

Move to the Cloud in your own terms

"Migrating to the Cloud is easy, move a bunch of servers, copy some data and it's done."

At BT we know this is not the case.



Application services are the lifeblood of an organization, growing and evolving organically with the business. Transitioning these to the Cloud can be complex and risky to the business, this is where the BT CAF can help.

BT Enterprise Cloud Adoption Service

Migrating a business to the Cloud can be complex, confusing, and if not planned correctly costly. BT's Cloud Adoption Services have been built to address these challenges and streamline many of the complex processes involved.



Why customers use BT Enterprise Cloud Adoption Framework

- Structured application centric approach
- Help to understand and predict costs
- Deliver the right solution to your challenge
- Educate organisation on Microsoft and BT Cloud platforms and capabilities

Predictable expenditure

- Our Cloud Adoption services are modular and allow the customer to select only the parts they want
- Solution estimations based on real information gathered on your estate
- Confidence that the information provided to the business is correct

BT and Microsoft the power of one

- Our services have been built by experienced IT Consultants with close to 200 years of Microsoft experience collectively
- Enables easy access to both the BT and Microsoft portfolios
- Peace of mind knowing that you are with an experienced partner

Real world thinking

- BT Enterprise solutions are based on customer need instead of customer perception
- Enables us to focus on the outcome to overcome several problems instead of just one
- Our services and solutions are implemented in many of the top UK organisations

Extranet transformation

The council delivered a business-critical residence WEB service with a hosting partner, the service had been built as a bespoke service using Microsoft technology solutions. The service required extensive refresh and was looking at significant investment.

The Council worked with BT and via our CAF was able to access application partners who aiding in transforming the service using Microsoft Azure and Microsoft 365. The transformation has also enabled the Council to futureproof the service and be more predicative on cost.



BTs Cloud Adoption framework takes away the complexity of Cloud transitions, enabling customers to focus on real business needs.



Customer example - Manufacturing Organisation

- Cloud Maturity assessment included in Adoption Framework
- Enables customer to rationalize current services prior to transformation
- Reduce cost of services migrating into the Cloud by 30 to 40%



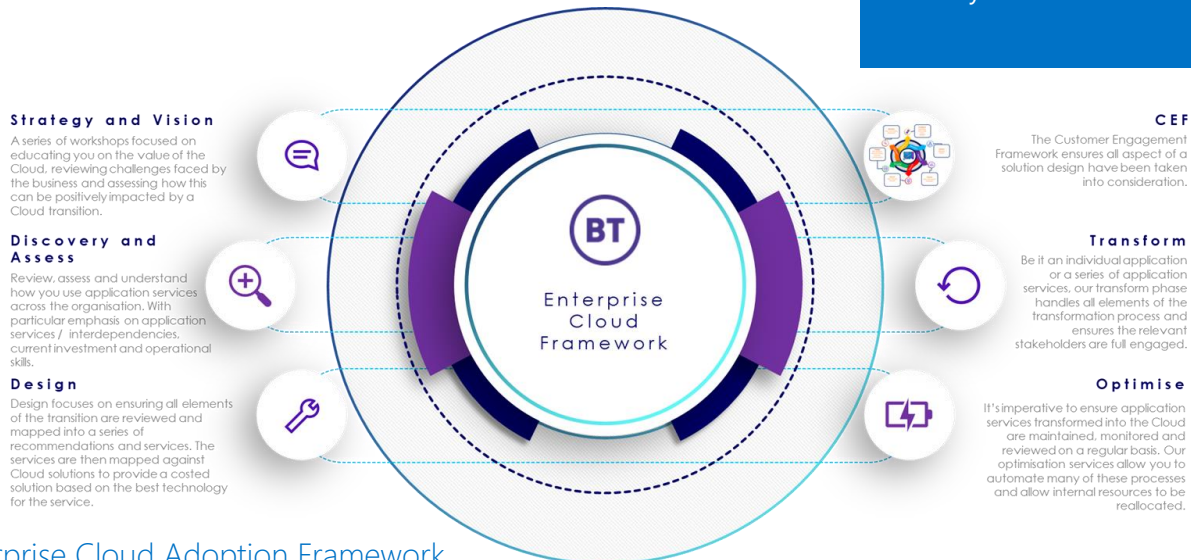
Customer Example - Healthcare Organisation

- Used Azure to streamline information processing back to central repository
- Reduced customer internal process from 5 days down to 30 minutes
- Faster access to current data for real-time reporting

Structure out of chaos

BTs CAF service streamlines Cloud services and will enable you to redirect valuable resources to tackle key business challenges

- Delivers real business transformation through business insights
- Our CAF offering bring the best of BT Enterprise and its partner ecosystem into play
- Modular solution design aimed at reducing the cost of Cloud migration
- Adopted by BT Enterprise as our only Cloud enablement framework



BT Enterprise Cloud Adoption Framework

Our framework is made up of 6 working modules, each designed to be stand-alone or delivered in sequence. The CAF process starts with knowledge sharing, ensuring the business and key stakeholders understand what the Cloud is and then benefits it affords, we also ensure the business understands key Cloud terminology. As we move through the framework, we work with our customers to understand the challenges they are having and map this to Cloud solutions and processes. As part of the learning process we look at the skills across the business and augment these with either BT resources or through our partner network. The CAF moves through the BT CEF (Customer Engagement Framework), which ensures that every customer engagement uses the same principles and design characteristics. CEF leads into Transform, where application services are taken through our 5 R process and then novated to the appropriate platform. The process moves to a natural end with our Optimization services, be that a Managed Service, continual cost rationalization or continual service improvement planning.

Why BT Enterprise Cloud Adoption Framework?

BT has vast experience of transforming businesses into the Cloud. This service capitalizes on this and enables organisations who would normally spend months, even years, planning and testing to streamline processes and accelerate the adoption.