

kyndryl.

**Epic on Azure:
Plan Your Journey**



Topics

- 01 Healthcare Trends
- 02 Epic to Azure Approach
- 03 Kyndryl Healthcare Capabilities

Digital transformation initiatives have been accelerated and prioritized

Vaccine registration, virtual care, Covid tests and vaccinations, converting clinical and outpatient spaces for surge, work-from-home – caregivers are under increased pressure to deliver more



Pressure on legacy systems

Unprecedented demand for services, rethinking approaches to scalability and resiliency



Scarce resources amid rising demand

Expected global shortage of healthcare IT and clinical professionals



Revenue challenges for traditional providers

New market entrants will siphon over **\$200B¹** in revenue from traditional providers over next 5 years



Dynamic regulatory environment

32%² of healthcare executives say top concern is “complying with changing policies”



Consumer experience expectations

89%³ of consumers say they believe the healthcare system needs an overhaul



Escalating and nonstop cybersecurity threats

Ransomware and other attacks threaten exposure of patient data and impact operations and brand trust

Barriers to cloud are being eliminated and have provider CIO's looking for "fit for purpose" cloud on their journey to modernization

The "great resignation" and location liberation has led to increased staffing and skills shortages in healthcare IT

Shift from CapEx to OpEx with consumption-based business model

Focus on resiliency and responding with greater IT agility

Embrace innovation in an accelerated way & leverage industry investments born on the cloud

Investments by cloud providers in HIPAA ready & HITRUST, availability and performance can support modern EHR

Reduce the operational burden of maintaining physical data centers

Overview of our methodology

We will work with you to create a phased plan that meets your priorities and objectives. We propose beginning with a straightforward pilot to prove out the approach

1

Understand / confirm your **Objectives and Priorities**

2

Select the **Use Cases** that align with your Objectives and Priorities

3

Model a **Phased Plan** that meets your needs

4

Partner with Azure Epic Team

5

Begin with a **Pilot** to demonstrate your objectives will be met

6

Prepare a **Solution Design** based on your specific environment and your **Epic Cloud Specification Guide**

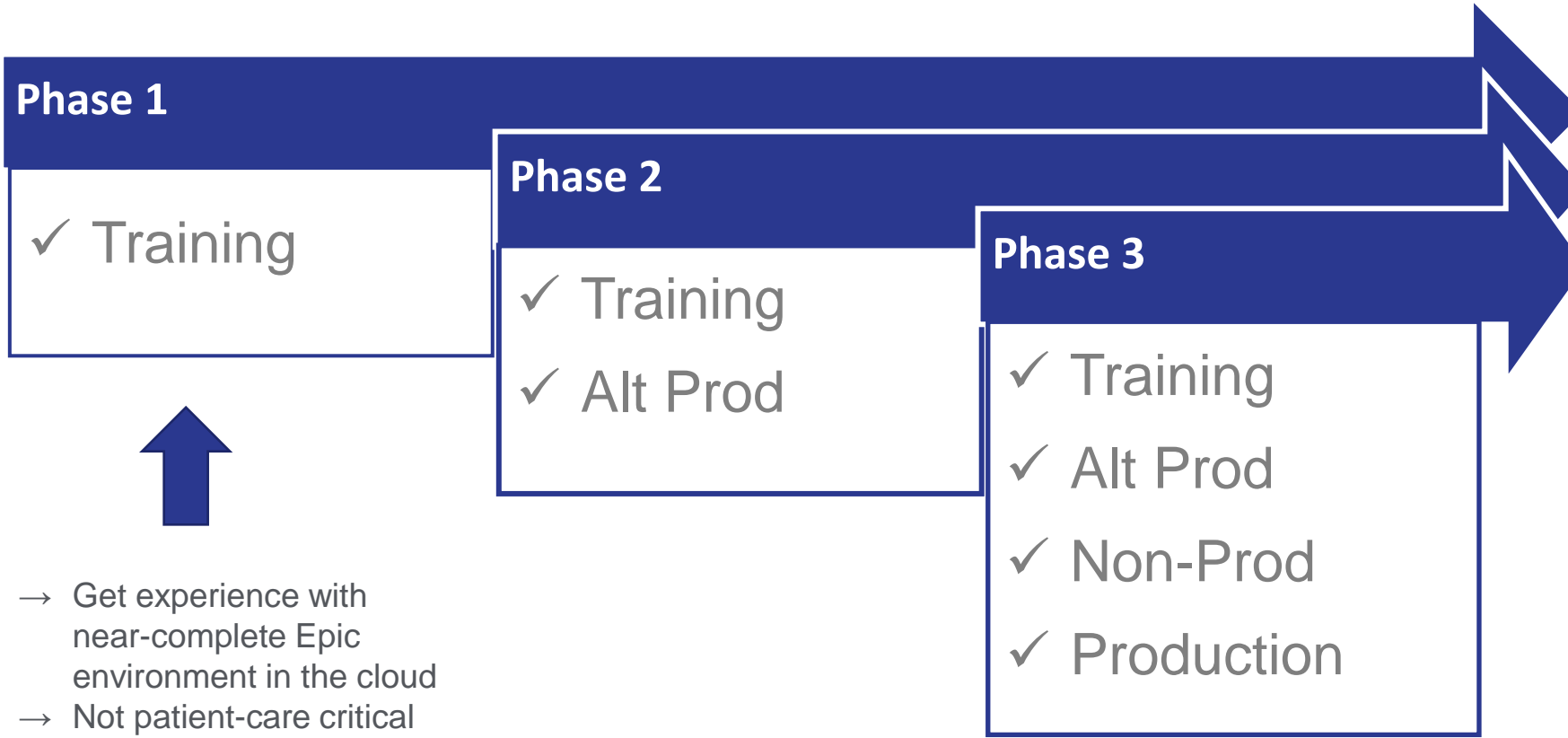
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Ensure Azure & Epic support for the **Solution Design**

8

Establish a **Financial Model** that demonstrates cost savings and predictability

A tailored three phased approach for Epic to Azure



- Get experience with near-complete Epic environment in the cloud
- Not patient-care critical
- No PHI
- Scheduled usage lends itself to spin up / spin down



Workshop structure and work products

Approach to start your journey for Epic on Azure that meets you where you are

Structure of workshop

- Review critical business metrics
- Verify which Epic modules are implemented
- Define phased approach to Training, Alt Prod, Non-Prod, Prod
- Review technical requirements to include compute, storage, network, security
- Review standards and tooling
- Review policies and risk tolerance
- Clarify cloud strategy and growth
- Document desired timelines and dependencies
- Review governance and processes
- Build plan to address your organization's ability to absorb the changes that cloud will bring
- Determine goals, outcomes and guiding principles (e.g., reduce CapEx, increase agility), driving the move for Epic on Azure

Takeaways & Work Products

- Tailored phased approach for Epic to Azure
- High-level plan to move Epic to Azure
- Next steps for Solution Design and budgets





kyndryl™

A multi-billion-dollar technology services company with over 90,000 skilled practitioners, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day.

Known for:

- Trusted by customers with vital systems
- Deep domain expertise:
30+ years of IT services eminence
- Recognized leader by industry analysts
- Innovating at scale with intellectual property and portfolio of 3,000+ patents
- Largest infrastructure implementation and managed services provider

Added value as Kyndryl:

- Unleashing our full potential with partners to deliver outcomes for customers
- Expanding investments in skills and innovation our customers need
- More nimble and responsive with decision-making close to customer

Source: Market Share Analysis: IT Services, Worldwide, 2020. Gartner. July 2021.

Kyndryl: 30+ years of designing, building and managing mission-critical IT environments for our healthcare clients

Our people:

> **90,000**

Skilled professionals

247,000

Skills badges earned, including:

- 61,000 in cloud
- 43,000 in agile
- 43,000 in analytics
- 42,000 in AI
- 38,000 in Design Thinking

31,000

Vendor-recognized certifications in Microsoft Azure, VMware, Cisco, Red Hat, AWS and more

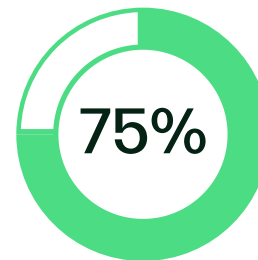
2.9M

Hours of training in first half 2021

Empowering thousands of customers

4,000

Global customers, including:



...of the Fortune 100 and more than half of the Fortune 500



Kyndryl offers a unique vantage point working with some of the largest firms in a complex healthcare ecosystem. We understand the end-to-end value chain:

- Healthcare providers
- Global medical technology
- Pharmaceutical companies
- Healthcare payers
- Revenue cycle management
- Healthcare IT

Providing undisputed leadership



6.1M mainframe installed MIPS



270K network devices managed



5,200+ WAN devices managed



3.5M LAN ports managed



67K+ VMware systems managed



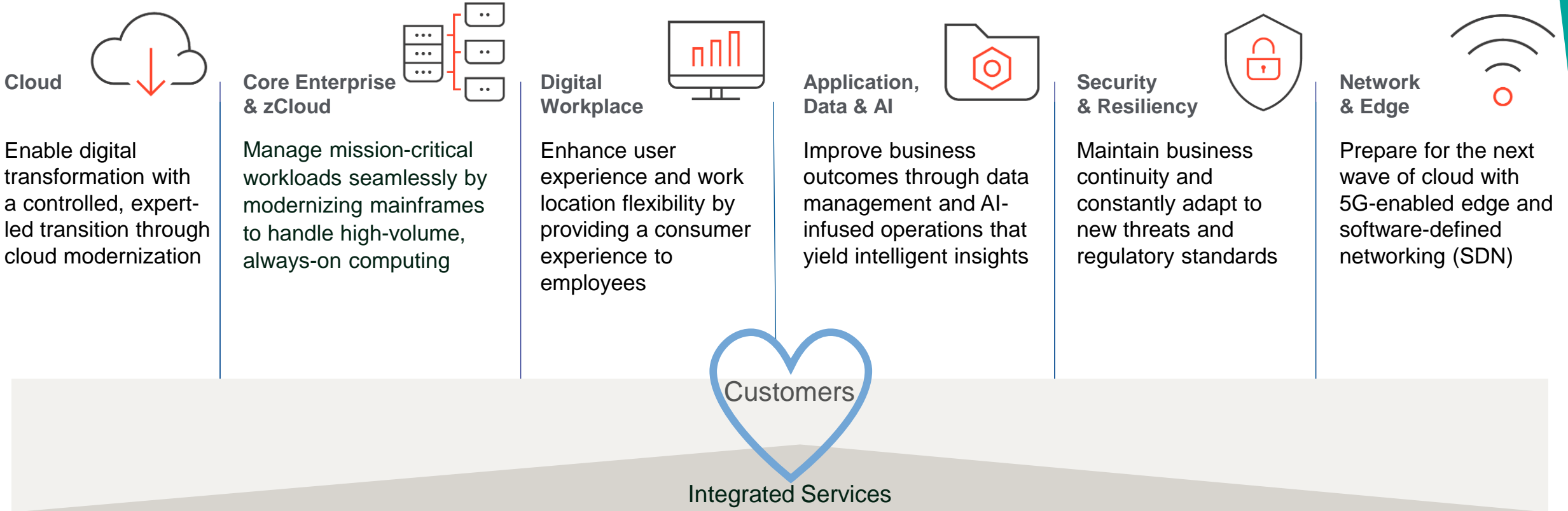
14K+ SAP instances managed



3.5+ exabytes of customer data backed up annually

How we deliver

An integrated portfolio of solutions to help you reach your transformation goals



Advise — Professional Services —> Move / Build —> Managed Services —> Operate

Advisory Services

Implementation Services

Managed Services

Program & Solution Architecture Management / Governance

Kyndryl and Microsoft Global Strategic Partnership for accelerated digital transformation across industries

Gold

Microsoft Partner Azure Expert MSP



Advanced specializations

- Kubernetes on Microsoft Azure
- SAP on Microsoft Azure
- Analytics on Microsoft Azure

Azure Expert Managed Service Provider

Expertise in end-to-end cloud lifecycle management including assessing, migrating, building, deploying, optimizing, and efficiently managing business solutions on Microsoft Azure.

"We are looking forward to partnering with Kyndryl to serve our shared customers, building on its expertise and understanding of mission-critical IT systems, as well as the company's deep relationships with enterprises around the world." **Satya Nadella**

Chairman and
CEO, Microsoft



Competencies include

- Gold Messaging
- Gold Application Integration
- Gold DevOps
- Gold Data Analytics
- Gold Data Platform
- Gold Project and Portfolio Management
- Gold Application Development
- Gold Collaboration and Content
- Gold Cloud Platform
- Gold Windows and Devices
- Silver Security



Kyndryl locations

Kyndryl Service offerings supporting Microsoft solutions

- Technology consulting
- Application migration and management
- Middleware services
- Containerization services
- Infrastructure migration, build / modernization, and management services
- Network build and management services
- Security, compliance, resiliency services
- Data and AI services
- Multi-cloud management services
- DevOps
- Virtual desktop
- Productivity
- Collaboration