



MARINER

Cloud Migration & Modernization

Solution Overview

Cloud Migration & Modernization

Section 1 – Introduction & Company Overview

Section 2 – Business Problem

Section 3 – Outcome and Approach

Section 4 – Cloud and Infrastructure Solution Portfolio

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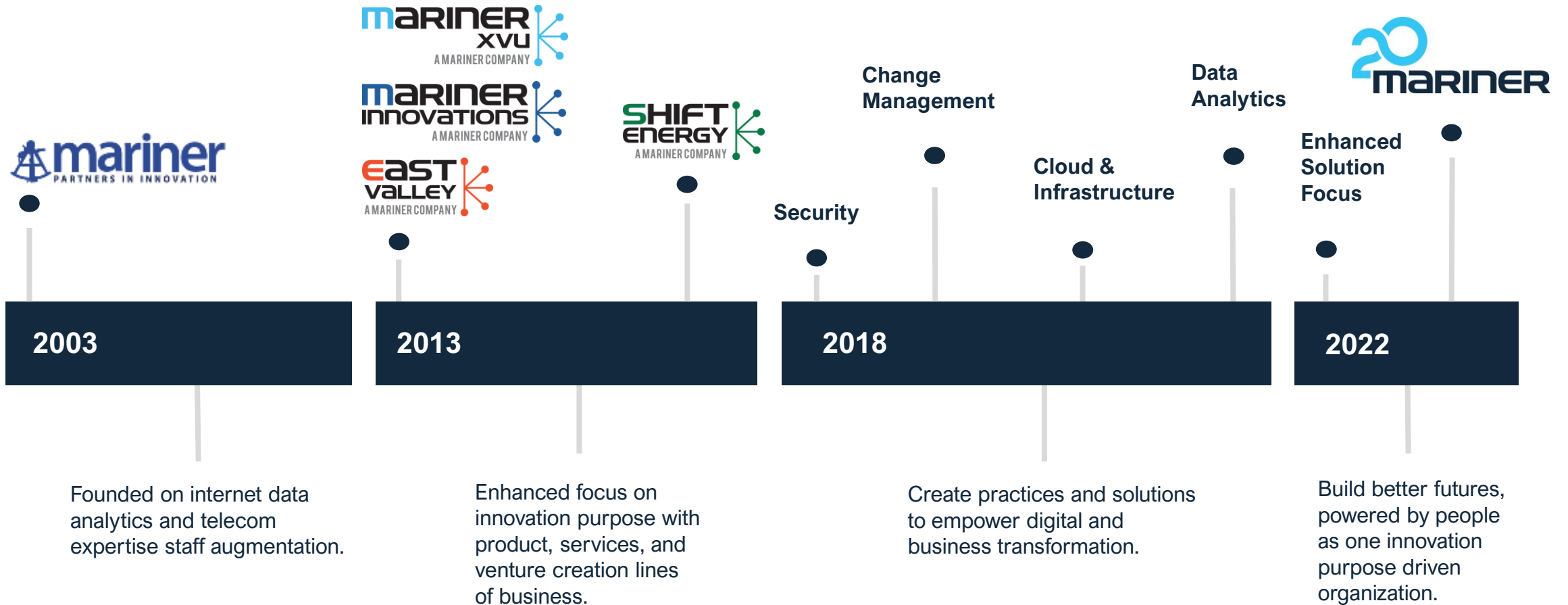
Cloud Migration & Modernization

Section 1

Company Overview

Our Mariner Story

Innovate Always and Everywhere



2003

Founded on internet data analytics and telecom expertise staff augmentation.

2013

Enhanced focus on innovation purpose with product, services, and venture creation lines of business.

2018

Create practices and solutions to empower digital and business transformation.

2022

Build better futures, powered by people as one innovation purpose driven organization.

Mariner at a glance

Building an everlasting innovation company based in Atlantic Canada and serving the world



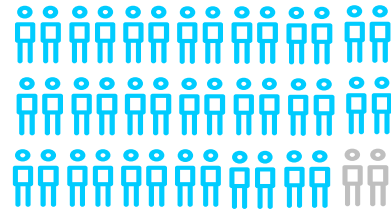
Achieved **double-digit growth** over the last 10 years



Served **197 unique clients** across our four lines of business ■■■■■

400

IT & Change Management professionals



Deep expertise in Organizational Change Management, Cloud and Infrastructure, Cybersecurity and Data and Analytics

Client across **telecommunications, public sector, utilities & ICT**

Many of our clients are longstanding, totaling over **20 years**



Headquartered in **Canada**



Serving clients in over **10+ Countries** around the globe

Over **\$2 Billion** ■■■■■



advanced technology projects delivered

MARINER SOLUTIONS

THE MOST ADAPTABLE BUSINESSES THRIVE.

We work at the intersection of business transformation and technology, helping businesses navigate complexity, ensuring your strategy, technology, processes and people are primed for success.



Organizational Change Management

Empower your organization by engaging with our certified Change Management professionals. Across all organizational levels, we collaboratively uplift internal capabilities, embrace change, and achieve exceptional outcomes tailored to your distinct requirements.



Cyber Security & Risk Management

Secure your enterprise's digital assets and reputation. Strengthen your defense lines with a results-driven approach. Safeguard revenue streams, assure business continuity, and develop a customized cybersecurity strategy and risk management blueprint aligned with your unique priorities.



Cloud & Infrastructure

Adapt and evolve with the ever-changing digital landscape. Whether assessing on-prem versus cloud, augmenting your cloud investment, or scaling capabilities, we guide you at every juncture. Lean on our platform-neutral expertise for cloud and infrastructure solutions, making certain your IT investments are in sync with changing business necessities.



Data & Analytics

Collaborate with our experienced consultants to design a holistic digital roadmap complemented by sound IT guidance. Pave the way for enduring success, mitigate risks, and execute sound digital strategies through proficient tech oversight and portfolio management.



Cloud Migration & Modernization

Section 2

Business Problem

Seamlessly transition your digital assets and workflows to the cloud

Elevate your business to solve tomorrow's problems today



1

Aging Infrastructure

Legacy infrastructure is costly to manage or doesn't provide what you need to grow your business

2

Costly scaling

Scale your business without costly up-front investments and lengthy preparations

3

Robust business continuity planning

Leverage Cloud services for cost effective redundancy, disaster recovery, and ransomware protection

4

Inability to focus on your core competencies

IT is an area that supports your business, it is NOT your core business



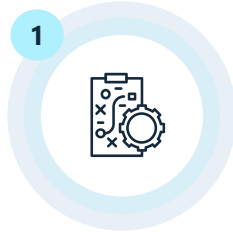
Cloud Migration & Modernization

Section 3

Cloud Migration & Modernization Customer Outcomes

Mariner's Cloud Migration & Modernization Offering

Seamless Migration, Limitless Potential



Strategy Formulation: Develop a customized migration plan that minimizes disruption and prepares your team for change. Engage in detailed communication and training strategies to ensure everyone is on board and ready for the transition.



Migration Execution: Implement the migration with precision, using advanced tools to transfer data, applications, and infrastructure. Keep business continuity and employee experience at the forefront to maintain productivity and morale.



Empowerment and Enablement: Provide targeted knowledge transfer throughout the engagement and resources post-migration to help your team harness the cloud's full potential. Focus on building confidence and skills to ensure a smooth adaptation to new technologies and workflows.



Ongoing Optimization and Support: Continuously support and refine your cloud environment to align with evolving business and employee needs. Offer regular assessments and optimizations to ensure the cloud delivers ongoing value and growth.

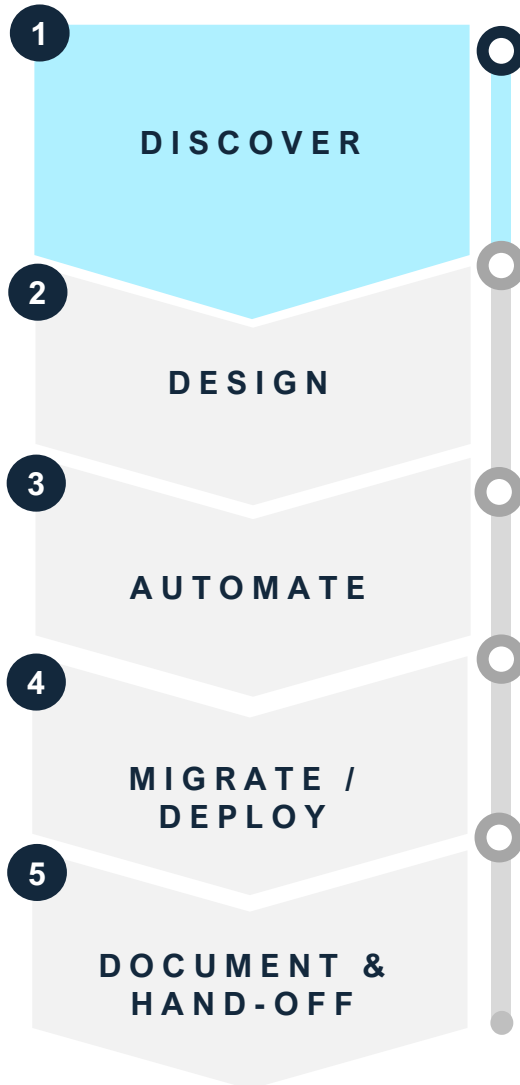
Cloud Migration & Modernization Customer Outcomes

- ✓ Enhanced flexibility and scalability
- ✓ Cost efficiency and optimization
- ✓ Improved performance and innovation
- ✓ Enhanced security and compliance
- ✓ Business continuity and disaster recovery



Mariner Cloud Migration & Modernization Delivery

Perfecting your cloud migration process



Discovery

- Determine the right type of migration: Gather critical insights into current systems to align migration with business goals.
- Identify risks and dependencies for informed planning.
- Estimates costs and resources, setting the stage for effective budgeting.

Design

- Create a custom cloud architecture for optimized performance and security.
- Outline an efficient migration pathway to minimize disruption.
- Ensure scalability and adaptability for future needs.

Automate

- Ensure consistency using automated processes.
- If required and feasible, implement Infrastructure as Code (IaC) for manageable and scalable environments.
- Reduce costs and errors, streamlining deployment.

Migrate / Deploy

- Execute a smooth transition with minimal business interruption.
- Right-size services: Optimize cloud performance and reliability for immediate impact.
- Enable quick access to cloud benefits and innovations where it makes sense.

Document and Hand-off or Manage

- Provide essential documentation and knowledge transfer for effective management.
- Establish best practices and operational procedures for sustained excellence.
- Empower ongoing cloud optimization and independence.



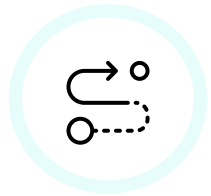
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Section 4

Cloud and Infrastructure Solution Portfolio

Cloud and Infrastructure Solution Portfolio

Innovate and Elevate: Next-Gen Cloud and Infrastructure Solutions



Strategy

- › Cloud Readiness Assessment
 - › Cloud Strategy and Planning
 - › Cloud Security Strategy
 - › Migration Strategy and Planning
-
- › IT Infrastructure Assessment
 - › IT Strategy & Roadmap



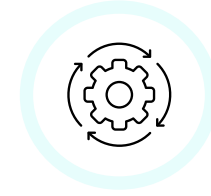
Modernization

- › Infrastructure Assistance
 - › Cloud Migration & Modernization
 - › Data Modernization
-
- › Hybrid Architecture Deployment
 - › Business Application Implementation



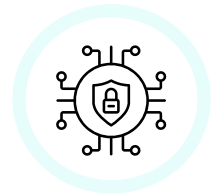
Innovation

- › Cloud Native Development
- › Digital Innovation



Optimization

- › Well-architected Cloud Review
 - › Cloud Management and Optimization
 - › DevOps, SecDevOps, and Automation
-
- › Business Continuity and Disaster Recovery



Security

- › Cloud Security Assessment
-
- › Micro-segmentation services
 - › VAPT
(Vulnerability Assessment and Penetration Testing)

Cloud Offerings Infrastructure Offerings



Cloud Migration & Modernization

Section 5

Cloud Migration & Modernization Budgetary Pricing

Indicative Budgetary Pricing

Pricing for Cloud Migration & Modernization services

Level of refactoring	Low Lift and Shift	Moderate	High Refactor / Rearchitect
Small to Medium Businesses	\$5,000 - \$15,000 Duration: 2 weeks	\$15,000 - \$50,000 Duration: 4 weeks	\$50,000 - \$100,000 Duration: 8 weeks
Enterprises	\$15,000 - \$50,000 Duration: 4 weeks	\$50,000 - \$100,000 Duration: 8 weeks	\$100,000 - \$500,000+ Duration: 12+ weeks

NOTES

All Prices are in Canadian \$.

These are market-based estimates. Mariner's Cloud Practice team will work with you to determine the scope and price for your needs.

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