ePLDT

INTRODUCTION :

The data-driven enterprise has been ascending to content delivery and experienced-focused models that cloud is no longer an option but a necessity. Likewise, the pivotal shifts in digital behavior of consumers continues to propel enterprise customers across all industries to explore, migrate to and adopt cloud models in their organization to survive, and thrive.

CLOUD IS THE NEW OIL; EXPERIENCE IS THE NEW CURRENCY Data used to be the 'new oil' when digitization was the BIG thing. At the early phases of the pandemic, enterprise customers who were once early adopters of cloud were the first to take advantage of reinventing business models. Cloud has become the new oil - the enabler and means to fuel and power up businesses that capitalize on *employee, customer, and digital E X P E R I E N C E.* That's why experience is the new currency, and not an end-state. It shapes and influences the way society works and it determines the local and/or international success of every business.

The commitment of ePLDT through the years of providing the best possible experience to both employees and customers has become a benchmark for constantly striving for *B E T T E R.*

Just as how PLDT's fixed and international portfolio has expanded from voice, private networking and peering, to internet and SD-WAN solutions, ePLDT's CLOUD PORTFOLIO that once started with simple homegrown solutions (IAAS, DRAAS, STAAS) has evolved to multiple cloud and hybrid cloud solutions with the trust of our growing allegiance global partners like Microsoft. Though stand-alone products of yesterday have become commodities in the tech arena today, PLDT's relationship management teams together with ePLDT's roster of highly skilled professionals and certified experts have cemented the value of an end-to-end customer journey that thrives on the very currency that defines the future of experience-driven enterprises.

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The Cloud EXPERIENCE-FOCUSED.
DIGITAL BY DESIGN.
GROW ON DEMAND.
ELASTIC
for ENTERPRISE

In our mission to be best transformative partner of choice, we are officially re-introducing CLOUD where our customers can experience our Cloud Adaptive Tools better with our Cloud Professional Services designed to support them in every step of their cloud journey.

The Cloud EDGE :

Revolutionizing experience drivers
to make the *future* **WORK** today.

CLOUD PROFESSIONAL SERVICES

WE MAKE CLOUD WORK FOR YOU!

Begin, restart, and strengthen your cloud journey step by step; Expert consultation, assessment, and implementation of cloud adoption strategies to meet the digital demands of your growing business!

With the reinvented ePLDT Cloud EDGE story, we are revolutionizing how we can make the future work today with our Cloud Professional Services and Cloud Adaptive tools that present *L I M I T L E S S* possibilities of creating a *better Digital, Employe, and Customer Experience* for them, and with them *I N E V E R Y S T E P* of their cloud journey.

<p style="text-align:center">

ePLDT CLOUD:
EXPERIENCE BETTER, STEP
INTO LIMITLESS

We make cloud work for you, and with you
#youCloudDoAnythingwithEPLDT

</p>

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CLOUD PS : ONE
INTEGRATE WORKLOADS

Better Digital Experiences are powered by well-designed ecosystems built through Cloud IAAS (Infrastructure as a Service) because of the Cloud EDGE : *Experience Driven, Digital by Design, Grow on Demand, and Elastic.* While we have the best roster of Cloud IAAS brands, it is apparent that our customers are in different phases of digital transformation.

- Some customers are already aware of the benefits of cloud, some of them might even be shopping around, but they don't know where and how to start.
- Some customers are still using *legacy systems* or applications hosted in *physical servers on premise (HQ or other satellite offices)*. Some of it are nearing end of life!
- Some customers have the budget for cloud but it is challenging for them to move all their existing workloads because of cloud is still….technically a new environment for them.

CLOUD PS: ONE OVERVIEW

- Some customers are prioritizing disaster recovery and business continuity but they have multiple servers and sources of data, some are on cloud and some are on premise.
- Some customers are exploring omni-channel sales and marketing strategies but their current infrastructure cannot support e v e r y t h i n g they envision to do!
- Some customers have been deploying several applications through the years and it's just a huge IT spiderweb that's hard to untangle….everything is working, until it isn't
- Some customers want a better understanding of how to properly adopt cloud best practices without compromising policies, processes, and people's capabilities
- Some customers are stuck in the post-lockdown firefighting phase because they are struggling to find a trusted partner who can help them in their digital transformation roadmap
- And the list goes on . . .

Let's make IT simple :
WE make cloud work FOR them, with our Cloud Professional Services
WE make cloud work WITH them, through our Cloud Adaptive Tools.

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CLOUD PS: ONE is a pillar that focuses on creating BETTER DIGITAL EXPERIENCES when we INTEGRATE WORKLOADS (cloud or on-premise) through our ePLDT professional services portfolio spearheaded by homegrown service delivery talent and experts. No matter where our customers are in their cloud journey, we are there to make cloud work for them *in every step.*

WE MAKE CLOUD WORK FOR YOU -

1 ASSESSMENT & PLANNING

How do I start my Cloud Journey?

We have an existing infra in our HQ. How much would it cost to move to the cloud? What if I have legacy apps? Should I move all my servers to the cloud? What are the timelines and things to consider?

2 MIGRATION & ONBOARDING

I already have an existing infra, but I want to migrate some / all my workloads so I can easily scale on demand.

I'm ready to move to the cloud but I don't have expertise in this new environment.

3 RESILIENCY & BUSINESS CONTINUITY

I need to back up our IT systems in case we encounter unforeseen events but at the same time, we cannot risk downtime and data loss.

How do I easily resume operations on the cloud in case my primary infra is compromised?

4 COMPREHENSIVE CONSULTING

I want to fully mobilize and implement a digital ecosystem. How and where do I start? What should I do? How is it planned and what are the key factors to consider?

IN EVERY PHASE OF THE CUSTOMER JOURNEY!

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PHASE 1 : ASSESSMENT & PLANNING
Price Starts at Php60,000

INFRASTRUCTURE INVENTORY DISCOVERY

3 man days

Discovery session to identify workloads (# of servers & specifications : CPU, RAM, Storage, O/S)

INFRASTRUCTURE TCO PLANNING

2 man days

Assessment & Total Cost of Ownership of implementing a cloud-based infrastructure

INFRASTRUCTURE ASSESSMENT

5 man days

Assessment of current workloads & IT assets

Understand current capabilities across the entire software release lifecycle

Quickly identify opportunities for improvement based on the Microsoft DevOps practices

CLOUD READINESS ASSESSMENT

10 man days

Assessment of workloads & IT assets that can be fully deployed on the cloud

Application & Data Modernization Readiness Tool :
Modernizing application and data workloads

Strategic Migration Assessment & Readiness Preparation plan for Microsoft Azure migration

Cloud Adoption Strategy Evaluator
Overall adption strategy for building a cloud business case

Cloud Journey Tracker
Identify cloud adoption path based on needs & relevant content in the Cloud Adoption Framework for Azure

CLOUD ADOPTION ROADMAP DESIGN

30 man days

Creating a cloud adoption roadmap through infrastructure planning and design

Azure Landing Zone Review
Assess plan to create a landing zone to host workloads that client plans to build in or migrate to the cloud.

Azure Well-Architected Review
Assess client workload through the lenses of reliability, cost management, operational excellence, security and performance efficiency.

Governance Benchmark
Assess current state and future state to establish a vision for applying the framework.
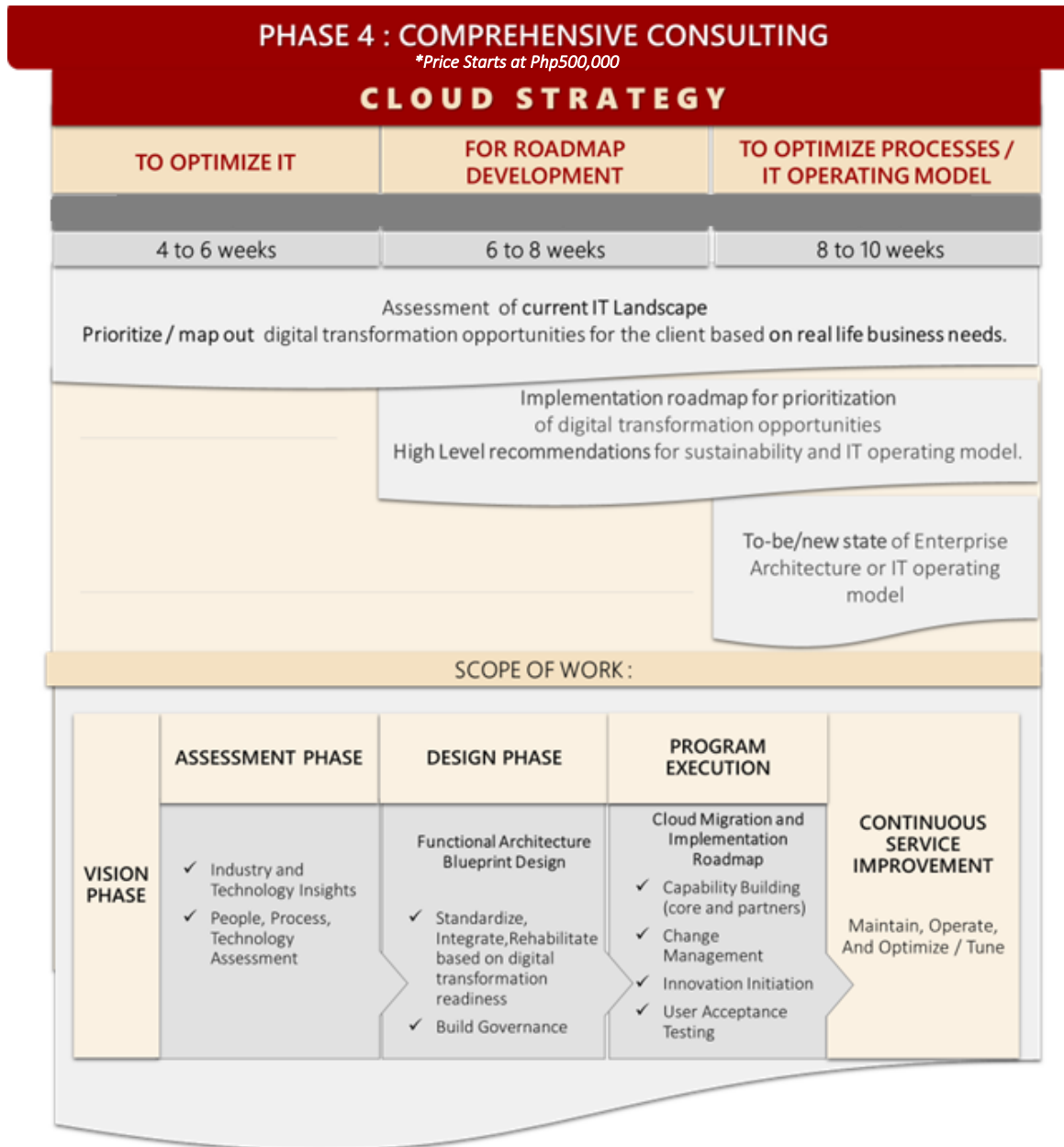
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PHASE 2 : MIGRATION & ONBOARDING
Price Starts at Php20,000

GREENFIELD DEPLOYMENT

New Cloud Infra Deployment (Raw workloads - O/S with network set-up)			
	1 to 2 VMs		1 man days
	3 to 10 VMs		2 man days
	11 to 20 VMs		5 man days

STANDARD CLOUD MIGRATION

5 man days

Infra Migration up to 5 VMs
from existing servers to cloud (Web / Application / Database Servers)

PREMIUM CLOUD MIGRATION

30 man days

Infra Migration for more than 5 VMs
from existing servers to cloud (Web / Application / Database Servers)

Tools / Methods :
(1) Azure Migrate: Server Migration (with agent & agentless) || (2) DRaaS: VM and Data Migration
(3) Carbonite: VM Migration || (4) AWS Migrate: DraaS Method || (5) AWS Migrate: Carbonite Methodx

WORKLOAD REFACTOR / REARCHITECT

30 man days

VM or Database Overhaul / Redesign and Migration
(from VM/Database assessment, redesign, to migration)

PHASE 3 : RESILIENCY & BUSINESS CONTINUITY
Price Starts at Php20,000

CLOUD ENABLED DISASTER RECOVERY	CLOUD DISASTER RECOVERY PLANNING & DESIGN	CLOUD DISASTER RECOVERY DEPLOYMENT
3 man days	10 man days	20 man days
CLOUD DR Test : UAT and Compliance Testing	Planning and Design Replication, Failover, and Failback using Azure Site Recovery, DRaaS (ASIGRA) or Carbonite DR	Set-Up and Manage Replication, Failover, and Failback using Azure Site Recovery, DRaaS (ASIGRA) or Carbonite DR

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PHASE 4 : COMPREHENSIVE CONSULTING
Price Starts at Php500,000

CLOUD STRATEGY

TO OPTIMIZE IT	FOR ROADMAP DEVELOPMENT	TO OPTIMIZE PROCESSES / IT OPERATING MODEL
4 to 6 weeks	6 to 8 weeks	8 to 10 weeks

Assessment of **current IT Landscape**
Prioritize / map out digital transformation opportunities for the client based **on real life business needs.**

Implementation roadmap for prioritization
of digital transformation opportunities
High Level recommendations for sustainability and IT operating model.

To-be/new state of Enterprise Architecture or IT operating model

SCOPE OF WORK :

VISION PHASE

ASSESSMENT PHASE
- ✓ Industry and Technology Insights
- ✓ People, Process, Technology Assessment

DESIGN PHASE
Functional Architecture Blueprint Design
- ✓ Standardize, Integrate, Rehabilitate based on digital transformation readiness
- ✓ Build Governance

PROGRAM EXECUTION
Cloud Migration and Implementation Roadmap
- ✓ Capability Building (core and partners)
- ✓ Change Management
- ✓ Innovation Initiation
- ✓ User Acceptance Testing

CONTINUOUS SERVICE IMPROVEMENT
Maintain, Operate, And Optimize / Tune

The Cloud PS: ONE service catalogue summarizes our capabilities, estimate timeframe, and estimate cost. You may use this as a guide for Cloud Roadmap conversation starters.