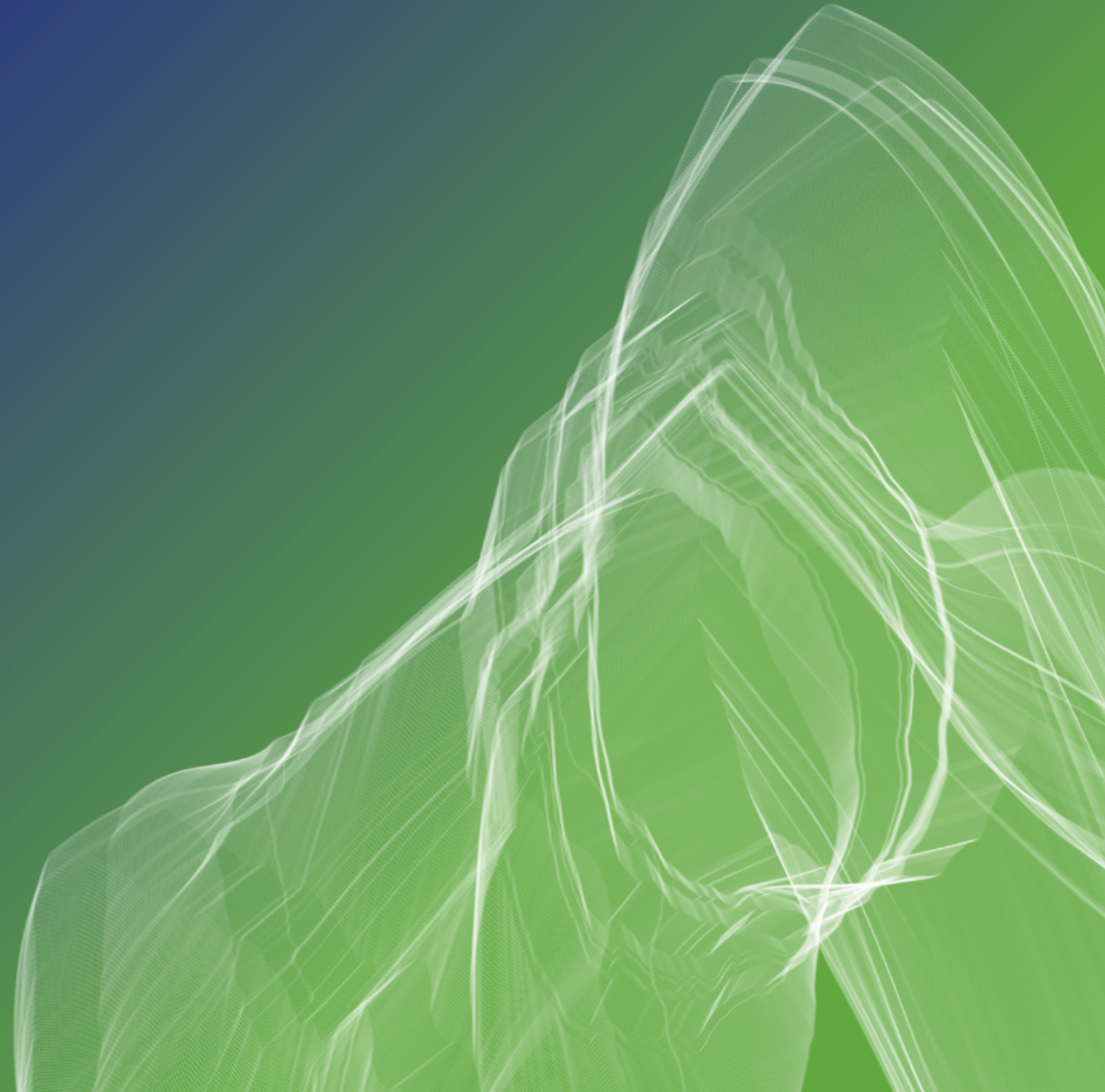


kainos[®]

**Nonprofit
Migration accelerator**



We're Kainos



Humble beginnings



Exceptional people



Unique culture



Expert engineering



True partners



Global presence



Strong DNA



World changing

Where we are

The Americas

Toronto
Atlanta
Indianapolis
Denver
Buenos Aires



UK and Ireland

London
Birmingham
Belfast
Derry
Dublin

Central Europe

Gdansk
Frankfurt
Amsterdam
Hamburg
Copenhagen
Helsinki
Stockholm
Antwerp

Our core expertise

The digital revolution is already happening. We're leading from the front to help our clients **seize every digital opportunity** and be future-ready.



Cloud



Intelligent
automation



Workday services
and products



Data and AI



Managed services



Digital advisory



Service and
experience design



Engineering

- Deploy
- Optimise
- Test
- Audit
- Extend

We are Microsoft cloud experts



100+
cloud projects
delivered.



65 million+
citizens positively
impacted



40+
national industry
awards



3000+
cloud practitioners
and leaders enabled



2021 Partner of the Year Finalist
Cloud Native App Development Award

2018 Partner of the Year Winner
United Kingdom Partner of the Year

480+ Certifications

- Expert Architecture
- Expert DevOps
- Associate Data, AI, Security, IoT, Developer, Administrator
- Data Engineer & Scientist
- Dynamics 365
- Power Platform
- Power BI

Azure credentials



Advanced Specializations:

1. Infra and Database Migration
2. Kubernetes
3. AI & Machine Learning
4. Cloud Security
5. Threat Protection

- Microsoft CSP
- Microsoft AI Inner Circle
- Azure Well-Architected
- Azure Migrate Program
- Microsoft Partner Steering Group

Windows and SQL Server 2012 EOL

A focused discovery and migration offering to discover and migrate Windows and SQL Server 2012 based applications to deliver service improvements and avail of extended support.

Discovery

A detailed inventory of Windows and SQL Server usage, licenses and identification of opportunities for migration, consolidation and modernisation.

Outcomes

- Heatmap of Windows Server and SQL Server usage
- Application map to identify key data flows within the organisation.
- Migration plan rated by support, impact, complexity and data value
- TCO around SQL and Azure adoption
- Training plans developed for Team

Migration and Consolidation

Migration of Windows and SQL servers. Extended support, optimised costs and team enablement

Outcomes

- Workloads migrated to Azure
- Enriched platform managed via Azure tooling
- Extended support activated
- Cost saving via right sizing and hybrid use rights
- Cost savings via server rationalisation
- Team enabled in Azure

Modernisation

Modernisation of SQL platform to Azure SQL and Azure SQL Managed Instances

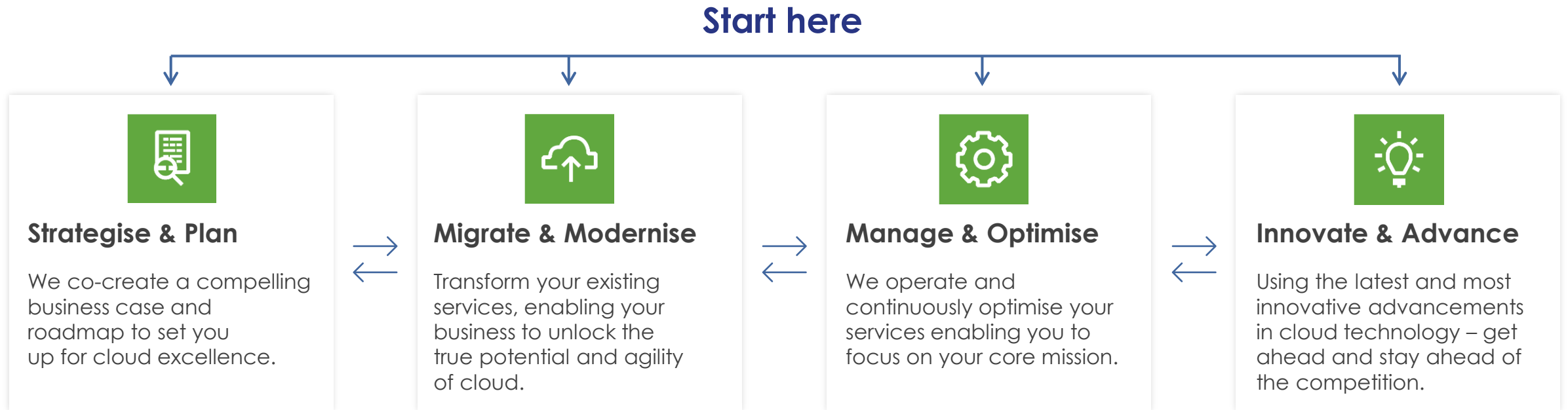
Outcomes

- SQL estate hosted on a modern cloud hosted and vendor supported environment.
- Automated backup management
- Reduced operational costs.
- Reassign IT staff to higher value-add activities.
- Team enabled in Azure

Achieving cloud excellence

Few organisations have unlocked cloud's **true potential** to **positively transform** and **fuel business growth**.

Organisations achieving cloud excellence are more innovative, profitable and generate more positive customer experiences than their competitors¹ – as a partner, **we help unlock this potential**.



Each journey is unique.

Strategise & Plan

Review where you are on your cloud journey against where you want to be.

Vision Workshop

A 1 day, structured workshop to identify and develop a compelling, business-focussed cloud vision and the next steps to achieve your organisation's goals.

Key Outcomes

- Clarity on high-level organisational changes to align with the cloud vision.
- Developing the key elements of the Business case to implement your vision.
- Identification of the high-level risks to achieve the vision.

Discovery & Strategy

A structured 2-4 week engagement designed around creating a positive business case and an actionable plan.

Key Outcomes

- Actionable cloud strategy aligned with your business strategy & organisational capability
- Financial benefits case
- Organisational, people, process & technology Cloud adoption readiness assessment
- High-level migration strategy

Capability Roadmap

A focused 2-4 week assessment to analyse your current capabilities across people, skills, processes and tools against those required for optimal cloud adoption.

Key Outcomes

- Depending on the assessment focus area:
- Lower run costs
 - More effective Agile & DevOps processes
 - Automation
 - Improvements in team moral and culture

Migrate & Modernise

Quickly build momentum and see results through ready-made migration and modernisation frameworks

Secure Landing Zone

Creating a secure cloud landing zone for your infrastructure & applications, aligned to best practice, or to validate your existing cloud platform.

Outcomes

- Secure, performant, scalable & reliable cloud hosting platform.
- Ensure cloud adoption through the application of proven patterns.
- Assurance that the landing zone will meet security & compliance needs.
- De-risking the deployment of your applications onto the cloud.
-

Cloud Migration

Migration of services, lift and re-enrich, re-platforming and capability enablement.

Outcomes

- Cloud hosted application and services
- Improved service levels for performance, reliability & security.
- Maximise security.
- Use of automation to bake in security & reduce costs.

Cloud Modernisation

Modernise applications and services by using the latest tools & cloud native technology to deliver enhanced scalability, reliability, cost effectiveness, performance & security.

Outcomes

- Gain a competitive advantage by accessing latest cloud technology.
- Rapid implementation & accelerators
- Reduced operational costs.
- Reassign IT staff to higher value-add activities.

Manage & Optimise

Unlock potential by optimising your existing cloud estate as a springboard for wider transformation

Managed Cloud

Expert management of your cloud platform, maximising security & performance whilst helping to minimise costs.

Outcomes

- Peace of mind knowing your platform is in safe hands
- Secure platform managed by experienced & certified cloud engineers
- Out of hours & 24/7 support
- Optimise & modernise your environment with experienced architects

Capability Enablement

Leverage the expertise & breadth of Kainos' knowledge to upskill and train your staff on how to best manage & continually improve your cloud environment.

Outcomes

- Improved quality of service through sharing Kainos' experience from 100+ customers
- Staff skills & processes modernised to adapt to new landscape
- Empowers all team members to be effective through knowledge sharing

Cloud Cost Optimisation

A focused assessment of your cloud consumption costs. Identifies areas for improvement, optimisation technique & technology adoption to get the most value from your public cloud platform.

Outcomes

- Assessment of licensing models applicable to your scenario
- Most cost effective tooling & services
- Hassle free billing & Cloud cost reductions through Kainos resell service
- Kainos will only charge a percentage based on actual cost savings realised

Customer Spotlight

Celebrating success

Celebrating success



3 data centres
& **700** virtual
machines

350 local mission
in **150** countries

14,000 Staff

30m migrants are
recorded & helped
each year

The orderly and humane management of migration to promote international cooperation on migration issues, to assist in the search for practical solutions to migration problems and to provide humanitarian assistance to migrants in need, including refugees and internally displaced people.

The International Organisation for Migration provides services and advice to governments & migrants.



Global stage with Microsoft

In just **6 months**, IOM is the only UN organisation that **is 100% in the cloud**.

- All 3 data centres closed and 700 virtual machines migrated to cloud. Expensive, inflexible contracts terminated.
- Cloud value already proven on the world stage in responding to humanitarian needs.
- Carbon emission cut by **92% or 594 tons** of CO₂e savings annually – **the equivalent of recycling 25,274 bags of rubbish a year rather than sending them to landfill!**

Success stories

Every cloud journey is different

UN International Organisation for Migration

Cloud Migration



The Challenge

The nature of IOM's business means it collects information on people.

With the Taliban seizing power in Afghanistan, we rapidly migrated services to help safeguard data within the UN Kabul mission.

The Solution



700 servers across 3 continents



Multiple production environments migrated with zero major issues



Rapidly moved data to the cloud removing local copies

Benefits and Outcomes



Sensitive biometric migrant data protected



92% reduction in carbon emissions across 5 years



Microsoft's Enterprise Skills Initiative (ESI) supports UN staff enablement

Marietta
Muwanga-Ssevume
IOM, CIO

"You are indeed trailblazers in this space and have much to teach the rest of the UN community"

The Pensions Regulator

Future proofing TPR through seamless migration and enablement



Challenges

- A rapid discovery needed to be completed across 300+ servers, 70+ legacy applications and complex networking
- Business impact had to be kept to a minimum due to the sensitivity of TPR's regulatory role and 24/7 operation
- Delivered at the onset of the COVID-19 pandemic
- Limited internal cloud skills or capability
- Migration had to be successful within tight timeframes due to their data centre being decommissioned



Reduced hosting costs by 40%
Due to deep knowledge of platform services



Entire IT estate migrated at speed, within decommissioning deadline



Reduced annual carbon emissions by 43% amounting to 164 tCO₂e¹



Secure, stable and extensible landing zone through automation that will scale with TPR.



Flexibility and control over platform, configuration, security and spend



Staff enablement via training, mentoring and workshops

Richard Dance
IT Director,
The Pensions Regulator

"We were particularly keen to ensure Kainos' cloud experts worked closely with our internal teams both in design, delivery and run to enable us to operate independently in the future, through training, mentoring and workshops."

¹ Calculated using scope 3 emissions for third-party computer services.

HM Courts and Tribunals Service

Harnessing technology to reform the UK justice system



HM Courts &
Tribunals Service

Challenges

- 300+ developers creating new and changing existing digital services at pace
- Existing PaaS service was expensive to run with deployments taking hours
- Complex legacy estate spanning multiple cloud platforms, on premise datacentres and complex networking
- Limited internal cloud skills or capability
- No standard tooling or common solutions



93% cost reduction in compute costs by utilising Kubernetes



Created standardized software development lifecycle and pipelines for 300+ developers



Services scaled across multiple independent clusters



Platform designed with stringent NCSC and HMG Security controls – threats are detected in real time



Enabled developers to safely push changes live by adopting an 'everything as code' approach

Linda Green

Head of Platform
Operations - HMCTS

"We are delighted to have Kainos on board as a cloud partner. They have a strong track record of delivering to the highest standards and their expertise in Azure Engineering and legacy modernisation is invaluable."



Llywodraeth Cymru
Welsh Government

Welsh Government

Increasing data security while reducing complexity

Challenges

- The Business Wales platform had sprawled to 80+ VMs
- Expensive SQL Enterprise
- Unable to scale up/down to meet seasonal demand
- Complex manual release process and high operational overheads in both people and time
- Disaster recovery failover complex and manual



50% reduction in hosting costs



75% reduction in operational overheads through PaaS adoption



Fully automated Azure DevOps pipelines simplified releases



Improved platform observability through using cloud native tooling



Enabled auto-scaling and region-based failover



Application frameworks upgraded and extended functionality to benefit from Azure Storage integration

Andrew Hurst
Digital Business Manager
Welsh Government

"Kainos's expertise proved invaluable in the delivery of this project. They helped us to significantly reduce complexity without compromising the end user experience. We now have a system that supports the needs of our end users while having the ability to add new applications quickly, allowing us to respond to changing business needs."

Companies House

Seamless migration for a more reliable and cost-effective hosting service



Companies House

Challenges

- Companies House manage a large proportion of ageing physical hardware, operating systems and applications in two on-premise datacentres.
- Risks reside with current on-premise IT estate with Hardware, Operating Systems and Applications that are running Production systems due upgrade
- Lack of internal capability and capacity in order to tackle technical debt



Consolidate servers and infrastructure estate, utilising the elasticity of the cloud



Aligned with NCSC Cloud Principles



Enabled teams to support Applications running in Azure



Enabling the closure of datacentres to reduce property costs



PaaS adoption to reduce overheads on support teams



Partnership forged with Companies House in engaging Kainos for further modernisation



kainos®