



QUISITIVE

On-Ramp to Application
Modernization

Today We'll Cover...

- ✓ **Who is Quisitive?**
- ✓ **Application Modernization**
- ✓ **Identify Applications & Dependencies**
- ✓ **Expand to Evaluate the Environment**
- ✓ **Define Modernization Waves**
- ✓ **Modernize the Applications**

Who is Quisitive?

01

Quisitive | A Premier Microsoft-Only Partner

GOLD COMPETENCIES

- Cloud Platform
- Cloud Productivity
- Collaboration and Content
- Application Development
- Application Integration
- Data Analytics
- Data Center
- Enterprise Resource Planning
- DevOps
- Security

ADVANCED SPECIALIZATIONS

- Modernization of Web Applications
- Windows/SQL Migration
- Azure Migration Program
- AKS Specialization
- Linux Specialization
- Data and Analytics Specialization
- Adoption and Change Management

- M365 Admin Expert
- DevOps Engineer Expert
- Azure Developer Associate
- Azure Administrator Associate
- Azure Security Architect Expert
- Azure Data Engineer Admin
- Azure Fundamentals
- Certified Kubernetes Admin

CERTIFICATIONS

250+
Microsoft Program
Customers

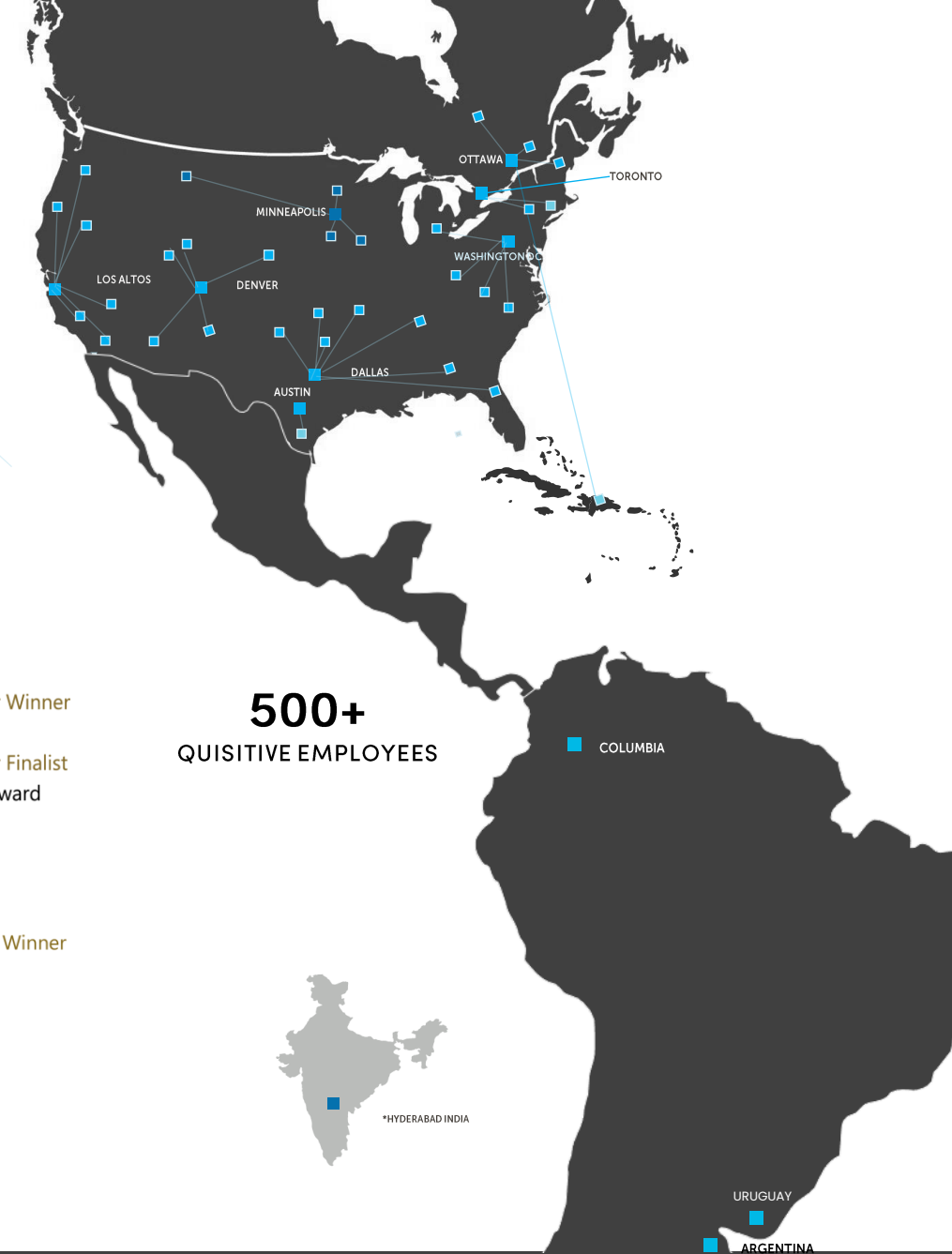
PARTNERSHIP

Microsoft
Partner

2021 Partner of the Year Winner
Healthcare Award
2021 Partner of the Year Finalist
Community Response Award

Microsoft
Partner

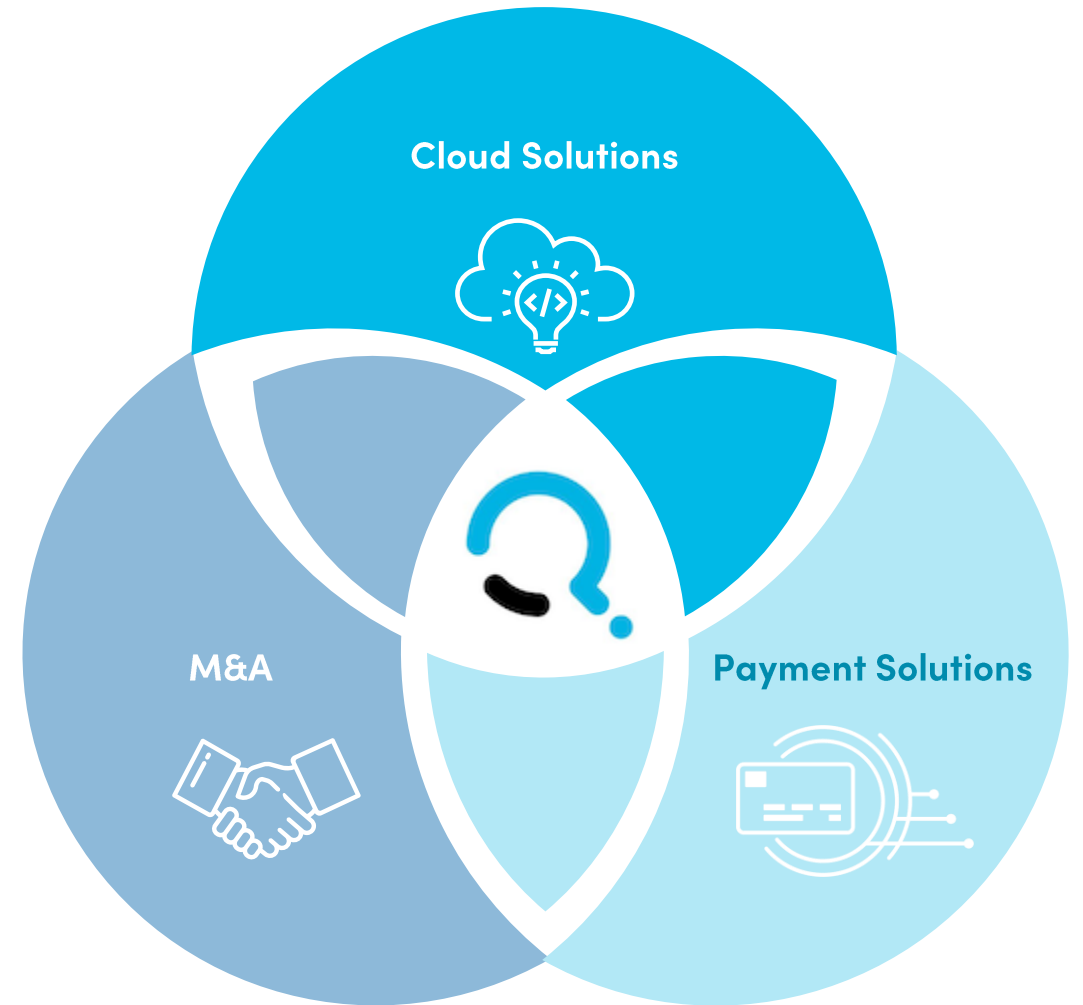
2019 Partner of the Year Winner
United States



Quisitive Mission:

Generate transformational impact with immense value for customers through our business solutions and cloud innovations as a premier, global Microsoft partner.

- 1 Cloud Solutions**
Leveraging industry-IP to deliver technology solutions to transform enterprise companies
- 2 Payment Solutions**
Transforming the necessary-but-commoditized industry of payment processing into an entirely new source of customer engagement and consumer value.
- 3 M&A**
Acquiring key businesses that augment and compliment Quisitive core offerings





The Global Leader in Enterprise Cloud

The global public cloud infrastructure will grow 35% to \$120B in 2021*.

Why Microsoft?

Robust Toolkit

Microsoft’s best-in-class toolkit relies on implementation partners to drive value for end-users.

Microsoft places Quisitive in a select 5% out of 40,000+ partners worldwide with full cloud capability.

Industry Expertise

Quisitive layers on IP and experience to develop tailored solutions using Microsoft tools.

Microsoft Advanced Specializations places Quisitive in the top 0.01% of Microsoft partners worldwide.

Thriving Ecosystem

95% of Microsoft’s business is generated through partnerships.

Microsoft introduced 250+ enterprise clients to Quisitive in the past 24 months

Quisitive Accolades

Microsoft Partner of the Year Winner 2019

2021 Partner of the Year Winner for Healthcare

2021 Partner of the Year Finalist for Community Response Award

Advanced Specialization of Modernization of Web Applications in Microsoft Azure

Advanced Specialization of Windows Server and SQL Migration to Microsoft Azure

Advanced Specialization in Adoption and Change Management

Microsoft Cloud Native Accelerate Program Member

3X Presidents Club Awards

2020/2021 Inner Circle for Business Applications

Microsoft Gold Partner

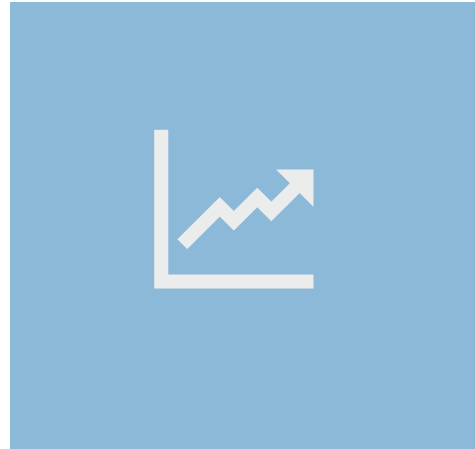
*Forrester 2021

Application Modernization

02

Modernization Drivers & Challenges

Business and IT leaders recognize that cloud-based, modernized applications create new opportunities in the marketplace



Businesses & IT leaders face challenges that complicate modernization goals, inhibiting their ability to compete with competition in the marketplace



- Rapid and continuous delivery of market-driven features
- Performant scalability on a global level
- Resiliency in modular approach to architecture
- Immediate response to changes in customer interaction
- Lower cost of maintenance and support
- Onboard new customers with ease
- Consistent, secure resource deployment
- Spin up new application instances via automation
- Access to an integrated, compliant, & secure platform
- Continual platform innovation for development teams to tap
- Enable insights with customer data to drive market-share growth

- Monolithic legacy apps with spiderweb interdependencies
- Lost domain knowledge of the legacy applications
- IT budget cuts hampering new development
- Increased demand from product owners for innovation
- Existing team fully allocated to current projects
- Current skillsets don't cover the technical requirements
- Business critical apps on unsupported code bases
- No roadmap to innovation

Quisitive | Priority Scenarios



DELIVERING A CONNECTED EXPERIENCE



Modernize Legacy Applications

Quisitive will bring expertise to application portfolio transformation and development in Azure Native & Open-Source Technologies



Deliver Actionable Insights

Combining applications, data, and analytics will lead to data-driven organizations and higher performance



Improve Employee Productivity

Raise the bar for employee connection and productivity by way of modern workplace technologies

On Ramp to Application Modernization – ORTAM

Quisitive's ORTAM program is a methodical, iterative approach led by application modernization & migration experts to kickstart your innovation

- Identify applications & dependencies
- Expand to evaluate the environment
- Define modernization waves
- Modernize the applications



Identify Applications & Dependencies

03

Catalog the Applications

We begin with internal documentation: CMDB, app-to-server mapping, spreadsheets, adding your tribal knowledge to enable a more complete view of your estate

- Application name
- Function
- User Base
- Criticality
- Tier
- Servers
- Dependencies
- Remove the noisy, non-essential applications

SERVER ID	HOSTNAME	OWNER	TESTING PLAN	APPLICATION	TIER
292	CIS1740VMRDS	John Doe	SILVER	ASRS	PROD
495	CIS844VMTS	John Doe	SILVER	RDS	PROD
651	EVLASRSD	John Doe	SILVER	ASRS	DEV
652	EVLASRSP	John Doe	GOLD	ASRS	PROD
653	EVLASRSS	John Doe	SILVER	ASRS	DEV
654	EVLASRST	John Doe	SILVER	ASRS	DEV
128	NOGASRPT2	John Doe		ASRS	

5 Rs of Application Rationalization

Rehost

Lift & Shift to a new provider with minimal change to the architecture

Refactor

Code revisions to take advantage of PaaS platforms

ReArchitect

Redesigned for cloud native technology, innovation, & legacy apps



Rebuild

Functional requirements changed & application needs a rebuild to meet business needs

Replace

Application replaced with functionally similar application, such as a SaaS offering

+ Retire

No longer needed, the application is retired from the portfolio

Expand to Evaluate the Environment

04

Shortcut Information Gathering with Tools

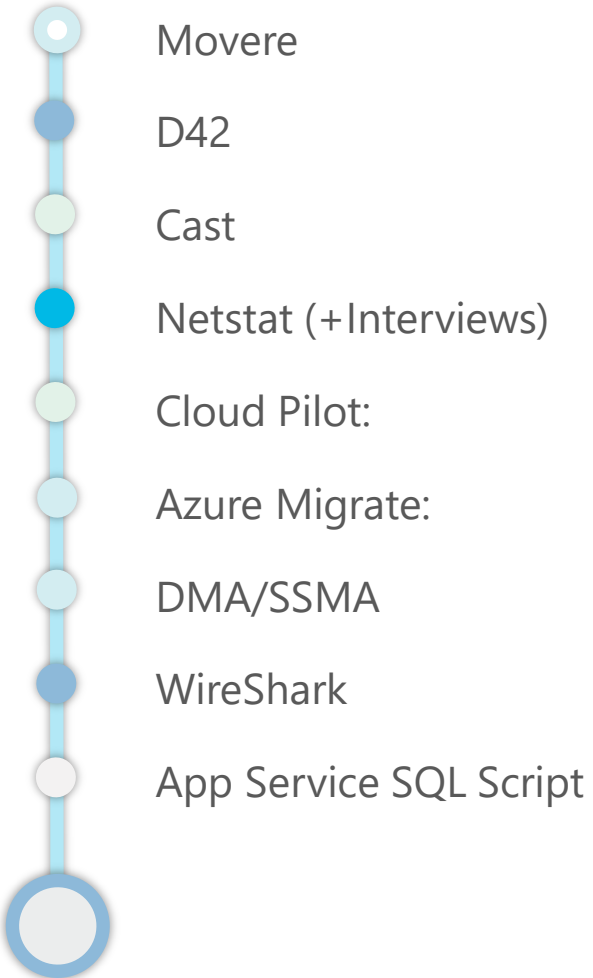
Tools shortcut the collection of critical information from the source, information that informs your modernization options in the cloud

- Synthesize tool data with application information to develop a holistic view of your environment
- Existing data from systems that track inventory & telemetry
- Server scanning for performance, storage, & resource consumption
- Database scanning for sizing, IOPS, & platform compatibility
- Code scanning for platform compatibility & remediation recommendations

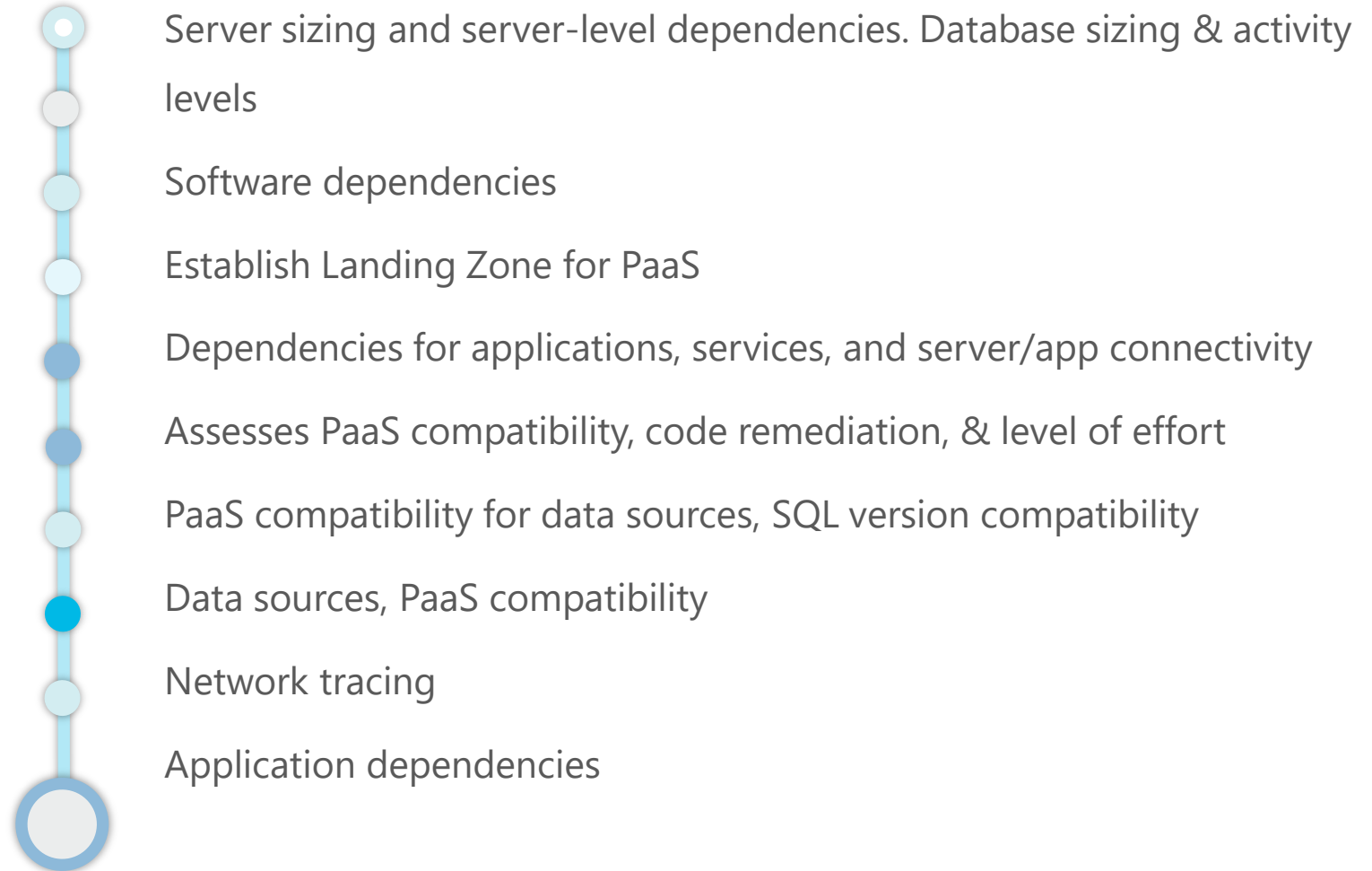


Tools & Information

Tool Deployed

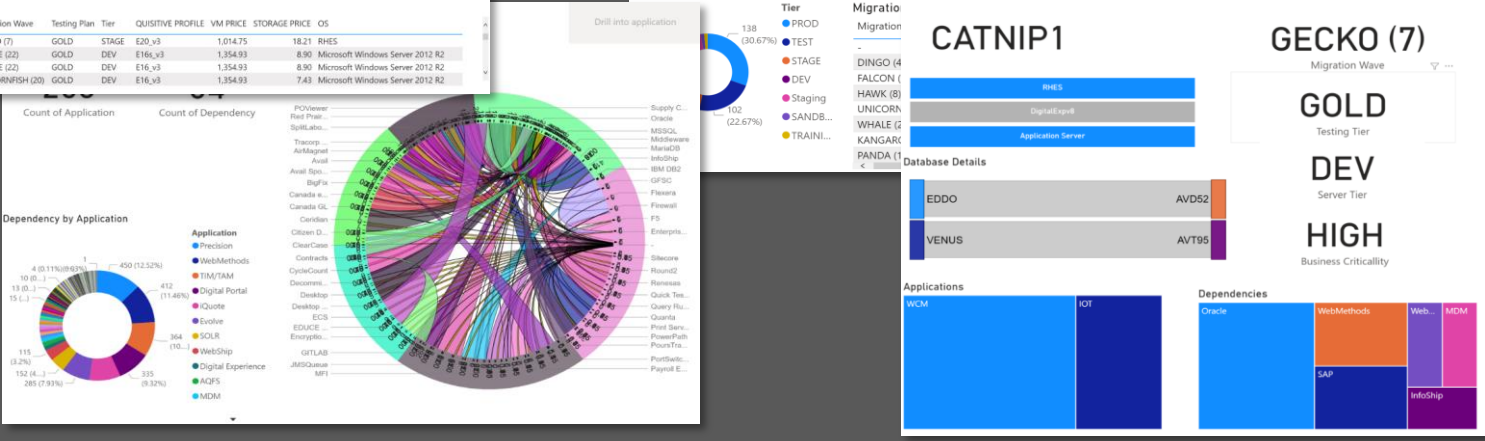
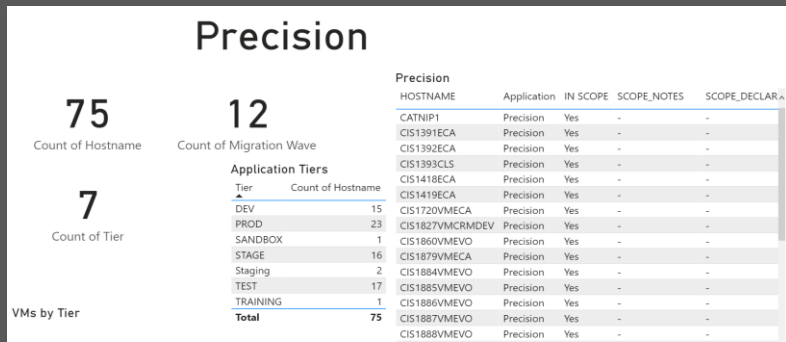
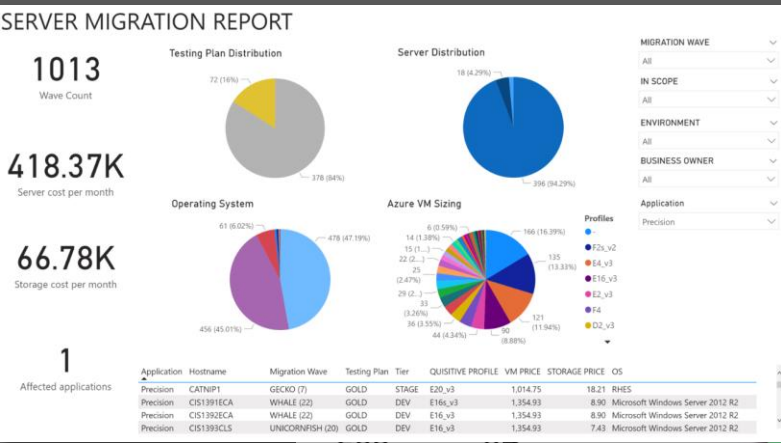


Information Gathered

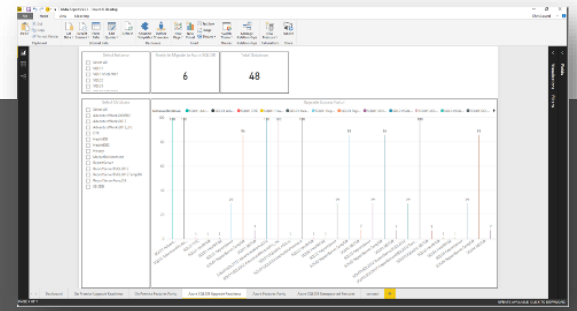


Sample Tool Output

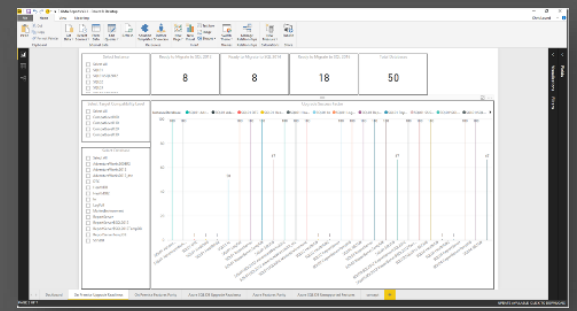
Application Dependency Map Migration Plan



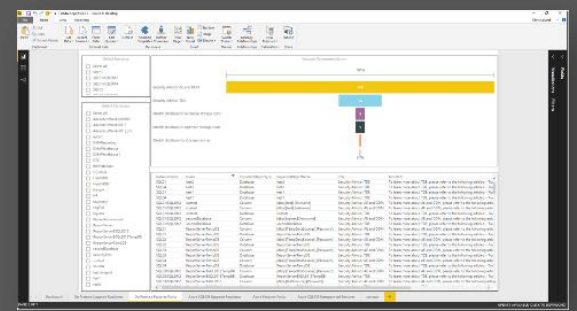
SQL Readiness (DMA)



Upgrade Readiness



Target Data Store Readiness



Feature Parity

Cloud Adoption Framework (CAF) Strategy & Plan Workshops

Identify your cloud adoption strategy based on the needs of your business, including

- Security
- Identity
- Cost control
- Rapid delivery
- Resource consistency
- Team skilling

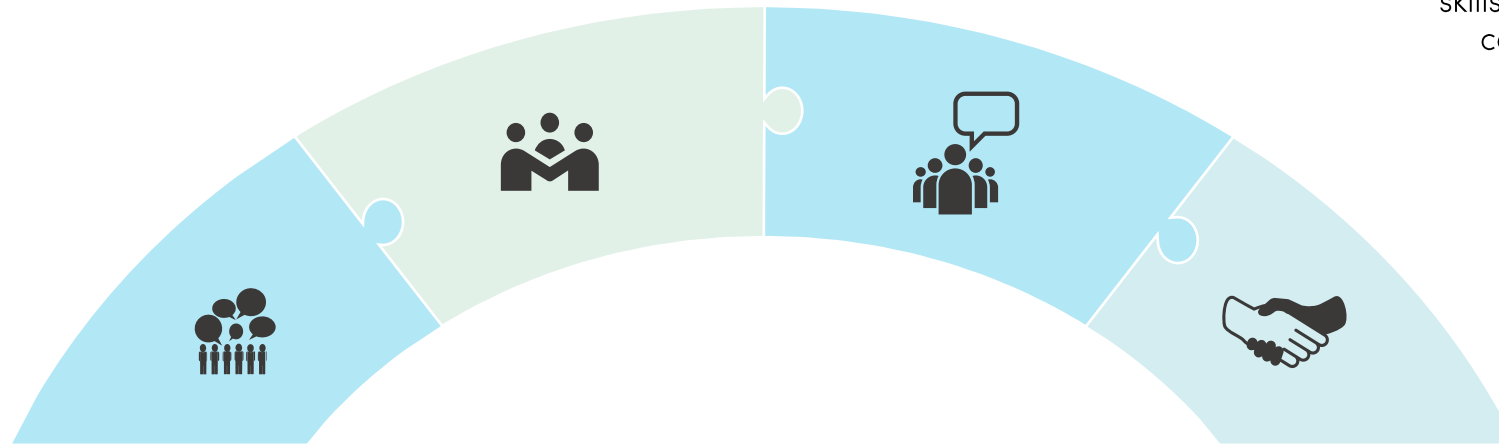
How will your team measure success?

Quisitive-led CAF workshops with your business and IT leaders help you define and prioritize your migration requirements and maximize your operational innovation in Azure

Roadmap your path to Azure to enable the goals and requirements of your business and meet the needs of your customers.

Empower your teams with skills and plans to thrive in your competitive marketplace.

Are you ready?



Strategy

Understand your requirements for cloud governance

Cloud Adoption Framework

Your Foundation in the Azure Cloud

Plan

Understand your roadmap for secure cloud adoption and operations

Define Modernization Waves

05

Grouping the Applications in Waves

Application groupings are based on similarities in code base, complexity, compliance requirements, & dependencies to create modernization waves



Low Complexity



Business Critical



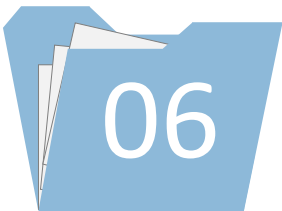
Medium Complexity



Interdependencies

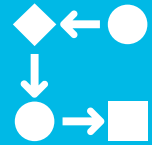


Highly Complex



Compliance Requirements

Tracking Application Complexity



CODE BASE



DEPENDENCIES



DATABASES

	CODE BASE	DEPENDENCIES	DATABASES
Low Complexity	.NET PHP Java Low code count Minor remediation	Self Contained < 10 external services No apps sharing DBs DBs move to same engine	MS SQL MYSQL Up to 3 DBs No clusters
Medium Complexity	All the above + Higher code count Moderate remediation	Additional apps on databases > 10 external services No apps sharing the DBs DBs move to same engine	All the above + MongoDB PostgreSQL Cassandra Up to 3 DBs May include a cluster
Highly Complex	All the above + Legacy code base Unsupported Frameworks Large code count Major remediation / rewrite	Multiple internal connections Multiple external services Multiple apps sharing DBs	All the above + Oracle Multiple DBs Multiple clusters

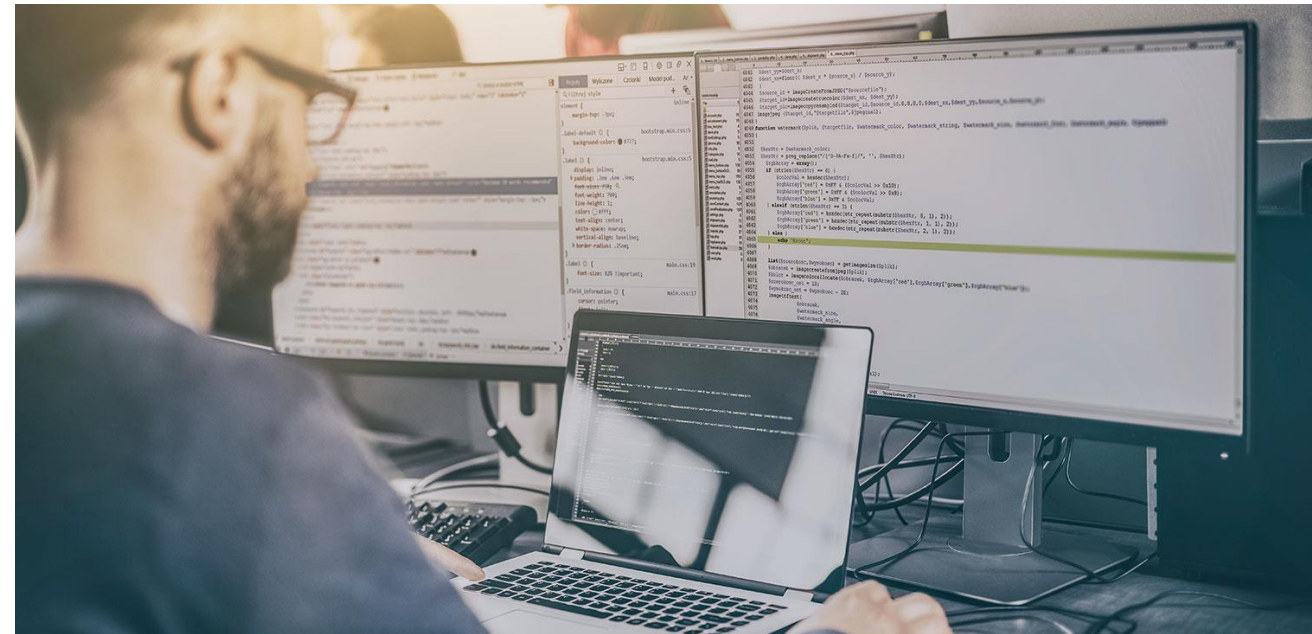
Modernize the Applications

06

Our Application Modernization Process

Now that we understand the estate, the applications, and the groupings, we can dive deeper and select first movers for your business

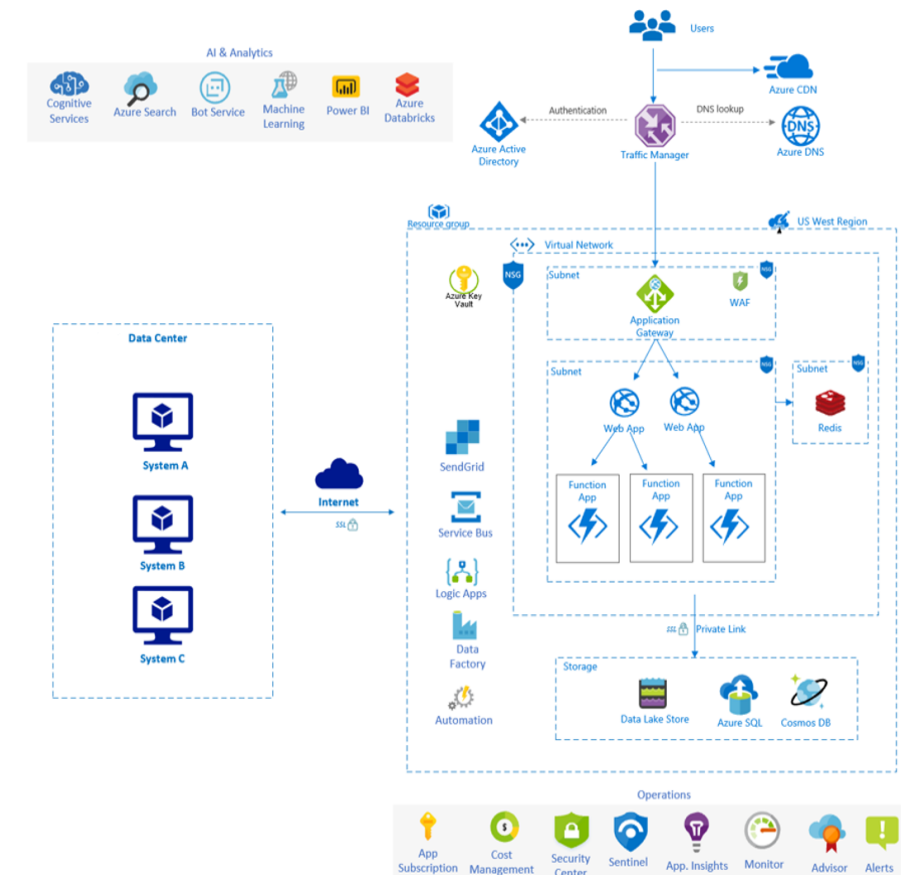
- Select applications for application rationalization
- Determine an end state for each application that positions you for the future
 - Rehost
 - Refactor
 - ReArchitect
 - Rebuild
 - Replace
 - + Retire



Architect the Application in Azure

Based on the rationalized end state, our Application Architects will work with you to design a modern Azure environment for 5 applications

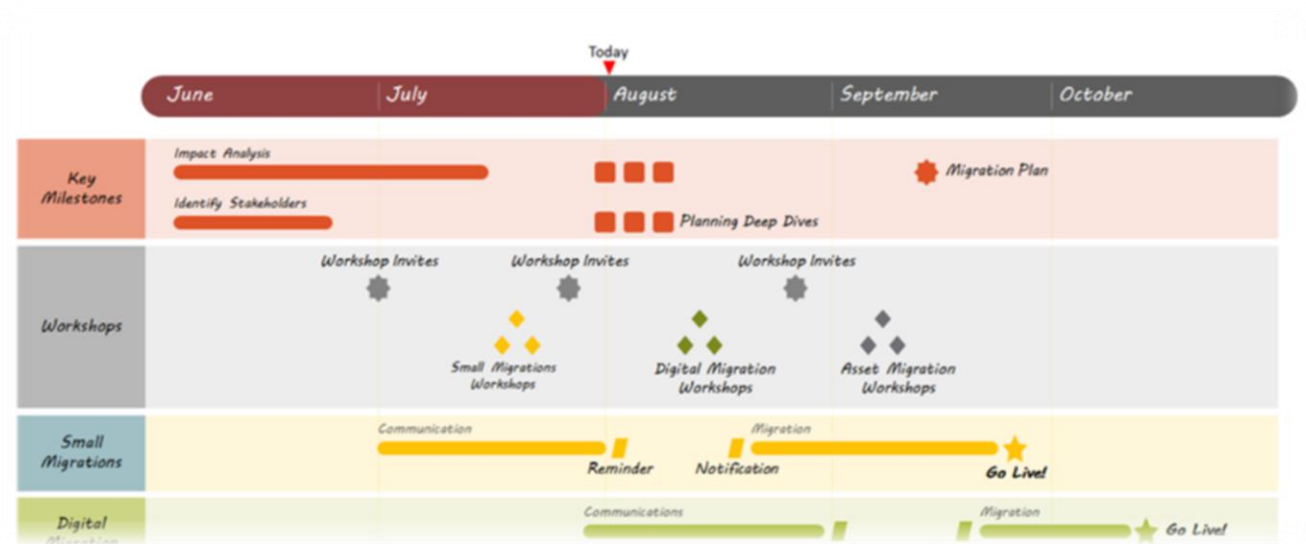
- Review design options & define end states, including:
 - Serverless cloud compute
 - Microservices for logic and processes
 - PaaS datastores, matching processing needs with cost performant platforms
 - Azure native API driven architecture
 - IaaS, wherever selected for business requirements
 - Landing zone for secure operations
- Determine Azure services & refine cost models
- Finalize the Azure architecture



Develop Application Modernization Plan

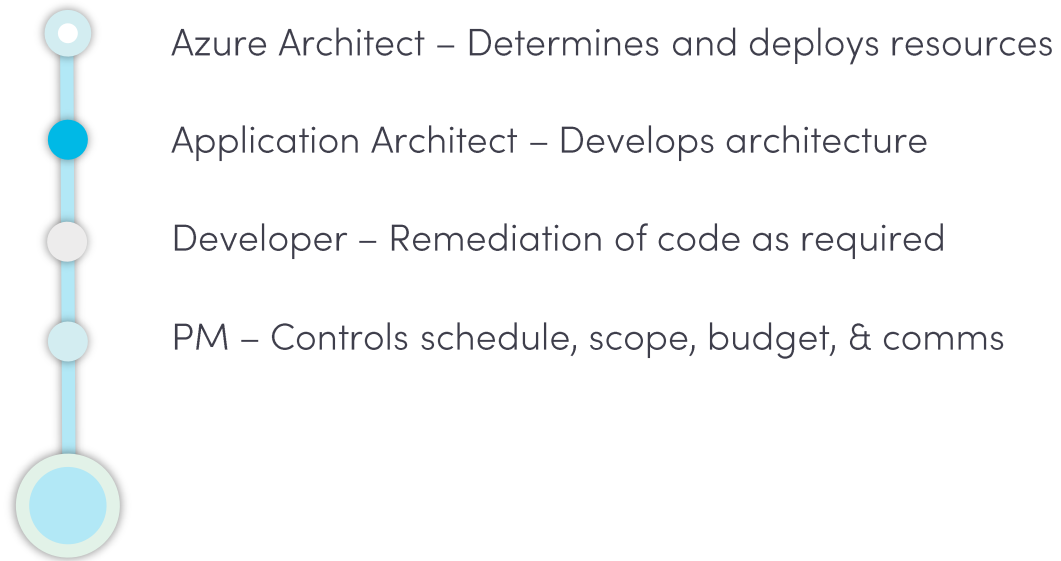
Every stakeholder needs to align for the application's movement to Azure. We build a plan that takes out the guesswork, covering the expected contingencies

- Validate initial migration workloads
- Determine blackout periods
- Understand SLA requirements
- Application owner availability
- Failover plan / Failback
- Testing and remediation
- Business notification
- Change control



Application Stakeholders

Quisitive Team:



Client Team:



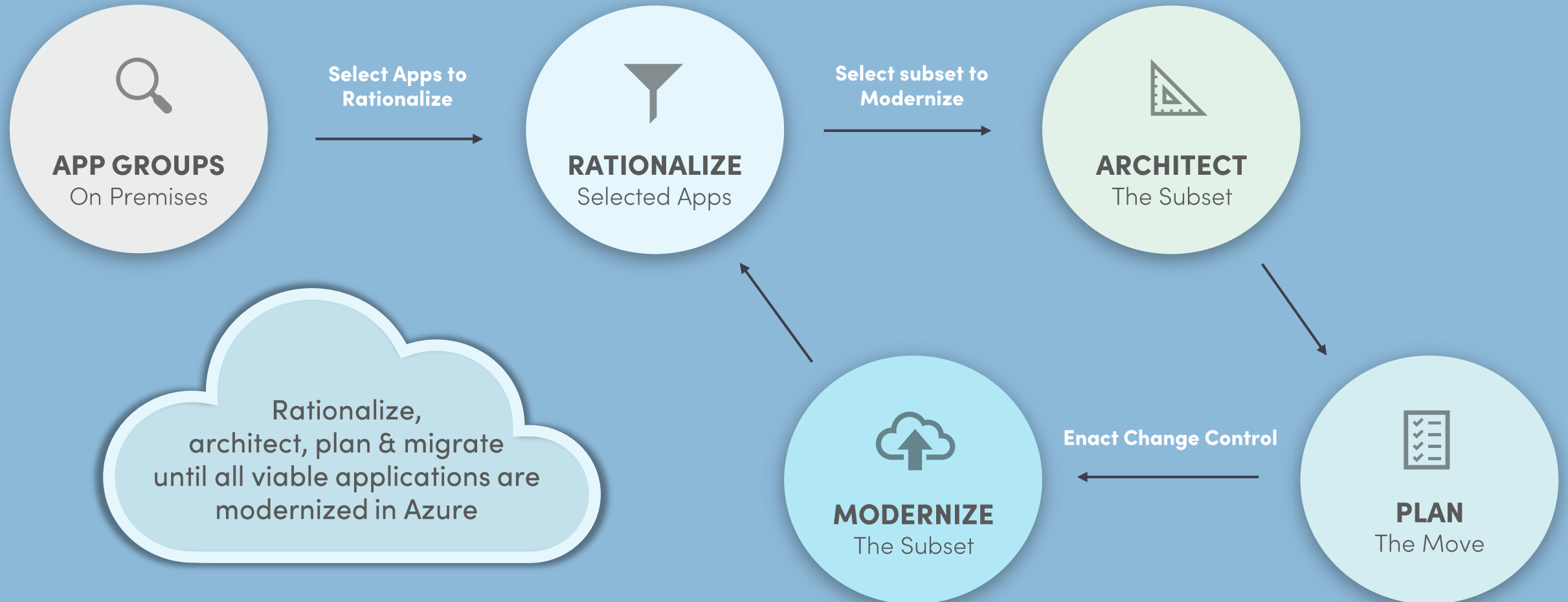
Modernize the Application in Azure

With plans established and communicated, we leverage AMMP and customer investment to build out or augment the landing zone and begin to move the applications into the desired end states

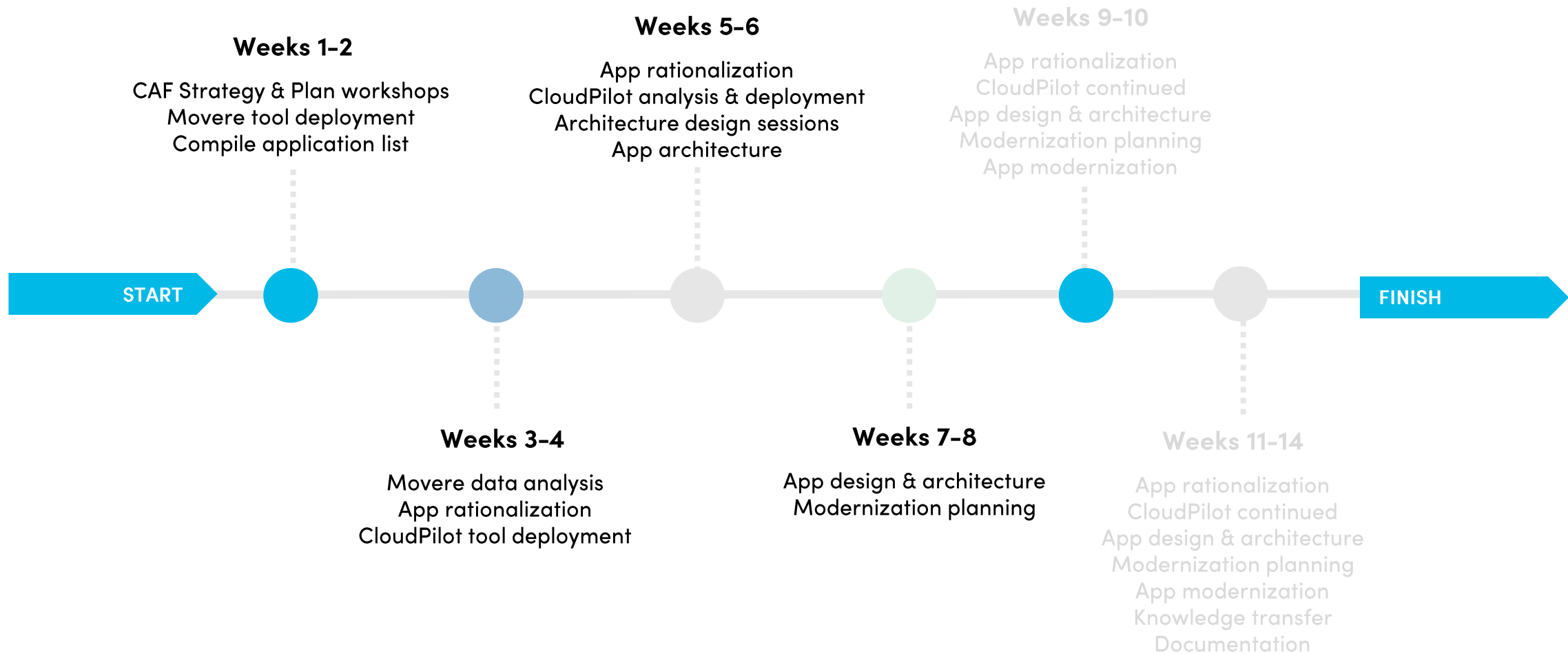
- Provision resources
- Develop microservices
- Set up datastores
- Remediate the application
- Move to modern platform or replicate
- Failover testing by app owner
- Remediate until successful
- Failover to Azure operations



Iterate the Process to Establish Modernization Pipeline



Timeline



Thank you!



Microsoft Teams



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