

BlakYaks.

Setting the scene for a perfect cloud native future.

BLAKYAKS

Why we exist.

Our Mission

To provide the platform for businesses to build and modernise their applications, fostering innovation through cloud native technology.

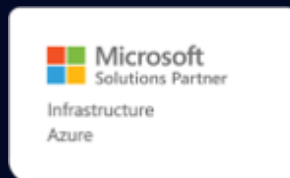
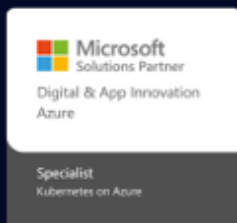
Our Vision

In the next two years, we aim to become the UK's industry leader in facilitating the transition to serverless platforms on Azure. Our ability to help customers with this transition will become increasingly important as the industry evolves.

“Leaders in every industry are accelerating their migration to the cloud. And it’s not just lift and shift. 95% of new digital workloads will be deployed on cloud native platforms by 2025. IT and OT are coming together, and the cloud is foundational to how organisations will be competitive going forward.”

SATYA NADELLA

Microsoft CEO - Keynote Inspire 2022



BUSINESS

Meet the Leads.



Dirk
CEO

Stuart
Chief Engineer

Craig
DevOps Lead



Andy
Head of Sales

Sofia
Marketing Manager

Nicki
Partner Manager



Callum
Tech PM Lead



Ollie
Head of PS

Herschel
PS Delivery Lead

Damien
PS Delivery Lead



Neil
Business Ops Lead

Howard
SpecOps Lead

Leanne
Office Manager

EXCLUSIVE MICROSOFT OFFERINGS

Azure Innovate.

"Get the Yaks in" to unlock Azure Innovate funding to support building new solutions on Azure and accelerate the next era of growth for your business.

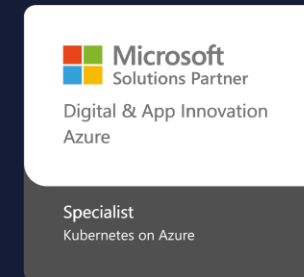
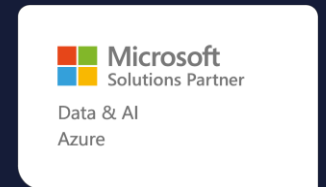
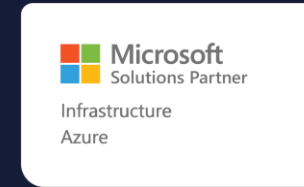
✔ Build and Modernise Cloud Native Apps

Turn your vision into impact with Azure - achieve efficiency, maximise value and emerge stronger by embracing technology to innovate.

✔ Kubernetes on Azure Specialist Partner

Supported Azure destinations include Azure Kubernetes Service, Azure Container Apps, Azure App Service, Azure Red Hat Openshift, Azure Spring Apps.

Azure Innovate helps accelerate your digital transformation with **BlakYaks** offering expert guidance to help build and modernize your applications from Pilot/POC to implementation.



OUR SERVICES IN A NUTSHELL

What we do.

✔ Build

Build a new simplified code foundation to work with Microsoft Azure.

✔ Transition

Support the technical transition from legacy systems to cloud-native technology.

✔ Operate

Operate platform services across teams for required time periods.

BLAKYAKS USP's

- Specialist partner: Cloud native solutions on Azure (IP)
- Automation expert (IaC): Long-lasting business benefits
- Bridging worlds: Old & new, developers & ops
- Developer ready: Accelerating time to market
- Microsoft & open-source: Tech freedom
- Enterprise solutions: Industry-leading expertise

BLAKYAKS

Azure-dedicated cloud native specialist.



Azure Scale

Enterprise Landing Zones

Build/manage with code

Secure, compliant, resilient

Build & Modernise Cloud Native Apps.



DevOps & Cloud Native

Azure DevOps

Modular IaC

Containers, PaaS, Serverless

Accelerate Developer Productivity.



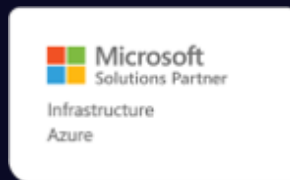
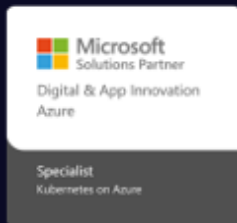
Azure Specialist Ops

Modern Operations

SRE & ITIL

Differentiated contract

Enhance Customer Experience.



MARKET TRENDS

Key challenges.

1. APPROACH DEFINITION

In many cases, the ideal approach and migration/modernisation strategy for a specific application or service lacks clarity. It's crucial for the business, application, and cloud stakeholders to allocate ample time to assess each target application with business logic, thus informing the transition strategy.

2. CAPACITY & CODE

Numerous customers face challenges during the transition to cloud native solutions, often due to limited capacity or capabilities within their existing teams, needing upskilling in key technologies. Additionally, outdated code will require comprehensive updates to be compatible with cloud native technologies.

3. WEAK DESIGNS

Some customers quickly deployed Azure tenants without a full end-to-end design, possibly due to time constraints or limited IT capacity, and sometimes, teams lift and shift workloads to the cloud, often retaining outdated methods and tools, instead of re-evaluating the management lifecycle for cloud technologies.

4. STALE OPERATIONS

Even those teams with the required capacity and skills, often lack the dedicated time needed to improve and modernise existing operational frameworks, so they accommodate the wide array of cloud native technologies such as containers, Kubernetes, Azure cognitive and leading graduated CNCF technologies.

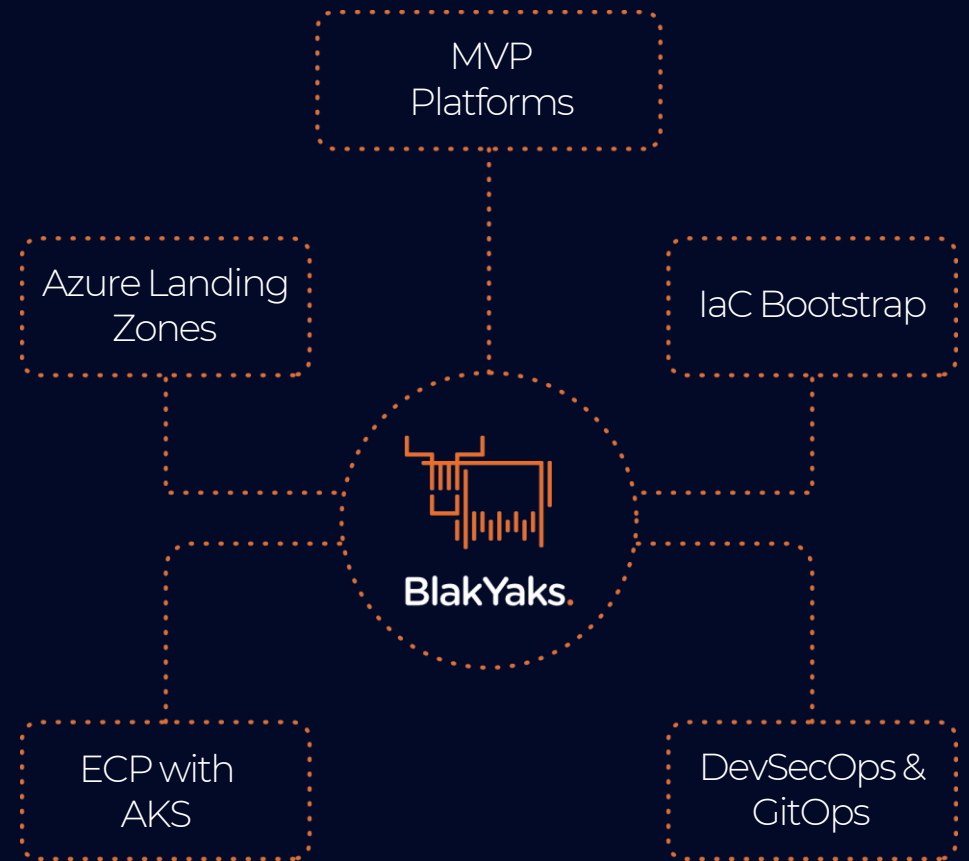
CLOUD NATIVE SERVICES

How we help.

BlakYaks deliver maximum values to our clients when we are engaged early in projects.

The below are examples of typical starter engagements:

- ✔ Azure Security: CIS compliance
- ✔ ALZ Optimisation: Design review
- ✔ DevSecOps & GitOps: Strategy & tool chain
- ✔ ECP Optimisation: Design review
- ✔ App Modernisation: Cloud native roadmap
- ✔ Cloud Operations: Skills augmentation



GET THE YAKS IN

How to engage.

"Get the Yaks in" and let our team support you to unlock new cloud native opportunities:

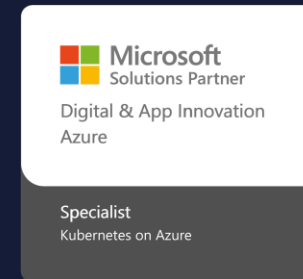
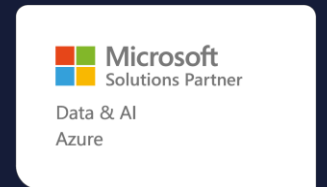
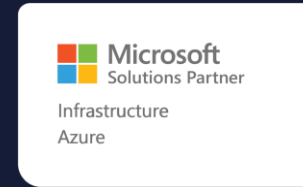
✔ Discovery Consultation (Workshops)

Our Platform, DevOps and Automation workshops deliver a report with crucial recommendations, insights, and subsequent actions.

✔ Cloud Native Assessments

In depth assessment of your cloud native platform, delivering insights and a clear plan.

As a Specialised Partner, we have access to exclusive Microsoft offerings to accelerate your end-to-end cloud journey on Azure





BlakYaks
solutions.

OUR SOLUTION AREAS

Overview.

1

ENTERPRISE AZURE
PLATFORMS



4

MIGRATE &
MODERNISE



2

DEVSECOPS



5

SPECOPS



3

CLOUD NATIVE
PLATFORMS



6

STARTER
ENGAGEMENTS



OUR SOLUTIONS

Enterprise Azure Platforms.

Fueled by robust DevSecOps processes, our Azure deployments are secure by design, fully automated, and deeply observable. Catering to mid-large sized businesses, including regulated ones, we ensure compliance with rigorous standards and policies.



DevSecOps Excellence

Collaborating with your teams, we rapidly establish appropriate tools, processes, and automation approaches to shape your entire cloud journey.



Enhanced Security Posture

From meeting CIS benchmarks to tailoring security to your specific compliance requirements, we help to define security standards, and help you to enforce them.



Optimal Landing Zones

Crafting landing zones that seamlessly match your scale and business needs, facilitating safe and swift deployment of services to your Azure tenant.



Unyielding Resilience

Ensuring your Azure platform remains robust even in the face of unlikely localised and regional failures.



IaC Prowess

Implementing strong IaC standards, we guide you through the initial steps, setting the stage for a fully automated Azure experience.



Seamless Scalability

Designing your Azure platform for effortless scalability, with additional SpecOps support as you transition to cloud native operations.

OUR SOLUTIONS

DevSecOps.

The pivotal role of robust DevSecOps processes in cloud native environments cannot be overstated. At BlakYaks, perfecting this for our clients is paramount. Supporting developers, engineers, and security experts with unified tools and methods is fundamental for sustained operational success.



Design Excellence

Customised design meticulously crafted using our reusable patterns to meet your unique needs.



Bootstrap Best Practices

Implementing robust Azure and Azure DevOps solutions to ensure best practices and streamline your processes.



IaC Modularity

Delivering high-quality, modular Terraform Infrastructure as Code (IaC) solutions for greater flexibility and efficiency.



Pipeline Optimisation

Building and maintaining high-quality, modular Azure DevOps pipelines that optimise your development workflows.



Comprehensive Testing

Ensuring comprehensive IaC and application Continuous Integration (CI) testing, adhering to industry standards and best practices.



Effective Observability

Establishing feedback loops that enhance visibility and responsiveness in your systems and processes.

OUR SOLUTIONS

Cloud Native Platforms.

Whether it's Azure container platforms, third-party data solutions like Databricks, middleware PaaS services, or cutting-edge cognitive and AI offerings, we guide your teams in deploying these services with code. We seamlessly integrate them into DevSecOps pipelines and connect them through the rich APIs modern services provide.



Reduced Operating Costs

There are less technology components for businesses to manage and the development costs are dramatically reduced.



Feature Rich Services

The array of cloud native services available on leading cloud providers is huge, giving businesses immediate access to an enormous array of features they would otherwise have to develop and integrate.



Faster Time to Market

Businesses can develop digital services quicker for their customers. Having to develop and test fewer components accelerates development.



Automation improvements

Modern cloud native applications and platforms are designed from the ground-up with automation in mind and are therefore easier to automate.



Increased Security & Lower Risk

Cloud native platforms have a lower attack footprint (e.g., containers) and much of the security responsibility remains with the Hyperscaler (Microsoft).



Better Integration

Modern cloud native services expose rich APIs that conform to open standards, allowing for easier integration between each component. Designing your Azure platform for effortless scalability.

OUR SOLUTIONS

Migrate & Modernise.

We guide clients through Azure application migration & modernisation by leveraging cloud native services and platforms, reducing legacy infrastructure and technical debt. We work closely with customer stakeholders, to select the most appropriate approach e.g., move as-is (IaaS), modernise (PaaS, Serverless).



Move or Innovate?

While aiding in straightforward Azure migrations from existing IaaS environments, we champion modernisation during the process. Collaboratively, we seize the chance to enhance application stacks.



Lift-and-Shift

We support a lift-and-shift approach for scenarios where immediate modernisation is not possible (code availability, economics, or time constraints). Azure migration paves the way for future enhancements.



Appraisal of Applications

Utilising our framework, we evaluate which applications warrant modernisation and which can be migrated as is to strike the perfect balance between investment profile and practicality.



Structured Migration Phases

We define migration phases and treatment strategies for “in scope” applications, ensuring all risks are understood, processes are automated and user impact is well managed.



Application Transformation

In tandem with development teams, we evaluate application stacks, align on “to be” Azure target architecture and new modern cloud native components.



Testing & Validation

We establish tailored testing, validation and roll back strategy for all “in scope” applications before proceeding with migration.

OUR SOLUTIONS

Specialist Operations.

From basic incident management to comprehensive end-to-end platform support, we've got you covered. With SpecOps, flexibility and agility are at your fingertips, providing on-demand capacity that complements your engineering and operations functions seamlessly.

We've created our SpecOps service by blending essential elements of ITIL and SRE, to deliver cloud operational services that ensure your platforms are secure, compliant, resilient, performant, and cost-effective.



SpecOps Core Run

Customised essential support, overseeing your Azure tenant. From simple advisory to full platform support, incident management, and recovery. Straightforward monthly retainer fee.



Cloud Native Ready

A service onboarding process to ensure that risks, costs and administration are minimised for all new applications and services on the platform.



SpecOps Burst

Flexibly supplying Azure engineering (SRE) and operations capacity as needed. Prepaid monthly day blocks. Unutilised days carry over. Adapted for your evolving Azure requirements..



DevOps & IaC

Every Azure deployment, modification, and update is executed through code (IaC), fostering stability, mitigating risks, and minimising management overheads.



Security & Governance

Platforms managed with strong governance and controls to enforce customers' security and compliance posture.



Commercial Flexibility

Contracts are designed with the customer to blend the right amount of day-to-day operational cover with the engineering capacity required to drive the cloud native projects forward faster.



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