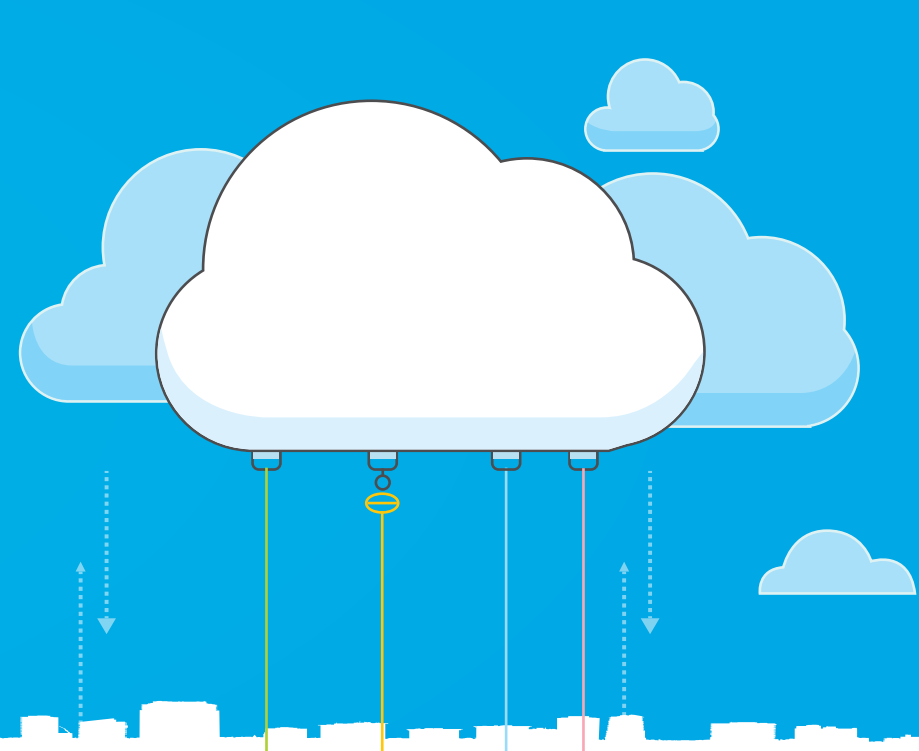


# MOVING INTO THE CLOUD?

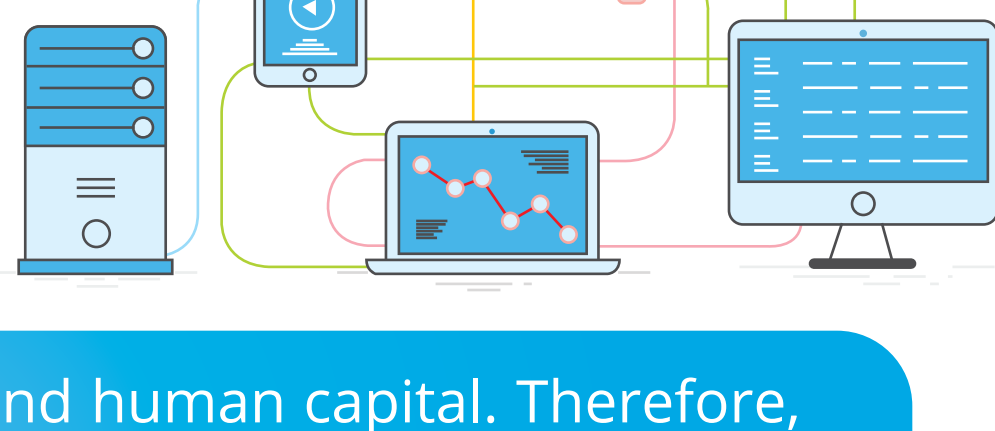


## CLOUD SERVICE PARTNER



Cloud computing can be a difficult endeavor,

requiring extensive time and human capital. Therefore, businesses must focus on delivering absolute value with cloud computing.



### MIGRATING TO THE CLOUD CAN BE A PRECARIOUS TASK.

The three primary reasons why cloud migration implementations fail are:



Lack of preparation and planning



Unable to identify business objectives for migrating to the cloud

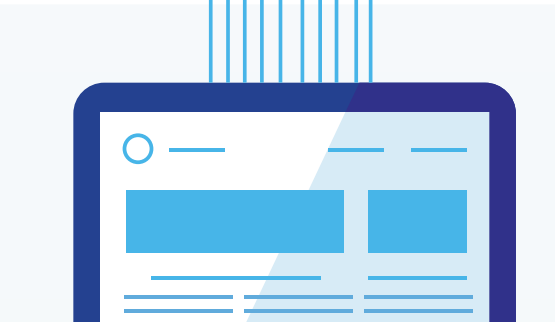


An inability to understand cloud security & compliance

## THE TOP 5 CHALLENGES OF MIGRATING TO THE CLOUD

### WEAK OR NONEXISTENT PROJECT MANAGEMENT

Failing to plan a whole cloud project lifecycle is a surefire way to ensue chaos while migrating to the cloud.



#### STEPS TO COVER

Identify project scope

List tasks

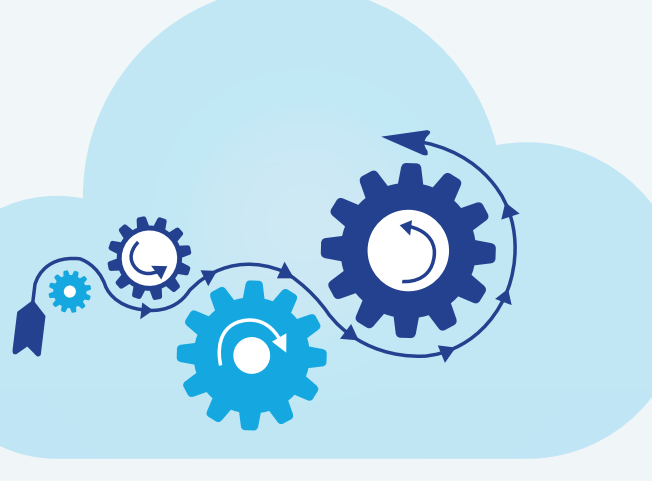
Lay out key milestone dates

If necessary, appoint a cloud project manager

### PROPERLY SETTING PERFORMANCE EXPECTATIONS

If your belief is that once you've migrated to the cloud your system performance will magically be better, then you may be in for a troubling awakening.

#### STEPS TO COVER



Identify which cloud applications you are prepared to migrate in advance



Set valid performance expectations to avoid disappointment



### ASSESS YOUR CLOUD PROJECT MANAGER

Employ or assign a trusted project manager to oversee the migration and make sure that person is knowledgeable and is experienced in:

- 1 Change organization
- 2 Project lifecycle documentation
- 3 Vendor and stakeholder management
- 4 Project reporting, service delivery & documentation
- 5 Service operations and crisis management
- 6 IT communications and cloud services backgrounds



### FAILURE TO ASK SERVICE PROVIDER PROBING QUESTIONS

One of the biggest issues with cloud migration is not asking your cloud service provider the right questions.



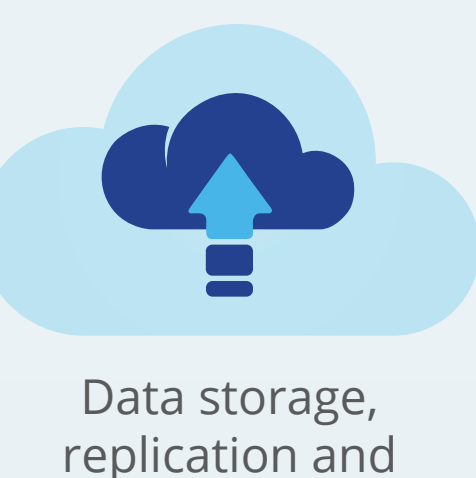
#### STEPS TO COVER



Compliance with suitable industry standards and regulations



Availability of essential data security and disaster recovery practices



Data storage, replication and recovery practices

### ASKING THE RIGHT QUESTIONS

If your belief is that once you've migrated to the cloud your system performance will magically be better, then you may be in for a troubling awakening.



- Do you require 24/7/365 uptime to maintain your business applications?
- How long can you wait before an error is investigated and resolved?
- Are key performance indicators (KPIs) in place to assess the level of service offered?
- What type of optimization will be provided for your new cloud environment or application?
- Is the service level agreement appropriate for your business critical applications & services?
- Is disaster recovery included in your SLAs, or do you pay extra costs?
- Are you covered for disaster recovery, contract breaches, vulnerability & security breaches?
- Are backups and recovery assistance included?

## 5 REASONS TO CHOOSE A CLOUD SERVICE PARTNER



A cloud service partner on your team can leave you free to worry about other elements in your business. Specialists will also make the migration process smoother and can manage your cloud, end to end.

- #### Cloud Architecture & Planning Expertise

Cloud services, such as architecture, engineering, and planning services, offer businesses an extended arm to save time, investment, and resources to plan and build their cloud architecture.

**BENEFIT** The architecture that you build for your cloud computing environment will directly impact your investment and scalability over time.
- #### Cloud Migration

Cloud migrations require skill sets in both cloud engineering and legacy architectures. Businesses may have a skill gap in having expertise in each area.

**BENEFIT** Cloud services partners will provide best practices and insights to help guide businesses from legacy infrastructure to cloud compute and storage resources.
- #### Cloud Cost-Reduction & Billing Management

Cloud computing platforms enable efficiency in scaling on-demand with auto scaling, storage object termination, & increased redundancy and availability.

**BENEFIT** A cloud services partner can directly manage billing & cost-reduction, leveraging software that automates real-time monitoring of all aspects of your financial cloud computing investment.
- #### Cloud Platform Management

As long as the platform is optimized during your architecture planning and development, you'll only pay for what you need in terms of storage and computation.

**BENEFIT** A cloud services partner will make sure to monitor and optimize your investment to protect against overutilization and overpayment.
- #### Cloud Security & Automation

Most enterprise businesses now have complex mix of multi-cloud based systems and on-premise infrastructure which can make managing the system burdensome.

**BENEFIT** Using a choice of software technologies and hybrid services and tools, a cloud service partner can choose to automate & simplify deployment & management of their cloud computing platform.

Besides speed and efficiency, cloud services partners offer a level of expertise, flexibility, & agility for your business combined with the ability to support a variety of business needs and drive proven results.

