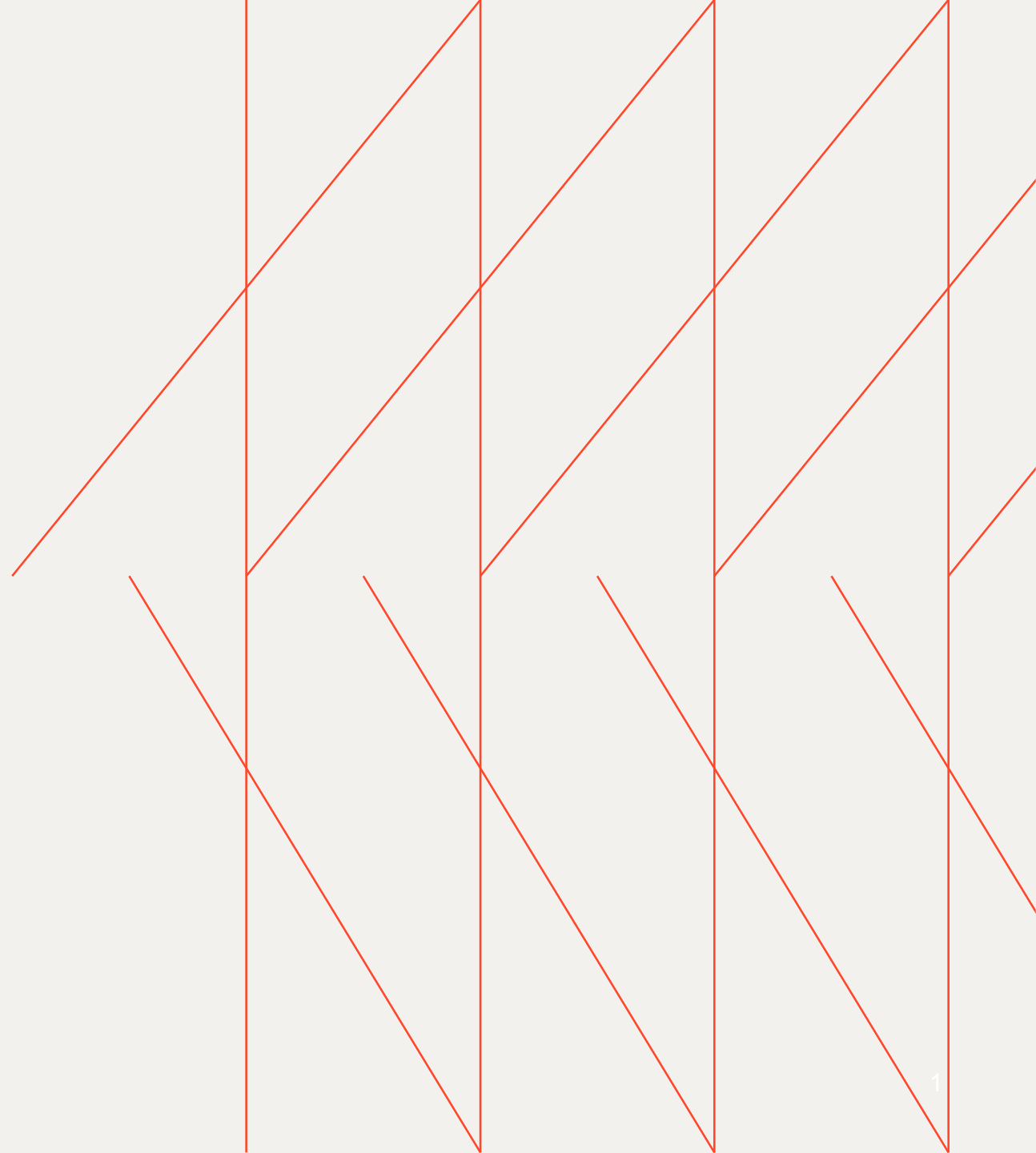


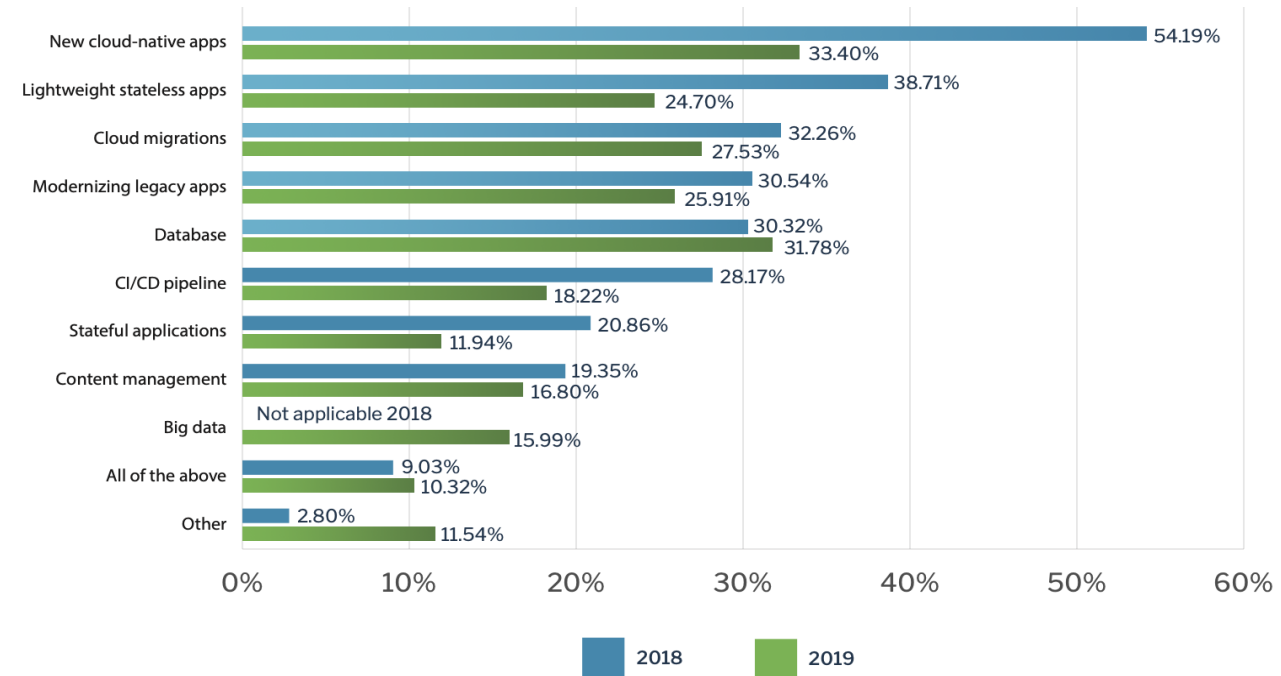
Management Services for Container Platforms – MSCP



Most companies are transforming their IT using Hybrid Cloud models & Containers

- The Container Services market emerges as an attractive opportunity. While still small, it will grow at 21% towards 2022.
- Container services market is estimated to be at USD 22 bn by 2022.
- Container Platforms are the preferred technology for all Application and digital transformation initiatives
- North America has the highest potential at 39%, followed by Europe at 30%, APAC at 19%, MEA at 8% and LAT AM at 4%.

Popular Workloads for Containerization



Container Management

Business Transformation Goals



Faster time to market
for new products



Superior customer service
responsiveness



Effective identification and
evaluation of candidates



Monetized data for new
revenue streams



Enhanced market reach
and buyer experience



Effective and efficient
cross organization
collaboration



Optimized and integrated
management of vendors

Container Management

Key Client questions in leveraging containerization on the journey to cloud



How do you **build a Platform** for your applications to run?

We need a “manageable” platform that **provides value?**



How do we **manage & secure containers** across a Hybrid architecture?

Container Management

Client challenges

Destination: Container platforms in a multicloud world

To containerize existing applications, especially in an enterprise that has embraced the idea of multicloud, a client must overcome knowledge, skills and resource challenges.

Skills gaps

Architects, designers and developers may be knowledgeable about these technologies, but lack experience to efficiently progress towards migration.

Knowledge gaps

Without knowledge of containers, orchestration, and management technologies and benefits, clients may find it difficult to plan for containerization.

Justification for the move to containers may be difficult to quantify without understanding the benefits containerization delivers.

Resource gaps

Infrastructure and Operations teams may be too busy trying to keep pace with functional updates and enhancements demanded by the business with little time for innovation like containers.

Container Management

Kyndryl Services

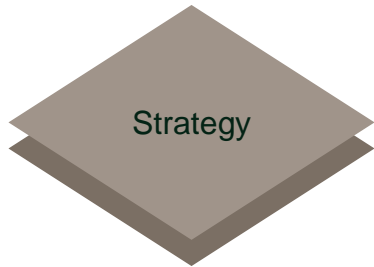
Kyndryl offers to deliver a modern **cloud services based operating model** for an “end-to-end” Managed Services of Container platforms

- Kyndryl is the **right partner** for the client to help them right from designing the best suited platform for the business, build them to enterprise standards and provide seamless operations experience
- **Design, Create and Manage** a modern Containers based platform to support clients **Digital transformation** infrastructure that will eventually involve migrating their workloads to this new platform
- Kyndryl’ next generation **Managed Services** is achieved by incorporating new ways of working in conjunction with **native cloud services** along with **automation** principles to manage the environment
- Our model consistently supports clients deployment requirements of a range of container platforms and on **Hybrid Multi-cloud** environments
- Kyndryl will enhance its unparalleled **scale and expertise in infrastructure services** with the greater ability to **leverage the broader ecosystem of partners** for enhanced customer outcomes
- Additional services capabilities can be bundled along such as Backup Management, Disaster Recovery Services and infrastructure services for public and private clouds

Container Management

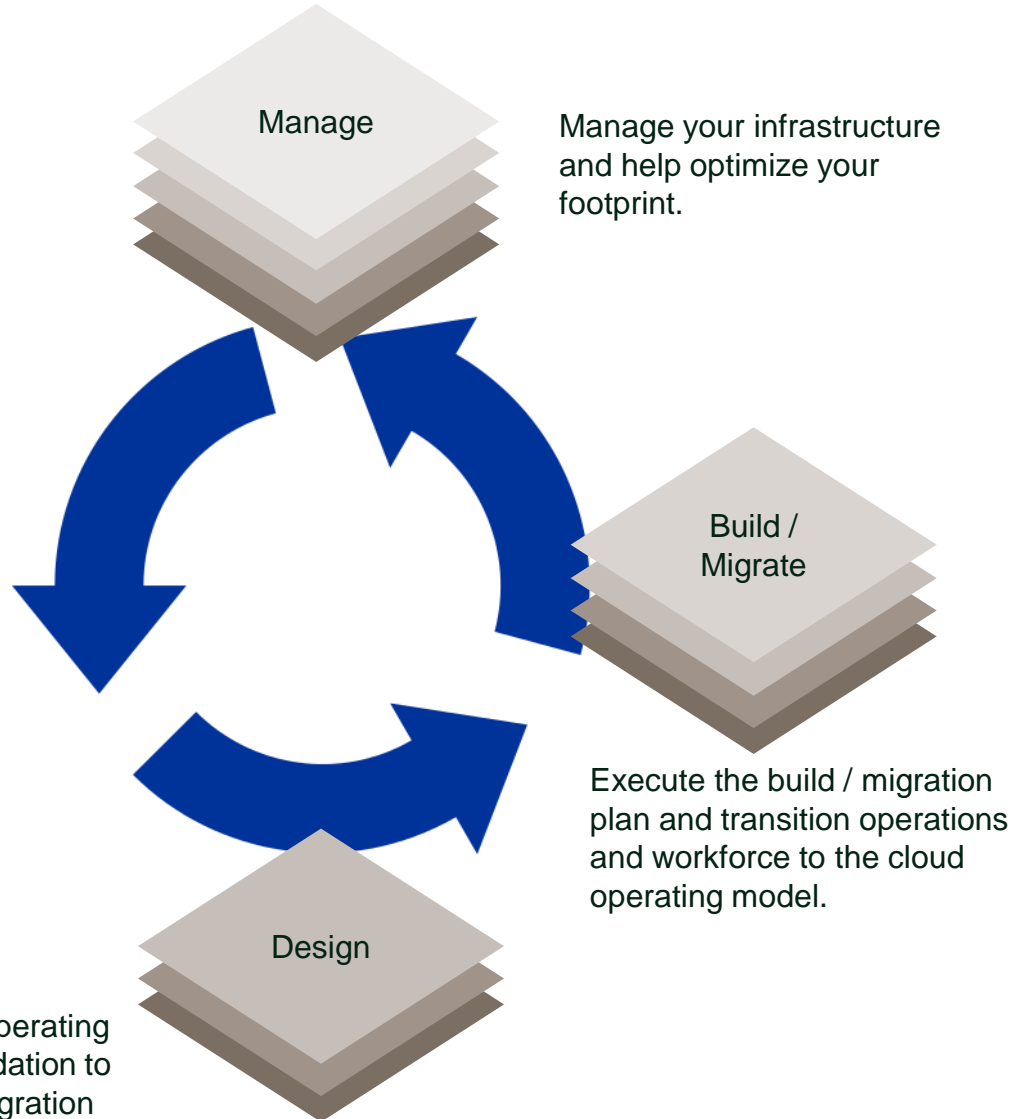
Support your Containerization journey

Conduct assessments to understand the client's current cloud maturity and identify areas where further capabilities are required to get the client cloud ready.



For a few clients - strategy can be iterative based on business units' requirements

Design a cloud enabled operating model and technical foundation to prepare for large scale migration waves.



The journey is iterative unlike the traditional world and running over multiple years

Kyndryl can work with client through this journey by bringing the right assets, skilled resources and methods to ensure a seamless transformation

- Discovery Workshops
- POCs
- TCO/ROI analysis
- Security and risk preparation
- Extend on-premise environment to the cloud
- Establish cloud security and compliance model
- Perform workforce assessment
- Migrate data center to cloud
- Scale cloud operations
- Execute change management
- Transition workforce into new roles
- Cloud native operations
- Scale rapidly to support client growth
- Run securely and compliant to regulations

• Activities listed are a small sample size and are not collectively exhaustive

Container Management

Solutions & Services Offered

Business Considerations

- 80% of workloads not on cloud & Missing value due to sub-optimal workload placement
- Agility to leverage new technologies and services - leverage opportunity without vendor lock-in constraints
- Fragmented management and lack of visibility
- Secured and non-disruptive consistent migration
- Reduce complexity in running high performing, scalable and reliable environment
- Meet client's security and compliance requirements

Our Solution Offers

- Design: Advisory and Strategy services to support client transformation and aligned to cloud native operating models
- Agile: Constant adoption of new practices to improve services
- Pay as you Go: No long-term commitments
- Scale: Quick to scale
- Coverage: Flexible coverage
- Skills: Certified resources to manage complexities of the environment
- Visibility: Seamless visibility of the entire hybrid cloud environment
- Integrate : Integrate with the client service management tools
- Regulatory: Support for PCI, HIPPA, FFIEC, GDPR, SOC1/2, ISO standards

Our Services Value

- **Accelerate the cloud journey** to realize in leveraging cloud native capabilities and cloud value
- Enable **faster go to market** – Build future ready strategy, Deploy rapidly and managed with confidence
- Kyndryl **Security Certified** Architecture
- Reduced risk and cost of operations due to **migration automation** in pre- and post-migration phases.
- Utilize modern practices such as infra as code and zero touch principles – **Site Reliability Engineering (SRE)**
- **Cost Optimized** operations and reduce manual intervention

Offering Overview

Platforms Supported & MSCP Services

Container platforms supported

1. Dedicated Platforms on Azure IaaS

- Red Hat OpenShift (OCP)
- VMWare Tanzu Kubernetes

2. Cloud Native Platforms

- Azure Kubernetes Service (AKS)
- Azure RedHat OpenShift

3. DevSecOps

- Traditional Tooling and pipeline management

Build & Manage Services

- Steady State advisory
- Architecture & Operational governance
- Automation driven operations
- Build and Scaling
- Application deployment assistance
- Multi-cloud & Multi-platform expertise
- Consistent management across multi-cloud
- Maintain availability of the platform
- Monitor Performance and scaling environments
- Container Platform security
- Upgrades and patching
- Container Platform backup and restore
- Integration with Client environment
- External network integration

Offering Delivery Insights

- Over 30+ clients supported globally
- Start Small and Scale on over 80% of contracts
- Client deployments are spread across on-prem 50% & cloud 50%
- Clients are moving from early technology adoption to production ready
- Consolidating and standardizing on platforms
- Automation & cloud native model driven operations is major pull
- DevSecOps support in addition to container platform scoping

Next Steps

- 01 Schedule workshop with Kyndryl experts and specialists to further assess your needs
- 02 We will gather additional specific information to structure the optimal solution
- 03 For more information, please visit <https://www.kyndryl.com/us/en/services/cloud/multicloud-management>

