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2018 DECEMBER: 37 EMPLOYEES, TURNOVER APPROX. 27 MSEK



CHALLENGING THE OLD IT OUTSOURCING MODEL



HELPING CUSTOMERS TO UNDERSTAND, PLAN FOR, BUILD, MIGRATE AND OPERATE AZURE, 365, AWS



CLOUDSOURCING WITH CLOUDOPS



2019 DECEMBER: 60 EMPLOYEES, TURNOVER APPROX. 50 MSEK WITH 6% PROFIT

CLOUDSOURCING

THE NEXT GENERATION



CLOUD TAKE OFF

- EDUCATION & WORKSHOPS
 - WHAT IS THE CLOUD?
 - CLOUD STRATEGY
- TRANSFORMATION PLAN
- PROOF OF CONCEPT



CLOUD ONBOARDING

- TRANSFORMATION PROJECT
 - OPTIMIZATION



CLOUD OPS

- AUTO DISCOVERY
 - AUTO REPAIR
 - PAY AS YOU GO
- STAY AS LONG AS YOU LIKE



CLOUD EVOLUTION

- CLOUD NEWS IN BRIEF REPORTS
- GENERIC OR CUSTOMER SPECIFIC
 - FOLLOW UP WORKSHOPS



CLOUD CONSULTING

- ADVISORS
 - PROJECT MANAGERS
 - CLOUD ARCHITECTS
 - CLOUD CONSULTANTS
 - BACKEND DEVELOPERS



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CLOUDOPS

GOVERNANCE

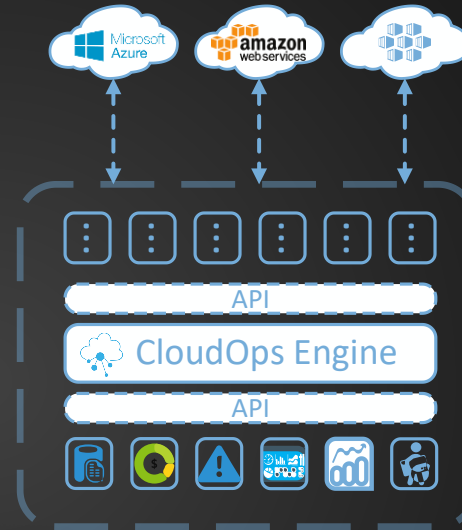


- # **Dedicated TAM**
- # **Service Desk**
- # **On call 24/7**
- # **Operational meetings**
- # **Proactive management**

SERVICE PLATFORMS



- # **Microsoft Azure**
- # **Amazon Web Services**
- # **API integration to any Public/ Private Cloud or on premise Services**



REPORTING AND BILLING



- # **Availability**
- # **Ticket statistics**
- # **SLA breaches**
- # **Consumption – Cloud supplier**
- # **Consumption – CloudOps**
- # **Performance**
- # **Response time**
- # **Billing and cost allocation**

MANAGEMENT



- # **Data driven**
- # **Auto discovery and as far as possible Auto repair (extension, restart, escalation, patching...)**

DOCUMENTATION



- # **Locations**
- # **Volumes**
- # **Systems documentation**
- # **Configurations**
- # **Etc.**

TICKET HANDLING



- # **Web interface (computer or mobile)**
- # **INCIDENT, two priority levels – medium and high**
- # **CHANGE, two priority levels – normal and prioritized**
- # **Notifications thru the web interface, mail, SMS and Slack**

MONITORING



- # **Function**
- # **Performance**
- # **Trends (predictive)**
- # **Discovery (Auto Detect)**
- # **Global status**





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