



Enterprise Portfolio Modernization (EPM)

Modernize your
business to get ahead
and stay ahead



Why Modernize your Applications by Moving to the Cloud ...

Cost reduction

Strong deadlines

Bottom line impact

IT Push

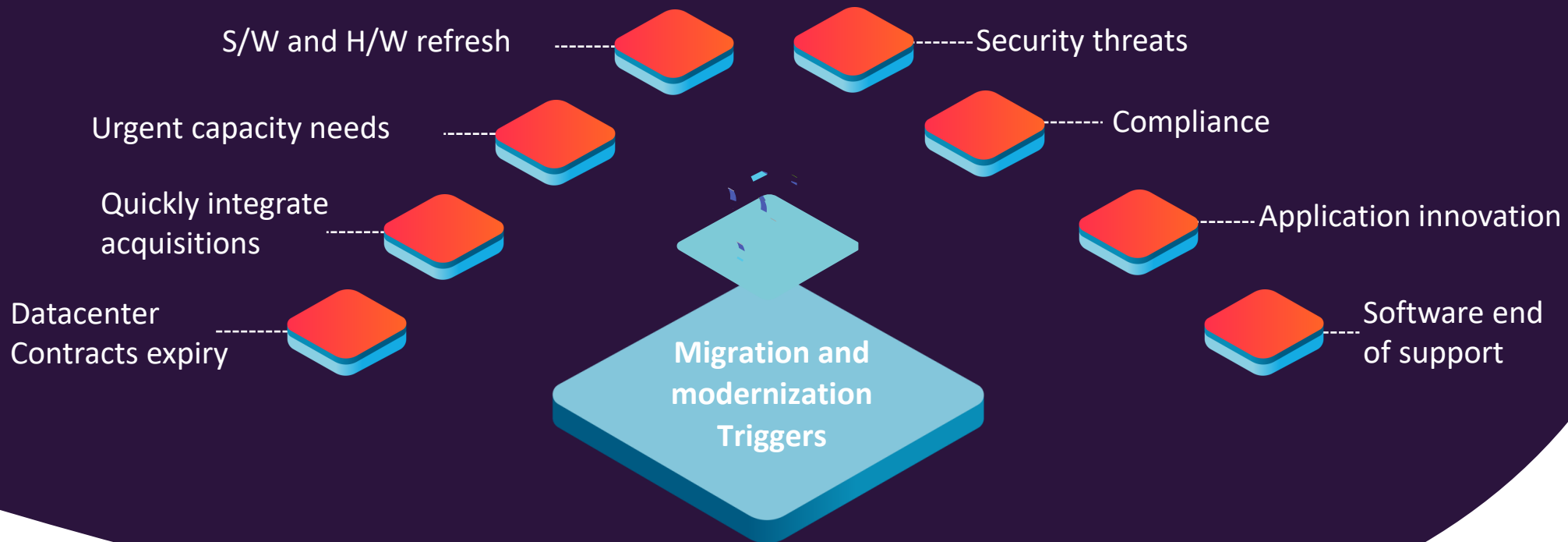
Agility and Flexibility

Time to market

Top line impact

Business Push

Risk management



Sound familiar?

- Fragmented approaches to cloud migration and native development? Multiple POCs, tools & vendors = Hard to scale!
- Lack of in-house skills? Silos of skills developing?
- Technical Guidance & Best Practices not standardized or easily shared?

Meaning... You're not getting the Cloud benefits & Innovation promised



What we took away and solved...

You are looking for a one stop shop

that brings together all the different elements in a single approach, aligned with best practice guidance

You need consistency you can trust

to provide ongoing support, optimization, modernization and innovation

You need technical guidance and best practices

tailored to the unique scenarios your business works in

You need support in driving change management

Both internally and developing new Azure skills amongst existing resources

'Cloud Transformation has evolved...

At first Cloud Transformation was about **optimization of assets...**

- To get **Cost reduction** / Data storage / Disaster recovery.
- Purely on **Infra as a Service (IaaS)**.
- Concerns around security – Private versus Public Cloud.
- Moving to **SaaS** solution for COTS applications (Salesforce / 0365 etc..)



Now Cloud Transformation is about **Agility and flexibility** to enable **Innovation...**

- More focus now on leveraging **Platform as a Service (PaaS)** and rebuilding applications on Cloud
- More organizations moving to **Public Cloud**.
- **Multi-Cloud** and **Hybrid cloud** strategy supported by **Containerization** (Kubernetes / API management / Microservices / Serverless).

What our clients achieve with EPM

Identify your IT and business needs

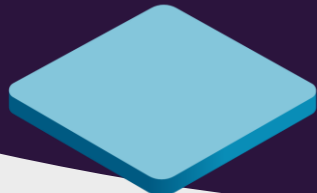
- ✓ Comprehensive Application discovery and assessment
- ✓ Roadmap application landscape to Cloud
- ✓ Align your cloud migration with business strategy

Accelerate your migration to Cloud

- ✓ Futureproof for application innovation
- ✓ Minimise cost, risk, and disruption
- ✓ Automate migration processes using our accelerators and assets

Achieve digital transformation

- ✓ Realise differentiating new capabilities and business models
- ✓ Respond rapidly to changing market realities
- ✓ Deliver new services and customer experiences



So... what is EPM?

Its Sogeti's end to end solution made up of **OneMigrate** & **OneNative** that takes care of your Cloud adoption, and it's specifically for Microsoft Azure.



It contains our library of assets to accelerate your **START** and build a foundation that truly scales along the Journey – we call it **CloudBoost**



It's our **OneMigrate** service that starts with an assessment and helps you **MOVE** to Azure with an automated migration path.



It's our **OneNative** services that help you **BUILD** quickly on Azure, and optimise your applications using our assets



& It's our comprehensive set of Microsoft Expert accredited Managed Services help you **PERFORM** on Azure

PS You can even buy **Azure** from us ...

How it works for the whole Cloud Journey...

HELP ME **START** FOR THE CLOUD



CloudBoost Library

Maintained & Re-usable Enterprise grade Cloud Knowledge, Assets & Best Practice

HELP ME **MOVE** TO THE CLOUD

2



OneMigrate

Modernize & Migrate your existing applications

HELP ME **BUILD** ON THE CLOUD

3

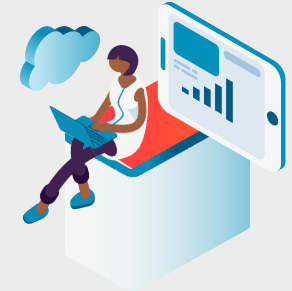


OneNative

Innovate, build new applications and get agility in your business by building Cloud Native apps

HELP ME **PERFORM** ON THE CLOUD

4



CSP

Through Managed Services and Cloud Solution Provider agreements with Microsoft we can provide Pay as you go billing + we handle it all

Cloud Platform

The ready to go transformation platform we put you on

Delivery Centers

Right shore Model with Local Teams supported by global Microsoft Azure Expert accredited delivery centers

Gartner's 'five R's' ...

Rehost (lift&Shift)
Refactor (VM, container or PaaS)

Revise (code changes)

Rebuild (business Process Change)
Replace (SaaS) / New (Cloud Native)



We use our CloudBoost Library to create the perfect Landing Zone for your applications and processes.



Landing Zone

Benefits

- Save >30% time and money with our clear and proven migration paths.
- Assets in our CloudBoost library serve both Migrations and Cloud Native development .

The Sogeti Advantage

- MSP Certified – Microsoft.
- RightShore delivery model with local, near and off-shore delivery centers.
- Adaptable delivery models at the pace of the customer
- Migrate (Move) and Development (Build) teams are together



START

CloudBoost Library



CloudBoost Library

Knowledge - Reusable Cloud resources designed with DevOps in mind, conform industry standards and practices – Its our inner-source knowledge base used by all our cloud teams globally!

Maintained - Daily executed automated validations and deployments for templates, Validated with Microsoft with updates and synchronised product roadmap.

Re-usable - Library has over 250 Microsoft Validated IP scripts and templates used to create your cloud Landing Zone and enable automation. Includes:

1. Infra as Code, written in ARM and Terraform for the most Cloud resources of Azure and AWS

3. Pipelines as Code to provision Cloud infrastructures on Azure, GitLab, Jenkins and Azure Pipelines

2. Config as Code, for Windows and Linux OS in PowerShell DSC and Ansible for most machine configurations.

4. Practices, way of Working, Checklist and guidelines to maximize the benefits and work with Cloud.



CloudBoost Library

Benefits

- Consistency at scale
- Maximise Cloud benefits
- Overcome Enterprise Cloud and DevOps challenges

The Sogeti Advantage

- Global scale sharing of knowledge assets for cloud – re-use and sharing at scale
- Based on centrally managed IPs, available to all regions
- We're close to Microsoft who work with us on roadmap and we validate each other
- RightShore delivery model, High skilled and certified architects (Local, Near and Off-shore teams)

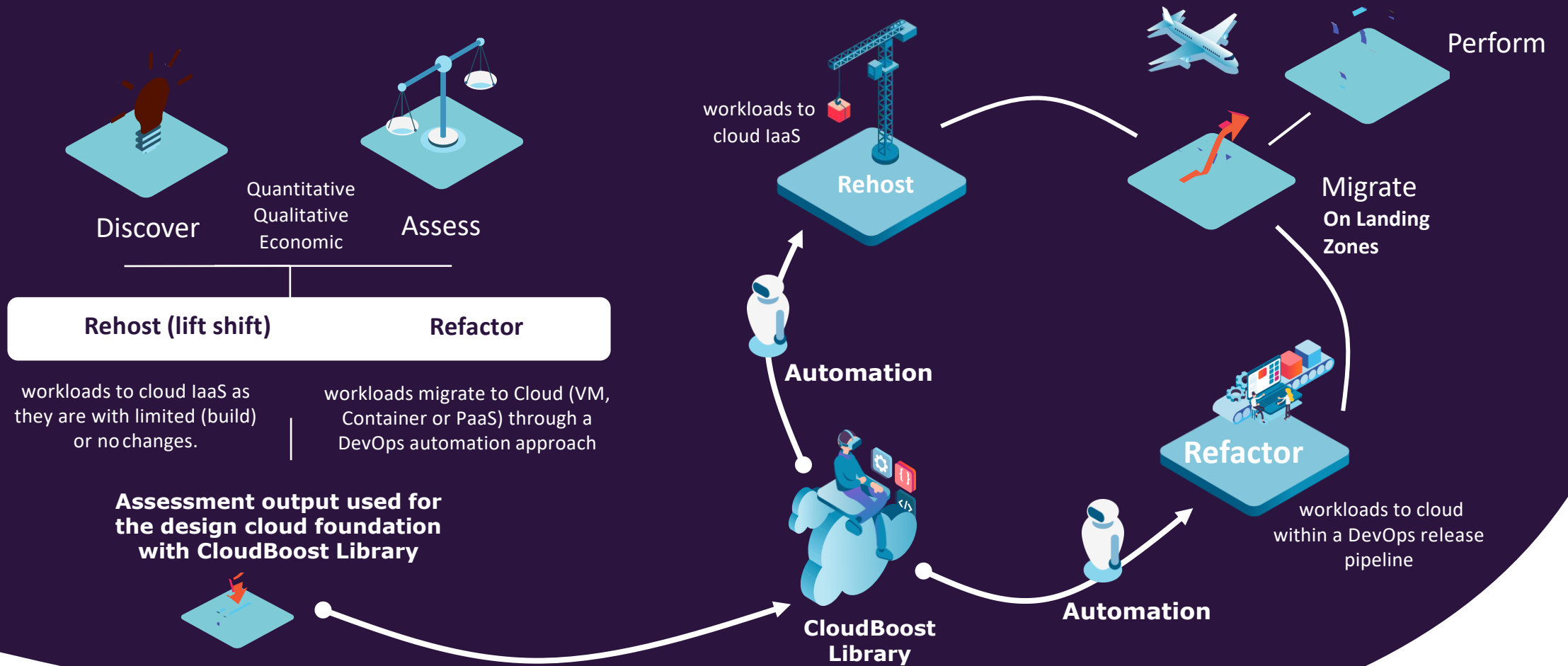


MOVE

OneMigrate



OneMigrate Process





Capgemini and Sogeti in the Netherlands were selected by Eneco Group for cloud management, application services and service integration

Client challenge

With each new venture client needed to apply for new cloud platform subscription. Over time it was increased to the extent which could not be tracked, Eneco wanted to:

- Manage their increasing number of cloud subscriptions better
- Reduce subscription expenditure and OPEX.
- Monitor costs for end-to-end development cycle

Sogeti impact

- Optimum application efficiency adopting DevOps culture
- Regular service status on monthly basis
- Standardized Platform for application hosting
- Ready to use template
- Reduced new subscription's needs

How we made value

- Sogeti helped setting up the foundation
- Azure DevOps is used for auto-provisioning of IaaS and PaaS component on Azure
 - To host code-snippets which helped to launch IaaS and PaaS infrastructure on cloud
 - To Monitor end-to-end development cycle
 - To secure CI/CD framework
 - Which was targeted to host for 80% workload comprising of infrastructure and applications
- Re-modifying the template as per the ITIL process to provide continuous support on change task
- MSR reporting to share the process status



"We are confident that our partners will accelerate our sustainable and digital ambitions, by developing innovative services for our customers, using flexible and agile IT."

Mario Suykerbuyk

Chief Information Officer at Eneco Group.

OneMigrate

- Modernise and Migrate legacy applications

OneMigrate enables you to automate and optimise your migration path, app by app, so you can get value faster.

First, we carry out a Quantitative, Qualitative and Economic assessment using 3rd party and in-house tools for discovery & Assessment

Our recipe for enterprise application migration success



OneMigrate Benefits

- Reduce IT infrastructure operations costs by >35%
- Reduces OpEx, improves business IT velocity, and increases faster time to market
- Improve security and availability for infrastructure operation

The Sogeti Advantage

- Take advantage of better scalability with capacity elasticity, demand-driven by project
- Our service moves simple workloads quickly through project phases to deliver early ROI
- Dedicated team enables the safe and careful assessment, preparation, and migration of complex, business-critical workloads



BUILD

OneNative



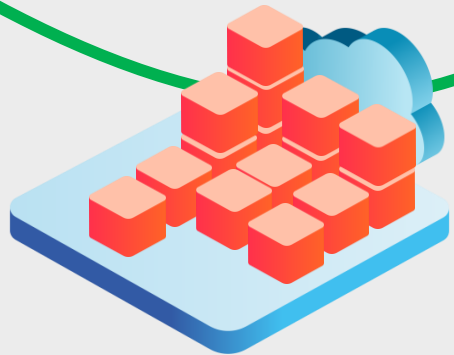
OneNative

Its about the business Value

Business Value



Cloud Native Logical Architectures



Cloud DevOps Team



Specialized knowledge via global experts

Architecture

Architecture design with description of components and its needs.

Templates

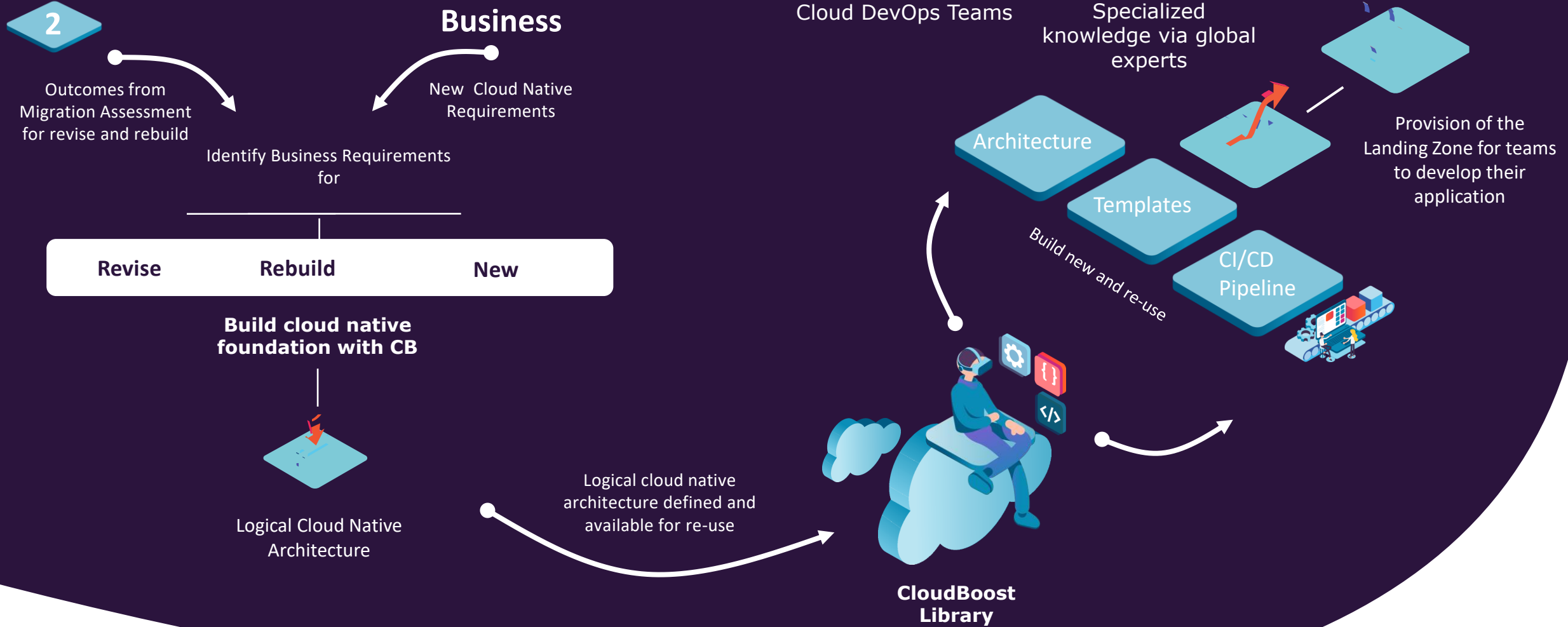
Cloud resource templates with a description of its capabilities.

Automation

CI/CD automation for cloud resources and architecture

Sogeti CloudBoost Library

OneNative Process





Client challenge

With 4,500 employees, Enexis implements, manages and maintains a substantial part of the Dutch electricity and gas grid for 2.8 million customers daily.

Enexis was looking for scalable and agile IT-capacity in a public and cloud-native environment.

Sogeti impact

- Our experience with large scale transformations to the public cloud and cooperation with niche partners Schuberg Philis and First Consulting created a roadmap and the transition of over 200 existing applications to a cloud-native application platform, either on IaaS, PaaS or SaaS
- In 2017 Sogeti and Enexis won a joint sourcing award for the most revolutionary eco-system for public-private cooperation.

How we made value

- The implementation and integration of applications within the IT operation has been simplified with Continuous Integration and Continuous Deployment (CI/CD)
- Application delivery down from **6-12 weeks to just 2 days**
- Fully automated processes will enable systems to be switched off when they are not in use making cost savings of up to **25%**.

Case Study



“Our IT-landscape will be more flexible with the application transformation to a public cloud environment. Moreover, we ensure software liability and security. Our partners are well-experienced in these complex projects so we are looking forward to a successful and innovative change over the coming years.”

Jeroen Sanders,
Managing Director ICT of Enexis Group

OneNative

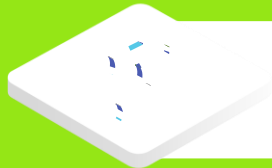
Cloud Native Development from Design/Build to run

We **separate** all the **Cloud Technology complexities** so customer project teams can focus on creating **business value!**

We call this Cloud Native foundations and we make available our assets from CloudBoost Library, so you don't have to start from a blank page.

We Build Cloud Native foundations with the following assets from our CloudBoost Library:

Reference architecture



DevOps with Azure DevOps & GitHub

- A collection of pre-defined tried and tested pipelines as code



CI/CD automated testing and deployment assets

- Empowering developers to commit-test with minimal environmental dependencies with significant cost savings



Cloud Native Logical Architecture Templates and Automation

- For Microservices, PaaS, Serverless, IOT, AI, API etc..



OneNative Benefits

- Optimize your application development process to drive new customer experiences at speed.
- Provides a platform to speed up your organizations Cloud Native maturity so you can build at enterprise scale.
- We help cloud become an enabler for your business, unlocking the value e.g. AI, analytics and IoT.

The Sogeti Advantage

- Sogeti's advanced DevOps approach and methods ensure you're always a step ahead. In the public cloud for both infrastructure and applications
- Ability to build on automated processes that enable continuous processes while reducing operational costs
- Our CloudBoost Library is a group wide Knowledge base (Inner-source) so the assets we have built over 5+ years are available for your projects!



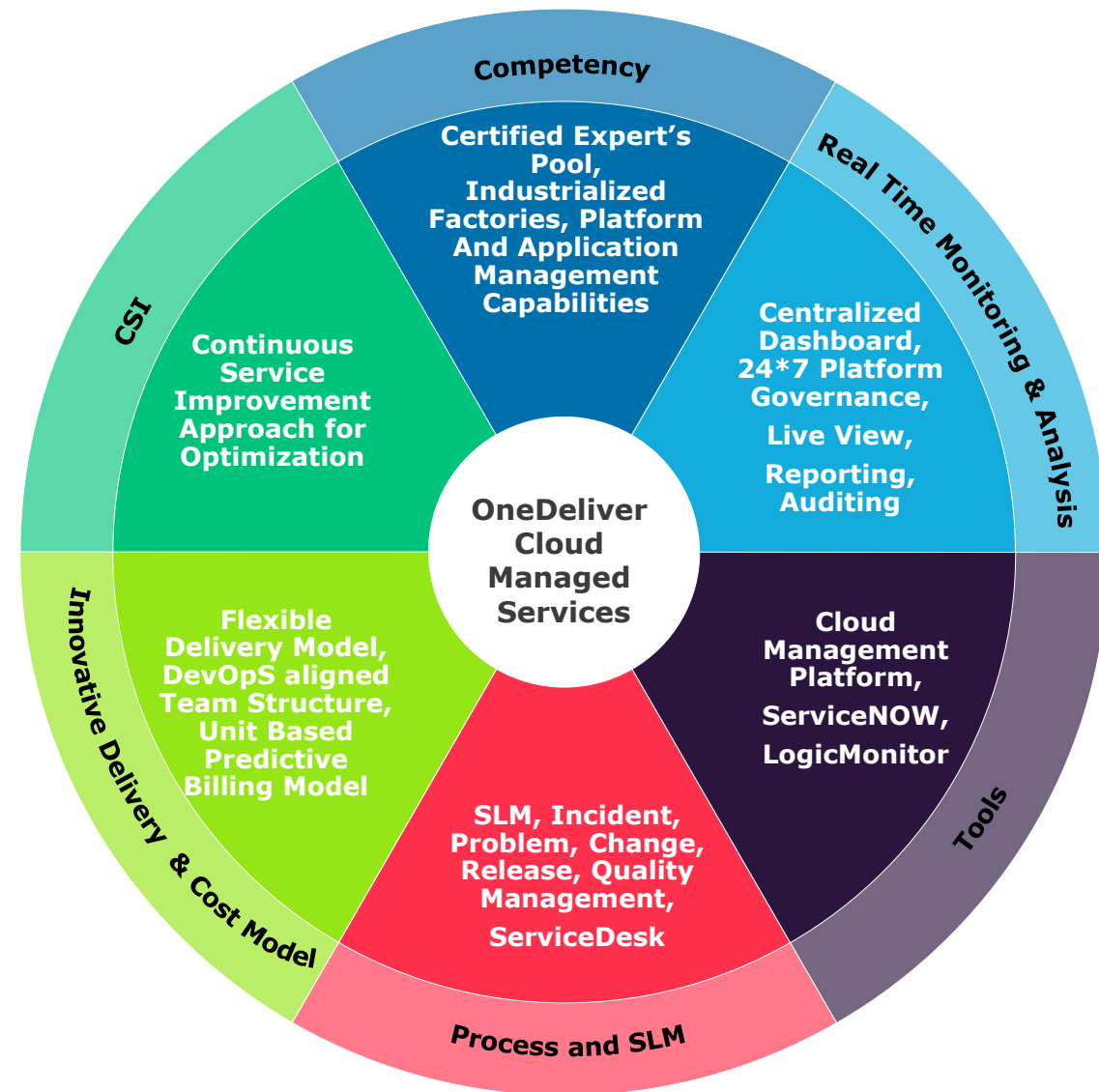
PERFORM

Our Managed Services



PERFORM – Cloud Managed Services

- Global delivery - mutualised team to optimize support cost and bring in experience pool.
- Streamlined operations with use of industrialized tools for effective Service Management and Service Delivery.
- Implementation of standardized ITIL processes and Service Management.
- SLA based model for Production and Non-Production environments.
- Unit Based billing model.
- Aligned delivery model for DevOps ready engagements
- Accelerators and enablers leveraged to improve the service delivery





A bit about Microsoft & Sogeti



Our Strategic Partner for EPM



We work together

Our Joint plans and initiatives with Microsoft :

19 years of close partnership including initial Launch partner of Azure to Recent Azure Expert MSP

CSP and AMP partners

Enterprise Portfolio Modernization (Modernize and Migrate Applications, DC Transformation, Cloud native, SAP on Azure)

Close collaboration with engineering teams in Redmond (Azure DevOps, Azure Std & Practices and Kubernetes)

GitHub and AI inner-circles

Joint Enterprise Customer Briefings in Redmond Local Centers and regional acceleration briefings.



We Invest Together

Global thriving community spanning across 5 continents and 23 geographies
>25,000 Microsoft Trained
>1,528 Certified Professionals

Microsoft Partner

Gold Application Integration
Gold Application Lifecycle Management
Gold Data Analytics
Gold Customer Relationship Management
Gold Data Platform
Gold Devices and Deployment
Gold Enterprise Resource Planning
Gold Hosting
Gold Application Development
Gold Collaboration and Content
Gold Cloud Platform
Gold Datacenter
Gold Cloud Productivity
Gold Cloud Customer Relationship Management



Azure Expert MSP

Our Recognition

2019 Business Groups recognition through Cosmos Db, SAP on Azure, Modern Workplace, Mass Migration

2018 Azure Expert, Managed Service Provider Accreditation

2018 Partner of the Year Capgemini & Sogeti France

Signed Multi-year Global Cloud Solution Provider (CSP) Agreement

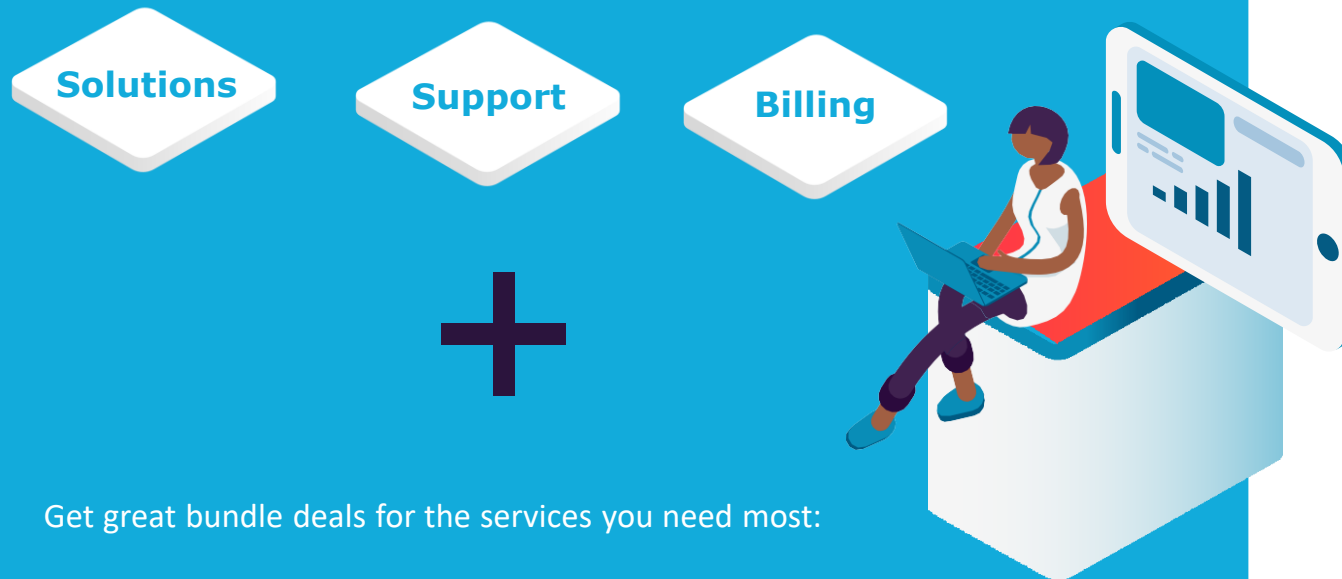
Big Data Partner of the Year by Informatica



- Save through existing licenses (Hybrid benefit)
- Free extended security updates
- Most comprehensive cloud provider with 90+ certifications
- SAP is migrating 17 internal systems on Azure
- Best platform for digital transformation (IoT, data, ML, and Power BI for insights)
- More than 95 percent of Fortune 500 companies use Azure

We are a Microsoft Cloud Solution Provider (CSP)

With our CSP service, we can help you with all your ongoing needs after your migration to the cloud, including application on-boarding, provisioning and usage-based billing.



Get great bundle deals for the services you need most:



CSP Benefits

- Simplified billing and single invoicing for cloud service purchases
- Improve efficiency of cloud solutions with a single Provider
- 24X7 access to single, first-line of support

The Sogeti Advantage

- Confidence and reliability – our Sogeti experts know your business and can help you equip what you need
- Additional benefits and offers available based on different campaigns (i.e., large-scale migrations, Azure hybrid benefit, Reserved Instances (RI), Software Assurance)
- Sogeti Center of Excellence (CoE) services: provisioning, billing, and Tier 1 support services for CSPs
- We are one of only seven global system integrators distinguished as Microsoft Managed Service Provider (MSP) Azure Expert and CSP



A Quick Recap...



In summary with EPM:

- We give you the templates, tools and artefacts to boost your journey to the Cloud – Our CloudBoost Library.
- We define your journey & migrate your applications to the Cloud with Automation for Re-Host and Re-Factor.
- We integrate those applications in the cloud, or build Cloud Native applications to create new services fast
- We improve your business velocity & reduce your time to market
- We reduce your costs & improve reliability
- We're a One Stop Shop for all your Cloud needs
Start – Move – Build - Perform

Sogeti Advantages

- We're a Trusted Partner
- We transform at your speed
- We address both Infrastructure and Application transformation with a DevOps methodology
- We support full migration and managed services via a unit based pricing model
- We offer Technical Guidance & Best Practices
- We support your innovation

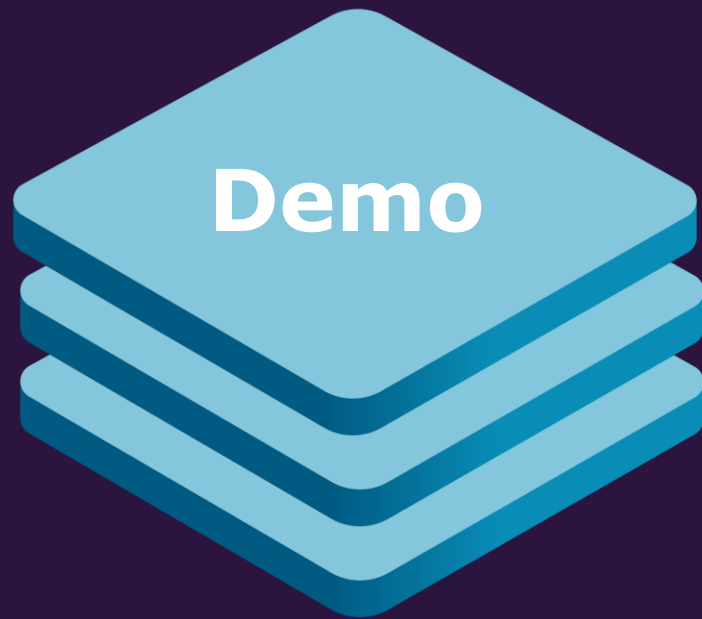


Next Steps

Demo

**Technical
deep dive**

Proposal



About Sogeti

Part of the Capgemini Group, Sogeti operates in more than 100 locations globally. Working closely with clients and partners to take full advantage of the opportunities of technology, Sogeti combines agility and speed of implementation to tailor innovative future-focused solutions in Digital Assurance and Testing, Cloud and Cybersecurity, all fueled by AI and automation. With its hands-on 'value in the making' approach and passion for technology, Sogeti helps organizations implement their digital journeys at speed.

A global leader in consulting, technology services and digital transformation, the Capgemini Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of over 200,000 team members in more than 40 countries. The Group reported 2018 global revenues of EUR 13.2 billion. People matter, results count.

Visit us at www.sogeti.com



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