## Transforming customer systems across industries



**5/5**  
top airlines  
by revenue  
passenger  
miles (RPM)



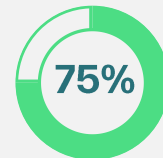
**45%**  
of passenger  
cars made  
by our  
customers



**61%**  
of assets under  
management by the  
top 50 banks  
managed by our  
customers



**4/5**  
largest  
retailers



**75%**  
of the Fortune 100  
and more than half  
of the Fortune 500



**14K+** SAP  
instances modernized  
and migrated



**225K+** Workloads &  
Server Implemented and  
Migrated



**300K** network  
devices migrations



**10K+** Databases  
Implementations



**80% faster migration**

A fintech company experienced a seamless migration to cloud and actively optimizes cost and performance to get the most value out of cloud resources



**Efficient operations and  
accelerated innovation**

A healthcare network can now run mission-critical apps in a scalable, easily accessible, high-performance environment, increasing resilience and ability to provide continuous operations for patient care



**3-5x cost improvement over  
existing solution**

A chemical company modernized its remote business operations, improving operational efficiency, safety, and mean time to repair for maintenance issues in the field



**90% reduction of legacy  
applications**

A media and advertising firm integrated and consolidated its worldwide legacy applications to improve productivity and enable innovation



# Why Kyndryl Cloud Services

1

**We are the largest IT infrastructure services firm globally** with a proven track record of successfully migrating / managing companies' cloud operations across industries and a demonstrated capability to succeed at complex integrations

2

**Working closely with the leading cloud providers** – in addition to our industry experience and distinguished services delivery at scale – readies Kyndryl to deliver **platform- and solutions-agnostic excellence** to our customers

3

**Our solution is highly secure and resilient.** We will help you move to the cloud with advanced **security and resilience** capabilities while ensuring availability and performance of your applications

4

**Data and patterns to accelerate time to value** delivering touchless support via extensive business process automation with predictive insights and recovery actions wherever and whenever possible

5

**Trusted, customer centric** one-stop shop focused on co-creating and it's why 85% of customers rate us highly on *"Partners with you to co-create new approaches"* –24% points above our nearest competitor

6

**Flexible, comprehensive offerings** to fit your needs. We manage the entire multi-cloud and on-prem estate across all providers, with flexible pricing and streamlined deployment

7

**Global presence with experienced practitioners** deployed around the world to support geographically distributed environments and local or regional regulatory requirements

8

**Advanced delivery:** Delivering intelligent operations through task automation and standardized processes supported by delivery SREs up-skilled with DevSecOps skills across hyperscaler native services and traditional IT

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Thank you

