

A group of business professionals are seated around a conference table in a modern office setting. The image is overlaid with a semi-transparent white box containing text. The background is a light blue-tinted photograph of a meeting in progress.

MARINER

Cloud Readiness Assessment

Solution Overview

Cloud Readiness Assessment

Section 1 – Introduction & Company Overview

Section 2 – Business Problem

Section 3 – Outcome and Approach

Section 4 – Budgetary Pricing



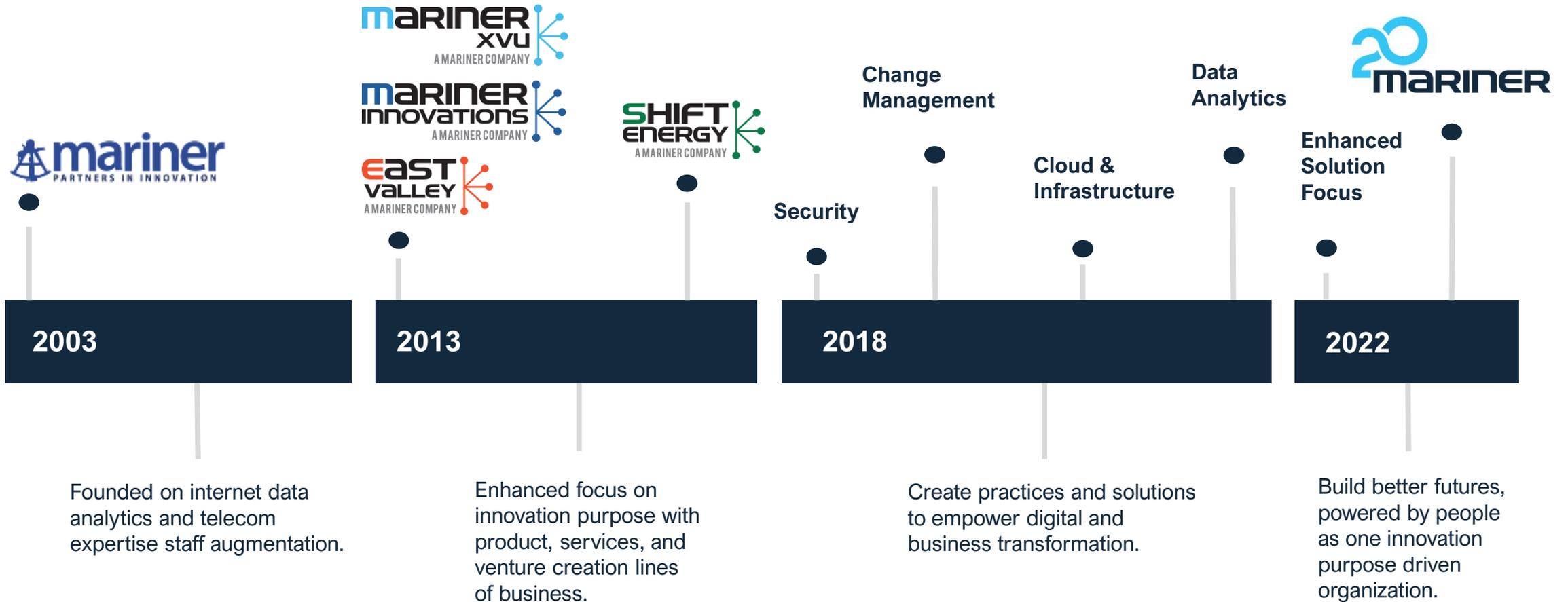


Section 1

Company Overview

Our Mariner Story

Innovate Always and Everywhere



Mariner at a glance

Building an everlasting innovation company based in Atlantic Canada and serving the world



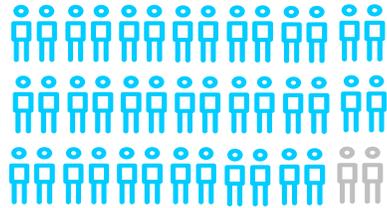
Achieved **double-digit growth** over the last 10 years



Served **197 unique clients** across our four lines of business ■■■■■

400

IT & Change Management professionals



Deep expertise in Organizational Change Management, Cloud and Infrastructure, Cybersecurity and Data and Analytics

Client across **telecommunications, public sector, utilities & ICT**

Many of our clients are longstanding, totaling over **20 years**



Headquartered in **Canada**



Serving clients in over **10+ Countries** around the globe

Over **\$2 Billion** ■■■■■



advanced technology projects delivered

MARINER SOLUTIONS

THE MOST ADAPTABLE BUSINESSES THRIVE.

We work at the intersection of business transformation and technology, helping businesses navigate complexity, ensuring your strategy, technology, processes and people are primed for success.



Organizational Change Management

Empower your organization by engaging with our certified Change Management professionals. Across all organizational levels, we collaboratively uplift internal capabilities, embrace change, and achieve exceptional outcomes tailored to your distinct requirements.



Cyber Security & Risk Management

Secure your enterprise's digital assets and reputation. Strengthen your defense lines with a results-driven approach. Safeguard revenue streams, assure business continuity, and develop a customized cybersecurity strategy and risk management blueprint aligned with your unique priorities.



Cloud & Infrastructure

Adapt and evolve with the ever-changing digital landscape. Whether assessing on-prem versus cloud, augmenting your cloud investment, or scaling capabilities, we guide you at every juncture. Lean on our platform-neutral expertise for cloud and infrastructure solutions, making certain your IT investments are in sync with changing business necessities.



Data & Analytics

Collaborate with our experienced consultants to design a holistic digital roadmap complemented by sound IT guidance. Pave the way for enduring success, mitigate risks, and execute sound digital strategies through proficient tech oversight and portfolio management.

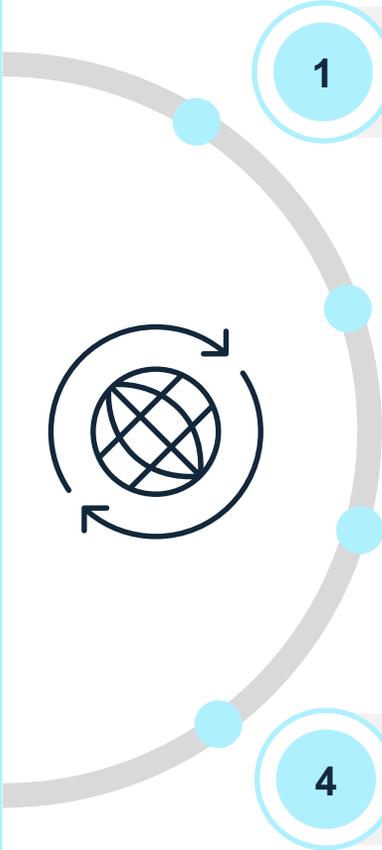


Section 2

Business Problem

Determining readiness to migrate data and workloads

Unsure if your business is ready for digital transformation and you're considering a move to the cloud?



1

Aging Infrastructure

Legacy infrastructure is costly to manage or doesn't provide what you need to grow your business

2

Costly scaling

Scale your business without costly up-front investments and lengthy preparations

3

Robust business continuity planning

Leverage Cloud services for cost effective redundancy, disaster recovery, and ransomware protection

4

Inability to focus on your core competencies

IT is an area that supports your business, it is NOT your core business



Section 3

Cloud Readiness Assessment

Customer Outcomes and Approach

Mariner's Cloud Readiness Assessment Offering

Helping you get started on your cloud journey



Mariner takes a business-first approach to determine your readiness to migrate workloads or data to the cloud.



We highlight areas of your business that require attention prior to migrating to the cloud. We will show you how to improve the readiness of these areas so that you can proceed with your cloud journey.



We provide you a roadmap suitable to your organization to get to the cloud.



Mariner will help your organization to build their own cloud capabilities. We do this by bringing you along for the cloud journey and equip you with best practices along the way.

Cloud Readiness Assessment

Customer Outcomes

- ✓ Clear cloud strategy
- ✓ Workload suitability assessment
- ✓ Infrastructure and application modernization plan
- ✓ Risk and cost analysis
- ✓ Skills and training assessment



Mariner Cloud Readiness Assessment Delivery

Helping you on your journey towards innovation and growth



Assessment planning and preparation

- Validate the goals and objectives of the cloud readiness assessment.
- Identify the scope, including which applications, workloads, and processes will be evaluated.
- Assemble a team of stakeholders, including IT, business units, and executives.
- Establish assessment criteria and metrics to measure readiness.

Current environment analysis

- Evaluate the existing IT infrastructure, including hardware, software, and networking components.
- Analysis of the business and organizational readiness for the cloud journey.
- Assess the organization's applications and workloads, categorizing them based on factors like criticality, dependencies, and performance requirements.
- Analyze data sensitivity, compliance requirements, and security practices.

Cloud compatibility and readiness evaluation

- Determine the suitability of each application or workload for cloud migration.
- Assess technical factors, such as architecture compatibility, scalability, and performance considerations.
- Evaluate operational aspects, such as skill sets, training needs, and process changes required for cloud adoption.

Recommendations and roadmap

- Summarize assessment findings, highlighting strengths, weaknesses, and potential challenges.
- Provide actionable recommendations for cloud adoption, including which workloads to migrate, which cloud service models to use, and which cloud providers to consider.
- Develop a roadmap outlining the sequence of migration, estimated timelines, and any required modernization efforts.



Section 4

Cloud Readiness Assessment

Budgetary Pricing

Indicative Budgetary Pricing

Pricing for Cloud Readiness Assessment services

	Basic	Moderate complexity	Comprehensive
Small to Medium Businesses	\$5,000 - \$15,000 Number of systems: 1 Duration: 2 weeks	\$15,000 - \$30,000 Number of systems: 2-5 Duration: 3 weeks	\$30,000 - \$50,000 Number of systems: 5+ Duration: 4 weeks
Enterprises	\$10,000 - \$30,000 Number of systems: 1 Duration: 3 weeks	\$30,000 - \$75,000 Number of systems: 2-5 Duration: 4-5 weeks	\$75,000 - \$150,000 Number of systems: 5+ Duration: 6+ weeks

NOTES

All Prices are in Canadian \$.

These are market-based estimates. Mariner's Cloud Practice team will work with you to determine the scope and price for your needs.

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