

# LAB<sup>3</sup>

FEAR LESS  
ACHIEVE MORE

Microsoft  
Partner



Gold Data Platform  
Gold Datacenter  
Gold Cloud Productivity  
Gold Application Development  
Gold Cloud Platform  
Gold Collaboration and Content  
Gold Project and Portfolio Management  
Gold Security  
Gold Data Analytics  
Gold DevOps  
Gold Application Integration  
Gold Messaging



**Specialized Partner**  
HashiCorp Terraform



**Winner**  
2020 Microsoft  
Australian Partner Award



**Winner**  
2020 Red Hat  
Australian Partner Award

# LAB<sup>3</sup> at a glance



150+  
Professionals



80+  
Engineers



300+  
Technical Industry  
Certifications

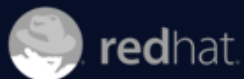
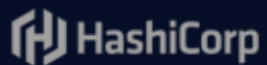
Microsoft  
Partner



Winner  
2020 Microsoft  
Australian Partner  
Award




Winner  
2020 Red Hat  
Partner of the Year  
Award



# LAB<sup>3</sup> Capabilities

Our expertise extends across essential technology pillars to empower our clients.




**CLOUD**

- AZURE FOUNDATIONS
- MIGRATION SERVICES
- CLOUD OPTIMIZATION & MODERNIZATION
- CONTAINERS
- CLOUD MATURITY ASSESSMENT



**MODERN WORKPLACE**

- MODERN WORKPLACE PRODUCTS & CUSTOMISED SOLUTIONS
- M365 ENABLEMENT
- TEAMS CALLING
- WINDOWS VIRTUAL DESKTOP
- PROJECT SERVICES




**SECURITY**

- DEVSECOPS PIPELINES
- AZURE SENTINEL
- SIEM INTEGRATION
- ISM & APRA COMPLIANCE
- CLOUD ENFORCER
- M365 SECURITY & PROTECTION FRAMEWORK




**NETWORKING**

- NETWORK DESIGN & TRANSFORMATION
- SOFTWARE DEFINED NETWORK SOLUTIONS
- AZURE SDN CAPABILITIES



**DATA & AI**

- ARTIFICIAL INTELLIGENCE
- MACHINE LEARNING
- API AUTOMATION
- CONNECTED FACTORIES
- IOT SENSORS
- DATA & ANALYTICS SOLUTIONS

**DEVOPS**

- ✓ SRE CAPABILITY
- ✓ CI/CD DEPLOYMENTS AND UPDATES
- ✓ SKILL ENABLEMENT



**MANAGED SERVICES**

- ✓ FLEXIBLE COMMERCIAL FRAMEWORKS
- ✓ 24/7 SUPPORT
- ✓ SNOW INTEGRATION

# Benefit Realisation Challenges



## High Barrier to Entry

Time to value matters, data initiatives can come under pressure because organisations get overwhelmed by the base platform build.



## Delivery Drag

The process for deploying, testing and validating data platform deliverables drags down project and overall project support.



## Data Platform Complexity

Design decisions and platform architecture can push teams to deal with deep technical dept, forcing a balancing act between delivering business outcomes and non-functional technical requirements.

# LAB<sup>3</sup> Data Platforms. Modern. Fresh. Fast



## Instant Cloud Maturity

Built on our Azure Bedrock we bring instant cloud maturity to your data projects by providing predefined architectures, CI/CD automation and in-built security and manageability.



## Lower TCO

Our architectures are built on strong automation and as such are simpler to manage and easier to deploy, giving a much lower TCO



## Factory for Delivery

Using templates and DataOps we setup data project factories that can scale out to large teams and deliver continuously and reliably.



## Best of Breed Architecture

Our portfolio of IP includes architectural patterns, design document, code driven Azure provisioning, meta-data driven data ingestion, templated datalake and transformation pipelines, all fully aligned to Azure cloud adoption framework and industry best practices.



## Full Documentation

All of our design patterns have a full set of documentation and provides a strong foundation for ongoing supportability.

# IoT Strategy and Assessment

## Need help with the Internet of Things? LAB<sup>3</sup> can provide an IoT Platform Assessment

The Internet of things (IoT) is the idea of everyday objects being connected to the Internet and being able to identify themselves to other devices and enable rich insights that wouldn't otherwise be possible.

However, not all customer IoT platforms are created equally. Many offer primary device connectivity functionality but fall short in providing the device lifecycle management, security, governance, and application operationalizing needed to make sense of a sensor data sets, or simply bring intelligence close to machines to drive insights and value.

In a perfect world, devices would always be connected, accurate, current, pertinent, and unambiguous. In the real world, hardware and connectivity is generally flawed on some or all of these dimensions. Implementing it correctly into the business and operation model means companies can help reduce costs by identifying more efficient ways of doing business and by leveraging a robust IoT platform.

LAB<sup>3</sup>'s IoT assessment is designed to demystify the process of identifying the best of breed in Internet of things (IoT) platform technologies. Additionally, help organizations understand the value of IoT, and support the transition to a new set of capabilities.



**Proven Approach to Success**

- ✓ Wealth of battle-scars and experience baked into assessment
- ✓ Realistic assessment of portability to the cloud
- ✓ Identifies high-value IoT opportunities

### Our Process

- Minimize business impact through our predefined questionnaires
- Reduce cost of engagement through templated reports on maturity
- Review current requirements against operating reports
- Interview SME's and validate understanding of reporting
- Understand overall business strategy

Better decisions through rich data	Track and monitor things and assets
Automation of workloads	Ability to scale a solution with high level of maturity
Increases efficiency by saving money and resources	

### Our Outputs

- Value proposition of IoT back to the business
- Ability for business to delivery of value proposition using current technology maturity
- Delivers transparency of the complexity of your IoT environments
- Azure TCO and best approach to value
- Inventory of IoT platform business knowledge
- Total project cost

## OUR APPROACH FOR IOT ASSESSMENTS



### High Level Steps

#### In-a-day Business Workshop

A business assessment conducted as a "in-a-day" workshop, aimed at business value. Including a Business Model Overview, IoT Value Assessment, IoT Platform Roadmap, and Project Plans for High-Value Opportunities.

#### Technical Assessment

Purpose is to score the organisation across a list of practices that are indicators of IoT Platform Maturity

Estimated Cost for a medium to large size data platform assessment

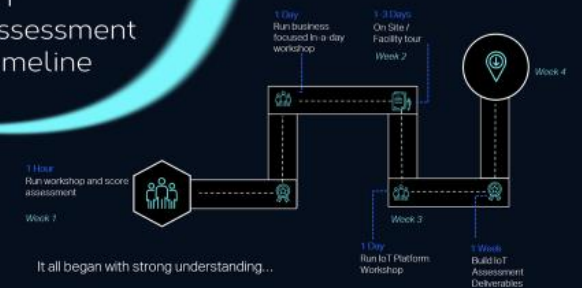
**1 Month**

All cost are budgetary figures only and are subject to detailed analysis of the platform complexity.

## TIMELINE

High Level Estimates this project this project to take 3 months which can be compressed by running activities concurrently

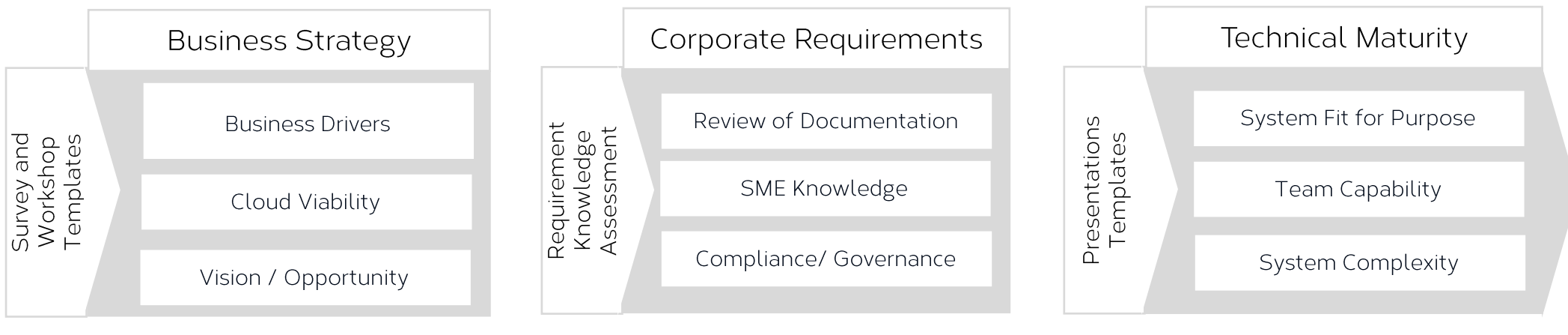
### IoT Assessment Timeline



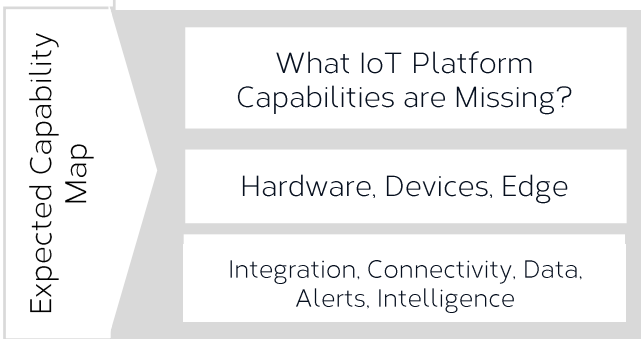
It all began with strong understanding...

# IoT Assessment and Strategy

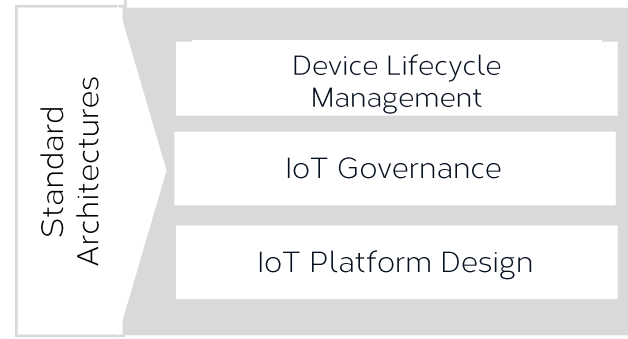
## Current State Analysis



## Technical Gap Analysis



## Future Architecture



## Value Proposition



## Assessment Report



## Recommendations

# IoT Assessment Timeline

**1 Hour**  
Run workshop and score assessment  
*Week 1*



**1 Day**  
Run business focused In-a-day workshop



**1-3 Days**  
On Site / Facility tour  
*Week 2*



**1 Day**  
Run IoT Platform Workshop



**1 Week**  
Build IoT Assessment Deliverables



*Week 4*

It all began with strong understanding...