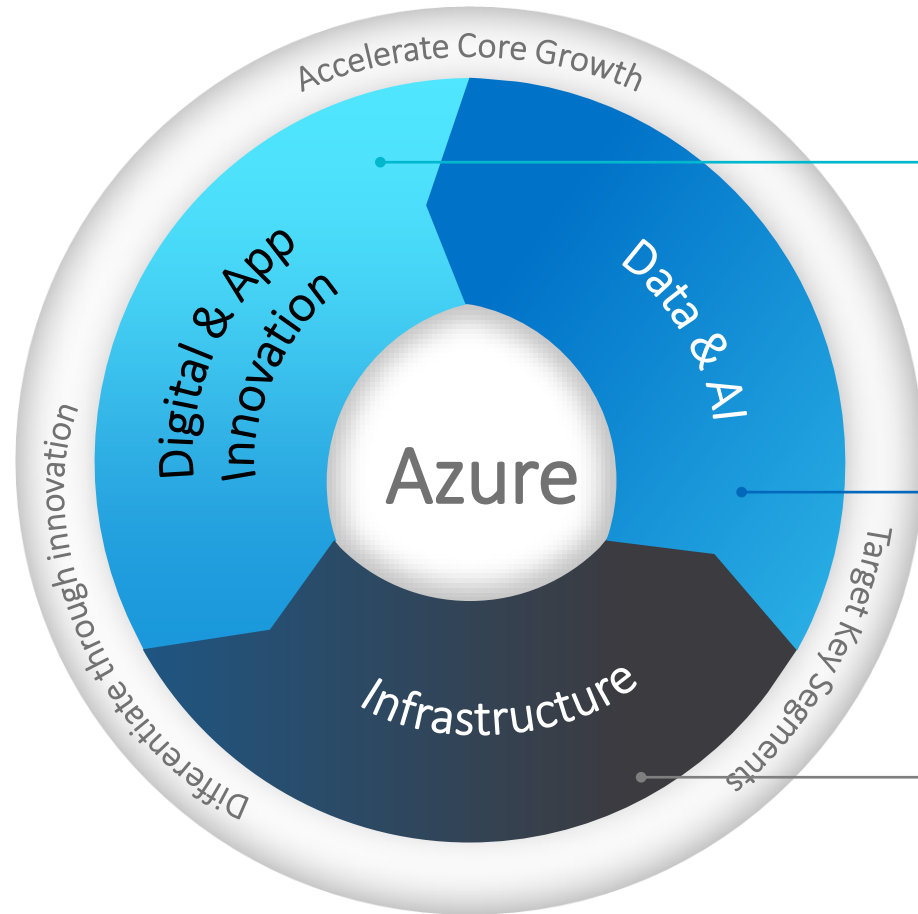




Cloud Adoption Framework

To Accelerate Digital Transformation Journey





Digital & App Innovation

- Modernize Enterprise Applications
- Innovate and Scale with Cloud Native apps
- Enable Developer Productivity and Accelerate Delivery
- Accelerate Innovation with Low Code













Data & AI

- Migrate and Modernize your Data Estate
- Innovate with AI and Cloud scale Databases in Every App
- Power Business Decisions with Cloud Scale Analytics
- Enable Unified Data Governance

Infrastructure

- Migrate and Modernize your Infrastructure and Workloads
- Modernize SAP on the Microsoft Cloud
- Modernize your workloads with Azure at any scale with HPC + AI
- Protect your data and ensure business resiliency with BCDR
- Innovate across hybrid and edge with Arc and IoT

Assessment Types

 <p>Data & Infra Migration</p>	 <p>Application Modernization</p>	 <p>Analytics Assessment</p>	 <p>Oracle to PostgreSQL (Hyperscale - Citus)</p>
 <p>Data Warehouse Migration</p>	 <p>Mainframe Modernization</p>	 <p>SAP on Azure</p>	 <p>PowerApps Power Platform</p>
 <p>Contract Optimization</p>	 <p>Cloud Security Assessment</p>	 <p>Sustainability Assessment</p>	 <p>Modern Workplace Assessment</p>





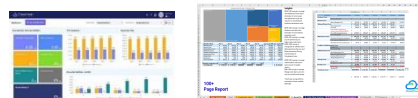
Customer Nomination & Planning

Once seller nominates customer, Understand customer's business objectives & cloud adoption goals

3-4 Weeks

Solution Assessment

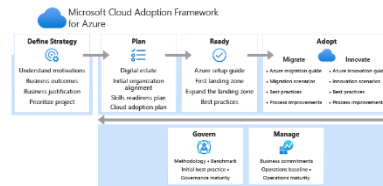
- Assessment Report
 - **Discovery** - Data collection
 - **Financial analysis** - TCO/ROI – Detailed cost and financial analysis
 - **Migration plan** - Current Environment summary
 - **Recommended Next Steps** - Customer Proposal
 - **Business case** demonstrating the value story
 - **Executive summary**
 - Clear next steps post assessment



1-3 Days

CAF Workshop *Digital Advisor (Cloud Adoption Framework Workshop)*

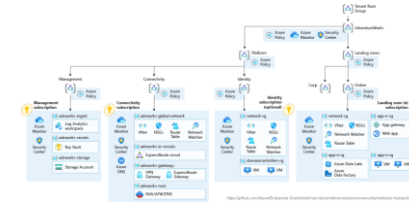
- Conduct workshops
- Strategy, Plan & Ready: 1-Day Workshop to help define high level cloud strategy and adoption plan
 - Ready & Govern Workshop to define Azure landing zone design
 - Help understand all elements of the transition to cloud



1 Week

Landing Zone (Foundational)

- Foundational Landing Zone Design/review to support Pilot/POC
- Migration/Modernization plan with cloud strategy recommendations
- Design and deploy Landing Zone (enterprise scale)



2-4 Weeks

Industry Solutions (Pilot/Proof of Concept)

- Pilot/POC for first workload
- Expert guidance to migrate a pilot workload to Azure e.g.,
- 1st modernized
- ~5 VMs migrated
- One Low Code No Code application
- Azure sandbox (or Azure credits) to offset costs as you test
- Data lakes - AI/ML
- Future Modernization plan



How We Deliver Assessment?

3-4 Weeks

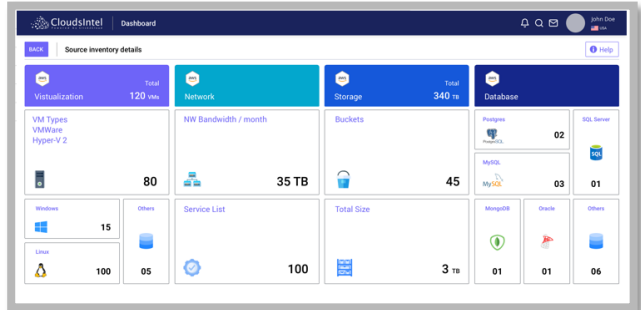
On-Prem, Cloud Services Discovery

- On-Prem : Apps & Infra Assessment
- Cloud Services Discovery
- SAP On Cloud Assessment
- Infra Assessment

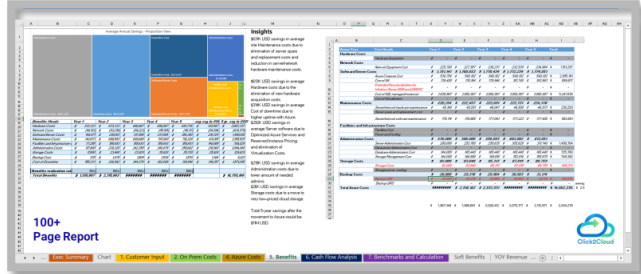


- Discovery**
- IaaS, PaaS, CaaS
 - Data Discovery
 - App Discovery
 - Storage & Network
 - Active Directory
 - Licensing
 - Security
 - Cost Expenditure (Capex/opex)
 - Sustainability

Executive Summary



Discovery
Assess your current IT infrastructure, Data collection

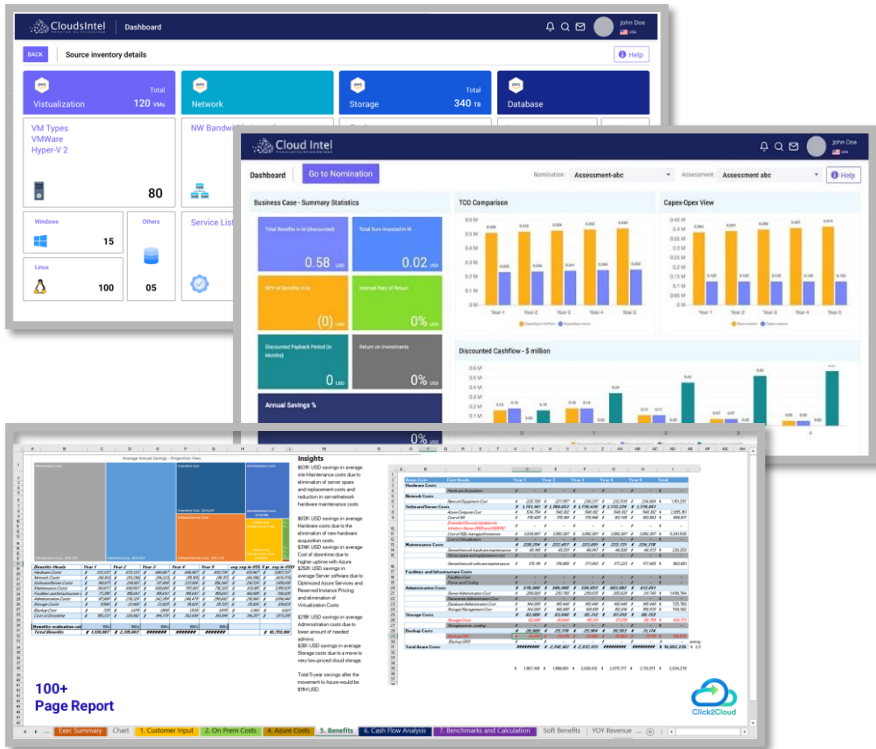


Financial & Business benefits
Final analysis - TCO/ROI, Detailed cost and financial analysis



Migration plan & Recommended
Summary of Current Environment
Recommended Next Steps - Customer Proposal, Business case

3-4 Weeks



1. Discovery

- ✓ Assess your current IT infrastructure
- ✓ Identify your application & operational readiness

2. Business Case - Financial & Business benefits

We Leverages discovery data, IT profile and industry benchmarks to build a financial business case including **NPV, ROI and IRR and payback period with a business impact study**

- ✓ Determine BOM based on industry specific solutions

3. Cloud Strategy and Migration Roadmap with Right-sizing

We proposed on approach for building a joint roadmap based on the inventory of applications, data and infrastructure and gather current on-premises costs.

- ✓ Create basic dependency maps of your applications
- ✓ Give the migration plan along with recommendations

4. Final Delivery - Assessment Report (BVA)

We conduct the workshop with customer involve technical discussions and business-outcomes based on Assessment Report which comes with financials and cloud migration roadmap.

1. Executive Summary
2. Summary of Current Environment (Current vs to be architecture)
3. TCO/ ROI – 5years plan
4. Business case
5. Recommended Next Steps
6. Customer Proposal

Apps & Infra Assessment

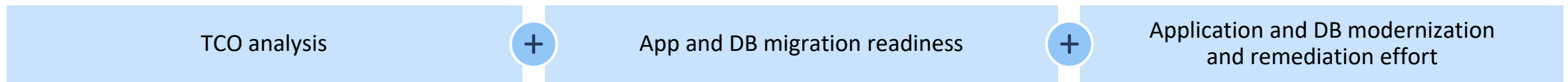


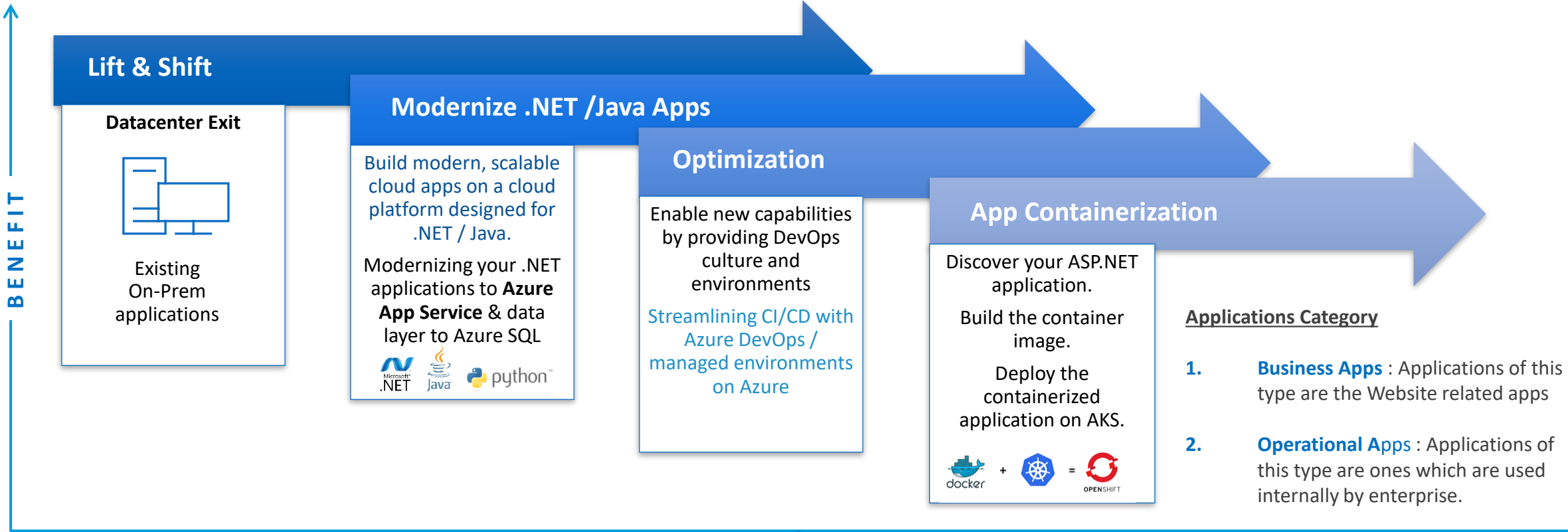
SAP On Cloud Assessment

Infra Assessment

<p>Lift & Shift</p>	<p>Modernize</p>	<p>Win with Analytics</p>	<p>Innovate with Apps + Data + AI</p>
<p>Execute migration (IaaS) lift & Shift Migrate</p>	<p>Migrate & Modernization (PaaS) of SQL Server and OSS DBs to Azure</p>	<p>Win the Analytics Platform with Data Governance to modernize DW/BigData legacy and enable new use cases</p>	<p>-Lead with Innovation and our Managed DBs value prop to modernize legacy and win Cloud Native, Intelligent Apps (Apps+Data+AI) -Innovate with AI with AML and win customers with AI Led solutions (OBS)</p>

Output

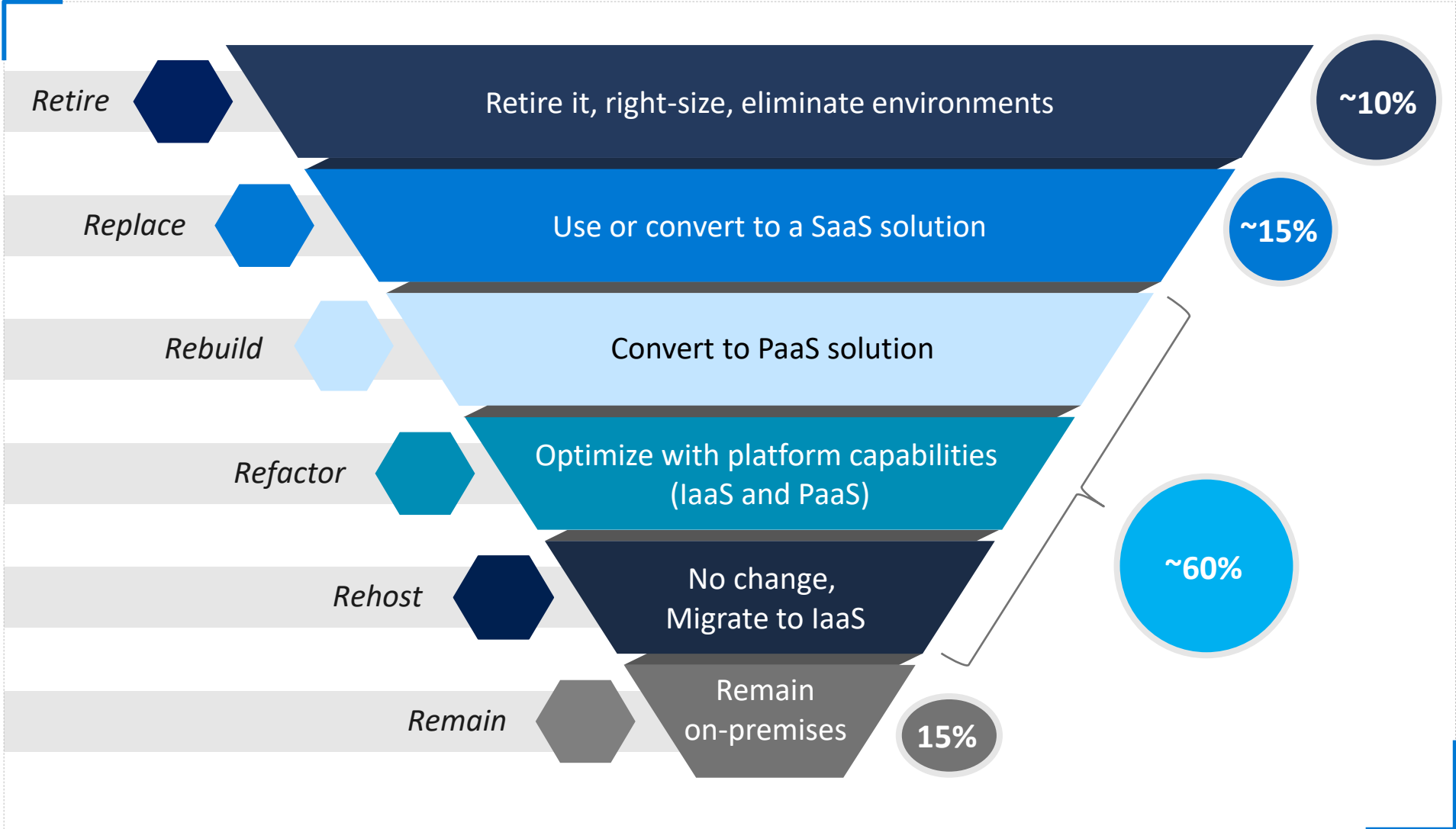




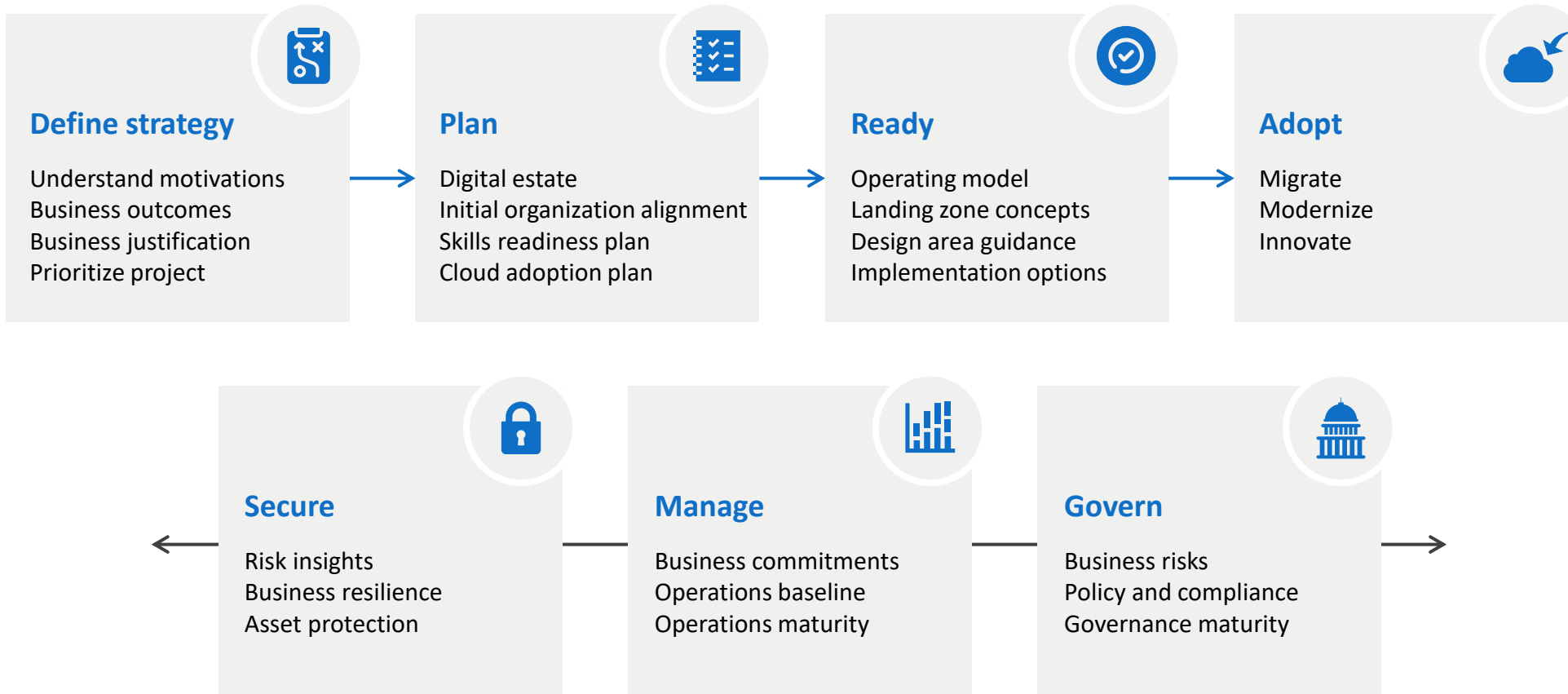
Output



Portfolio Rationalization



Cloud Adoption Framework (CAF) Workshop | Deliverables



1-3 Days

CAF Workshop
Digital Advisor
(Cloud Adoption Framework Workshop)

- Conduct workshops
- 2 – 3 Days workshop
 - Strategy, Plan & Ready: 1-Day Workshop to help define high level cloud strategy and adoption plan
 - Ready & Govern Workshop to define Azure landing zone design
 - Help understand all elements of the transition to cloud

DAY 1 | Governance

- Introduction
- Cloud goals
- Organization: Cloud Steering & Development
- Reporting
- Cost Management
- Training

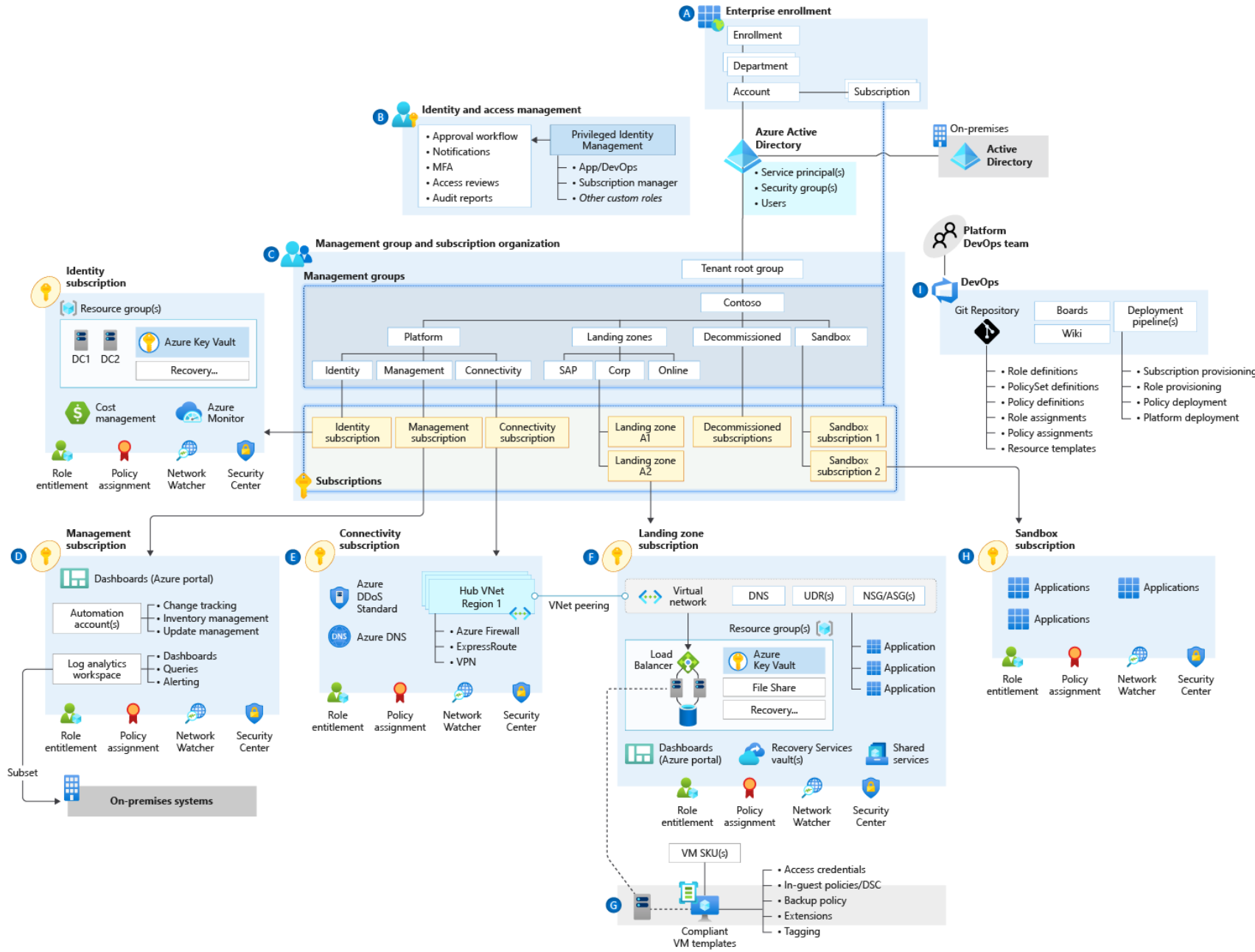
DAY 2 | Architecture

- Cloud Security model
- Compliance
- Cloud Networking & Networking security
- User management and authentication
- Disaster recovery

DAY 3 | Review

- Development model for Cloud And governance
- Presentation of suggestions Based on Day 1 & 2
- Cloud core infrastructure scope
- Plan the next steps

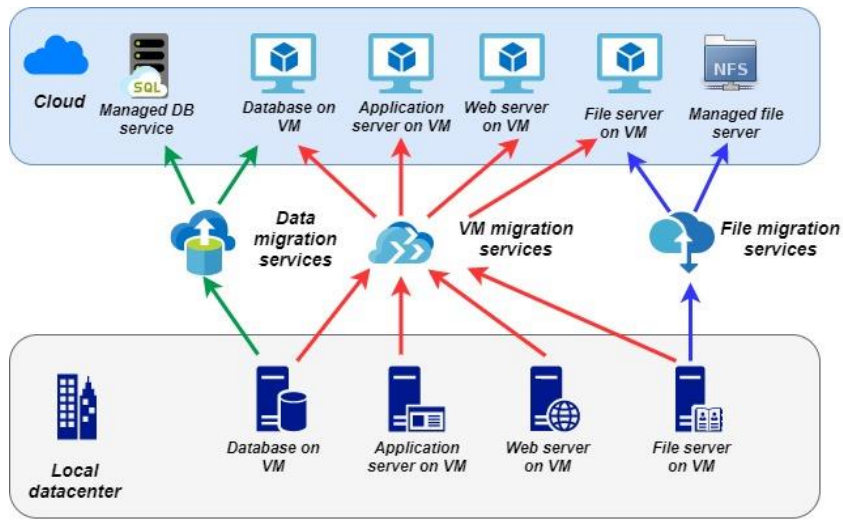
Landing Zone (Enterprise Scale) | Deliverables



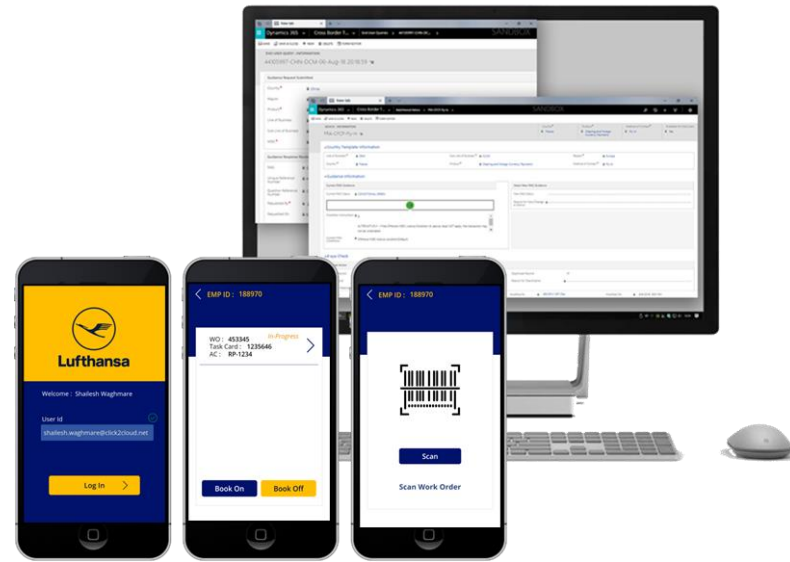
1 Week

Landing Zone (Foundational)

- Foundational Landing Zone Design/review to support Pilot/POC
- Migration/Modernization plan with cloud strategy recommendations
- Design and deploy Landing Zone
- Deploy ARM templates and Enterprise scale landing zone.



1. Migrate or Modernized

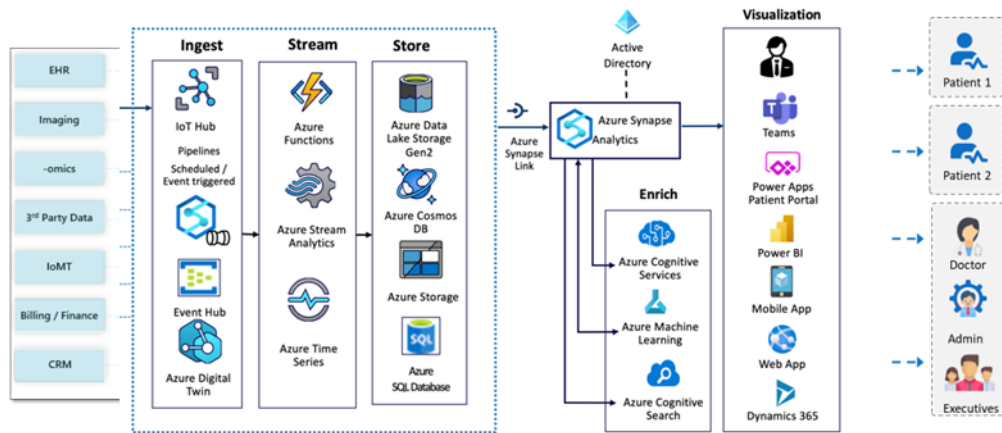


2. Build Low-Code No-Code Application

2-8 Weeks

Industry Solutions (Pilot/Proof of Concept)

- Pilot/POC for first workload
- Expert guidance to migrate a pilot workload to Azure e.g.,
- 1st modernized
- ~5 VMs migrated
- Low-Code No-Code App
- Azure sandbox (or Azure credits) to offset costs as you test
- Data lakes - AI/ML
- Future Modernization plan



3. Data lakes or Enterprise dashboards



APAC



Nagpur, **India**



Hyderabad, **India**



Bhilai, **India**



Beijing, **China**



Sheung Wan,
Hong Kong



Quezon City,
Philippines



Jakarta,
Indonesia



Kuala Lumpur,
Malaysia



Ho Chi Minh City,
Vietnam

ATZ



Seattle, **USA**



Toronto, **Canada**



Mexico City, **Mexico**

EMEA



Dubai, **UAE**



Doha, **Qatar**



Helsinki, **Finland**



Amsterdam, **Netherlands**



Zug - **Switzerland**



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