



Azure Assessment Services





COSMOTE ACCELERATION SOLUTIONS ...MAKING DIGITIZATION SIMPLE

Fit for Future

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Security First

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

Smart Cost Management

The flexibility and scalability of cloud solutions means you only pay for the services you use, when you use them - cutting service and energy costs. Spending only what you really need to is good for your pocket, and the environment.



COSMOTE ACCELERATION SOLUTIONS ...MAKING DIGITIZATION SIMPLE

Simply focus

Thanks to cloud solutions our customers save time and money, which can be spent on what they do best, developing their companies. Employees can collaborate with ease wherever they are, whatever time they're online – boosting your business.

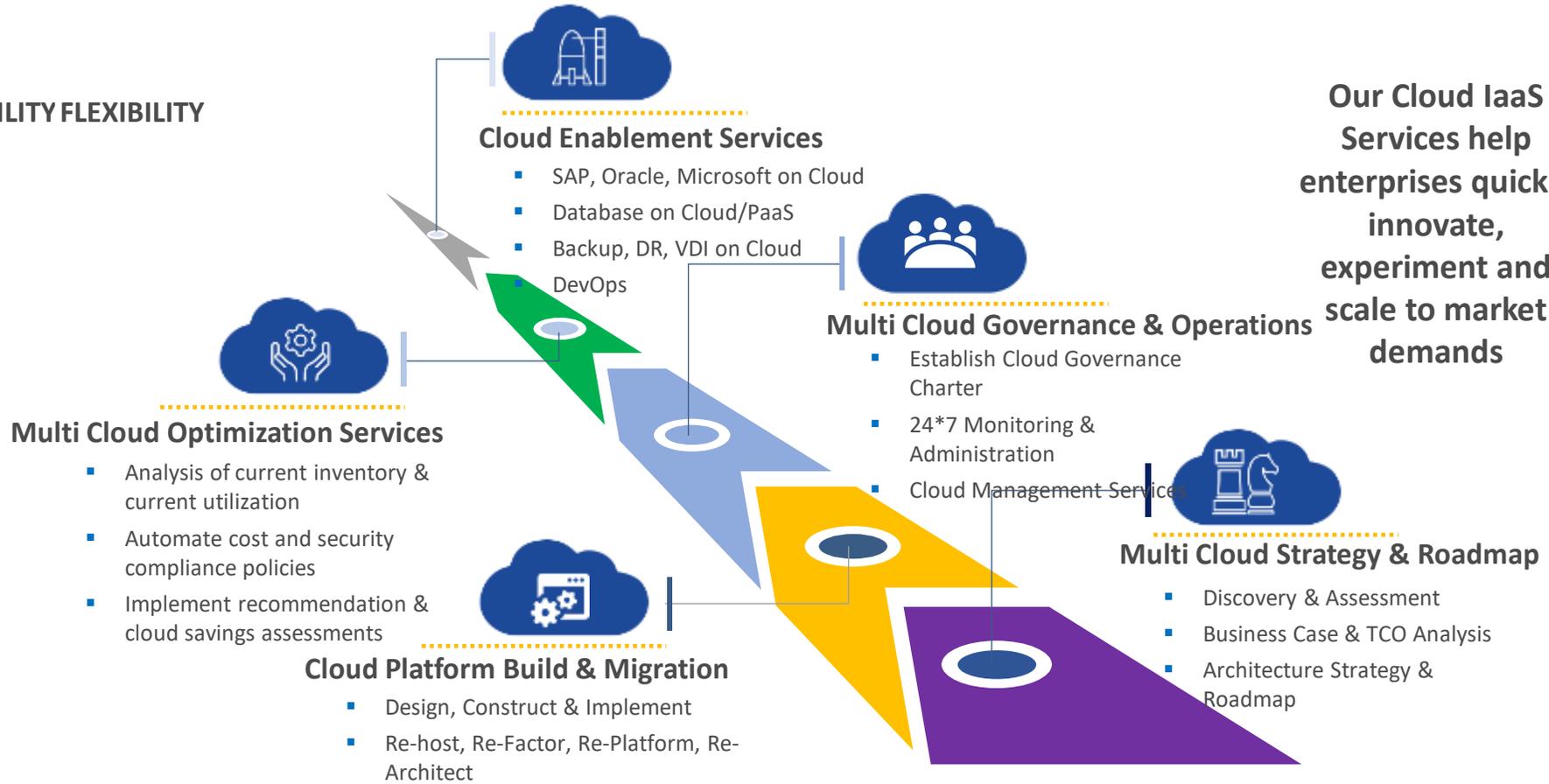
Individual solutions, personal contact

One size doesn't necessarily fit all. Our team offers a range of services from comprehensive consulting and individual advice, selection of the right solution for your needs, to the migration of existing data, setup and support during operations. All from a single point of contact.



HOW DO WE SUPPORT OUR CLIENTS?

AGILITY SCALABILITY FLEXIBILITY



Our Cloud IaaS Services help enterprises quickly innovate, experiment and scale to market demands

 **SOLUTION ACCELERATORS**

Cloud rapidAdopt

Cloud migXpress

Cloud brokerage

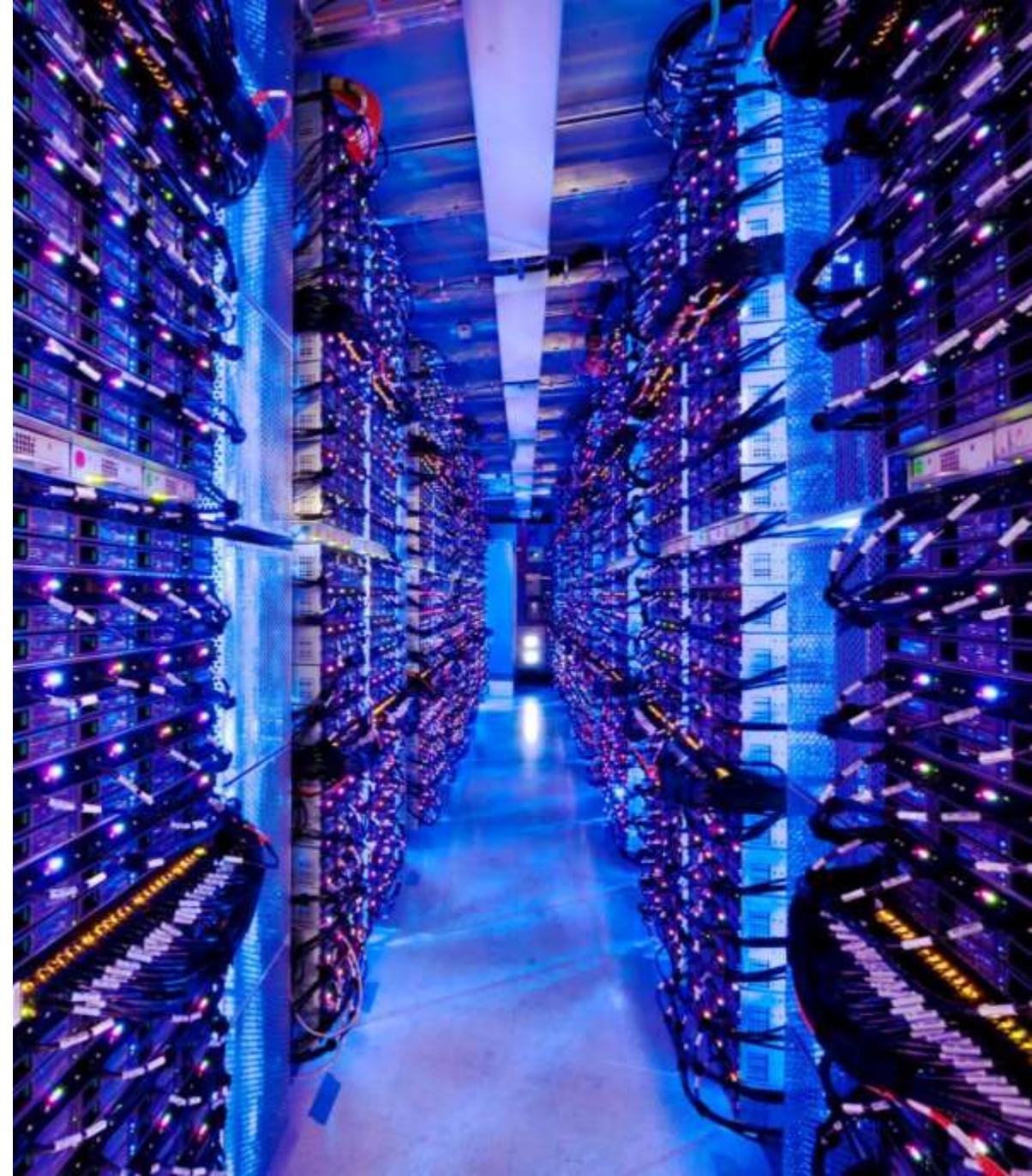
Cloud x-ray



**ASSESSMENT SERVICES
AN INTRODUCTION TO THE CLOUD**

BUSINESSES ARE MIGRATING TO CLOUD

- 69% of enterprise organizations are currently migrating data for enterprise resource planning (ERP) applications to the cloud. -- Cloud Security Alliance, 2019
- Top cloud migration challenges include the moving of sensitive data (65%), security (59%), compliance challenges (54%). -- Cloud Security Alliance, 2019
- The average business runs 38% of workloads in public and 41% in private cloud. The cloud computing statistics also show the public cloud spend is growing three times faster than the private cloud usage. – RightScale, 2019



CLOUD IS THE NEW MAINSTREAM



At this point, cloud adoption is mainstream.¹

Sid Nag— Research VP at Gartner



Public cloud IaaS workloads will experience 60% fewer security incidents than traditional data centers by 2020.

- Gartner predicts that through 2022 at least 95% of security failures in the cloud will be caused by the customers.
- Security is costly and not everyone can afford it.

The average cloud budget for enterprises in 2018, reached \$3.5 million.

- About a third of companies' IT budget goes for cloud services.

The worldwide public cloud services market is forecast to grow 17% in 2020 to total \$266.4 billion, up from \$227.8 billion in 2019. ¹

IF YOU DON'T PLAN, YOU PLAN TO FAIL

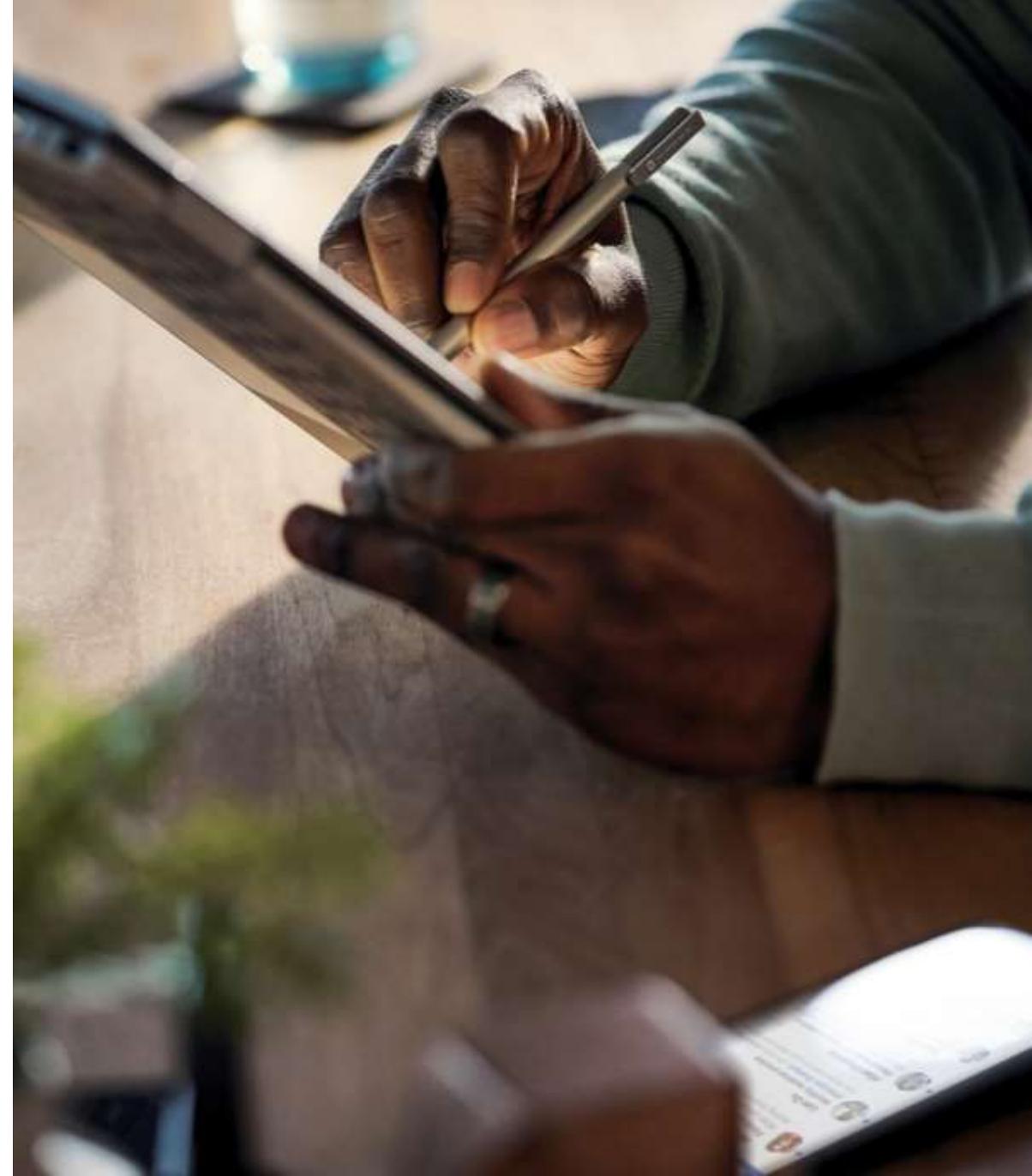
According to research from the Enterprise Strategy Group, **41% of IT decision-makers** have moved a workload back from the public cloud to be run on premises in the data center.

Of that 41%

- 43% incurred cost related to downtime while the application was being migrated back
- 84% were much less likely to use public cloud services in the future

Key reasons for fail:

- Misunderstood applications and operations
- Know what should go, and what should stay
- Underestimated performance problems and costs





THE CLOUD IS BECOMING THE NEW NORMAL

Today, more than **75% of companies** have a cloud migration strategy.

Enterprises are **increasingly moving to cloud** solutions but require guidance to:

- Understand which applications are best suited to the Cloud and why.
- Choose the right cloud service provider.
- Transition to the virtualized environment.
- Enhance user adoption

**ASSESSMENT SERVICES
MITIGATE THE RISKS OF MIGRATION**



ASSESSMENT MITIGATES THE CHALLENGES...

Where are the 'quick win' opportunities...

to reduce cost and improve agility in our application portfolio?

What applications should we move to the Cloud?

Is public, private or hybrid the best option?

What legacy applications should be rewritten/ re-factored...

for Cloud Native architectures and PaaS?

Which apps should move to SaaS...

for consolidation and standardization ?

Which apps should we migrate...

to a DevOps operating model?

How do we best align our portfolio...

with bi-modal or other IT delivery models?

...in your decision-making process..

SYSTEMATIC APPROACH TO ASSESSMENT

1. Initiate

- Project Kick off
- Access Request
- Platforms Config
- Governance Mechanism

2. Discover

- Scan
- Classify
- Analyse

3. Assess

- Analyze gathered information (using proprietary tools / methodologies) based on Migration Evaluation Areas and dimensions
- Information validation with each stakeholder & Operations team

4. Recommend

- Detail out the Gap analysis report
- Highlight the application & server readiness for migration
- Recommendation of Migration path
- Finalize assessment report within scope deliverables

We propose a 4 Phased end to end Assessment approach for 8 weeks by leveraging our assessment framework & RapidAdopt – Cloud Readiness Framework

ASSESSMENT SERVICES PROVIDED 1/2

- COSMOTE help clients evaluate cloud as part of their IT service delivery strategy.
- Our services enable you to identify which enterprise applications can be moved to the cloud, and will also bring to your notice the specific operating models, processes and technologies required to use the cloud technology.
- We use various cloud assessment tools to assess performance and capabilities of the various cloud services, thus bringing efficiency & accelerating your cloud adoption journey.





ASSESSMENT SERVICES PROVIDED 2/2

- Cloud advisory, migration assessment & adoption strategy
- Infrastructure consolidation assessment
- Application portfolio assessment (business process, compliance, technology, processes, etc.)
- Business case and TCO analysis

OFFICE 365 MIGRATION ASSESSMENT

WHAT IS IT?

O365 Assessment Services assesses your e-mail and collaboration infrastructure and lays out what is needed for you to adopt Office 365: changes needed in your IT landscape, cost of migration, ongoing cost of operations, timelines and business case.

WHAT IS IN IT FOR YOU?

- Know if Office 365 is the right fit
- Know what apps are right for you e.g., Skype, OneDrive, Know issues and risks in migrating to Office 365
- Know recommended migration approach
- Take an informed decision based on cost benefit analysis

WHAT WILL WE DELIVER?

- Migration checklist
- Dependencies
- Right Office 365 apps
- Security requirements
- Office 365 set up
- Resources needed
- Benefits of migration
- Project cost
- Running cost

HOW WILL WE WORK WITH YOU?

We will be using our best-in-class **Office 365 Assessment Methodology and Tools** for delivering these services.

Our tools will be installed on your system and it will generate an **assessment report**.

Assessment report and your business goals will be used to arrive at the right configuration for Office 365 and also estimate the cost-benefits.

If you have **500+ mail users** and have purchased the **Gold** plan, we will also have a Tech Expert at your site to carry out the assessment



MigExpress™
Differentiated methodology for Office 365 Migration

BRONZE	SILVER	GOLD	DURATION			
			Small (0 – 50 users)	Medium (50 -250 users)	Large (250- 500 users)	Extra Large: (500-1000 users)
Self Service You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	Guided Support You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	All Inclusive We will do the assessment for you	2 hours	4 to 8 hours	3 to 5 days	2 weeks

PRICING

Fixed price for the assessment

SHAREPOINT MIGRATION ASSESSMENT

WHAT IS IT?

SharePoint Migration Assessment Services assesses your content and collaboration framework and lays out what is needed for you to migrate to SharePoint Online and OneDrive: changes needed in your IT landscape, cost of migration, ongoing cost of operations, timelines and business case.

WHAT IS IN IT FOR YOU?

- Know if SharePoint Online and OneDrive is right fit for you
- Understand the gap between business needs and what is offered in SharePoint Online and how you can address them
- Baseline all the content that you will be migrating
- Know recommended migration approach
- Take an informed decision based on cost benefit analysis

WHAT WILL WE DELIVER?

- Assessment report that contains what you need to migrate
- Dependencies
- Fit-Gap Report
- Optimisation opportunity
- Configuration set up
- Project plan
- Project cost
- Running cost
- Security requirements

HOW WILL WE WORK WITH YOU?

We will be using our best-in-class **SHARP₃₆₅** for delivering these services. This methodology assesses your current content landscape and recommends how you could be using SharePoint Online and OneDrive

Our tools will be installed in your system to baseline your content landscape.

Our analyst will work with you how your business are using content and use this information to plan migration to SharePoint Online.

Where appropriate, our analysts will advise you how you can better manage your content such as improve performance.

If you have **500+ mail users** and have purchased the **Gold** plan, we will also have a Tech Expert at your site to carry out the assessment

SHARP₃₆₅
eXodus
Point2Point

BRONZE	SILVER	GOLD	DURATION			
SELF SERVICE You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	GUIDED SUPPORT You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	ALL INCLUSIVE We will do the assessment for you	Small (0 – 50 GB) 4 hours	Medium (50 -250 GB) 1 to 2 hours	Large (250- 500 GB) 3 to 5 days	Extra Large: (500-1000 GB) 1-2 weeks

PRICING

Fixed price for the assessment

WHAT IS IT?

Our Azure Assessment Services will help you to analyse your application and infrastructure for cloud readiness, identify any remediation work needed and develop the case for Azure migration.

WHAT IS IN IT FOR YOU?

- Discover what has been deployed on your environment
- Analyse if your applications can be moved to Cloud
- Understand application performance and optimization needs
- Know the recommended cloud deployment model
- Take an informed decision based on cost benefit analysis

WHAT WILL WE DELIVER?

- Cloud Feasibility Analysis
- Environment assessment
- Application portability assessment
- Network Flow Analysis
- Application Dependency
- Migration plan including application move groups, migration waves .
- TCO calculation
- Cloud Compatibility
- Cloud Comparison
- Business Case for Cloud

HOW WILL WE WORK WITH YOU?

Our industry leading **RapidAdopt™** will be used for assessment. This tool is easy to install, non-intrusive and is compliant with applicable data security regulations. The tool will scan your application and infrastructure landscape and create assessment report. The report will bring out the **dependencies** that are there among applications, **workload pattern** and also if the application is ready to move to Azure or requires **remediation**. This baseline report will be analysed by our cloud experts to give you a detailed assessment report.

The tool will also help estimate the cost of migration and ongoing cost, which is then used to develop the business case.

If you have 250+ servers, and have purchased the **Gold** plan, we will also have a Tech Expert at your site to carry out the assessment

RapidAdopt™
Differentiated methodology for Cloud Assessment

BRONZE	SILVER	GOLD	DURATION			
SELF SERVICE You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	GUIDED SUPPORT You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	ALL INCLUSIVE We will do the assessment for you	Small 0 – 50 VM	Medium 50 -250 VMs	Large 250- 500 VMs	Extra Large: 500-1000 VMs
			2 hours	4 to 8 hours	3 to 5 days	2 - 3 weeks

PRICING

Fixed price for the assessment



4.1. ACTIVE DIRECTORY MIGRATION ASSESSMENT



WHAT IS IT?

We will assess your on-premises Active Directory domains, sites and AD objects and develop the plan for moving to Azure Directory Services for identity and access management

WHAT IS IN IT FOR YOU?

- Plan for a **risk free migration** of mission critical AD infrastructure
- Architecture that lets you have **one authentication** approach for On Premise and On Cloud applications
- Take an informed decision based on cost benefit analysis

WHAT WILL WE DELIVER?

- Consolidated list of AD business requirements
- OU Structure Design
- User Authorisation, GPOs, Login Scripts, Directory Security details
- Greenfield AD design
- ADFS, ADCS, ADLDS, AD/Azure Rights Management design
- High level migration plan
- Project cost
- Running cost

HOW WILL WE WORK WITH YOU?

We will be using our best-in-class IDConnect Assessment Methodology and Tools for delivering these services.

Our tools will be installed on your system and it will generate an **assessment report**.

Assessment report and your business goals will be used to arrive at the right configuration for Azure AD migration and also estimate the cost-benefits.

If you have **Complex AD Structure with multiple Forest , Domains and Trusts** and have purchased the **Gold** plan, we will also have a Tech Expert at your site to carry out the assessment



BRONZE	SILVER	GOLD	DURATION			
SELF SERVICE You can use our tools to assess and our Tech Expert is available for On Call Support (max 2 hours)	GUIDED SUPPORT You can do the assessment using our tools and our Tech Expert (remote) will be guiding you in this.	ALL INCLUSIVE We will do the assessment for you	Small (Single Forest, Single Domain)	Medium (Single Forest, Multiple domains)	Large (Multiple Forest)	Extra Large: (Multi Forest, Multiple Trusts)
			4 hours	4 to 8 hours	3 to 5 days	2 weeks

PRICING

Fixed price for the assessment



SUMMARY: ASSESSMENT SERVICES COST MUCH LESS THAN FAILURES

- Reduces time to assess an application for cloud readiness by 60%
- Aligns the cloud computing strategy with business strategy
- Quantitative assessment
- Reduces time for business case and cloud cost analysis by 40%
- Roadmap recommendations for cloud, through focused business cases
- Best practices, tools and frameworks, giving a detailed map of migration opportunities



COSMOTE
THE RIGHT PARTNER FOR YOU

WHAT MAKES US DIFFERENT

ONE STOP SHOP

- End-to-end service from Infrastructure Platform up to Business Process
- Single vendor for on premise, cloud and hosted DC.

RICH INDUSTRY EXPERIENCE

- Industry and vertical specific solutions (special focus on Engineering, Construction, BFSI and Retail/FMCG)
- Focused Hybrid cloud approach and expertise

TOOLS & ACCELERATORS

- High end tools and framework for best in class service
- Tools advantage - iCloudHub, RapidAdopt, MOSAIC.DS, MOSAIC Assurance suite.

ROBUST PARTNER ECOSYSTEM

- Enables customer to move to the best in class cloud provider seamlessly available at the lowest cost
- Institutional knowledge of public cloud constructs and architecture vs. existing on-premises architecture

TIER 1 CLOUD SERVICE PROVIDER

- MS Cloud Acceleration Center is registered as Tier 1 cloud service provider with Microsoft Azure and has capability to manage end to end customer lifecycle

HYPER-SCALE

- Legacy system upgrade and integration services
- Flexible to support rapidly changing business climate

COST EFFECTIVE

- Need based subscription and pay as you go
- UPM based pricing for managed services

ENTERPRISE-GRADE SERVICE

- Operation Support 24x7
- Industry Leading SLA Guarantee
- Built, deployed and managed secure instances on multi-tenant infrastructure

KEY CLOUD ASSESSMENT DELIVERABLES

Network Flow Analysis – Traffic Flow and Ports communication

Inventory Analysis for Optimization

- Analysis of CPU, Memory, & Storage utilization metrics
- Recommended t-shirt sizes of VMs
- Suggested ways to optimize on Azure

Cloud Feasibility Analysis

Application Dependency Analysis

- Internal & External application dependency analysis for each application based on criticality

AS IS Detailed Inventory including technology stack details (OS, CPU, RAM, Storage, DB etc.)

KEY CLOUD ASSESSMENT DELIVERABLES

Target Architecture at Azure for the file and application servers including detailed rationale for selection

- High Level Infrastructure Architecture (include infra sizing based on performance metrics)
- Recommendations on tools to be used in target environment

High Level Infrastructure Architecture (include infra sizing based on performance metrics)

Cloud Feasibility Analysis

Recommendations on tools to be used in target environment

Recommendation on Re-host, Re-factor, Re-Architect Retain & Retire category

HOW DO WE MAKE IT A SUCCESS STORY FOR THE CUSTOMER

50+

12000+

8500+

500+

100+

Cloud-engagements

Server assessments
for cloud migration

Servers migrated to
cloud

Certified
Associates

Cloud-native
developments

Suite of Services

Multi Cloud Strategy & Roadmap

- Discovery & Assessment
- Business Case & TCO Analysis
- Architecture Strategy & Roadmap

Cloud Platform Build & Migration

- Design, Construct & Implement
- Rehost, ReFactor, Retain, Rebuild
- Pilot Migrations with pre migration testing

Multi Cloud Optimization Services

- Analysis of current inventory & current utilization
- Automate cost and security compliance policies
- Implement recommendation & cloud savings assessments

Cloud Enablement Services

- Microsoft, SAP, Oracle on Cloud
- Database on Cloud/PaaS
- Backup, DR, VDI on Cloud
- DevOps

Cloud Enablement Services

- Establish Cloud Governance Charter
- 24*7 Monitoring & Administration
- Cloud Management Services
- Cloud command center

Key Differentiators

Experience of handling large and Complex programs

Corporate Relationships /Synergy

Extreme Automation through Tools and Accelerators

Proven Digital Transformation experience

Cross Industry Expertise

One Stop Shop for all Azure needs

OUR COMPETITIVE ADVANTAGES OVER OTHER PROVIDERS

Guarantee better performance

- End-to-end monitoring and business commitments (SLA's)
- Single point of accountability for network, applications and infrastructure

Deliver returns in quickest time

- Accelerated deployment using tools and frameworks created by experienced professionals
- Fully automated processes for small and semi-automated processes for large businesses

Optimize costs

- Lower costs of total deployment through global delivery processes
- Access to best in-class talent following industry best practices

A trusted Microsoft managed service provider with over 20 years of experience deploying large and complex systems and solutions.

COSMOTE SERVICES DELIVERED FOR YOU





**NEXT STEPS
ASSESSMENT SERVICES**