



MARINER

Cloud Management & Optimization

Sales Deck

May 2024

Cloud Management & Optimization

Section 1 – Introduction & Company Overview

Section 2 – Business Problem

Section 3 – Program Approach and Outcomes

Section 4 – Cloud and Infrastructure Solution Portfolio





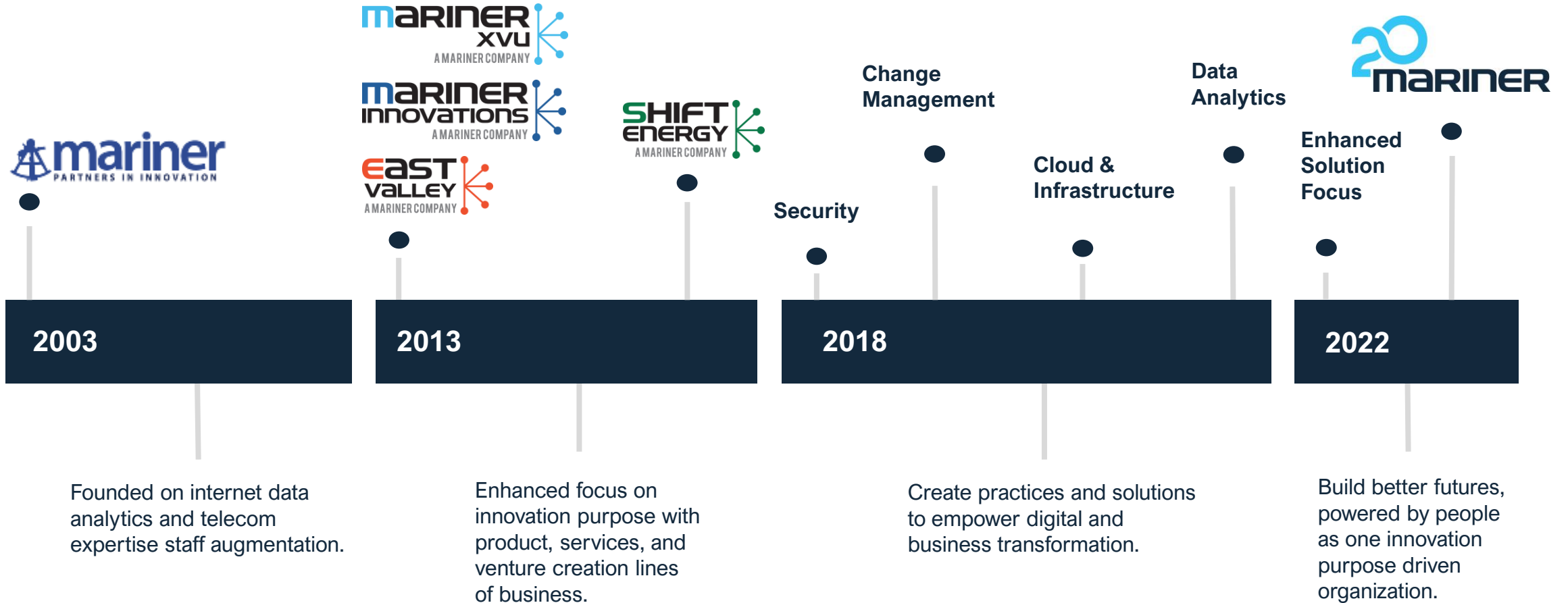
Cloud Management & Optimization

Section 1

Company Overview

Our Mariner Story

Innovate Always and Everywhere



2003

Founded on internet data analytics and telecom expertise staff augmentation.

2013

Enhanced focus on innovation purpose with product, services, and venture creation lines of business.

2018

Create practices and solutions to empower digital and business transformation.

2022

Build better futures, powered by people as one innovation purpose driven organization.

Mariner at a glance

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



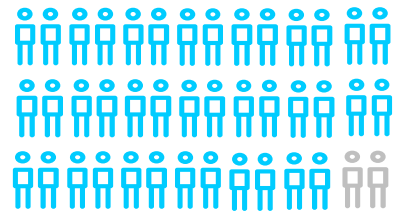
Achieved **double-digit growth** over the last 10 years



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.



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Section 2

Business Problem

Cloud Management & Optimization Customer Business Problems

Understanding client needs and the business impact of operations in the cloud.



1

Poor Cost Management and Optimization

Customers are challenged to manage costs, so they only pay for the resources they need to use.

2

Inefficient Use of Resources

Not all cloud deployments are right-sized to match workload demands, use the best storage types, and make the best use of automated scaling capabilities.

3

Non-Resilient Operations

Customers don't always have a robust cloud infrastructure that can withstand failures and attack. They lack strategies for backup and disaster recovery, fault tolerance, ransomware recovery, and distributed system design to meet their business continuity needs.

4

Lack of Governance

Effective governance frameworks are essential for maintaining control over IT environments. Customers often require help defining policies around resource creation, usage, and configuration changes to ensure that all changes align with company policies and standards.



Cloud Management & Optimization

Section 3

Cloud Management & Optimization Customer Outcomes

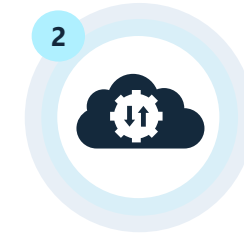
Mariner's Cloud Management and Optimization Program

Tailored offering relevant to your business needs

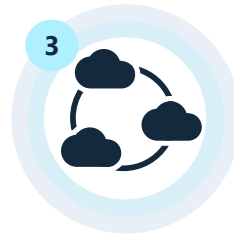
With a comprehensive suite of Cloud Management and Optimization services, we help you select the ones that are most relevant to your business



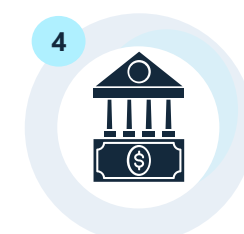
Poor Cost Management and Optimization
FinOps to measure, analyze, and control cloud spending



Inefficient use of Resources
Well-Architected analysis and right-sizing of services, choosing correct types of storage and compute options, and automating processes to scale



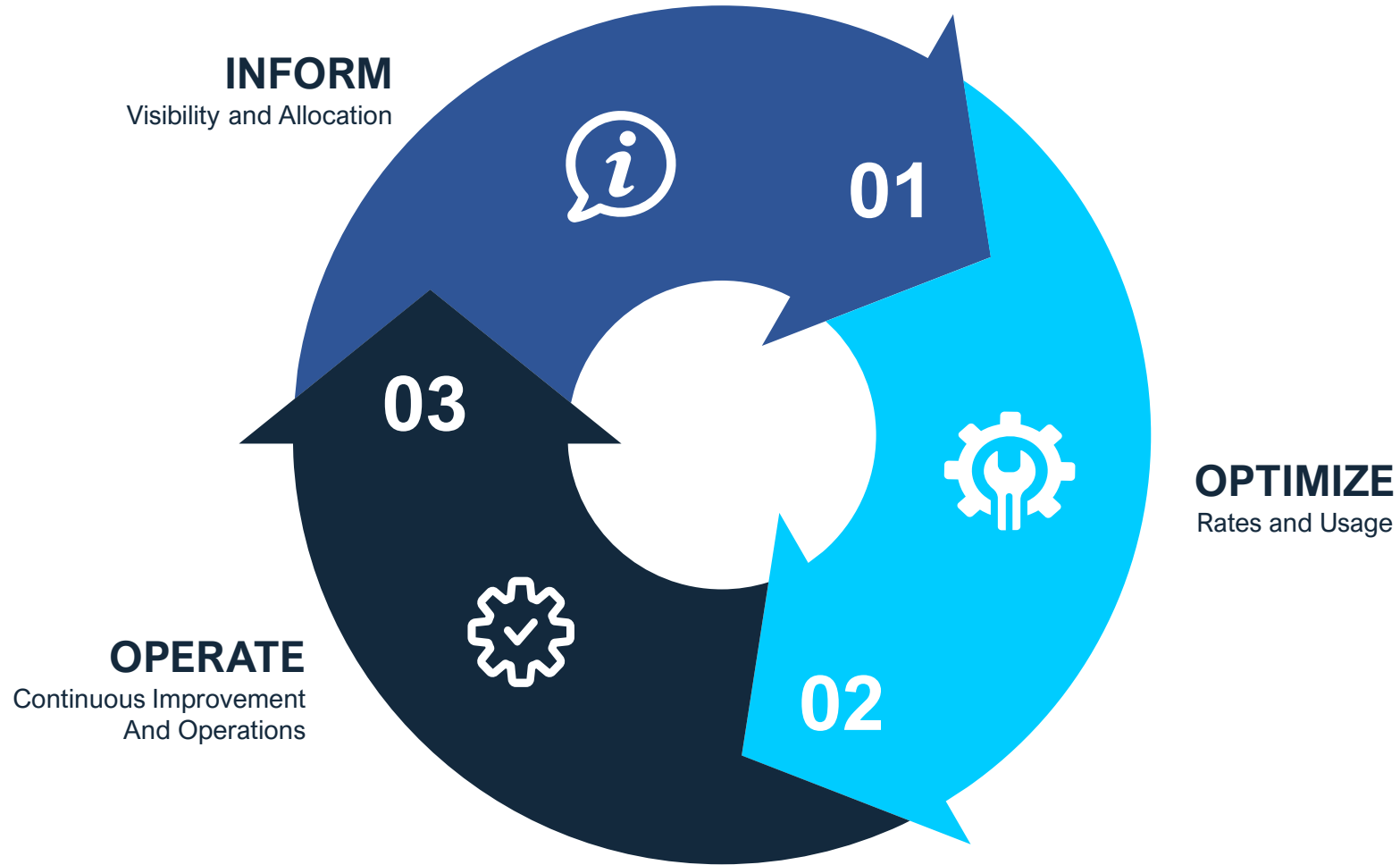
Non-Resilient Operations
Best practice strategies for backup and disaster recovery, fault tolerance, ransomware recovery, and distributed system design



Lack of Governance
Governance frameworks and policies around resource creation, usage, and configuration changes

Mariner Cloud Management & Optimization Program

Financial excellence in the cloud



Customer Outcomes

- ✓ Cost reduction and enhanced operational efficiency
- ✓ More accurate cloud cost forecasting
- ✓ Governance and compliance
- ✓ Enhanced performance, reliability, and scalability
- ✓ Risk mitigation





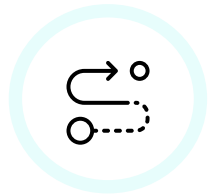
Cloud Management & Optimization

Section 4

Cloud and Infrastructure Solution Portfolio

Cloud and Infrastructure Solution Portfolio

Help is also available no matter where you are in your modernization journey



Strategy

- Cloud Readiness Assessment
 - Cloud Strategy and Planning
 - Cloud Security Strategy
 - Migration Strategy and Planning
-
- IT Infrastructure Assessment
 - IT Strategy & Roadmap



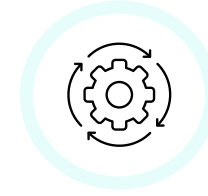
Modernization

- Infrastructure Assistance
 - Cloud Migration
 - Data Modernization
-
- Hybrid Architecture Deployment
 - Business Application Implementation



Innovation

- Cloud Native Development
- Digital Innovation



Optimization

- Well-architected Cloud Review
 - **Cloud Management & Optimization**
 - DevOps, SecDevOps, and Automation
-
- Business Continuity and Disaster Recovery



Security

- Cloud Security Assessment
-
- Micro-segmentation services
 - VAPT
(Vulnerability Assessment and Penetration Testing)

■ Cloud Offerings
 ■ Infrastructure Offerings

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