



CLOUD MIGRATION SOLUTIONS

CLOUD STARTER PACK FOR AZURE

Facts from the Market

Challenges of moving to the Cloud

69% of workloads & **67%** of data will reside in a public cloud within the next 12 months

>51%

organizations struggle with app-dependencies

>48%

are unable to assess technical feasibility

>36%

are facing issues migrating apps and data

>36%

have problems prioritizing apps to migrate

Facts from the Market

Challenges of moving to the Cloud

69% of workloads & **67%** of data will reside in a public cloud within the next 12 months

44%

of organizations fail assessing
on-prem vs cloud costs

39%

are facing issues
optimizing cost
post-migration

40%

don't know the
implications of BYOL

Customer Challenges

with migrating to Public Cloud

How are you ensuring your workloads remain secure during a migration? Have you considered cloud security, legislation and regulatory requirements?

How do you make informed decisions as to which apps to migrate and what architecture they should have in the cloud?

Do you have the internal skills and capacity to complete a migration to the latest cloud technologies, while also keeping your business running and optimized?

How are you mapping all the relationships across apps and networking devices to ensure your future cloud environment is optimized and efficient?

Cloud migration is not something you want to do twice! How can you be sure each application is migrated in the right way the first time, and then optimized for cost and benefit?



Lack of Skills and Resources in the Market

Solution Packs | Cloud Starter Pack



Server Discovery & Assessment

Compare TCO between your current and future state



02

Foundational Landing Zone

Provisioning of the basic building block for cloud adoption



03

Governance Fundamentals

Consultant led workshop to learn how to implement cost and security guardrails in your cloud subscriptions



01

Results, Recommendations & Next Steps


Executive presentation of results, recommendations and next steps



04



Customers new to the cloud platform
that want a solid foundation
to start their cloud adoption journey



Related SoftwareONE Azure Services

Cloud Adoption | Customer Journey

I am new to Azure, but want to accelerate my adoption



Cloud Starter Pack



I am already using Azure, but want to accelerate and mature my adoption



Cloud Acceleration Starter Pack



AzureSimple

- ✓ Easy to consume cloud platform from SoftwareONE
- ✓ 24x7 Support with 30min SLA
- ✓ Guidance and proprietary tools that help you manage and improve the way you consume cloud
- ✓ Built-in at no additional cost



Cloud Migration

- ✓ Unlock the benefits across your estate and plan your cloud migration
- ✓ Start broader cloud migration in a way that makes sense for your organization



Managed Cloud

- ✓ SoftwareONE's modular managed cloud offerings can help add the capability you need to manage your cloud environment in a granular way

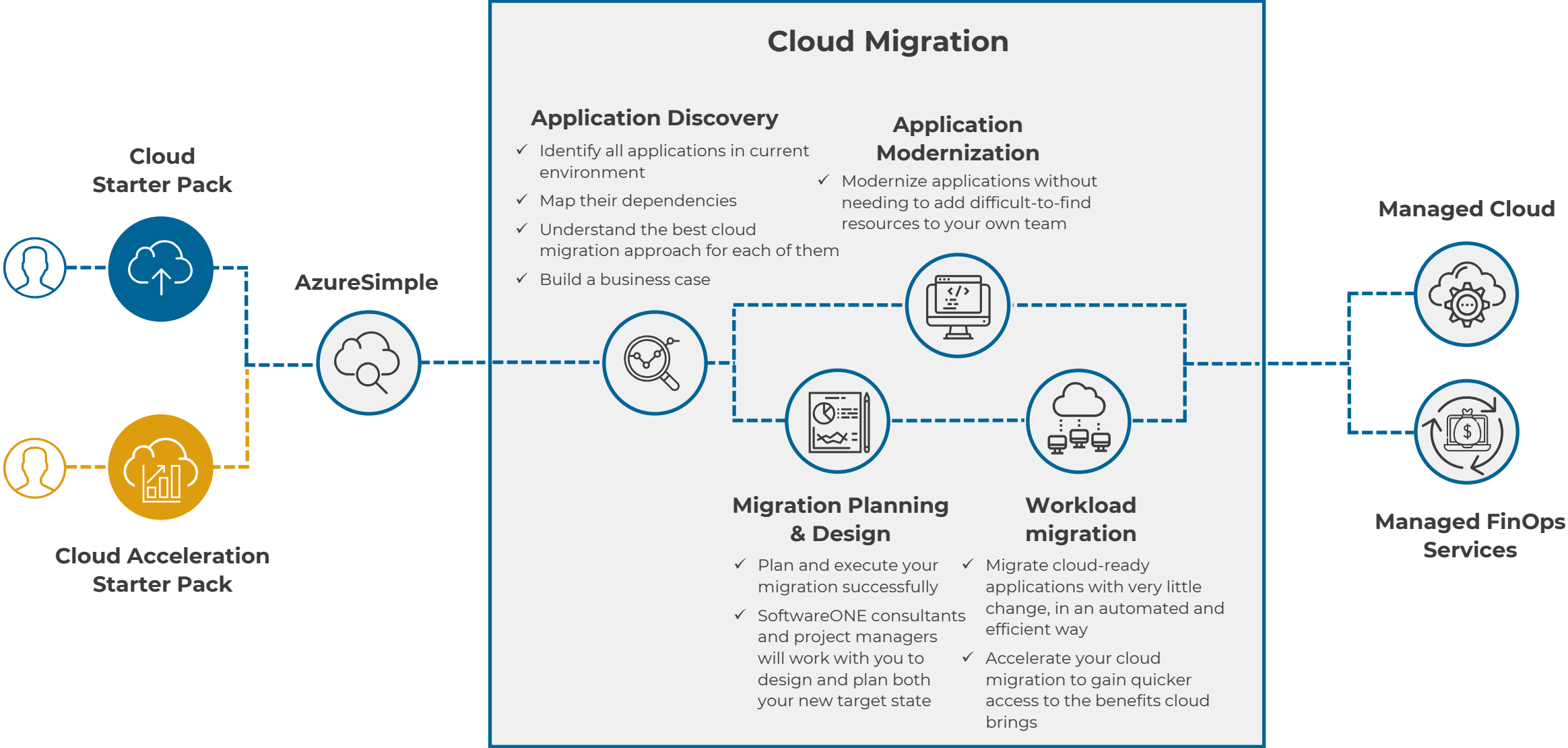


Managed FinOps Services

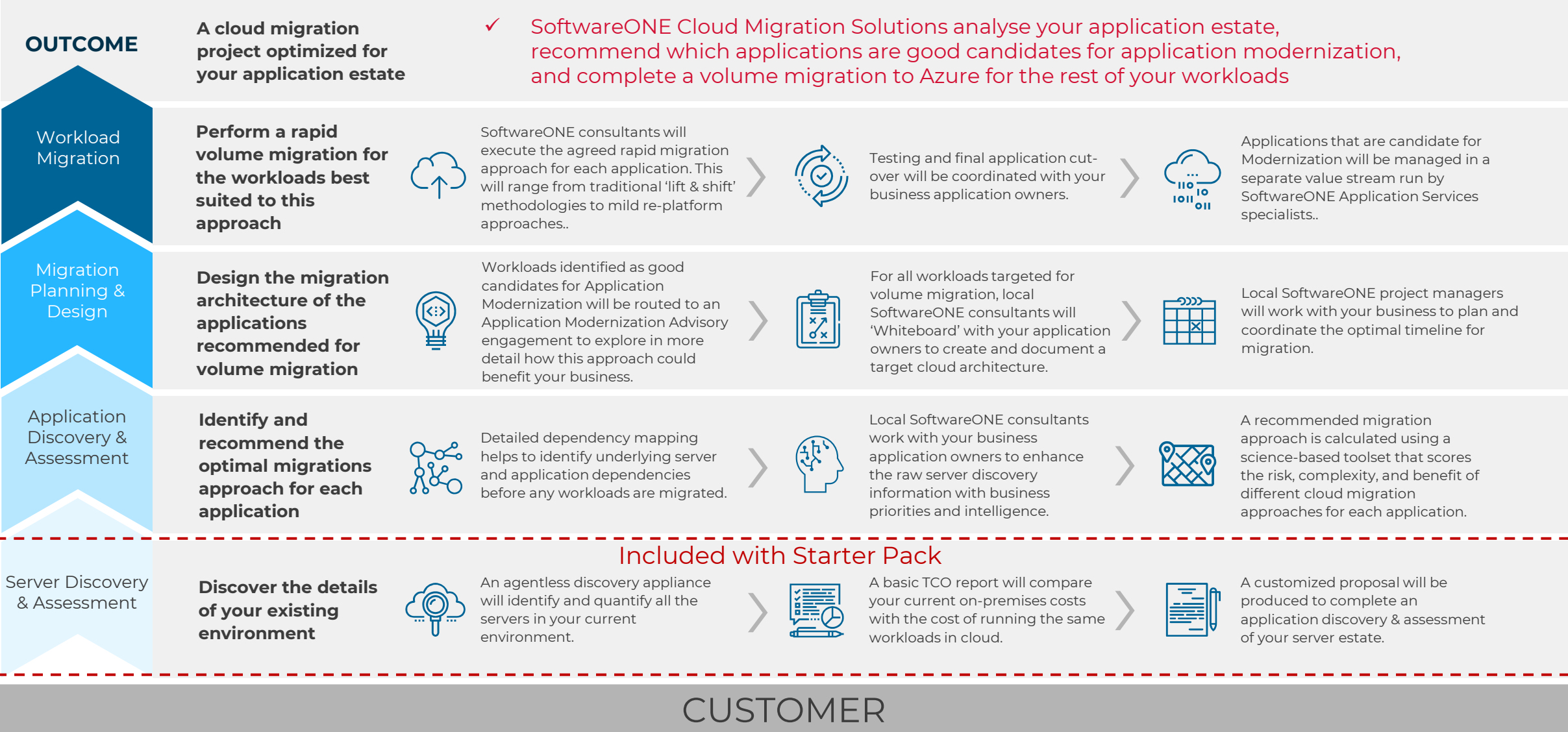
- ✓ Stay on top of your cloud's financial management and operational excellence



Cloud Adoption | Customer Journey



SoftwareONE – Azure Cloud Migration Approach



Managed Cloud



DIGITAL TRANSFORMATION



PyraCloud provides single pane of glass to understand consumption, operational status and recommendations



FINANCIAL OPERATIONS (**FinOps**)

Spend Management

Cost Optimization

Well Architected Review

CIS Compliance

Guidance & Remediation Support by Technical Service Success Manager



MONITOR

24 x 7 x 365 proactive support to resolve issues and maintain the availability of your Cloud Workloads



DATA PROTECTION

Protect your data from loss and ransomware



PATCH

Improve consistency with DevOps and automated Patch Management



SECURITY

Stay secure and protect your server and network from unrestricted access and data leakage

Global Service Success Manager

IT Service Management operates under an ITIL compliant ITSM framework

Service Onboarding

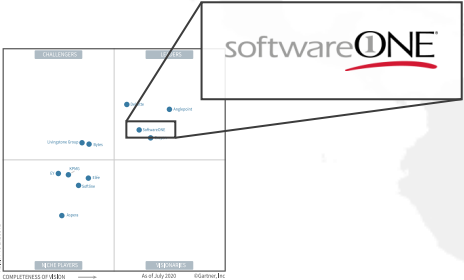
CUSTOMER

Why SoftwareONE for Cloud Migration Solutions

Leader



World leader in certified **FinOps Practitioners**



Only Leader with FinOps Certification
in Gartner Magic Quadrant
for SAM Managed Services



Strategic Partner



Gold
Microsoft Partner
Azure Expert MSP
 Microsoft

- Azure Managed Service Provider (MSP)
- No.1 Azure Partner Globally ⁽¹⁾
- Strong Licensing Expertise

Services



FinOps Platform
Powerful Cloud Financial
Management Platform



Managed FinOps
Foundational services
and continuous
improvement



Automation Platform
GorillaStack Automation
Platform



Managed Cloud Billing
Managed cloud billing
for Azure



(1) Management estimated based on global transaction volume of combined company with Microsoft in 2018

Why SoftwareONE?



\$100 Million+ in **Professional and Managed Services**



Think globally act locally **in 90 countries**



Microsoft Azure Expert **MSP**



12 certified support centers, 24x7
in multiple languages



5,500+ **technology professionals**



Certified Information Security Management System according to
ISO 27001:2013 and ISO27017 SOC 2 Type 1



Any questions?

What are the next steps?