

# Catapult's Approach to Cloud

A business value approach to harness the value of Azure

Catapult has been delivering Azure-based solutions since 2012. In the last three years, we have completed 114 assessments and 136 migrations. Our methodology is to help customers assess, optimize, and migrate services and applications to Azure to ensure a successful move towards digital transformation.

## Azure OnRamp

Catapult works with customers to create a holistic, all-encompassing approach that works to assess your current cloud environment and provides a roadmap forward, while continually prioritizing drivers that bring value across all segments of your business.

## Why customers use Azure OnRamp

### Discover

Align Azure and cloud resources with business products, goals and objectives. Leverage proven tools such as Move, Turbonomics, StratoZone, and Cloudamize to gain an understanding of your business and technical needs; provide a scope of the assessment.

### Assess

Take a deep dive into your environment and current systems. Provide a cloud roadmap with expected benefits.

### Deliver

Develop a detailed migration plan (including ROI and TCO) for your workloads and design a cloud environment allowing data and applications to be shared.

### Improve & Measure

Iteratively discover, assess, and deliver on workloads as you progress in your cloud journey. Tap into data to measure success and make improvements.

## Azure OnRamp Assessments

### Data Estate

#### Data Modernization

Understand your data environment and how the cloud can modernize databases and applications to provide better business insight.

#### Insight and AI

Implement agile analytics methodology and machine learning to empower employees to make informed decisions based on streamlined data

### Infrastructure

#### Disaster Recovery

Establish RPO/RTO metrics to ensure maximum continuity for a given price point. Improve availability of mission critical workloads.

#### Backup and Recovery

Understand current storage requirements and help optimize backup and recovery for the cloud.

### Application Modernization

#### Application Modernization

Help customers modernize and optimize their applications through Azure Services.

#### Dev/Test

Learn how to use Azure Dev/Test instances to reduce product development costs and increase DevOps maturity.

### Cloud Management

#### Governance

Design, audit, monitor, and enforce cloud policies to create a compliant and secure cloud environment.

#### Cloud Operations

Design resource and service management capabilities that provide a visible, transparent, and secure cloud platform.

# Azure Management Services

Azure Management Services is a subscription service that continuously optimizes a customer's cloud environment through a team of clouds architects who leverage the latest cloud innovations.

## Pragmatic methods to improve your cloud

### Align cloud strategy with **business and technical objectives**

- Define high level business goals
- Assess cloud maturity
- Create roadmap to meet goals and improve capability

### Leverage monitoring and scaling to **improve application performance**

- Enable Log Analytics and monitoring solutions
- Identify performance constraints
- Adjust and monitor in an isolated environment

### Establish processes to **respond to incidences and manage problems**

- Set critical alerts and alarms
- Integrate with enterprise ticketing systems
- Implement governance and change control

### **Reduce expenses** with utilization monitoring and **cost optimization**

- Enable free Azure cost monitoring
- Evaluate optimization recommendations
- Perform impact analysis of changes against dependent resources



**“** *Catapult expertise in the cloud was instrumental in our transition to Azure and Office 365.* **”**

*Joe Iannello, VP of IT, Capital Metro*

## Active Outreach

- Free Azure virtual bootcamp for prospects
- Windows/SQL EOL
  - 5,000 emails sent out across the United States
  - Active training of AEs and Delivery Managers
  - Dedicated Catapult landing page
- Azure Everywhere and Go Fast funding for opportunities targeting Azure Dark Customers to migrate workloads
- In-person and virtual community events
- Free to low-cost Azure workshops
- Custom Azure OnRamp and Data Modernization solutions for SLG

## The Catapult Difference

- Dedicated pre-sales architect and delivery to increase the speed to ACA and ACR
- IP co-sell for Azure OnRamp and Azure Management Services
- \$200,000 in Go Fast Funding for Azure in H1
- CET-certified partner for funding assessments with Movere, StratoZone, and Turbonomics



[www.catapultsystems.com](http://www.catapultsystems.com)