

# IBM Power Workload (IBM i and AIX) Azure Deployment Assessment



# Does Azure make sense for your IBM Power Systems?

Most companies are adopting cloud computing since it offers many benefits including increased performance, cost savings, and robust data backup and security. However, IBM Power workloads require special consideration so its important to understand the scope and business cases before migrating to the cloud.



## Challenges

- ✓ Struggling to develop a cloud adoption plan for IBM Power Workloads
- ✓ Either no business case or the business case is unclear
- ✓ Lack of understanding of the impacts of cloud migration of the IBM Power Workloads
- ✓ Hold a subjective view of viability of migrating the IBM Power Workload to Azure
- ✓ Viewing cloud migration as purely a technical endeavor
- ✓ Lack of business awareness of IBM Power Workload cloud adoption strategy and timeline

- ✓ A PwC study of over 10,640 projects found that only 2.5% of companies complete their projects 100% successfully. (*Gallup*)
- ✓ 17% of IT projects can go so bad that they can threaten the very existence of the company. (*McKinsey*)
- ✓ The average IT project overran its budget by 27%. (*HBR*)

## Ideal Solution

- ✓ Understand your current environment in terms of cloud readiness
- ✓ Determine the ROI of adopting a cloud computing strategy
- ✓ Identify cloud sizing and management requirements
- ✓ Uncover the software licensing implications of moving to the cloud
- ✓ Obtain recommendation for a cloud migration path

- ✓ 100% of customers determine the ROI of adopting a cloud computing strategy.
- ✓ Customers identify and understand cloud sizing and management requirements.
- ✓ Customers uncover the software licensing implications of moving to the cloud.

## Desired Outcomes

Helps client to gain the insight into their organizations readiness for cloud adoption by identifying their cloud maturity level

- ✓ 100% of customers gain an understanding of their current environment in terms of cloud readiness.
- ✓ Customers will obtain recommendation for a cloud migration path.

# Meridian IBM Power Workload (IBM i and AIX) Cloud Assessment



Get the expertise and guidance you need to start your cloud journey today.

Meridian's 40+ years of experience with providing IBM Power solutions on premises and in the cloud enables us to create a custom cloud strategy for your organization.

## Minimize Risk

- ✓ Meridian has provided the service for over 200 IBM Power owners
- ✓ Evaluate the financial impact of a cloud deployment
- ✓ Determine the ROI of adopting a cloud computing strategy

## Validate Your Strategy

- ✓ 100% of our customers have gained the knowledge to make the right decision for their business

## 100% Transparency

- ✓ Fully understand steps involved in migrating to the cloud
- ✓ Over 65% of our customers incorporate a cloud component into their solution

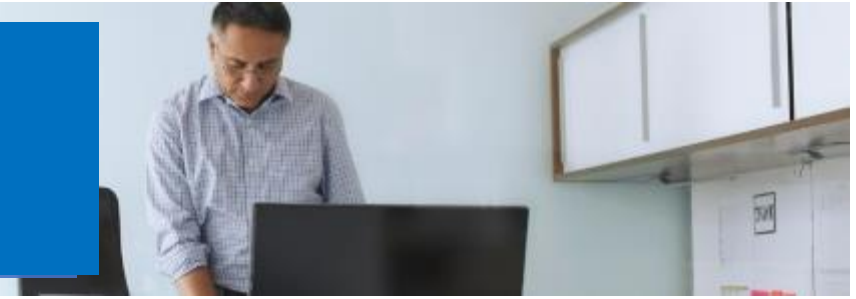
## Proven Methodology

- ✓ Efficient and proven methodology is used
- ✓ End-customer receives maximum value and minimum burden

“By working with Meridian, we’ve not only reduced our internal cost but increased our service level to our customers so it’s a win-win for both ourselves and our customer base.”

- Chris Anderson, General Manager, Fog Software Group

# Meridian IBM Power Workload (IBM i and AIX) & Microsoft Azure Deployment Assessment



## Smoothly Migrate your IBM Power Workloads to Azure

Meridian, in partnership with Microsoft, will determine which IBM i and AIX workloads are best suited for migration to Azure, provide a business case that defines the benefits and ROI of your cloud deployment, and provide recommendations to ensure a seamless migration to the Azure. Our consultative approach means that we listen to you first and then we architect a solution using best-practices and your specific needs to ensure a seamless migration to the Azure.

### Total Solution Delivered

Microsoft is expert at delivering cloud, Meridian is expert with IBM Power systems, together we offer a total solution.

***30%+ growth in the adoption of IBM Power cloud.***



### Expert Service and Support

A solution utilizing technology deployed by a best of breed cloud provider, supported by top tier support provides an exceptional solution.

***99% of IBM Power owners are investigating cloud options.***



### Values Aligned

Microsoft and Meridian both focus on helping end customers achieve business outcomes using technology – we are aligned.

