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Kyndryl Rapid Assessment Microsoft Azure Stack HCI
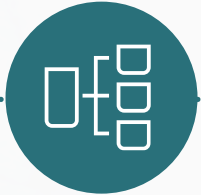
Customer Presentation

Customer challenges leading to private or distributed cloud deployments

Critical workloads with long development and deployment timelines

Workloads with strict data sovereignty, proximity, and security requirements

Manual management of disparate environments

Limited resource availability

Costly to run & maintain

Constant threat of intrusion

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Kyndryl helps clients assess Azure Stack HCI Solution

What are some of the challenges to getting started?

Challenge

| Is Azure Stack HCI right solution for my business needs | We don't know how to start | Hardware costs and TCO issues are causing continuous scale, capacity & licensing challenges | Manual management of federated IT environments How can I integrate on-prem workload/services with cloud services |

Solution

| **Kyndryl will assess the customer business requirements** for Azure Stack HCI as the recommended Solution and Identify the key use cases | **Assess Customer environment** for Azure Stack HCI Solution Readiness using recommended or chosen tool/s. | **Recommending the optimized Azure Stack HCI sizing** based on requirement/inputs gathered | **Azure Stack HCI with Arc** A seamless Azure experience with simplified management and single pane of glass to monitor/manage workloads across all environments |

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How Kyndryl can help you get started

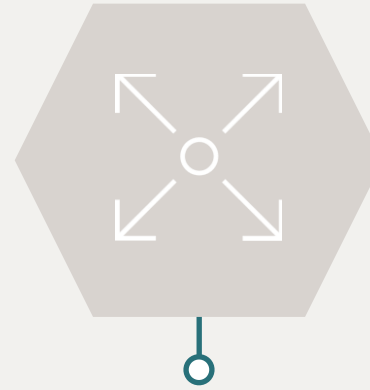The first step is to assess what you have, and which workloads are best suited for migration/extension
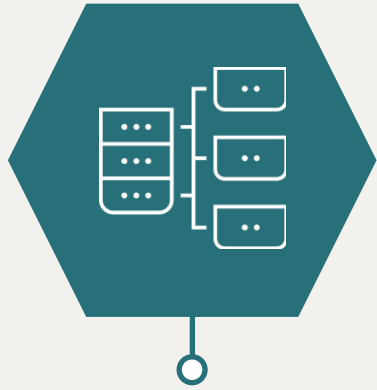
Assess

Assess the Customer Environment, Develop the business case, TCO and identify the use cases for Azure Stack HCI

** Rapid Assessment Scope

Mobilize

Perform the Discovery, Design and Build the Azure Stack HCI environment based on the assessment

Migrate / Modernize

Provision / Migrate / Modernize workloads to Azure Stack HCI using Azure Kubernetes services and Azure Arc
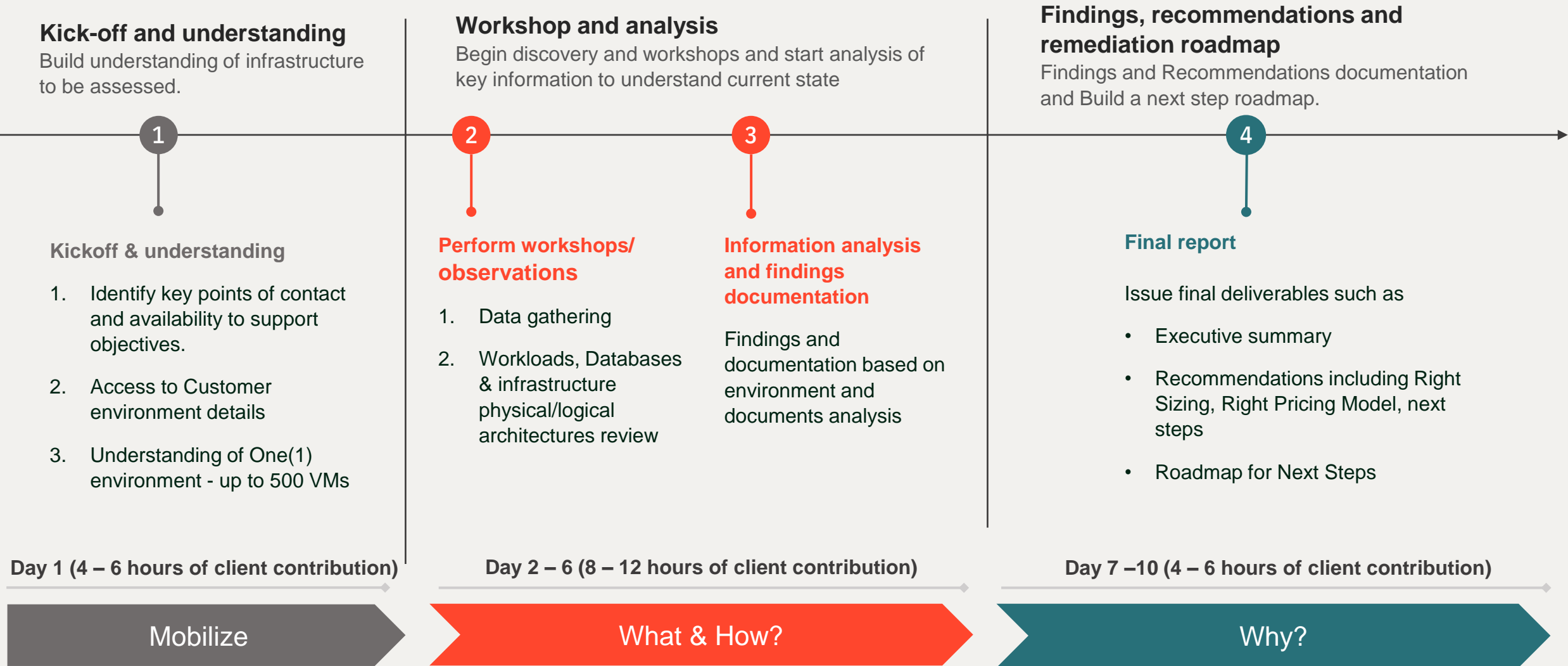
Manage and Govern

Monitor, operate and govern the Azure Stack HCI environment and the workloads running on them through Azure native tools

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How - Typical Rapid Assessment timeline and activities

Kick-off and understanding
Build understanding of infrastructure to be assessed.

Workshop and analysis
Begin discovery and workshops and start analysis of key information to understand current state

Findings, recommendations and remediation roadmap
Findings and Recommendations documentation and Build a next step roadmap.

①   ②   ③   ④

Kickoff & understanding

1. Identify key points of contact and availability to support objectives.

2. Access to Customer environment details

3. Understanding of One(1) environment - up to 500 VMs

Perform workshops/ observations

1. Data gathering

2. Workloads, Databases & infrastructure physical/logical architectures review

Information analysis and findings documentation

Findings and documentation based on environment and documents analysis

Final report

Issue final deliverables such as

• Executive summary

• Recommendations including Right Sizing, Right Pricing Model, next steps

• Roadmap for Next Steps

Day 1 (4 – 6 hours of client contribution)   **Day 2 – 6 (8 – 12 hours of client contribution)**   **Day 7 –10 (4 – 6 hours of client contribution)**

Mobilize   What & How?   Why?

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Internal use only

Client Participants – *Executive Sponsor, Application SME and Infrastructure Architect/SME*

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Rapid Assessment overview

Rapid discovery/Data collection
About infrastructure, workloads
and databases

**TCO and ROI analysis/ Optimization
& Licensing assessments (OLA)**
About Infrastructure, Workloads,
Databases and Optimize the license
costs

**High level plan/
Business case**
To compare current
with future state costs

Review Findings/Next Steps
Together and co-creation
of next steps

Assess Scope	Up to two workshops for data collection, comprehension of current implementation, logical and physical infrastructure design Rapid discovery and readiness assessment leveraging tools **to help client determine the value** to provision workloads in Azure Stack HCI
Timeline	The timeline for discovery and assessment is up to **2-weeks** of engagement based on customer interviews and tools-based discovery (cloud native and/or 3rd party)
Overall Deliverables:	• Mapping and collection of workloads, and servers (High Level Affinity Mapping for in-scope servers only) • Recommendations including Right sizing, Right pricing model for Azure Stack HCI • TCO analysis to run workload on Azure Stack HCI • Optimized licensing costs • High Level Architecture Design • Documentation of Kyndryl findings and recommendations in accordance with industry best practices and standards • Next steps

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30+ years of designing, building and managing mission-critical IT environments

Our people:

Global
network of skilled professionals

35,000
Public cloud provider certifications, up 100% year over year, including:
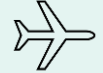
22,000
Microsoft Certifications

9,000
AWS Certifications

4,000
Google Cloud Certifications

Powering mission-critical technology systems across essential industries

5/10 of top airlines by total revenue passenger miles (RPM)

5/5 of the top automotive companies by revenue

11/20 of the top insurance companies by revenue

4/5 of the top consumer staples retailers by revenue

3/5 of top telecom companies by total mobile connections

*2021 numbers

Empowering thousands of enterprise customers, including:

60%
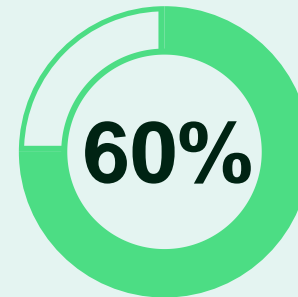
of the Fortune Global 100 and more than half of the Fortune Global 500

Providing undisputed leadership

6.7M mainframe installed MIPS

360K network devices managed

73K+ WAN devices managed

576 exabytes of customer data backed up annually

15K+ Oracle & SAP instances managed

4,1M LAN ports managed

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Benefits & business value of Kyndryl Private Cloud

Fill in skill gaps to accelerate strategic initiatives and achieve business goals

Refocus team resources on innovation vs maintenance

Modernize on-premises infrastructure to support a tiered cloud migration journey

Gain business agility, resource scalability, deployment flexibility, and cloud-like billing

Automate manual tasks to accelerate time to value and innovation

Enhance security and resiliency, while adhering to privacy and data residency requirements

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Thank You