DIGITAL & CLOUD SERVICES INFRASTRUCTURE MIGRATION

LIFE IS FOR SHARING.

DIGITAL & CLOUD SERVICES ACCELERATION SOLUTIONS ...MAKING DIGITIZATION SIMPLE

Fit for Future

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Security First

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Smart Cost Management

The flexibility and scalability of cloud solutions means you only pay for the services you use, when you use them - cutting service and energy costs. Spending only what you really need to is good for your pocket, and the environment.

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DIGITAL & CLOUD SERVICES ACCELERATION SOLUTIONS ...MAKING DIGITIZATION SIMPLE

Simply focus

Thanks to cloud solutions our customers save time and money, which can be spent on what they do best, developing their companies. Employees can collaborate with ease wherever they are, whatever time they're online – boosting your business.
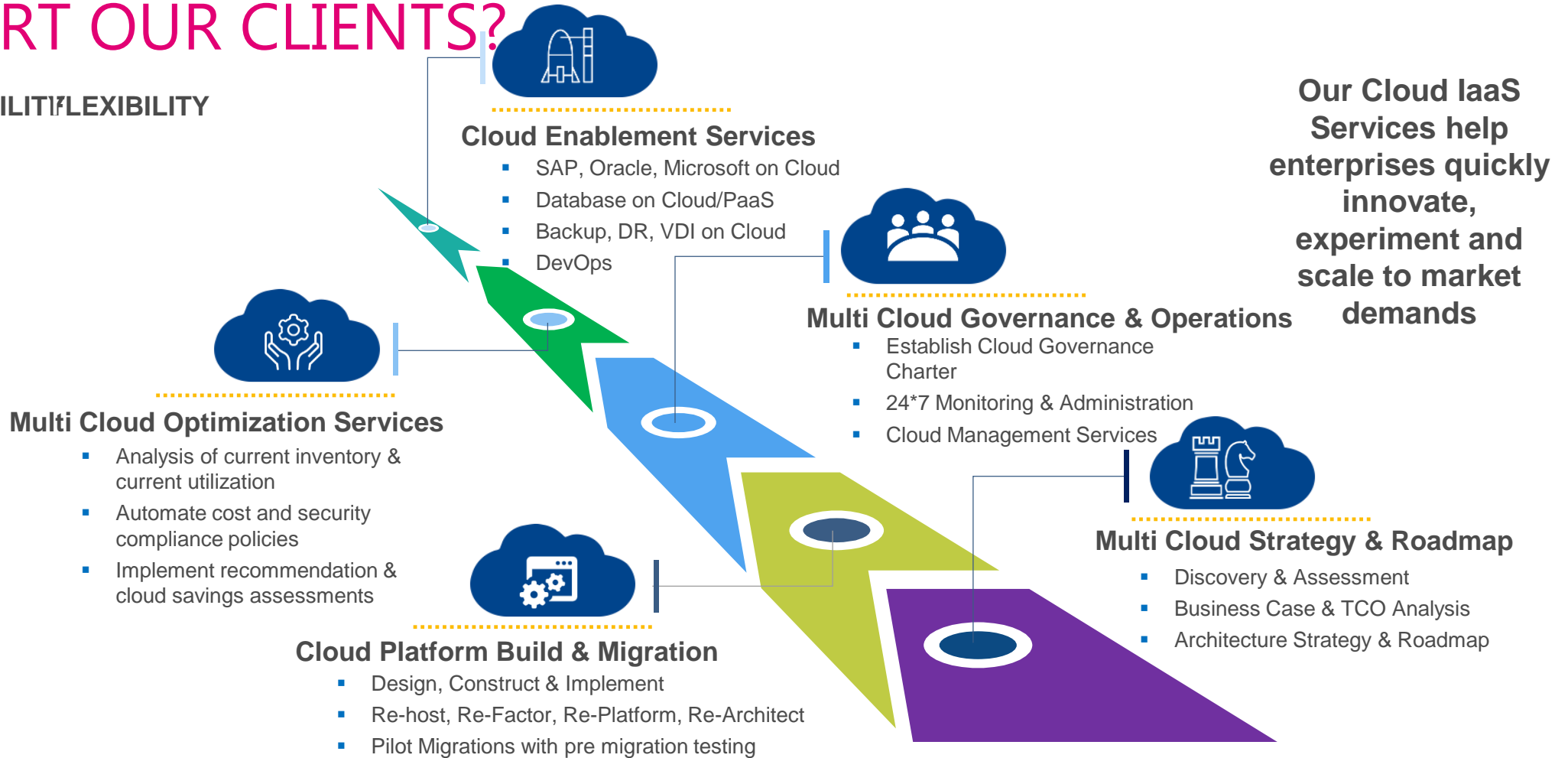
Individual solutions, personal contact

One size doesn't necessarily fit all. Our team offers a range of services from comprehensive consulting and individual advice, selection of the right solution for your needs, to the migration of existing data, setup and support during operations. All from a single point of contact.

DIGITAL & CLOUD SERVICES OFFERING - HOW DO WE SUPPORT OUR CLIENTS?

AGILITY SCALABILITY FLEXIBILITY

Our Cloud IaaS Services help enterprises quickly innovate, experiment and scale to market demands

Cloud Enablement Services

- SAP, Oracle, Microsoft on Cloud
- Database on Cloud/PaaS
- Backup, DR, VDI on Cloud
- DevOps

Multi Cloud Governance & Operations

- Establish Cloud Governance Charter
- 24*7 Monitoring & Administration
- Cloud Management Services

Multi Cloud Optimization Services

- Analysis of current inventory & current utilization
- Automate cost and security compliance policies
- Implement recommendation & cloud savings assessments

Cloud Platform Build & Migration

- Design, Construct & Implement
- Re-host, Re-Factor, Re-Platform, Re-Architect
- Pilot Migrations with pre migration testing

Multi Cloud Strategy & Roadmap

- Discovery & Assessment
- Business Case & TCO Analysis
- Architecture Strategy & Roadmap

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SOLUTION ACCELERATORS

Cloud rapidAdopt

Cloud migXpress

**Cloud** brokerage

Cloud x-ray
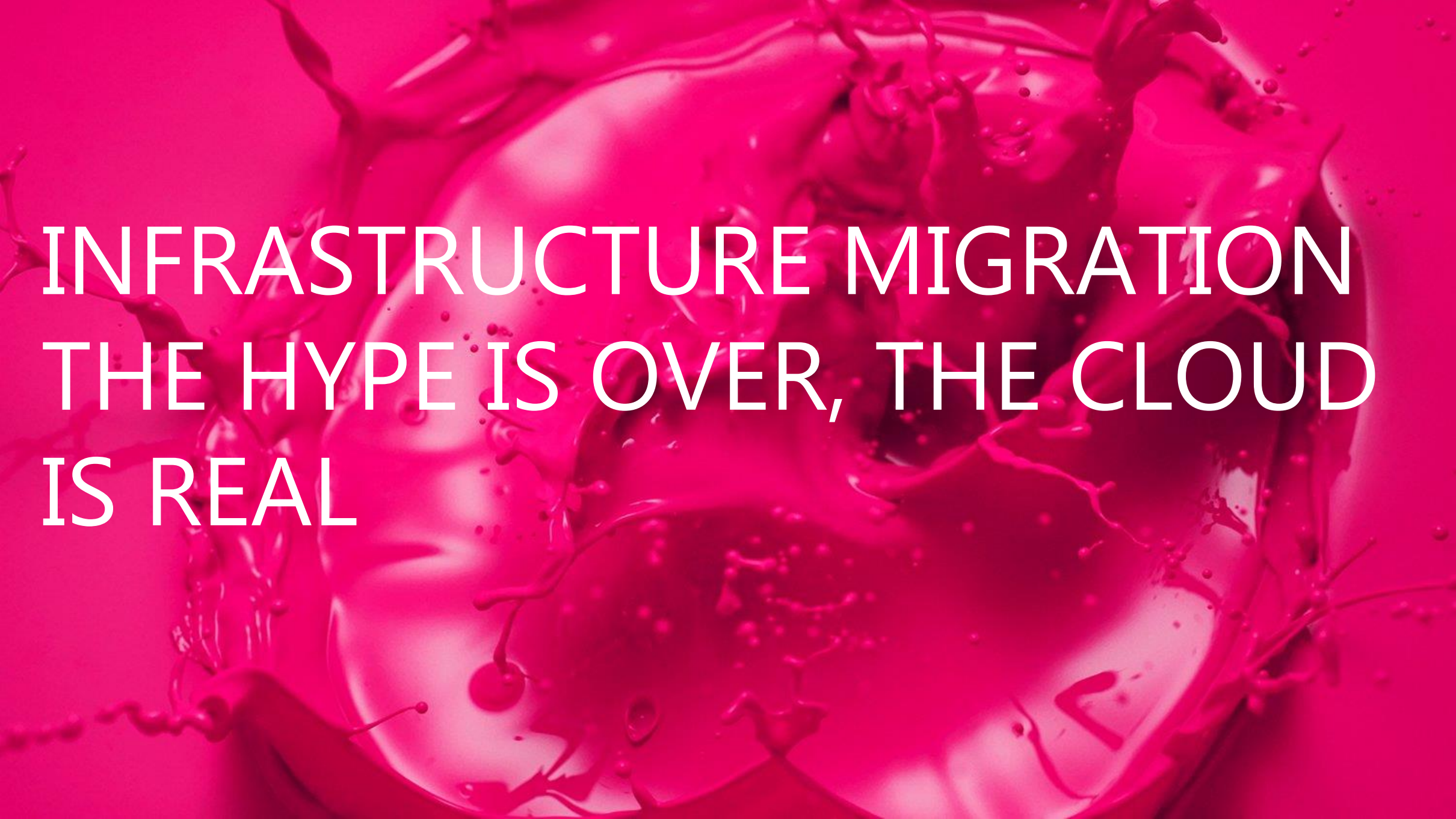
INFRASTRUCTURE MIGRATION THE HYPE IS OVER, THE CLOUD IS REAL

THE CLOUD IS REAL

- 69% of enterprise organizations are currently migrating data for enterprise resource planning (ERP) applications to the cloud. -- Cloud Security Alliance, 2019

- Top cloud migration challenges include the moving of sensitive data (65%), security (59%), compliance challenges (54%). -- Cloud Security Alliance, 2019

- The average business runs 38% of workloads in public and 41% in private cloud. The cloud computing statistics also show the public cloud spend is growing three times faster than the private cloud usage. –RightScale, 2019

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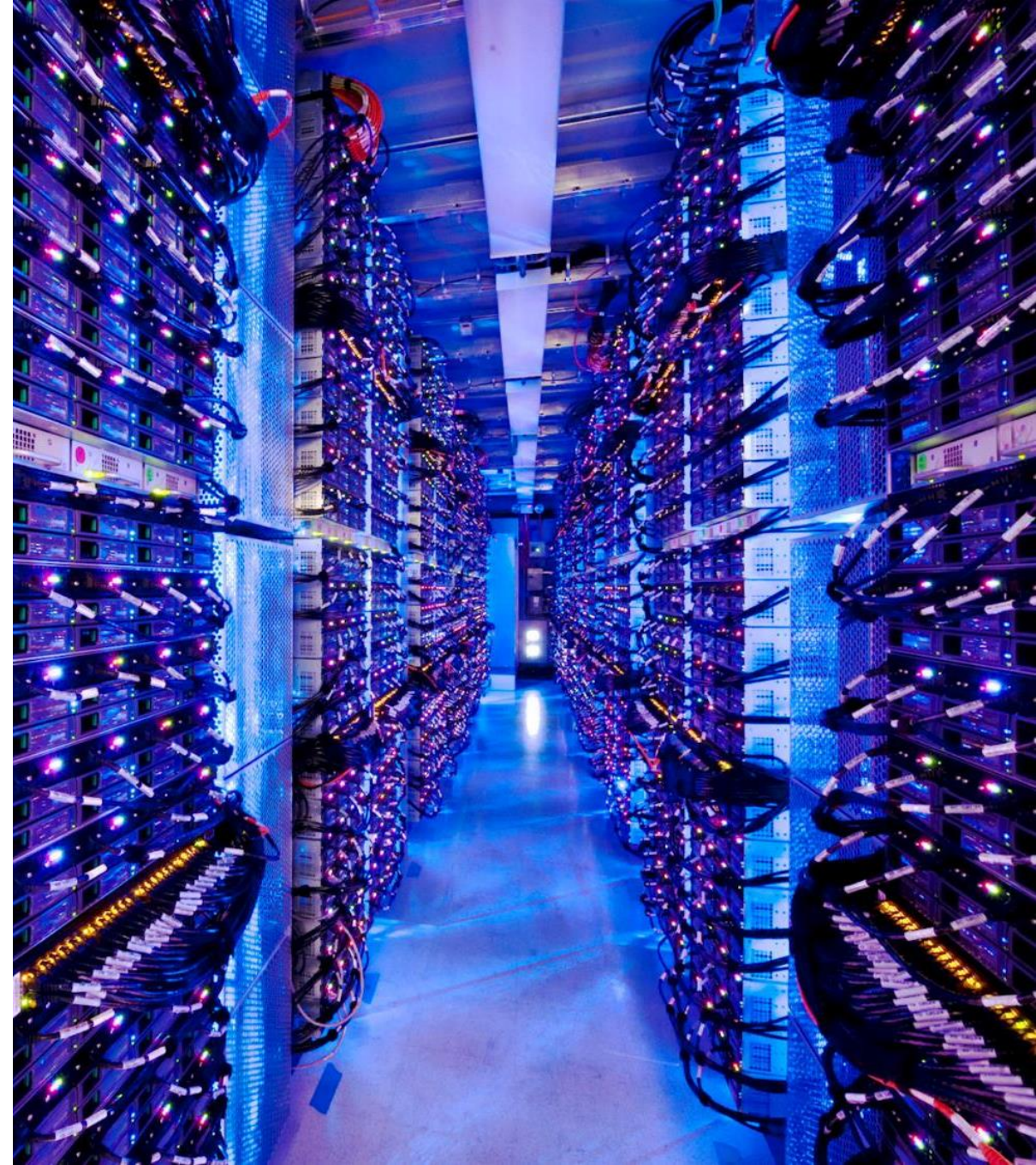
CLOUD IS THE NEW MAINSTREAM

> **AT THIS POINT, CLOUD ADOPTION IS MAINSTREAM.**
>
> SID NAG– RESEARCH VP AT GARTNER

Public cloud IaaS workloads will experience 60% fewer security incidents than traditional data-centers by 2020.

- Gartner predicts that through 2022 at least 95% of security failures in the cloud will be caused by the customers.
- Security is costly and not everyone can afford it.

The average cloud budget for enterprises in 2018, reached $3.5 million.

- About a third of companies' IT budget goes for cloud services.

The worldwide public cloud services market is forecast to grow 17% in 2020 to total $266.4 billion, up from $227.8 billion in 2019.

THE BENEFITS ARE TANGIBLE

The average savings from cloud migration come to around 15% on all IT spending.

4 main reason why companies adopt cloud services

- 42% of them say providing access to data anytime, anywhere, is the main driver for cloud adoption
- Disaster recovery (38%), flexibility (37%), and relieving IT staff's job (36%) are amongst the top answers as well.

INFRASTRUCTURE MIGRATION THE BENEFITS ARE TANGIBLE

BUSINESS IS THE DRIVER OF CHANGE – HIGHER AGILITY

Higher Agility

- Scale up and down quickly in response to an enterprise's requirements
- On-demand scalability provides added flexibility and greater agility to respond to changing opportunities and requirement
- Provides the ability to build and dismantle test and development environments, which greatly benefit from this increased speed and agility

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BUSINESS IS THE DRIVER OF CHANGE - COST OPTIMIZATION

Reduced and Optimised Infrastructure Costs

- Organizations pay for only the capacity needed at any given time
- Clients can avoid large fixed monthly or annual fees for benefits they may not use
- No upfront charges, bandwidth utilization fees or minimum term commitments
- Lower IT team costs
- Lower maintenance costs

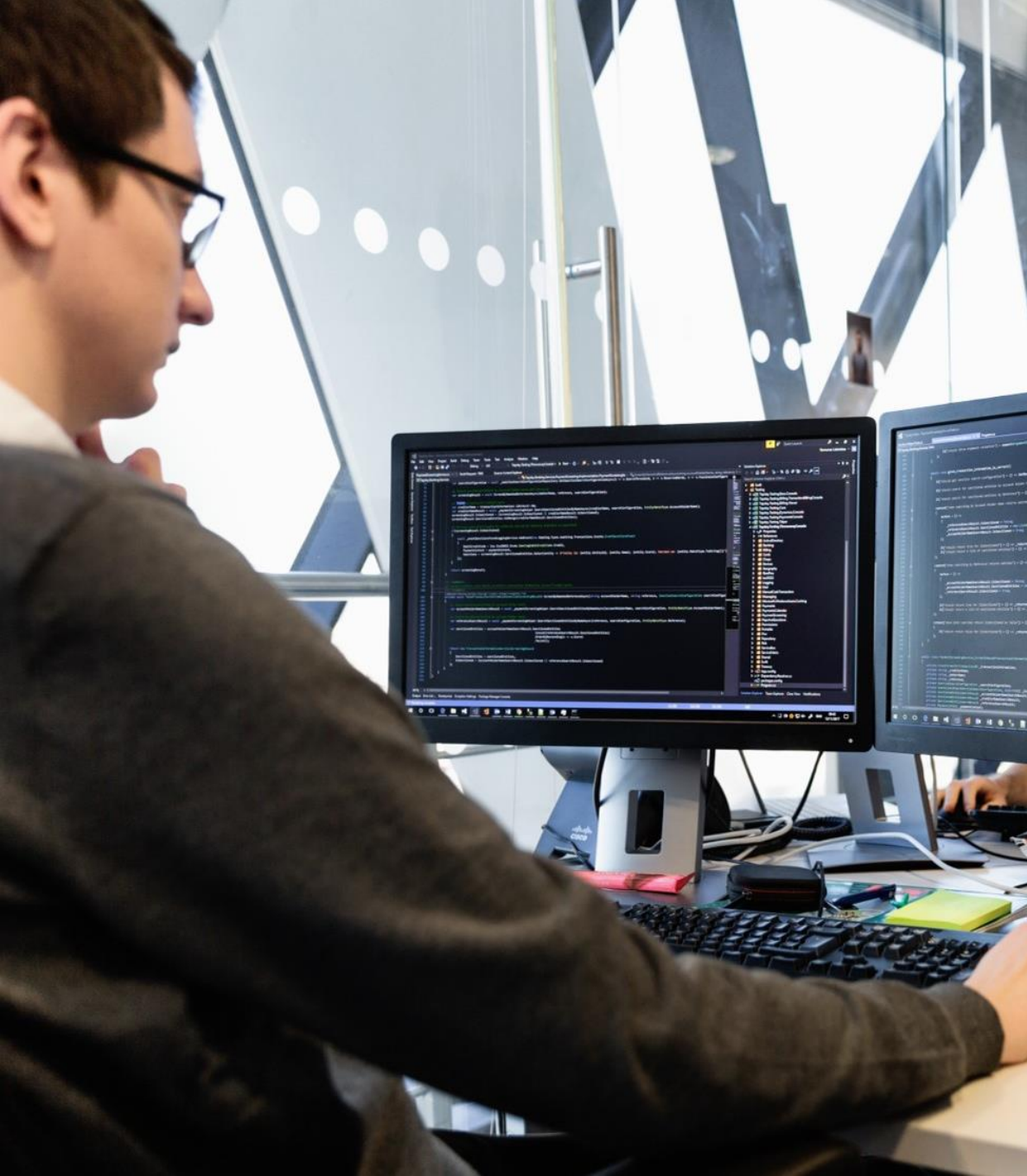# BUSINESS IS THE DRIVER OF CHANGE – TIME TO MARKET

Faster Time to Market

- Due to elasticity and scalability of cloud, organizations can ramp up and get the job done (and the product or service to market) more rapidly

- Necessary computing infrastructure can be ready in minutes or hours, rather than the days or weeks (and sometimes months) it could take to set up internally.

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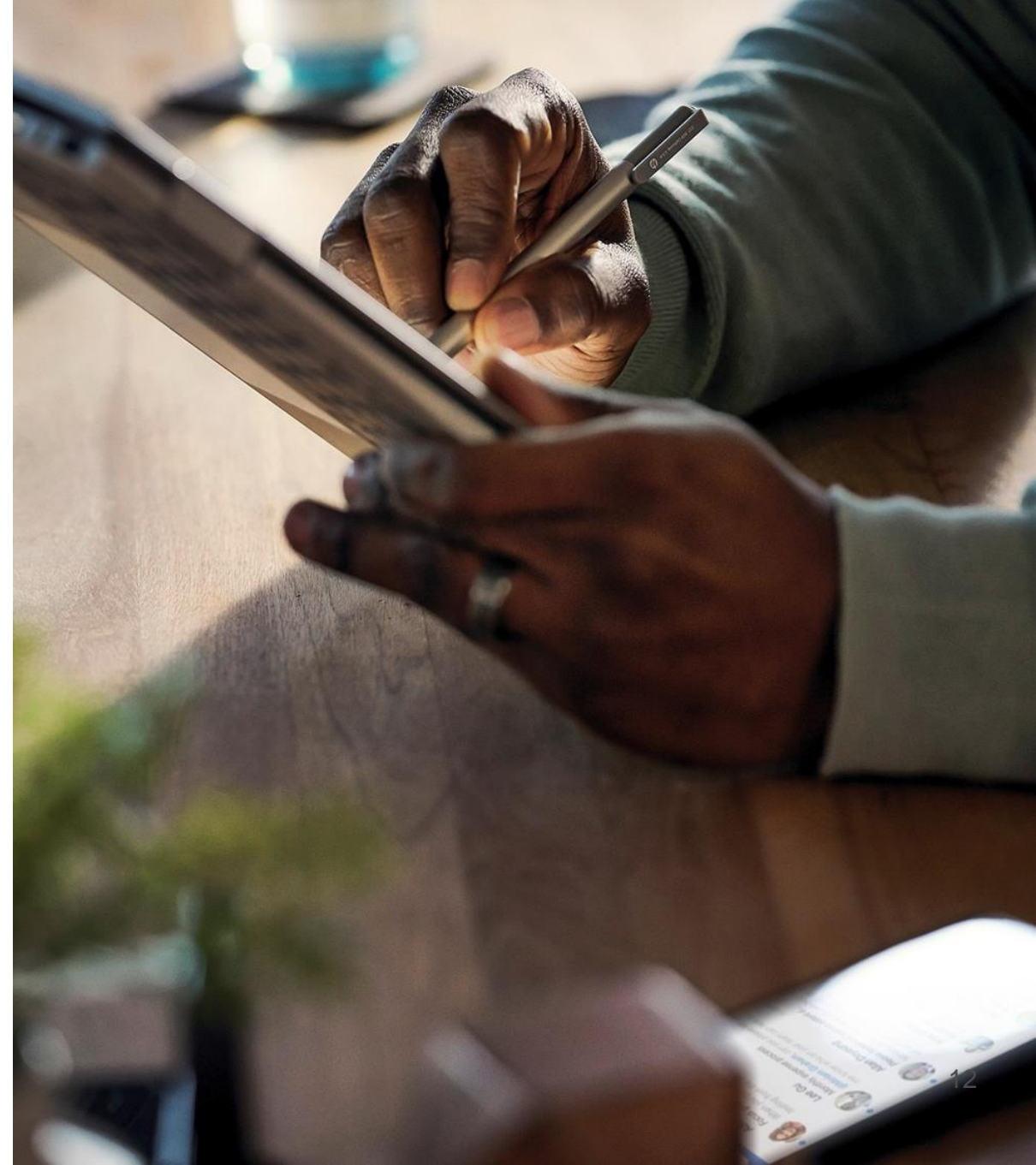
BUSINESS IS THE DRIVER OF CHANGE – SECURITY

Improved Security

- When the client's business data is maintained digitally, there is always the concern that data can be lost. If systems are maintained in-house, they may not be able to backup data in the event of a natural disaster.
- By contrast, with IaaS, the clients can be confident that data is secured. In the case of a data loss, they will be able to recover business's information in no time.

THE POWER OF MICROSOFT AZURE PLATFORM I/II

Infrastructure Migration TCO

- Software costs to pay-per-use operating fees.
- No capital investments needed up front or for on-going infrastructure upgrades.
- No need to have redundant equipment on-site for disaster recovery as well.
- Employment costs for IT specialists can be reduced while those people are moved onto another posts.
- There are power savings and cooling cost reductions to consider in addition.
- Infrastructure migration TCO can save as much 78 percent over a three-year period versus on-premises IT solution

Reducing Maintenance and Support Burden

- Cloud services shift the burden of maintaining hardware, systems, and software from your IT team to the cloud provider.
- Upgrades are handled by your cloud provider, backup, recovery, and version control is managed.
- You can save on maintenance and manpower while enjoying the latest versions, securely at all times.
- With the difficulty in attracting and retaining experienced IT talent, this can also reduce staffing gap.

THE POWER OF MICROSOFT AZURE PLATFORM II/II

Scalability

- Migrating your infrastructure to the cloud gives you access to resources right when you need them.
- If your industry fluctuates, or if you intend to grow, the cloud gives you the means to do so at once.

Storage

- Microsoft Azure has several data canters and delivery points which allow for faster content delivery.
- Cloud benefits provide redundancy on a global scale.
- All of your data is stored on secure servers which can be shared across virtual machines.

Secure

- Microsoft Azure uses military-grade encryption to protect your data and offers a layer of security that some businesses can't achieve on their own.
- On-site Azure looks like something of a high-tech spy movie: two-tier authentication, proxy cards access readers, and biometric markers. Access is managed and secure.

A SYSTEMATIC CLOUD MIGRATION JOURNEY

Discover & Assess

- Kick off Meeting
- Understand business drivers & Identify key components
- Define roles and Responsibilities
- Access current environment
- (Compute, Network, Application & Storage)
- Identify risks, dependencies and constraints
- Inventory and data analysis for next phase

Plan & Design

- Template finalization for Application, Infra and Azure
- High Level architecture design
- Migration Strategy, Risk & Mitigation and Deployment Plan
- Target Environment Readiness review
- Prepare communication plan
- Prepare rollback plan

Execute & Migrate

- Build Infrastructure
- Connectivity between On-Premise & Cloud
- Implement Components/services
- Migrate Identified workloads to Azure
- Test Migrated workloads
- Fix and Remediate Migration Issues

Hyper - Care

- Go Live
- 24*7 Managed services for Azure
- Knowledge Transfer
- Regular reporting of migrated servers , Update CMDB
- Project Status update

SUCCESS STORY: AZURE MIGRATION (USA)

Project Description

- Designed Enterprise Azure Architecture for Multi Region and Multi Subscription Environment aided with High Availability, Scalability and Disaster Recovery
- Designed Enterprise Azure Architecture for Multi Region and Multi Subscription Environment aided with High Availability, Scalability and Disaster Recovery
- Near real time data replication and hosts provision through ASR in event of disaster

Value Delivered

- 40% Reduction in cost
- 70% Reduction in recovery time
- 45% Saving in operations & administration costs

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SUMMARY: THE CLOUD MIGRATION JOURNEY

Business is the Driver of Change

Higher Agility
Reduced and Optimised Infrastructure Costs
Faster Time to Market
Improved Security

The Power of Microsoft Azure

Infrastructure Migration TCO
Reducing Maintenance and Support Burden
Scalability
Storage
Secure

The Cloud Migration Approach

Discover & Assess
Plan & Design
Execute & Migrate
Hyper-Care

DIGITAL & CLOUD SERVICES THE RIGHT PARTNER FOR YOU

WHAT MAKES US DIFFERENT

ONE STOP SHOP

- End-to-end service from Infrastructure Platform up to Business Process
- Single vendor for on premise, cloud and hosted DC.

RICH INDUSTRY EXPERIENCE

- Industry and vertical specific solutions (special focus on Engineering, Construction, BFSI and Retail/FMCG)
- Focused Hybrid cloud approach and expertise

TOOLS & ACCELERATORS

- High end tools and framework for best in class service
- Tools advantage - iCloudHub, RapidAdopt, MOSAIC.DS, MOSAIC Assurance suite.

ROBUST PARTNER ECOSYSTEM

- Enables customer to move to the best in class cloud provider seamlessly available at the lowest cost
- Institutional knowledge of public cloud constructs and architecture vs. existing on-premises architecture

TIER 1 CLOUD SERVICE PROVIDER

- MS Cloud Acceleration Center is registered as Tier 1 cloud service provider with Microsoft Azure and has capability to manage end to end customer lifecycle

HYPER-SCALE

- Legacy system upgrade and integration services
- Flexible to support rapidly changing business climate

COST EFFECTIVE

- Need based subscription and pay as you go
- UPM based pricing for managed services

ENTERPRISE-GRADE SERVICE

- Operation Support 24x7
- Industry Leading SLA Guarantee
- Built, deployed and managed secure instances on multi-tenant infrastructure

AZURE MIGRATION ASSESSMENT

WHAT IS IT?
Our Azure Assessment Services will help you to analyse your application and infrastructure for cloud readiness, identify any remediation work needed and develop the case for Azure migration.

WHAT IS IN IT FOR YOU?

- Discover what has been deployed on your environment
- Analyse if your applications can be moved to Cloud
- Understand application performance and optimization needs
- Know the recommended cloud deployment model
- Take an informed decision based on cost benefit analysis

WHAT WILL WE DELIVER?

- Cloud Feasibility Analysis
- Environment assessment
- Application portability assessment
- Network Flow Analysis

- Application Dependency
- Migration plan including application move groups, migration waves .
- TCO calculation

- Cloud Compatibility
- Cloud Comparison
- Business Case for Cloud

HOW WILL WE WORK WITH YOU?
Our industry leading **RapidAdopt™** will be used for assessment. This tool is easy to install, non-intrusive and is compliant with applicable data security regulations. The tool will scan your application and infrastructure landscape and create assessment report. The report will bring out the **dependencies** that are there among applications, **workload pattern** and also if the application is ready to move to Azure or requires **remediation**. This baseline report will be analysed by our cloud experts to give you a detailed assessment report.
The tool will also help estimate the cost of migration and ongoing cost, which is then used to develop the business case.
If you have 250+ servers, and have purchased the **Gold** plan, we will also have a Tech Expert at your site to carry out the assessment

RapidAdopt™
Differentiated methodology for
Cloud Assessment

BRONZE	SILVER	GOLD	DURATION			
SELF SERVICE You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	GUIDED SUPPORT You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	ALL INCLUSIVE We will do the assessment for you	**Small** **0 – 50 VM**	**Medium** **50 -250 VMs**	**Large** **250- 500 VMs**	**Extra Large:** **500-1000 VMs**
			2 hours	4 to 8 hours	3 to 5 days	2 - 3 weeks

PRICING
Fixed price for the assessment

AZURE MIGRATION – BUILD AND MIGRATE

WHAT IS IT?
We will migrate your on-premises data center workloads to Microsoft's Azure Cloud environment. The migration service will include planning, design and build of the Azure environment, migrating the workloads to Cloud, testing and validation and Hypercare support

WHAT IS IN IT FOR YOU?

- Azure Cloud design optimized for your workloads
- No business disruption
- Advisory on how you can fix the apps that are not Cloud ready
- Post migration HyperCare for 2 weeks to address teething issues

WHAT WILL WE DELIVER?

- Migration plan incl, Move Groups and Sequence
- Azure infrastructure designed and set up
- Pilot migrations

- Migration of workloads to Azure as per the plan
- Configuring back up and Recovery solution

- Validation of environment, applications, data and security
- HyperCare
- Handover to client's IT team
- Documentation

HOW WE DO IT?

Validate Landscape	Service Profiling – Apps and Infrastructure	Infrastructure and Application Engineering	Workload Migration and Conversion	Compliance, Validation and Stabilisation	Production Readiness and Handover	HyperCare

RapidAdopt™
Differentiated methodology for Cloud Assessment

MigExpress™
Differentiated methodology for Cloud Migration

Migration Factory
Cost efficient high speed migration factory in India

BRONZE	SILVER	GOLD	DURATION			
SELF SERVICE
You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	GUIDED SUPPORT
You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	ALL INCLUSIVE
We will do the assessment for you	**Small (0 – 50 virtual servers)**	**Medium (50 -250 virtual servers)**	**Large (250- 500 virtual servers)**	**Extra Large: (500-1000 virtual servers)**
			2- 3 weeks	4-6 weeks	6-8 weeks	8 -10 weeks

PRICING
Price per virtual server

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MICROSOFT AZURE – MANAGED SERVICES

WHAT IS IT?
Azure Cloud Operations and Management Services help you to manage your Azure Cloud by monitoring and managing your Azure Cloud Infrastructure.

WHAT IS IN IT FOR YOU?

- Enables you to focus on Business and not IT
- Cost optimised Azure environment
- Pro-active and fast identification of issues and resolution
- Lower cost of operations
- We take the headache of coordinating with Microsoft for resolving any issues

HOW WILL WE WORK WITH YOU?

- Expert team of technicians will support your Azure Cloud
- Weekly and monthly SLA reporting
- Use of Cloud X-Ray tool for continuous monitoring and optimization of cost of Azure operations
- Quarterly performance review and improvement areas

PRICING
Price per Virtual server

Cloud XRay™
Tool to continuously optimise your cost of Cloud operations

SERVICES		BRONZE	SILVER	GOLD
MANAGED SUPPORT	Support Hours (Eastern Europe Time Zone)	8x5	16x5	24x7
	Incident Response Time	<30 mins	<15 mins	<15 mins
	Incident Resolution Time (Sev 1 Incidents)	<4 hours	<2 hours	<1 hour
	Licensing and Billing Support	Yes	Yes	Yes
	Service Request	Email only	Email + Phone	Email + Phone
	Service Requests	5 Per Year	10 Per Year	15 Per Year
MONITORING AND OPERATIONS	Assets - Server and Compute	Yes	Yes	Yes
	Assets - Storage	Yes	Yes	Yes
	Assets - Network	Yes	Yes	Yes
	Assets - Firewall and DNS			Yes
	(continued on next page…)			

MICROSOFT AZURE – MANAGED SERVICES

	SERVICES	BRONZE	SILVER	GOLD
MONITORING AND OPERATIONS (CONTINUED)	Assets - Applications		Yes	Yes
	Assets - Database			Yes
	Services - Access Management	Yes	Yes	Yes
	Services - Patching – Basic	Yes	Yes	Yes
	Services - Patching – Advanced		Yes	Yes
	Analytics – Cloud Consumption Report	Yes	Yes	Yes
	Analytics – Cloud Optimisation Advisory			Yes
	Resource -		Shared SPOC	Designated SPOC
ADD ON SERVICES -	Managed Back Up and DR	Can be availed off by Bronze	Can be availed off by Silver	Can be availed off by Gold
	Managed Security	Can be availed off by Bronze	Can be availed off by Silver	Can be availed off by Gold
	Managed DB Admin	Can be availed off by Bronze	Can be availed off by Silver	Can be availed off by Gold

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HOW DO WE MAKE IT A SUCCESS STORY FOR THE CUSTOMER

50+	12000+	8500+	500+	100+
Cloud-engagements	**Server assessments for cloud migration**	**Servers migrated to cloud**	**Certified Associates**	**Cloud-native developments**

Suite of Services

Multi Cloud Strategy & Roadmap	Cloud Platform Build & Migration	Multi Cloud Optimization Services	Cloud Enablement Services	Cloud Enablement Services
• Discovery & Assessment • Business Case & TCO Analysis • Architecture Strategy & Roadmap	• Design, Construct & Implement • Rehost, ReFactor, Retain, Rebuild • Pilot Migrations with pre migration testing	• Analysis of current inventory & current utilization • Automate cost and security compliance policies • Implement recommendation & cloud savings assessments	• Microsoft, SAP, Oracle on Cloud • Database on Cloud/PaaS • Backup, DR, VDI on Cloud • DevOps	• Establish Cloud Governance Charter • 24*7 Monitoring & Administration • Cloud Management Services • Cloud command center

Key Differentiators

		Experience of handling large and Complex programs	Extreme Automation through Tools and Accelerators	Cross Industry Expertise
		Corporate Relationships /Synergy	Proven Digital Transformation experience	One Stop Shop for all Azure needs

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OUR COMPETITITVE ADVANTAGES OVER OTHER PROVIDERS

Guarantee better performance

- End-to-end monitoring and business commitments (SLA's)
- Single point of accountability for network, applications and infrastructure

Deliver returns in quickest time

- Accelerated deployment using tools and frameworks created by experienced professionals
- Fully automated processes for small and semi-automated processes for large businesses

Optimize costs

- Lower costs of total deployment through global delivery processes
- Access to best in-class talent following industry best practices

A trusted Microsoft managed service provider with over 20 years of experience deploying large and complex systems and solutions.

DIGITAL & CLOUD SERVICES DELIVERED FOR YOU

Agility

Global | Regional | Local

Scalability

- International Expertise
  - Local Support

Reliability

Experienced

Complex projects

- Best-in-class Talents
  - Best Practices

Accountability

Trusted Partner | Advisor

End to End provider

- One stop shop
  - Lower TCO

Profitability

Competitive Advantage

Accelerated Time-to-Market

- Accelerated Delivery
  - Accelerated deployment

Our values. Our commitment. Your Success.