



DIGITAL OKTA

ITQAN GLOBAL FOR CLOUD AND DIGITAL COMPUTING SYSTEMS DIGITAL OKTA L.L.C.

Supplement Your Cloud Services with Digital Okta

A guide to getting started
with your DC Assessment

Introducing the Cloud Services & Automation Info Kit

This kit is designed to arm you with knowledge and resources to supplement your cloud services with Digital Okta capabilities. In this info kit, we will provide an overview of our expertise and tools and would welcome an opportunity to help fill any gaps.

Who is the Digital Okta Cloud Services & Automation (C&A) Team?



- ▶ DO provides Cloud Services and Automation tools that span the full customer lifecycle – assess, migrate, optimize and manage workloads.
- ▶ DO enables hybrid cloud in heterogeneous IT environments with our innovative software integration tools.
- ▶ DO has a specialized bench with deep Cloud and Data Center expertise to work hand-in-hand with partners to fill gaps.

Why Sell Digital Okta Cloud Services?

Portfolio Expansion

- ▶ Gain instant access to services, resources and tools to your help customers embrace the Cloud.

Instant Expertise

- ▶ Experience with 200+ cloud projects to date and expertise in AWS, Azure, VMware, Dell Azure Stack. Plus integration experience with IT automation software including PowerBI and Dynamics CRM.

Greater Profitability

- ▶ Enjoy higher margins with the ability to offer services across each stage of the customer lifecycle.

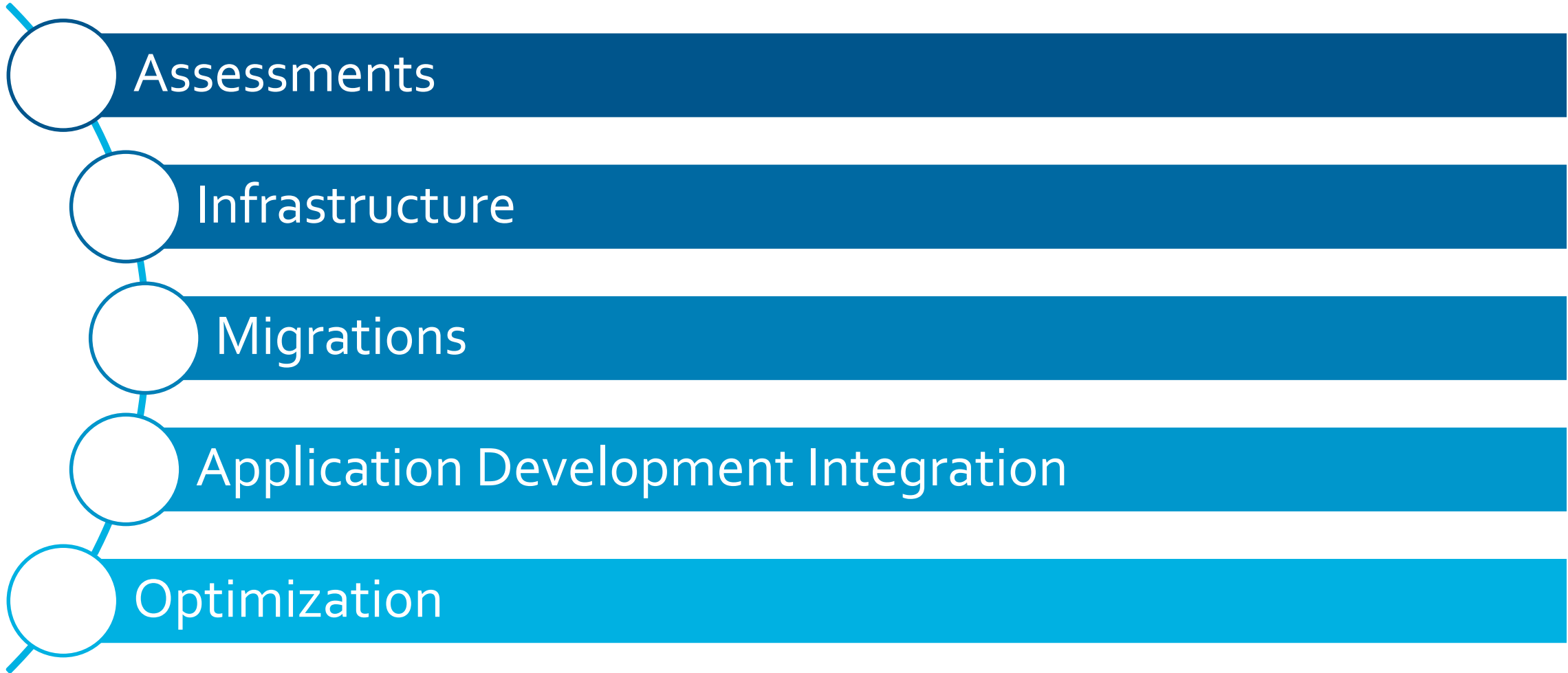
Enhance “Trusted Advisor” Status

- ▶ Increase upsell opportunities through having more customer touch points.

Digital Okta Cloud Services Span Customer Lifecycle

	Assess	Migrate	Optimize	Manage
Instant portfolio expansion	Cloud Planning and Strategy Workshops	Greenfield projects, Virtual Desktops	Cloud Design, Backups, Monitoring, Disaster Recovery	Flexible support models
Access to expertise and tools	Workload Placement, Azure Assessments	App migrations to, from and within public, private, hybrid cloud	Automation services to deploy private/hybrid cloud infrastructure	Single service portal includes Service Desk, Support and Maintenance
White label option for partners	Next generation data center transformation	Old Database to New Database Migration	Integration services to/from ITSM, ITOM, and Automation platforms	Manage assets deployed across public and private cloud environments
Enhance "trusted advisor" status with customers	Dell optimization and upgrade assessments	On-prem-to-Cloud, Cloud-to-Cloud, Azure-to-Azure	Dell / VMware Implementations	End-to-end across apps, middleware and databases
Growth				

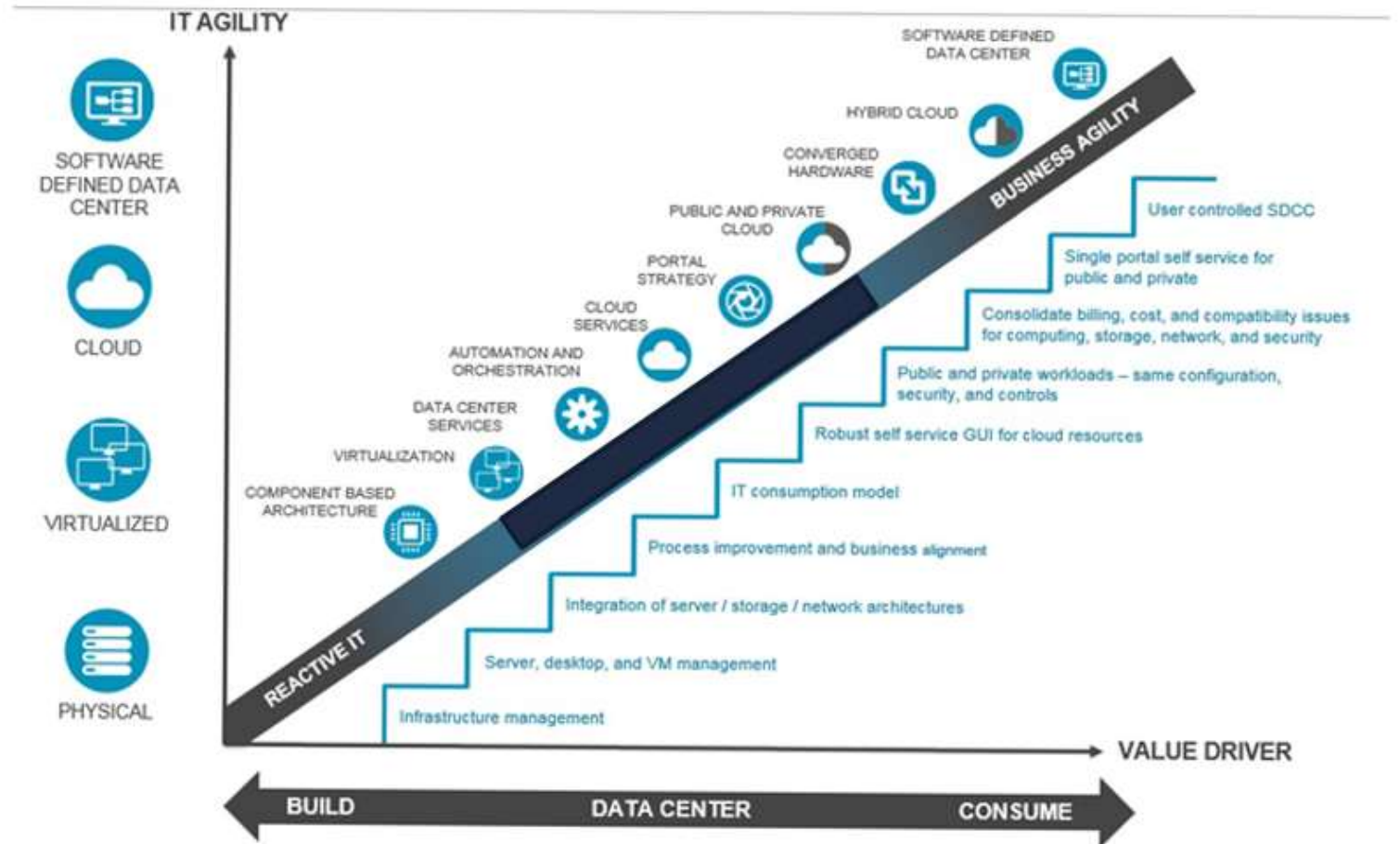
Azure Services



Deep Cloud and Data Center Expertise

- ▶ Designed from the onset to help an organization achieve their goals at various stages on the cloud continuum — private, public, hybrid and software defined data center (SDDC).
- ▶ Work with our partners and their customers to choose the right mix of cloud platforms and environments.
- ▶ Address individual customer requirements at any stage of the cloud journey.

Cloud and Automation Maturity Scale - It's about the end customer's goal



Lead with Services to Simplify and Speed Customer Cloud Adoption



Cloud solution delivery is not something your team needs to do alone. The cloud professionals at Digital Okta offer the services and bring the tools required for cost-effective implementation of even the most complex cloud migrations and hybrid solutions.

Enable Hybrid Cloud

Differentiate with Integration Tools

When an organization adopts cloud computing, it automatically adopts hybrid IT computing and as a result applications using different components move between the public cloud and data center. This presents integration and management challenges for customers. Here in GITEX we show you how Digital Okta simplifies the integration challenges with our commercial, off-the-shelf and fully supported software products.

DO will help you save Time, Staff, or Expertise to Embrace Cloud

Customers expect Solution Providers to be experts on the cloud and help them....



Understand Readiness:

Assess people, process and technology to document current environment.

Gain Alignment:

Define business goals and identify gaps across the organization that need to be addressed for success.

Reduce Complexity:

Rely on proven experts for guidance and technical skills to address complex requirements.

Lower Risk:

Provide recommendations with financial information to make informed decisions for the organization.

We want to understand from you...

- ▶ **Business goals for cloud** –What does your business expect from cloud adoption, current initiatives and timeframes.
- ▶ **Skills, Infrastructure and Process concerns** – Where does the business have gaps in their cloud readiness.
- ▶ **Current state** – Workload migrations, Hybrid cloud initiative, integration or IT management challenges, process improvement needs.

Learn As You Go

- ▶ Digital Okta will keep providing you all the Learning Material required.
- ▶ Adopting cloud is an ongoing journey, not an end state.
- ▶ Engage with the business on their needs, and uncover sales opportunities.
- ▶ Prioritize needs and identify business outcome.
- ▶ Managed Admin Services is something that will help you learn throughout the 1 year journey.

Leverage your partnership with Digital Okta to help with this process.

Cloud Services Sales Tools and Resources

Sales Tools and Resources Available for Partners

DO Partner Datasheets

- Cloud Assessment Datasheet
- Cloud Migration Datasheet
- DO Services Overview Datasheet

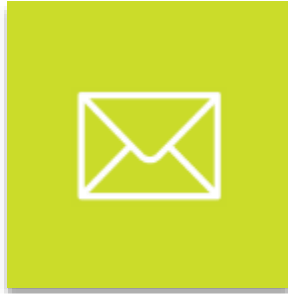
Marketing Collateral for You to Brand

- White-labeled Cloud Services Overview Datasheet
- White-labeled Assessment Datasheet
- White-labeled Migration Datasheet
- White-labeled Workload and Cost Analysis Assessment Datasheet

Sales Resources

- Sample Statements of Work
- Sample Output /Deliverables
- Cloud Assessment Scoping Questionnaire
- Cloud Intro Readiness Survey

For more information on
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Automation contact...



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<https://www.digitalokta.ae/microsoft-cloud-adoption-framework/>