



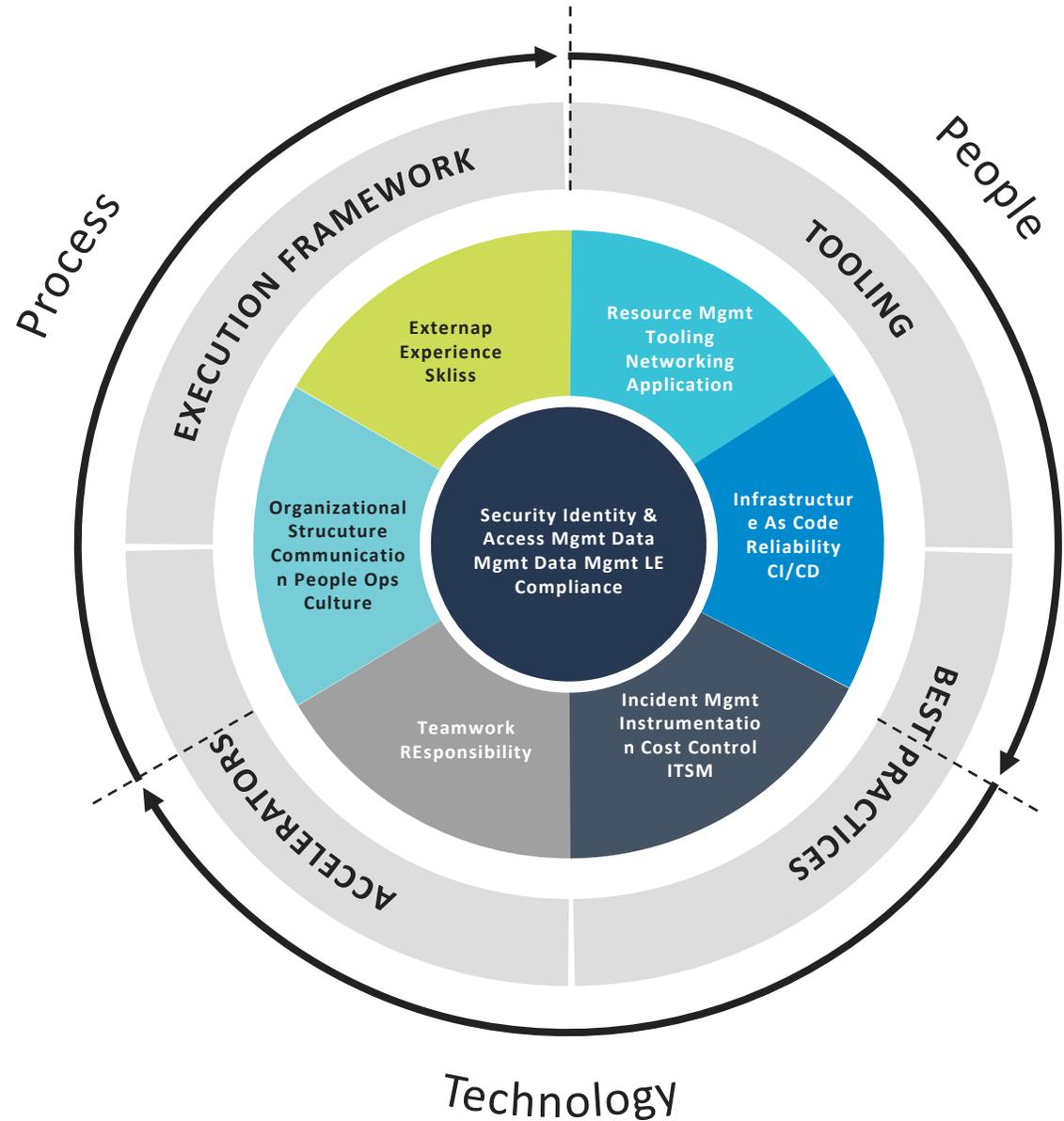
# Cloud Catalyst for Microsoft Azure

Realising the Business Value of Cloud

July 2022



# Successful Cloud Transformation Requires **Change** Across The **Whole Business**



# Cloud Adoption Challenges

Successful Cloud Adoption requires organizations to recognize and react to numerous challenges. At best, these obstacles slow the pace of adoption. At worst, they can completely derail and disrupt normal business continuity. Once in the Cloud, a lack of proper planning and governance means problems scale faster than capabilities. EPAM Cloud Advisory helps organizations overcome these challenges and guides successful Cloud adoption with two distinct approaches.

**1: Value centred discussions —** identify success criteria and quantify results to ensure all activities are focused around value creation

**2: Identify areas both inside and outside of IT** that will be impacted by cloud adoption and initiate early activities to mitigate disruption

Common challenges introduced as a result of adopting Cloud, or from trying to make true on the value proposition of Cloud are:



## MEASURING VALUE OF CHANGE

- Effect of new business models
- Revenue growth & cost optimization
- Cost avoidance
- Reduction of tech risk & debt
- Operational efficiency & resilience
- Improved customer experience
- Access to new technologies and methodologies



## RE- & UPSKILLING TALENT

- Changed roles and responsibilities
- Remote collaboration due to remote work
- New skills definition
- Investment in training and readiness
- Blending old and new skillset
- Identify new organizational functions and ensure staffing accordingly



## MANAGING COMPLEXITY

- Multiple cloud and service providers
- New security models and attack vectors
- New Enterprise Architecture and IT Strategy
- Extreme automation and autonomy
- New consumption models
- Changed expectations on IT as a supporting business function



## AGILE METHODOLOGIES

- Reduced time to market
- Products over projects
- Increased feature cadence expectancy
- Rigid regulations or ITIL frameworks needs adapting
- DevOps / DevSecOps & SRE functions needed

## WHY THE CLOUD CATALYST FOR AZURE?

The most common cause of failed or troubled Cloud adoptions stems from a lack of planning and unclear actual value proposition of the Cloud. The Catalyst initiative removes the guesswork from the planning phase and significantly improves the chances of recognizing significant business value through Cloud.

## WHAT DO YOU GET

The Cloud Catalyst for Azure dissects what really adds value to an organization's cloud journey, what holds them back and what is reasonable expectations on impact of cloud.

After forming a clear articulation of business drivers, the workshop helps identify tangible and relevant KPIs to measure progress, pitfalls to avoid and principles to adhere to. In the end you have a actionable roadmap either to start your Cloud adoption journey, or to start tapping business value out of the already invested time and money.

## WHAT IT IS?

**The Cloud Catalyst for Azure is an interactive, intensive, and tailored workshop** designed to help organizations understand the overwhelming number of options, decisions, and common pitfalls of Cloud Adoption. Combining business requirements and drivers, as well as IT pain points, the workshop creates a tactical strategy for successful adoption.

## WHAT IS IT NOT?

- A technical exercise nor a training session
- A detailed prescriptive strategy
- By IT for IT
- A qualified and detailed business case for Cloud Adoption
  
- The strength of the Cloud Catalyst for Azure is the production of a customized executive summary tailored to recognize the value of Cloud Adoption throughout the organization and not solely guided by the technical promise of Cloud.

# EPAM Cloud Catalyst for Azure

## CUSTOMER PROBLEMS WE SOLVE

EPAM Cloud Catalyst for Azure rapidly prepares customers for transformation through the adoption and optimization of their Azure Cloud ecosystem.

## CUSTOMER VALUE



### **Executive-Level Strategic Advisory**

Strategic guidance provides an overview of cloud transformation pathways led by strategic drivers, objectives, and challenges.



### **Accelerate Decision-Making**

Support and drive informed decision-making with cloud provider and strategy choices



### **Identify Risks and Pitfalls**

Identify common risks of Cloud Adoption within your industry, common mistakes when living in Cloud and potential cost of lost opportunity



### **Actionable Recommendations**

Best practice recommendations tailored to your organizations challenges and priorities

# EPAM Cloud Catalyst for Azure

## WHO SHOULD ATTEND

A clear understanding of the operating model, value proposition and culture in the organization is vital. Additionally, the Catalyst engagement is not strictly about technology, so it is vital that the audience is broader than just IT stakeholders. Because the discussions are focusing on value-generating initiatives the intended audience are decision makers, influencers and visionaries.

Business/product leaders or BU CIO's

C-Level decision makers from IT, Finance, Legal HR and Procurement

Data Centre, Operations and Application owners

Security and Infrastructure architects

Successfully adopting cloud will change the organization from within across multiple domains; many of them outside of IT. This means success depend on top-down C-Level support and the audience should include those that can nurture, steer and commit to said changes.

# What Does the EPAM Cloud Catalyst for Azure Help Uncover



## CURRENT STATE

To predict tomorrow we need to understand today.

This block is all about exploring current issues and services today

It also looks at current cloud usage and other hosting means

It explores what is core services and baseline performance



## FUTURE STATE

A clear idea of future state helps everyone align around efforts required to get there as well as timeline

Why go to the cloud

How to use the cloud

How to best enable the wider organization in cloud

Cloud services overview

Accelerating transformation through culture and upskilling



## IMPLEMENTATION

Understanding on a high level how to move from current state to future state as well as the timeline is essential to manage expectations.

We uncover early success criteria and review which areas will be subject to more challenges than others.

Best practices and experiences from other industries is key in this block.



## COSTS AND RISKS

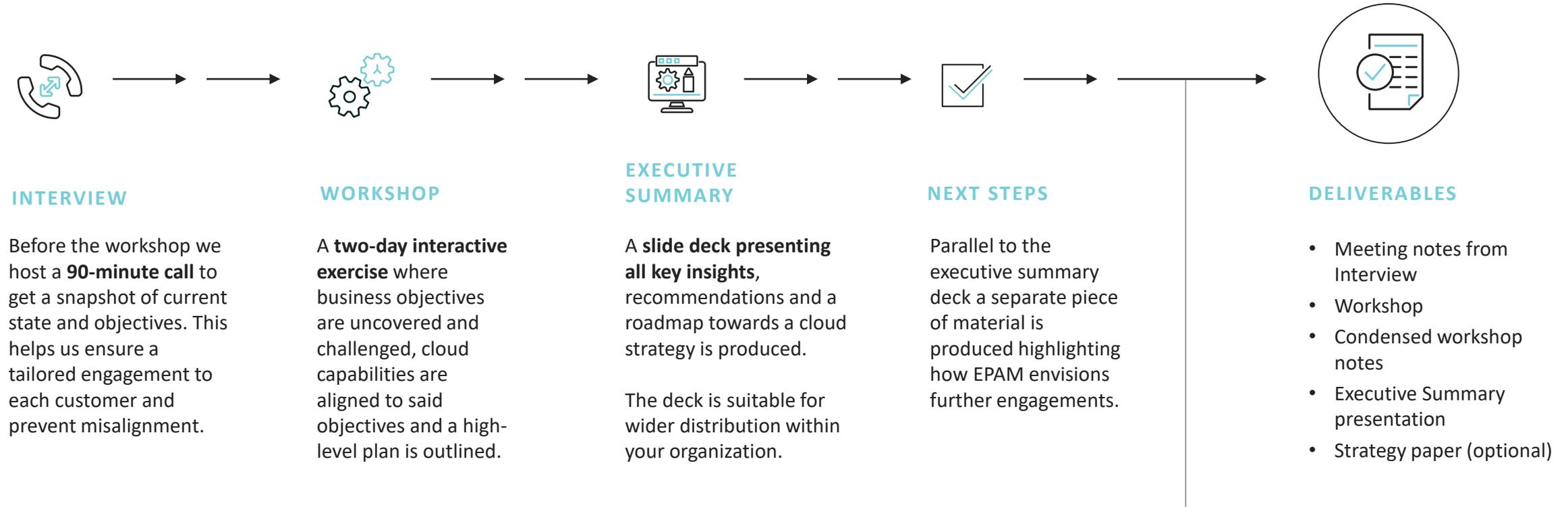
The financial models of cloud is vastly different from on-prem and this means a lot needs to change ahead of actual technical adoption or costs and spend risk spiral out of control.

Migrations itself is also a quite costly venture and it is important to know when it is reasonable to see ROI before starting to prevent stalled cloud adoption initiatives.

We will review likely costs and risks that will need mitigation plans.

# The Cloud Catalyst for Azure - Engagement Framework

The Catalyst consists of several activities



**Estimated cost:** \$20,000.00

Estimate cost subject to change based on client scope and needs

+

**Workshop cost** to be applied as credit pending future project, some conditions may apply

# The Cloud Catalyst for Azure - Typical Focus Areas



**Objective:** Review existing strategy and explore cloud adoption



## Example Workshop Agenda

### Day 1: Current State and Running the Cloud

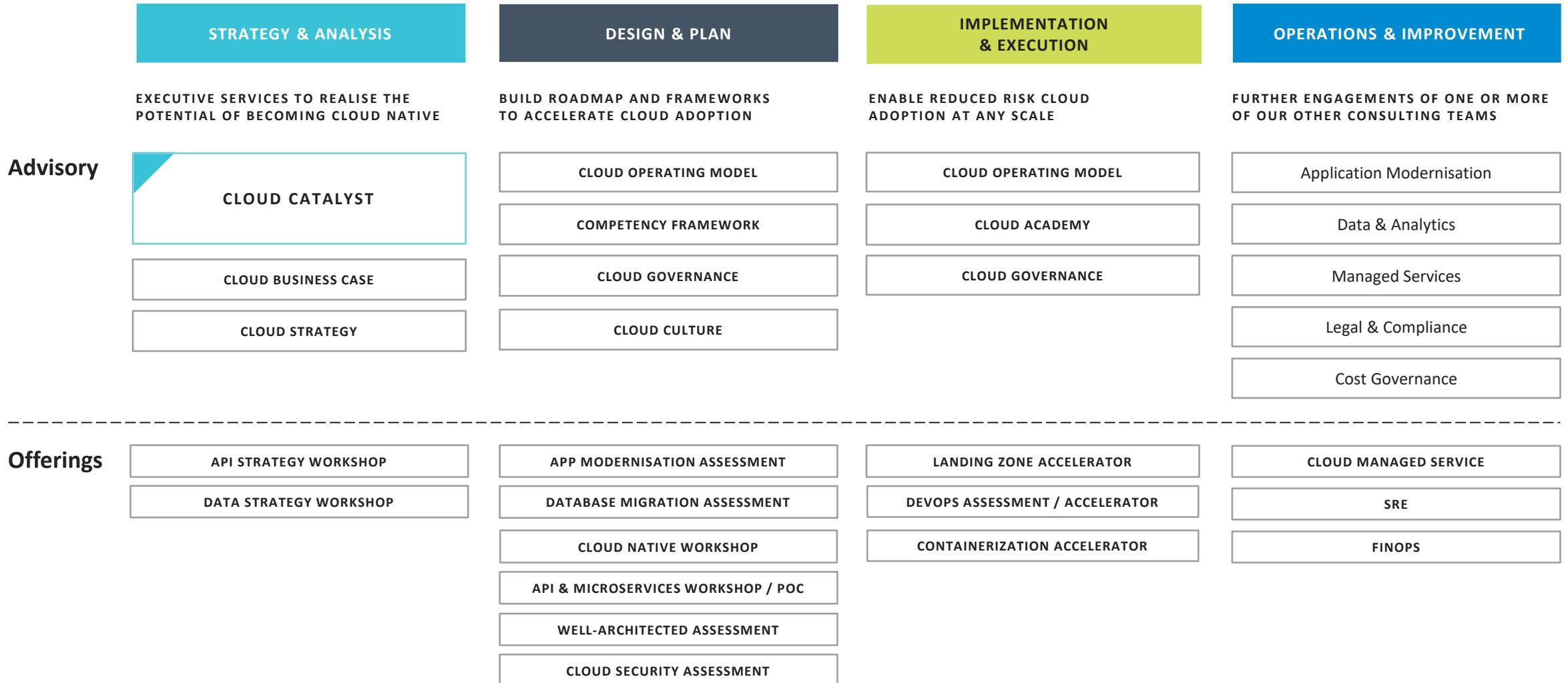
- Introductions, EPAM and workshops  
**60mins**
- High level business goals, challenges and objectives  
**75mins**
- Technology strategy, workloads, operating model  
**90mins**
- Commercial arrangements and current costs  
**60mins**
- Explore the possibilities of Cloud adoption  
**120mins**

### Day 2: Transforming to the Cloud

- Landing zones, workload analysis, and security  
**90mins**
- How do I manage my cloud footprint?  
**75mins**
- How do I get there? When could I get there?  
**90mins**
- What will it do to my current organization?  
**60mins**
- What would define success? What are my KPIs?  
**60mins**

# The Cloud Catalyst for Azure – Part of the Bigger Picture of Cloud Adoption / Journey to the Cloud

The cloud catalyst focuses on value-creation chain and creates actionable roadmap of future activities. Packaged offerings can form part of this roadmap, alongside bespoke consulting and delivery activities



# Thank you!

**Alisa Chernysh**

Director of Alliances, EMEA

alisa\_chernysh@epam.com

**Lee Carlson**

Director of Alliances, NORAM

lee\_carlson@epam.com

<epam>

