



Your Journey to Cloud Migration

Migrating with AND Digital & Microsoft Azure

Software and data are at the heart of every organisation.

Technology is fundamental, but it's not enough. To disrupt your industry and gain a competitive advantage, you need the right people.

To succeed, you need to own your digital products, with the intellectual property housed within your organisation. That means having the right capabilities as well as a critical mass of your own people with the right skills.

When it comes to the cloud you have to ask yourself **"what's the cost of doing nothing?"** - the longer you delay taking action, the more expensive it becomes. That's both the visible costs such as your infrastructure running costs, and the invisible costs - the attrition of talented staff, or the reduced efficiency of developers working on outmoded technology and mundane tasks.

Control is also a factor here - and not just cost control - becoming a cloud-first organisation can act as the enabler that allows you to control many aspects of your digital future.



In cloud there's a clear gap between the skills needed and those that currently exist, and that gap is only growing.

That's why we're on a mission to close the world's digital skills gap.



Opportunities for migration.

If you're not already a cloud-first business, now is the time to start your journey.

That's easy to say, but can be difficult to do. Which is why we offer a different kind of partnership - one where we guide you on the right path, reducing the complexity of migration. A partnership where we architect and build the right cloud solution together, and one which leaves you equipped with the skills, knowledge, and talent required for an optimised and independent cloud future.

You may not have realised it, but migration isn't just about the first steps from on-premises infrastructure to cloud, it's much wider than that. **If you're facing any of these common challenges then migration is relevant to you:**



- Your existing "always-on" infrastructure is an escalating cost burden
- Your software maintenance costs are eating into budget that should be reserved for growth



- Deploying new features and fixes is slow and resource intensive
- It's difficult to pivot direction
- Changes you make are causing issues with your existing systems and processes and it is difficult to test what effect they will have



- Your current technology is reliant on a diminishing skill set and you're struggling to attract the right talent
- You have a retention issue with demoralised staff
- Your teams are working on low value or low impact work



- You are ready to scale to new global markets but you don't have the infrastructure or budget
- Your technology is holding back growth



- You are concerned about the security and resiliency of your existing infrastructure
- Security is siloed and it is hard to maintain compliance
- Changing regulations are causing massive disruption
- You are concerned about reputational risk

The barriers to moving to the cloud.

Most businesses encounter four common barriers when moving to the cloud. We're here to help you navigate them:



Talent



Culture



Tech



Cost

We'll work with you to attract, onboard, upskill and retain the right talent - ensuring that you outperform a competitive talent market where expectations are high. We'll also help you to transform your organisation into a culture that puts both its people and technology at the heart of everything you do. This will enable tech innovation rather than constraining it, allowing you to develop products at pace using agile ways of working, and embracing the opportunities presented by modern technologies. Lastly, we'll ensure that cost is controlled by working with our partners to access match-funding opportunities that will offset the costs of operating dual environments during the migration process.

“IT leaders who view the cloud as an enabler rather than an end state will be most successful in their digital transformational journeys.”

- Gartner Inc.

Our Cloud Engineering Practice.

A number of our clients were struggling to move to and maximise the value they were getting from the cloud - be that innovating, scaling, controlling costs, automating repetitive tasks amongst others. That's why we created our specialist Cloud Engineering business with a depth of skills and experience that focuses on three key areas:

- 1** Choosing the right cloud platform for the right applications and workloads.
- 2** Choosing and embedding the right foundational technologies and tools that allow clients to automate, be secure, and scale more effectively. The result of this is more efficient clients with a reduced cost profile and happier, more engaged developers.
- 3** Building teams with our clients that have collective ownership of building, deploying, and operating software. Using security and governance as an enabler, not a blocker.

Our Cloud Engineering practice is different in three distinct ways:

- 1** **Our depth of alliance with Microsoft** - we have a strong alliance and significant depth of skills with Microsoft. This enables us to recommend and work with the best in need approach for each of our clients.
- 2** **Our capability build** - a key part of our mindset and approach is to equip our clients to be independent and future-optimised, as part of that we have specific Cloud Academy offerings that we run for clients.
- 3** **How we build** - We bring our **Product Development heritage** into how we build over a technically purest mindset. We also build automation and security in by design rather than as an afterthought.

The capabilities of cloud.

We work with you to define the best approach to your cloud needs, bringing choice and options for future state operations. With our experience and competencies meaning we can deliver cloud-first solutions across numerous different workloads.



The benefits of becoming a cloud-first business.

There are numerous benefits to migrating, here are some of the key ones.

1

Flexibility

Quickly and easily scale compute or storage capacity as your requirements change while only paying for the capacity you actually use.

2

Simplicity

Focus on higher value development activities thanks to the ease of administration and automating away routine, mundane tasks.

3

Agility

Launch new features and fixes to your external customers and internal users faster and more securely.



4

Security

Cost-effective security with DevSecOps principles built-in, protecting both your customers' privacy and your reputation.

5

Observability

Effective monitoring and alerting to be able to make up-to-the minute decisions about how to manage your technology and your business.

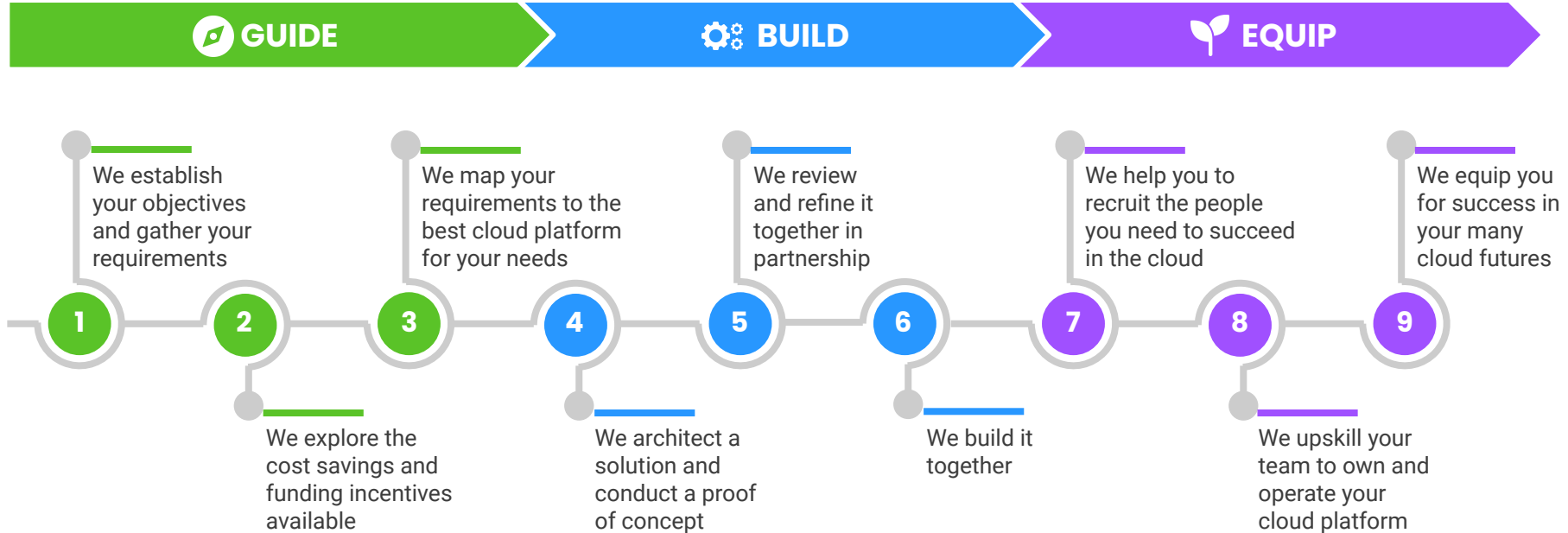
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Availability

Benefit from very high levels of availability with minimal downtime and the ability to quickly launch into new markets on a global scale.

The journey to cloud migration.

We work in partnership with you every step of the way, to make the process as easy as possible.



Closing your digital skills gap.

It is our fundamental belief that our clients should get so much more than just a supplier or a product, that's why AND can fundamentally shift how your business operates, drive cultural change, and deliver much more value to your organisation - **leaving you optimised and independent in the future.**

One of the key reasons that clients choose us - and why such a large amount of our work is repeat business - is because we close your digital skills gap so that you can get the most out of the people and the resources that you have, ensuring that you're not beholden to AND nor to any other third-party. We work with each of our clients to agree on ways that we can add value to them beyond just delivery. These are captured as a Value Agreement with associated metrics and we work in partnership to keep each other on track on a monthly and quarterly basis.

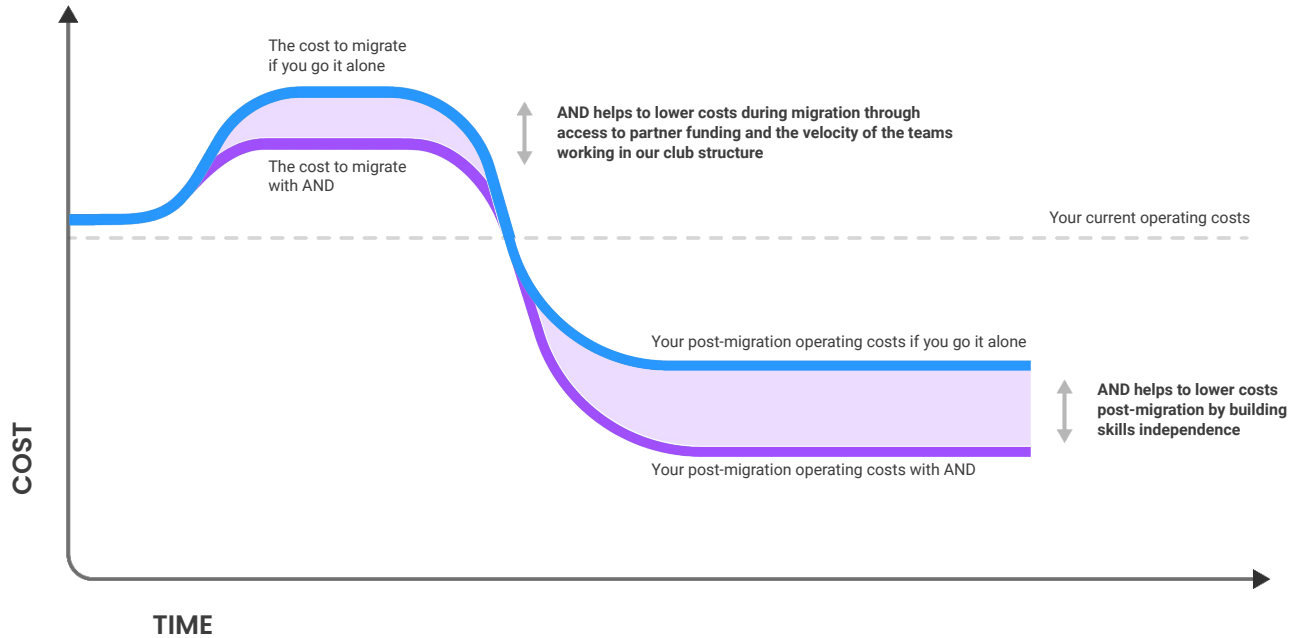
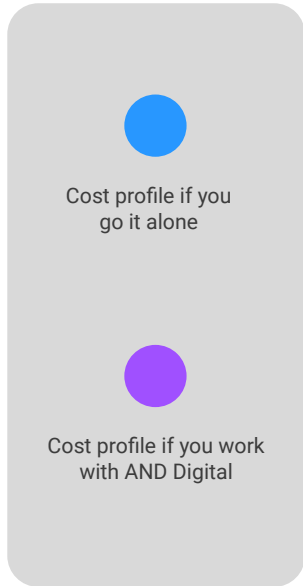
This is partly achieved through working closely together as one team, often on a mostly co-located basis. However, you'll also accrue two learning credits per month for each full-time ANDi that works with you - your learning credits can be used to deliver recruitment initiatives, bespoke training or workshops, shared expertise in organisational or operational best practices, and innovation around product definition or build.

That's not all, we also have dedicated Agile Coaches that work across a small number of clients and can help you to refine and improve your ways of working from c-suite level downwards. What's more, we invite CIOs and CTOs (along with one future leader from their teams) to join our exclusive client network - as part of this they'll have access to other clients in our community, be able to benefit from mentoring and networking connections, and be invited to events including our annual upskilling event.



The AND Digital difference.

Twice the savings achieved through partner match funding and closing your cloud skills gap.



Helping businesses become cloud-first.



We developed a cloud strategy and operating model for N Brown, working with them to migrate their existing systems and replatform to a cloud-native platform, while decommissioning their on-premises infrastructure.



We helped CEF to move from monolith to serverless architecture while working side-by-side with them. We brought our industry expertise to upskill and build self-sufficient engineering teams using our Cloud Academy.



We guided Covea to move to the cloud, choosing the right vendors and platform strategy, while migrating workloads and implementing developer tools and processes to accelerate delivery.

“AND helped us understand how to make our cloud infrastructure more secure than our old systems and helped me get buy-in from my Board to migrate business critical systems to public cloud.”

– Bruce Smith, NBrown PLC.

Why partner with AND Digital?

Five key reasons that clients select us as their technology partner.



Collaborative Working

We work together with our clients as one team, bringing new ideas and challenging existing ones. All of our ANDis are trained to work within both rapid agile frameworks and a Work-Group Delivery Model, allowing us to shape our approach to work most effectively alongside you.



Faster Delivery

We hire ahead of demand allowing us to mobilise teams in days rather than weeks or months. Our ANDis are used to working together within clubs so they can hit the ground running and bring experience and templates that have already been honed.



Future Optimised

We are unique in putting the capability of our clients at the heart of our beliefs. Not only will we help you get better products out faster, we change how you can attract and retain talent, building capability within your business and ensuring that you're truly independent - beholden neither to AND nor any other third-party.



Unique Club Model

Our model brings you the best of small - tight-knit teams working closely together who put client needs first, with the clout of large - the ability of our ANDis to leverage the skills and experience of a growing network of over 1,600+ individuals.



Competitive Commercials

We run a lean model - in a club of 89, 84 of our ANDis are building products for our clients. As a result, we offer clients flexibility with the ability to ramp up or scale back their commitment with just two weeks' notice, ensuring that you're only paying for who you need, when you need them.



Take the next step on your cloud journey:

We'll guide you to digital greatness, build better products together, faster, and equip you to be future optimised.

Let's form a different kind of partnership, **speaking to one of our remarkable ANDis:**

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To find out more about how AND Digital and Microsoft are working together in partnership, [visit our website](#).

