

# HYBRID CLOUD SOLUTIONS

ASSESSMENT  
SERVICES



# Hybrid Cloud Solutions acceleration solutions ... MAKING DIGITIZATION SIMPLE

## **Fit for Future**

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

## **Security First**

To remain competitive in today's market environment, businesses of all sizes in every sector need to digitize. Cloud-based solutions are key to this process, delivering security, flexibility and cost savings. We make digitization simple, adapting IT to suit our customer's needs – keeping it secure, up-to-date and scalable. Make your business fit for future together with a future proof provider.

## **Smart Cost Management**

The flexibility and scalability of cloud solutions means you only pay for the services you use, when you use them - cutting service and energy costs. Spending only what you really need to is good for your pocket, and the environment.

# Hybrid Cloud Solutions acceleration solutions ... MAKING DIGITIZATION SIMPLE

## **Simply focus**

Thanks to cloud solutions our customers save time and money, which can be spent on what they do best, developing their companies. Employees can collaborate with ease wherever they are, whatever time they're online – boosting your business.

## **Individual solutions, personal contact**

One size doesn't necessarily fit all. Our team offers a range of services from comprehensive consulting and individual advice, selection of the right solution for your needs, to the migration of existing data, setup and support during operations. All from a single point of contact.

# Hybrid Cloud Solutions – HOW DO WE SUPPORT OUR CLIENTS?

AGILITY SCALABILITY FLEFIBILITY

## Multi Cloud Strategy & Roadmap

- Discovery & Assessment
- Business Case & TCO Analysis
- Architecture Strategy & Roadmap

## Multi Cloud Governance & Operations

- Establish Cloud Governance Charter
- 24\*7 Monitoring & Administration
- Cloud Management Services

## Cloud Platform Build & Migration

- Design, Construct & Implement
- Re-host, Re-Factor, Re-Platform, Re-Architect
- Pilot Migrations with pre migration testing

## Cloud Enablement Services

- SAP, Oracle, Microsoft on Cloud
- Database on Cloud/PaaS
- Backup, DR, VDI on Cloud
- DevOps

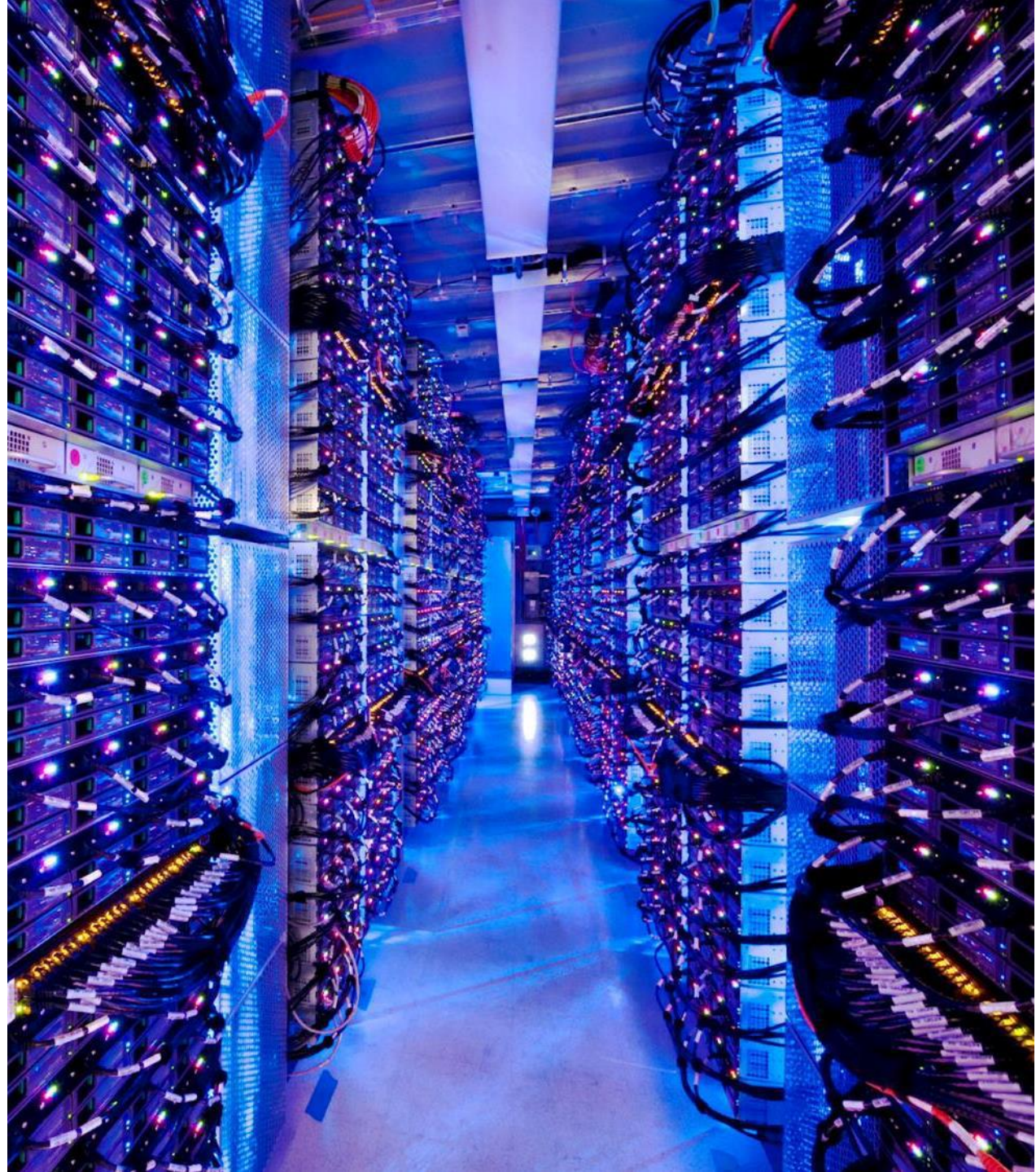
## Multi Cloud Optimization Services

- Analysis of current inventory & current utilization
- Automate cost and security compliance policies
- Implement recommendation & cloud savings assessments

# **ASSESSMENT SERVICES AN INTRODUCTION TO THE CLOUD**

# BUSINESSES ARE MIGRATING TO CLOUD

- 69% of enterprise organizations are currently migrating data for enterprise resource planning (ERP) applications to the cloud. -- Cloud Security Alliance, 2019
- Top cloud migration challenges include the moving of sensitive data (65%), security (59%), compliance challenges (54%). -- Cloud Security Alliance, 2019
- The average business runs 38% of workloads in public and 41% in private cloud. The cloud computing statistics also show the public cloud spend is growing three times faster than the private cloud usage. –RightScale, 2019



# IF YOU DON'T PLAN, YOU PLAN TO FAIL

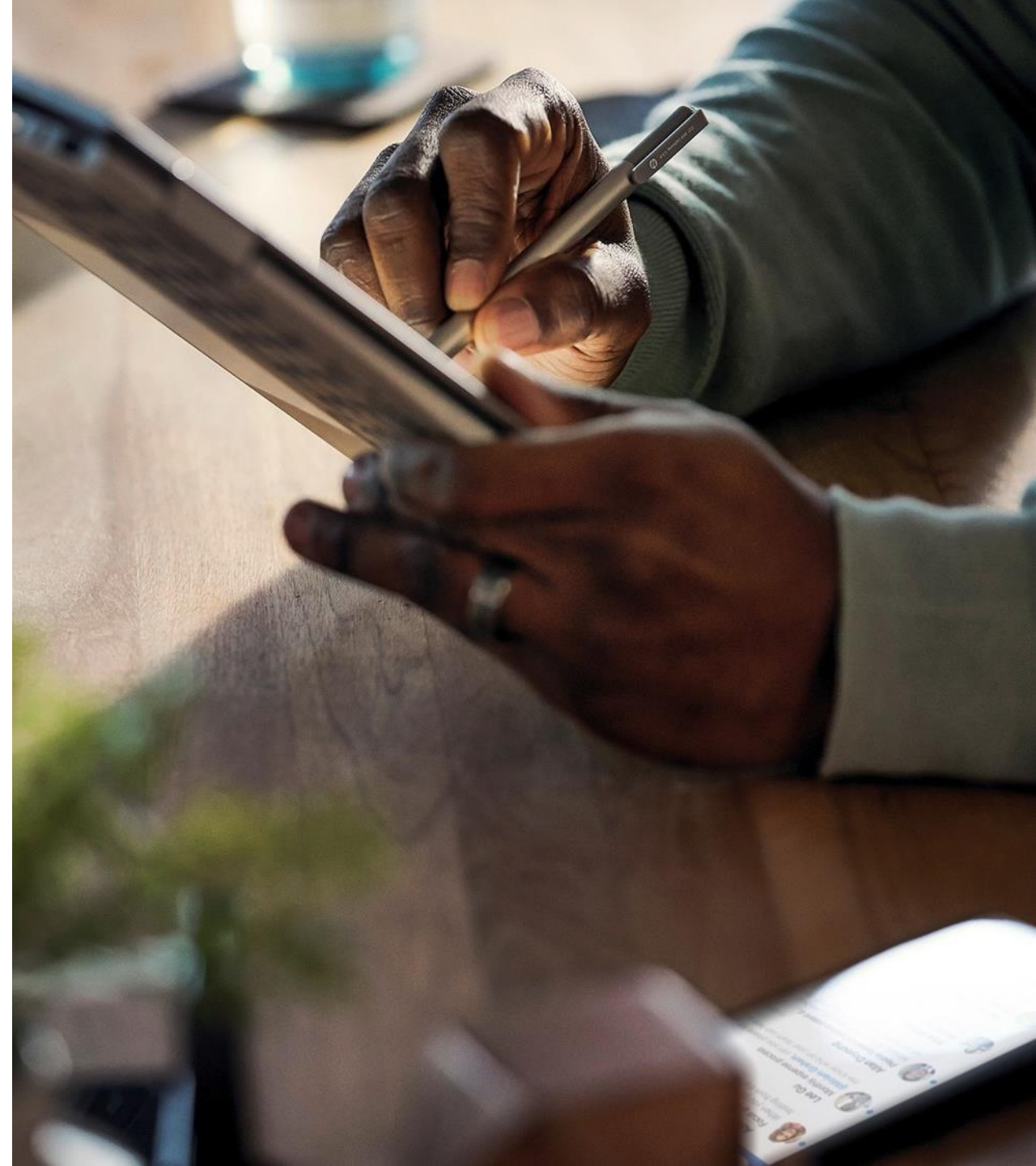
According to research from the Enterprise Strategy Group, **41% of IT decision-makers** have moved a workload back from the public cloud to be run on premises in the data center.

## Of that 41%

- 43% incurred cost related to downtime while the application was being migrated back
- 84% were much less likely to use public cloud services in the future

## Key reasons for fail:

- Misunderstood applications and operations
- Know what should go, and what should stay
- Underestimated performance problems and costs



# THE CLOUD IS THE BECOMING THE NEW NORMAL

Today, more than **75% of companies** have a cloud migration strategy.

Enterprises are **increasingly moving to cloud** solutions but require guidance to:

- Understand which applications are best suited to the Cloud and why.
- Choose the right cloud service provider.
- Transition to the virtualized environment.
- Enhance user adoption.





**ASSESSMENT SERVICES  
MITIGATE THE RISK  
OF MIGRATION**

# ASSESSMENT MITIGATES THE CHALLENGES...

**Where are the 'quick win' opportunities ..**

to reduce cost and improve agility in our application portfolio?

**What applications should we move to the Cloud?**

Is public, private or hybrid the best option?

**What legacy applications should be rewritten/ re-factored..**

for Cloud Native architectures and PaaS?

**Which apps should move to SaaS..**

for consolidation and standardization?

**Which apps should we migrate..**

to a DevOps operating model?

**How do we best align our portfolio..**

with bi-modal or other IT delivery models?

...in your decision-making process..

# SYSTEMATIC APPROACH TO ASSESSMENT

## 1. Initiate

- Project Kick off
- Access Request
- Platforms Configuration
- Governance Mechanism

## 2. Discover

- Scan
- Classify
- Analyze

## 3. Asses

- Analyze gathered information (using proprietary tools / methodologies) based on Migration Evaluation Areas and dimensions
- Information validation with each stakeholder & Operations team

## 4. Recommend

- Detail out the Gap analysis report
- Highlight the application & server readiness for migration
- Recommendation of Migration path
- Finalize assessment report within scope deliverables

**We propose a 4 Phased end to end Assessment approach for up to 8 weeks by leveraging our assessment framework & RapidAdopt – Cloud Readiness Frameworkprocess..**

# ASSESSMENT SERVICES PROVIDED BY TELEKOM 1/2

- Hybrid Cloud Solutions help clients evaluate cloud as part of their IT service delivery strategy.
- Our services enable you to identify which enterprise applications can be moved to the cloud, and will also bring to your notice the specific operating models, processes and technologies required to use the cloud technology.
- We use various cloud assessment tools to assess performance and capabilities of the various cloud services, thus bringing efficiency & accelerating your cloud adoption journey.



# ASSESSMENT SERVICES PROVIDED BY TELEKOM 2/2

- Cloud advisory, migration assessment & adoption strategy
- Infrastructure consolidation assessment
- Application portfolio assessment (business process, compliance, technology, processes, etc.)
- Business case and TCO analysis



# MICROSOFT 365 MIGRATION ASSESSMENT

## WHAT IS IT?

M365 Assessment Services assesses your e-mail and collaboration infrastructure and lays out what is needed for you to adopt Office 365: changes needed in your IT landscape, cost of migration, ongoing cost of operations, timelines and business case.

## WHAT IS IN IT FOR YOU?

- Know if Office 365 is the right fit
- Know what apps are right for you e.g., Skype, OneDrive, Know issues and risks in migrating to Office 365
- Know recommended migration approach
- Take an informed decision based on cost benefit analysis

## WHAT WILL WE DELIVER?

- ✓ Migration checklist
- ✓ Dependencies
- ✓ Right Office 365 apps
- ✓ Security requirements
- ✓ Office 365 set up
- ✓ Resources needed
- ✓ Benefits of migration
- ✓ Project cost
- ✓ Running cost

## HOW WILL WE WORK WITH YOU?

We will be using our best-in-class **Microsoft 365 Assessment Methodology and Tools** for delivering these services.

Our tools will be installed on your system and it will generate an **assessment report**.

Assessment report and your business goals will be used to arrive at the right configuration for Microsoft 365 and also estimate the cost-benefits.

## DURATION

Small (0-50 Users)	Medium (50-250 Users)	Large (250-500 Users)	Extra Large (500-1000 Users)
2 hours	4 to 8 hours	3 to 5 days	2 weeks

# SHAREPOINT MIGRATION ASSESSMENT

## WHAT IS IT?

SharePoint Migration Assessment Services assesses your content and collaboration framework and lays out what is needed for you migrate to SharePoint Online and OneDrive: changes needed in your IT landscape, cost of migration, ongoing cost of operations, timelines and business case.

## WHAT IS IN IT FOR YOU?

- Know if SharePoint Online and OneDrive is right fit for you
- Understand the gap between business needs and what is offered in SharePoint Online and how you can address them
- Baseline all the content that you will be migrating
- Know recommended migration approach
- Take an informed decision based on cost benefit analysis

## HOW WILL WE WORK WITH YOU?

We will be using our best-in-class **SHARP365** for delivering these services. This methodology assesses your current content landscape and recommends how you could be using SharePoint Online and OneDrive. Our tools will be installed in your system to baseline your content landscape. Our analyst will work with you how your business are using content and use this information to plan migration to SharePoint Online. Where appropriate, our analysts will advise you how you can better manage your content such as improve performance.

## WHAT WILL WE DELIVER?

- ✓ Assessment report that contains what you need to migrate
- ✓ Dependencies
- ✓ Fit-Gap Report
- ✓ Optimization opportunity
- ✓ Configuration set up
- ✓ Project Plan
- ✓ Security requirements
- ✓ Project cost
- ✓ Running cost

## DURATION

Small (0-50 GB)	Medium (50-250 GB)	Large (250-500 GB)	Extra Large (500-1000 GB)
4 hours	1 to 2 days	3 to 5 days	2 weeks

# AZURE MIGRATION ASSESSMENT

## WHAT IS IT?

Our Azure Assessment Services will help you to analyze your application and infrastructure for cloud readiness, identify any remediation work needed and develop the case for Azure migration.

## WHAT IS IN IT FOR YOU?

- Discover what has been deployed on your environment
- Analyze if your applications can be moved to Cloud
- Understand application performance and optimization needs
- Know the recommended cloud deployment model
- Take an informed decision based on cost benefit analysis

## WHAT WILL WE DELIVER?

- ✓ Cloud Feasibility Analysis
- ✓ Environment assessment
- ✓ Application portability assessment
- ✓ Network Flow Analysis
- ✓ Application Dependency
- ✓ Migration plan including application move groups, migration waves.
- ✓ TCO calculation
- ✓ Cloud Compatibility
- ✓ Cloud Comparison
- ✓ Business Case for Cloud

## HOW WILL WE WORK WITH YOU?

Our industry leading **RapidAdopt™** will be used for assessment. This tool is easy to install, non-intrusive and is compliant with applicable data security regulations. The tool will scan your application and infrastructure landscape and create assessment report. The report will bring out the **dependencies** that are there among applications, **workload pattern** and also if the application is ready to move to Azure or requires **remediation**. This baseline report will be analyzed by our cloud experts to give you a detailed assessment report. The tool will also help estimate the cost of migration and ongoing cost, which is then used to develop the business case.

## DURATION

Small (0-50 VMs)	Medium (50-250 VMs)	Large (250-500 VMs)	Extra Large (500-1000 VMs)
2 hours	4 to 8 hours	3 to 5 days	2 - 3 weeks



# ACTIVE DIRECTORY MIGRATION ASSESSMENT

## WHAT IS IT?

We will assess your on-premises Active Directory domains, sites and AD objects and develop the plan for moving to Azure Directory Services for identity and access management

## WHAT IS IN IT FOR YOU?

- Plan for a **risk free migration** of mission critical AD infrastructure
- Architecture that lets you have **one authentication** approach for On Premise and On Cloud applications
- Take an informed decision based on cost benefit analysis

## WHAT WILL WE DELIVER?

- ✓ Consolidate list of AD business requirements
- ✓ OU Structure Design
- ✓ User Authentication, GPOs, Login Script, Directory Security details
- ✓ Greenfield AD design
- ✓ ADFS, ADCS, ADLDS, AD/Azure Rights Management design
- ✓ High level migration plan
- ✓ Project cost
- ✓ Running cost

## HOW WILL WE WORK WITH YOU?

We will be using our best-in-class **IDConnect** Assessment Methodology and Tools for delivering these services.

Our tools will be installed on your system and it will generate an **assessment report**.

Assessment report and your business goals will be used to arrive at the right configuration for Azure AD migration and also estimate the cost-benefits.

## DURATION

Small (Single Forest, Single Domain)	Medium (Single Forest, Multiple Domains)	Large (Multiple Forest, Multiple Domains)	Extra Large (Multiple Forest, Multiple Domains)
2 hours	4 to 8 hours	3 to 5 days	2 - 3 weeks

# SUMMARY: TELEKOM ASSESSMENT SERVICES COST MUCH LESS THAN FAILURES

- Reduces time to assess an application for cloud readiness by 60%
- Aligns the cloud computing strategy with business strategy
- Quantitative assessment
- Reduces time for business case and cloud cost analysis by 40%
- Roadmap recommendations for cloud, through focused business cases
- Best practices, tools and frameworks, giving a detailed map of migration opportunities



# THE RIGHT PARTNER FOR YOU

# WHAT MAKES US DIFFERENT

## ONE STOP SHOP

- End-to-end service from Infrastructure Platform up to Business Process
- Single vendor for on premise, cloud and hosted DC.

## RICH INDUSTRY EXPERIENCE

- Industry and vertical specific solutions (special focus on Engineering, Construction, BFSI and Retail/FMCG)
- Focused Hybrid cloud approach and expertise

## TOOLS & ACCELERATORS

- High end tools and framework for best in class service
- Tools advantage - [iCloudHub](#), [RapidAdopt](#), [MOSAIC.DS](#), [MOSAIC Assurance suite](#).

## ROBUST PARTNER ECOSYSTEM

- Enables customer to move to the best in class cloud provider seamlessly available at the lowest cost
- Institutional knowledge of public cloud constructs and architecture vs. existing on-premises architecture

## TIER 1 CLOUD SERVICE PROVIDER

- MS Cloud Acceleration Center is registered as Tier 1 cloud service provider with Microsoft Azure and has capability to manage end to end customer lifecycle

## HYPER-SCALE

- Legacy system upgrade and integration services
- Flexible to support rapidly changing business climate

## COST EFFECTIVE

- Need based subscription and pay as you go
- UPM based pricing for managed services

## ENTERPRISE-GRADE SERVICE

- Operation Support 24x7
- Industry Leading SLA Guarantee
- Built, deployed and managed secure instances on multi-tenant infrastructure

# HYBRID CLOUD SERVICES DELIVERED FOR YOU

## AGILITY

**Global | Regional |  
Local**

Scalability

- International Expertise
  - Local Support

## RELIABILITY

**Experienced**

Complex projects

- Best-in-class Talents
  - Best Practices

## ACCOUNTABILITY

**Trusted Partner | Advisor**

End to End provider

- One stop shop
  - Lower TCO

## PROFITABILITY

**Competitive Advantage**

Accelerated Time-to-Market

- Accelerated Delivery
  - Accelerated deployment

**Our values. Our commitment. Your Success.**