Thomas Duryea
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Cloud Journey

Assess-Migrate-Manage

Customer Facing Presentation

May 20

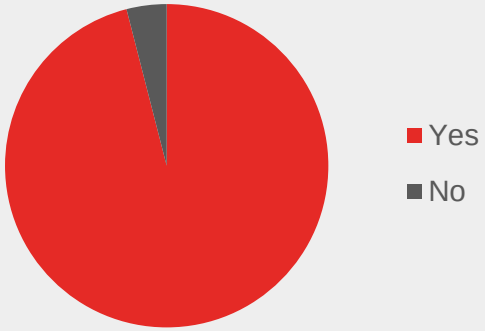
Content

- Cloud Journey landscape and challenges
- TDL Cloud Journey model
  I. Cloud Readiness
  II. Cloud Security
  III. Cloud Migration
  IV. Managed Cloud
- Why TDL
- Next Steps

Cloud Journey Landscape Today

Cloud usage is now ubiquitous

Using Cloud

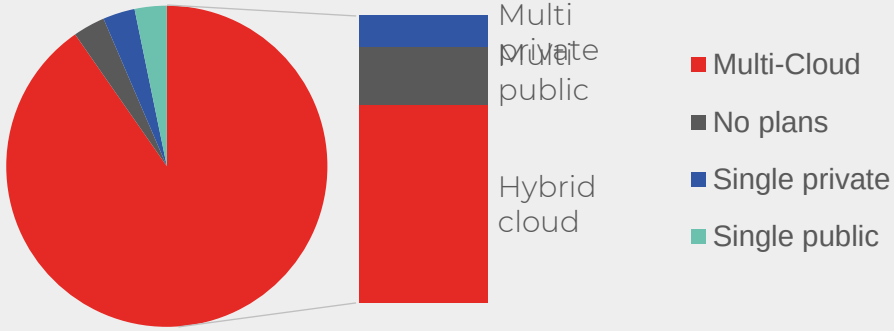


Virtually all organizations, **96%,** use the cloud in one way or another

Increasing number of workloads in public and private clouds

Enterprise Cloud Strategy

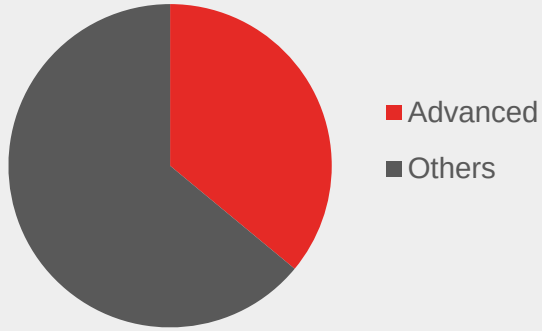
1,000+ Employees



The average business runs **38%** of workloads in public and **41%** in private cloud

Growing importance of advanced workloads to business

Future Plans

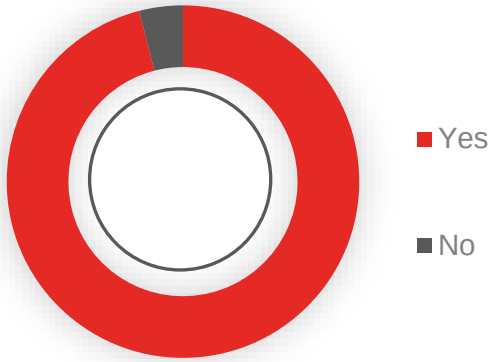


36% plan on embracing cloud for advanced use cases, including leveraging data services, warehousing, analytics, AI, big data and machine learning

Cloud Journey Landscape - Today

Cloud usage is now ubiquitous

Using Cloud



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Increasing number of workloads in public and private clouds

Enterprise Cloud Strategy

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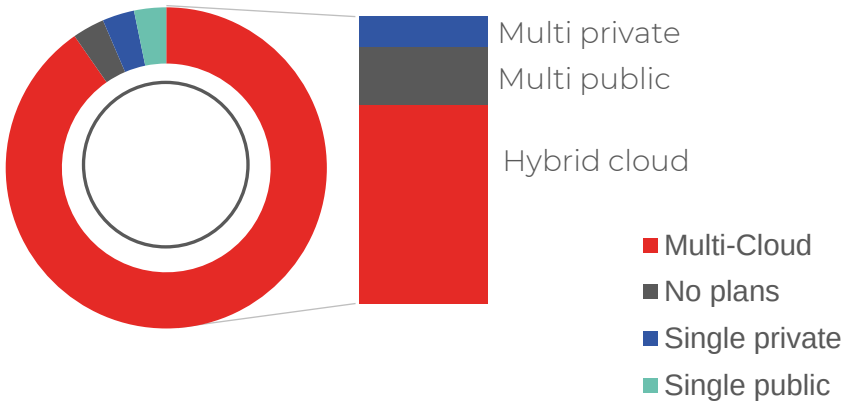

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Growing importance of advanced workloads to business

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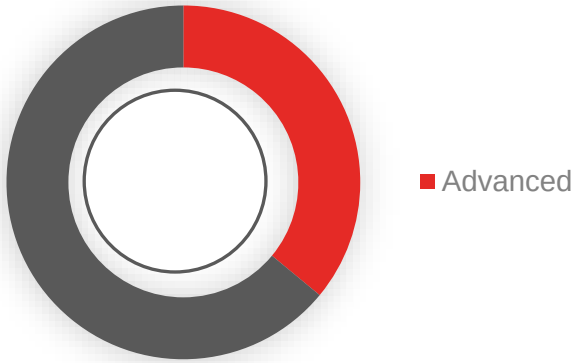

36% plan on embracing cloud for advanced use cases, including leveraging data services, warehousing, analytics, AI, big data and machine learning

What does this mean to your organisation?

- A lack of transparency about true operational costs leads to less confidence in public cloud as a strategy
- Without a clear strategy for public cloud, IT is unable to deliver on the business increasingly agile requirements
- Missing out on the new security and governance capabilities that are delivered with public cloud
- A competitive disadvantage in the marketplace

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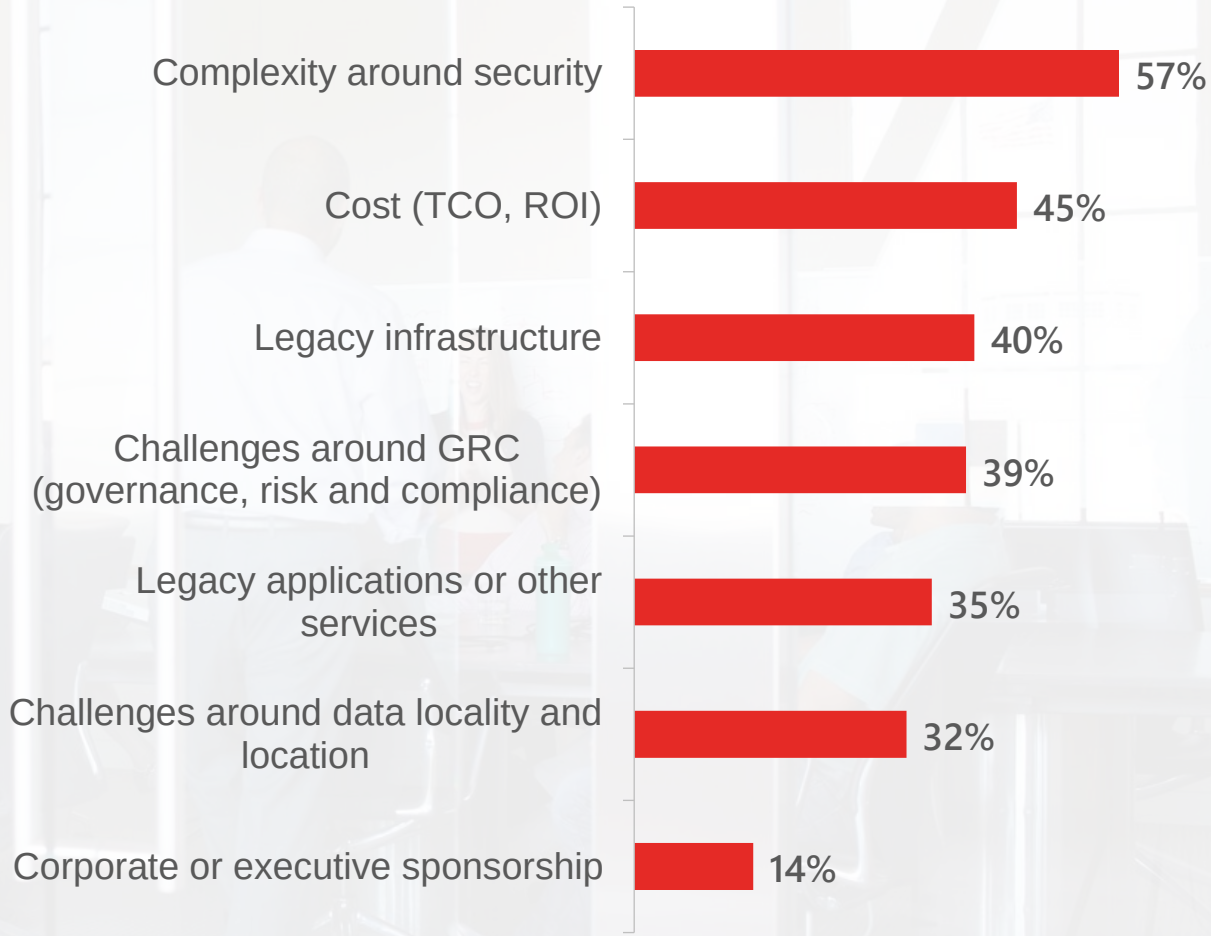
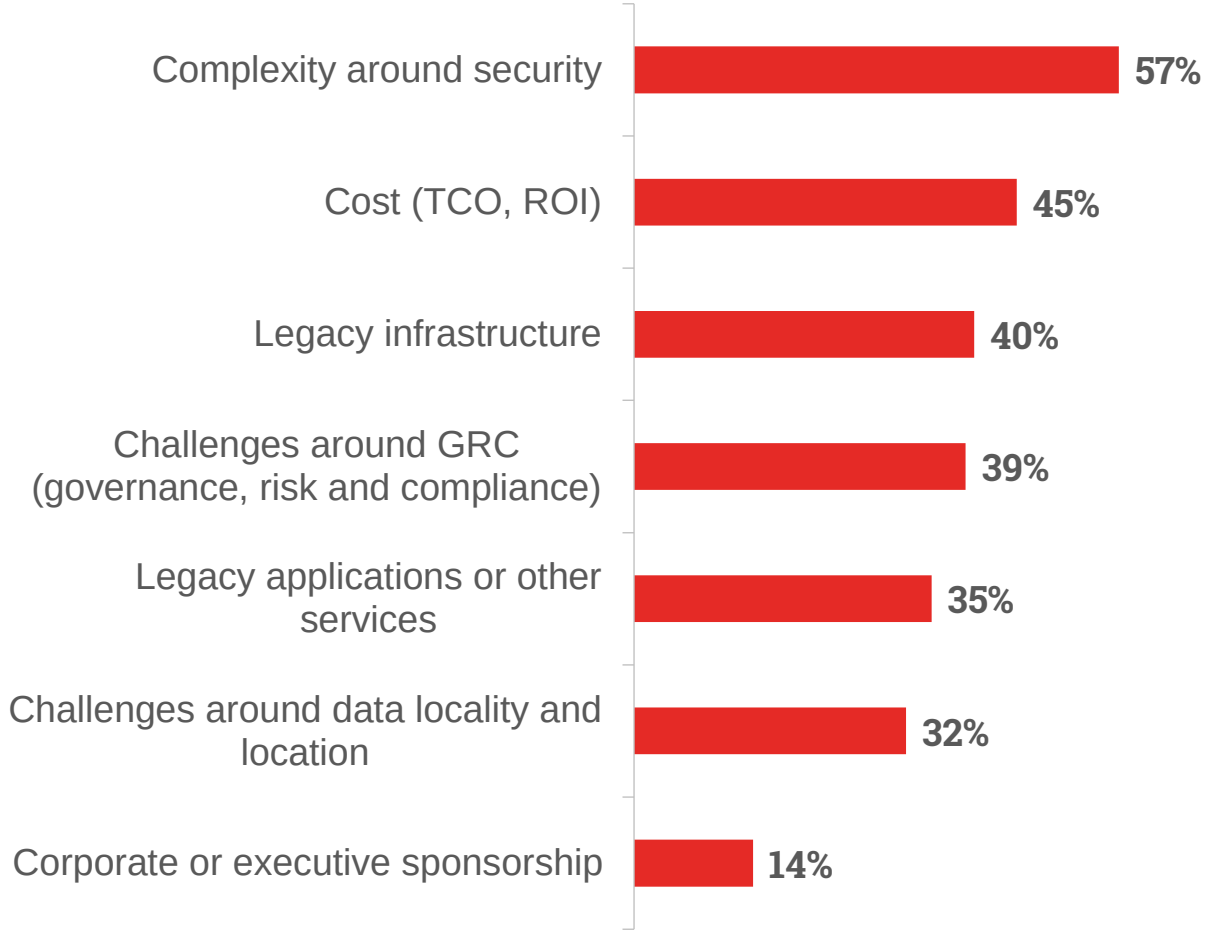
Key Cloud Adoption Challenges



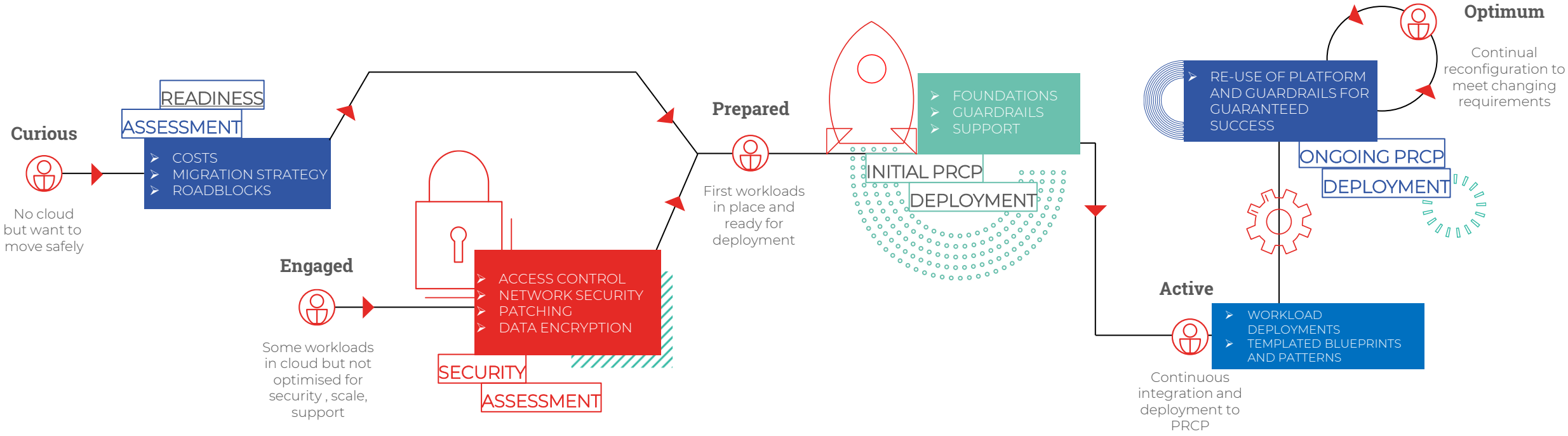
Cloud Expertise Essential to Success

Key Cloud Adoption Challenges



Cloud Expertise Essential to Success

TDL Cloud Journey



Cloud Production Maturity

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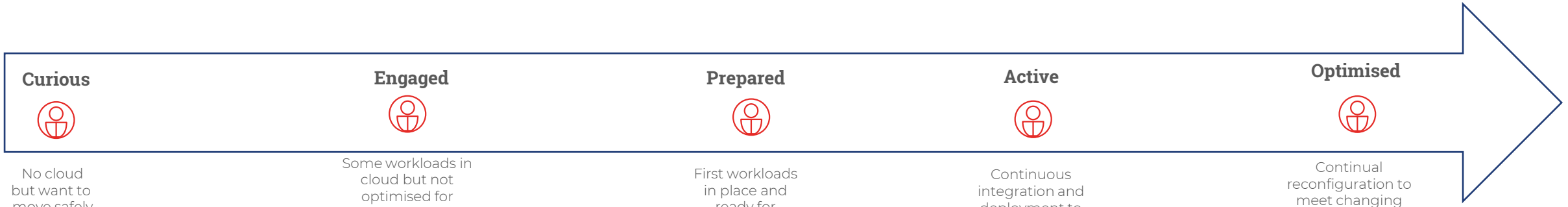
Hybrid Cloud



TDL Cloud Maturity Journey

CLOUD READINESS ASSESSMENT

- COSTS
- MIGRATION STRATEGY
- ROADBLOCKS

CLOUD SECURITY ASSESSMENT

- ACCESS CONTROL
- NETWORK SECURITY
- PATCHING
- DATA ENCRYPTION

PRODUCTION READY CLOUD PLATFORM

- PRIVATE CLOUD (NetApp 3 tier, Nutanix HCI, Dell HCI)
- HOSTED CLOUD TDL Cloud
- PUBLIC CLOUD (Azure, GCP)

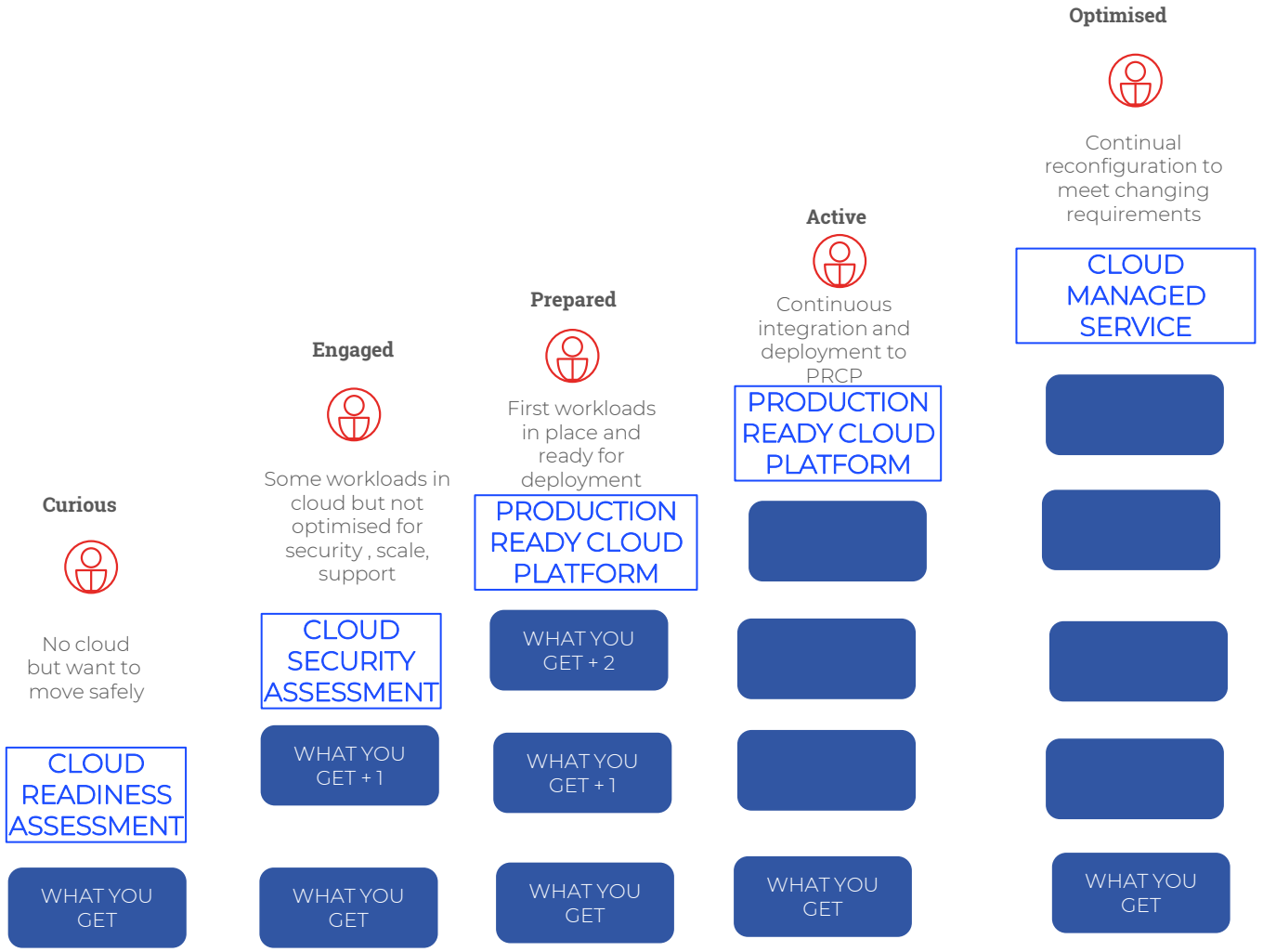
PRODUCTION READY CLOUD PLATFORM

- WORKLOAD DEPLOYMENTS
- MIGRATIONS
- TEMPLATED BLUEPRINTS AND PATTERNS

CLOUD MANAGED SERVICE

- RE-USE OF PLATFORM AND GUARDRAILS FOR GUARANTEED SUCCESS

TDL Cloud Maturity Journey



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Cloud Readiness

Readiness Assessment

- Real-world sizing estimates and cost expectations
- List of incompatible workloads and a strategy for transformation
- Overall strategy roadmap with budget costs

Next steps

1. Understand interest
2. Approve proposal to proceed
3. Questions and interviews
4. Workshop
5. Recommendations and roadmap

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Cloud Security

Security Assessment

- Best practise security assessment against Logicalis Production Ready Cloud Platform standard incorporating Microsoft Cloud Adoption Framework, industry specific standards and real-world experience from our Azure Expert MSP Centre of Excellence.
- Four key focus areas:
  1. Security
  2. Network
  3. Governance
  4. Application Architecture.

Security Category	Awarded Grade / Colour
Environment Analysis	
Subscription Ownership	Needs Attention
Role Based Access Control	Needs Attention
Remote Access	Acceptable
Data Encryption	Needs Attention
Virtual Machines	Caution
Security State Monitoring	Caution
Network Security	
Networking	Acceptable
Zero Trust Approach	Caution
Connectivity to Customer Networks	OK
Inbound and Outbound access	Acceptable
Service Traffic	No Data
DMZ	OK
Governance	
Naming Conventions	Needs Attention
Cost Reporting and Tagging	Needs Attention
Monitoring	Caution
Azure Logging	Caution
Azure Backup	Caution
Patching	Acceptable
Application Architecture	
Availability and Resiliency	Needs Attention
Disaster Recovery	Needs Attention
Traffic routing	Caution
Traffic Management and segregation	Caution
Azure Backup	Caution

Next steps

1. Understand interest
2. Approve proposal to proceed
3. Gather documentation
4. Assign read-only access to Cloud Consultant
5. Recommendations report is presented.

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Production Ready Cloud Platform

Production Ready Cloud Platform

Transitioning the right workloads to the cloud in the right way is business critical.

But what's the best way to do this?

- Do it yourself?
- Engage expert consultants?
- Pre-configured environment.

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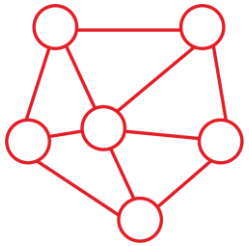
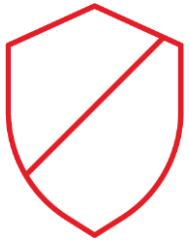
Key considerations



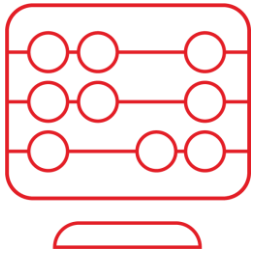
Networking

- Secure, granular model
- Design principles of disabled by default, access only where required
- Detailed logging and auditing
- Next generation security capabilities built in



Security

- Enshrine company policies, procedures and controls
- Protect administrative access, including ensuring access only from trusted locations
- Report non-compliance in real time
- Adhere to encryption and data sovereignty policies



Design architecture

- Guidelines for all future deployments
- Built in disaster recovery and high availability
- Security principles

Ongoing management

- Simplify portal administration
- Consistent backup and recovery
- Automated security management
- Leverage DevOps and automation
- Detailed reporting to avoid “bill shock”

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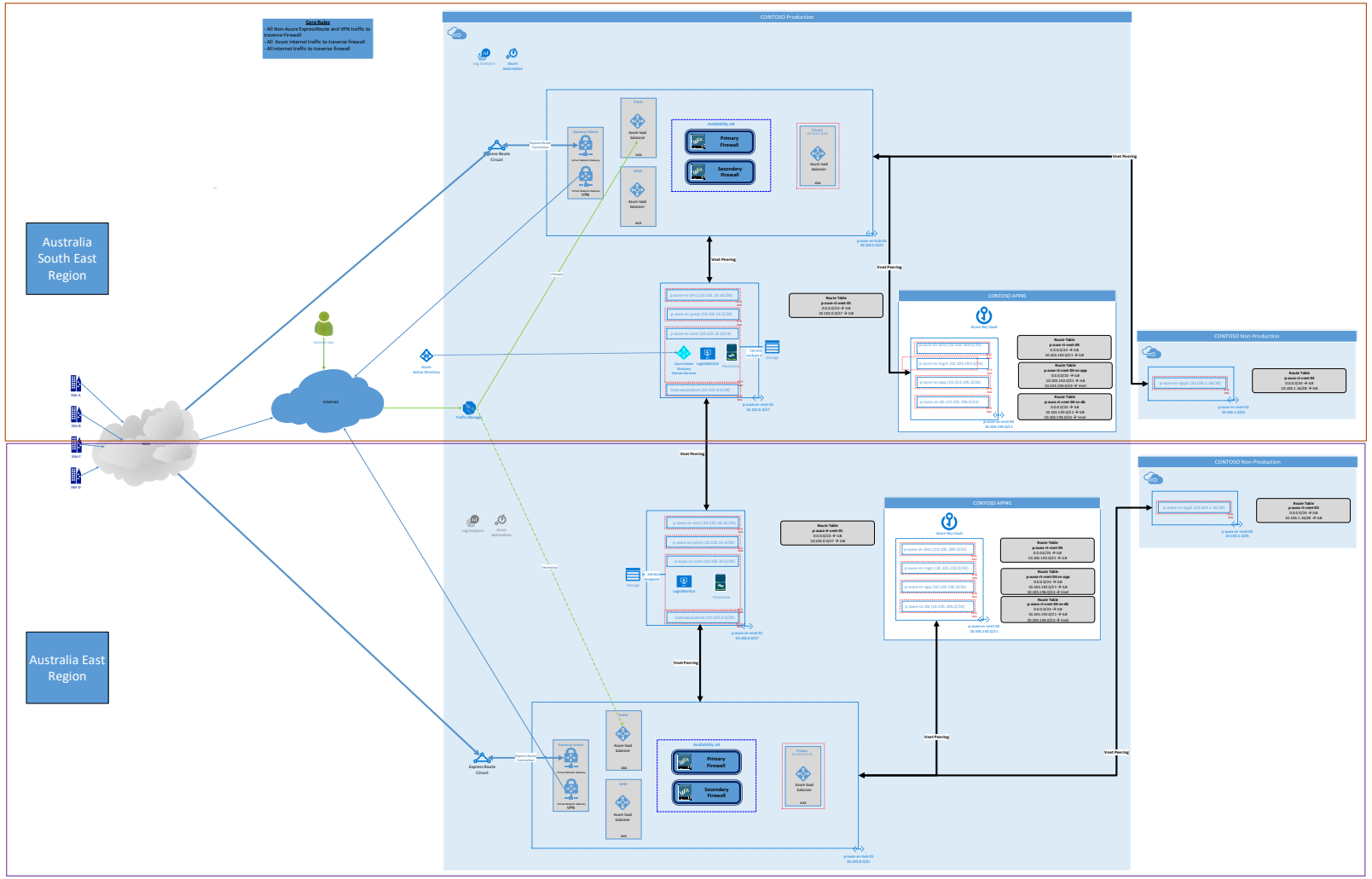
High level design



Out of the box compliance

Australian Government Certified Cloud Services List (CCSL)

Microsoft is included in the Australian Certified Cloud Services List based on an IRAP assessment and certification by the ASD.

Microsoft and CCSL

Microsoft has undergone an IRAP assessment and been certified on the CCSL by ASD for Azure, Dynamics 365, and Office 365. For each assessment, Microsoft engaged an ASD-accredited assessor who examined the security controls and processes used by Microsoft's IT operations team, physical datacenters, intrusion detection, cryptography, cross-domain and network security, access control, and information security risk management of in-scope services. The IRAP assessments found that the Microsoft system architecture is based on sound security principles, and that the applicable Information Security Manual (ISM) controls are in place and fully effective within our assessed services.

- In 2014, Azure was launched as the first IRAP-assessed cloud service in Australia, hosted from datacenters in Melbourne and Sydney. These two datacenters give Australian customers control over where their customer data is stored, while also providing enhanced data durability in the event of a disaster through backups at both locations.
- In early 2015, Office 365 became the first cloud productivity service to complete this assessment.
- In April 2015, the ASD announced the CCSL certification of both Azure and Office 365, and in November 2015, of Dynamics 365.
- In June 2017, ASD announced the recertification of Microsoft Azure and Office 365 for a greatly expanded set of services for Unclassified DLM information.
- In April 2018, ASD announced the certification of Azure and Office 365 at the Protected classification. Microsoft is the first and only public cloud provider to achieve this level of certification.

Their certification provides assurance to public sector customers in government and their partners that Microsoft has appropriate and effective security controls in place for the processing, storage, and transmission of sensitive and official information that holds Dissemination Limiting Markings (DLMs) or is classified at the Protected level. This includes the majority of government, healthcare, and education data in Australia.

- Learn about the benefits of CCSL on the Microsoft Cloud.

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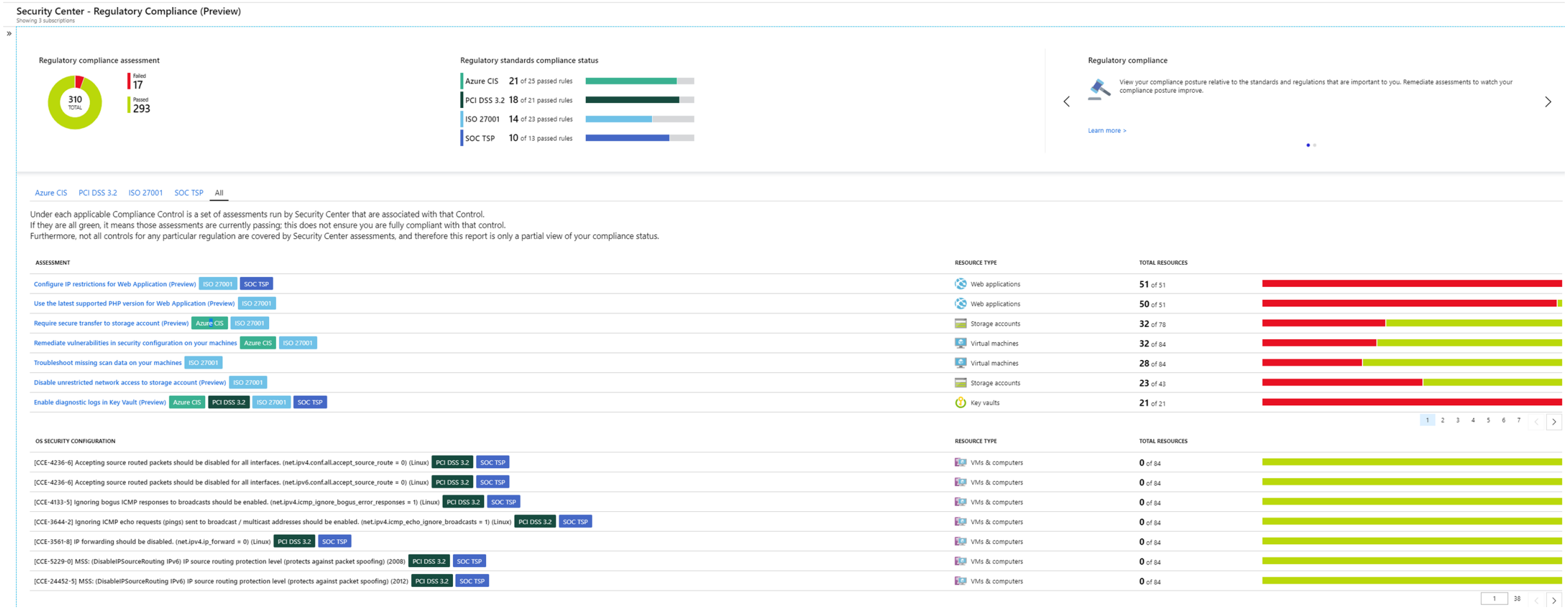
Out of the box compliance



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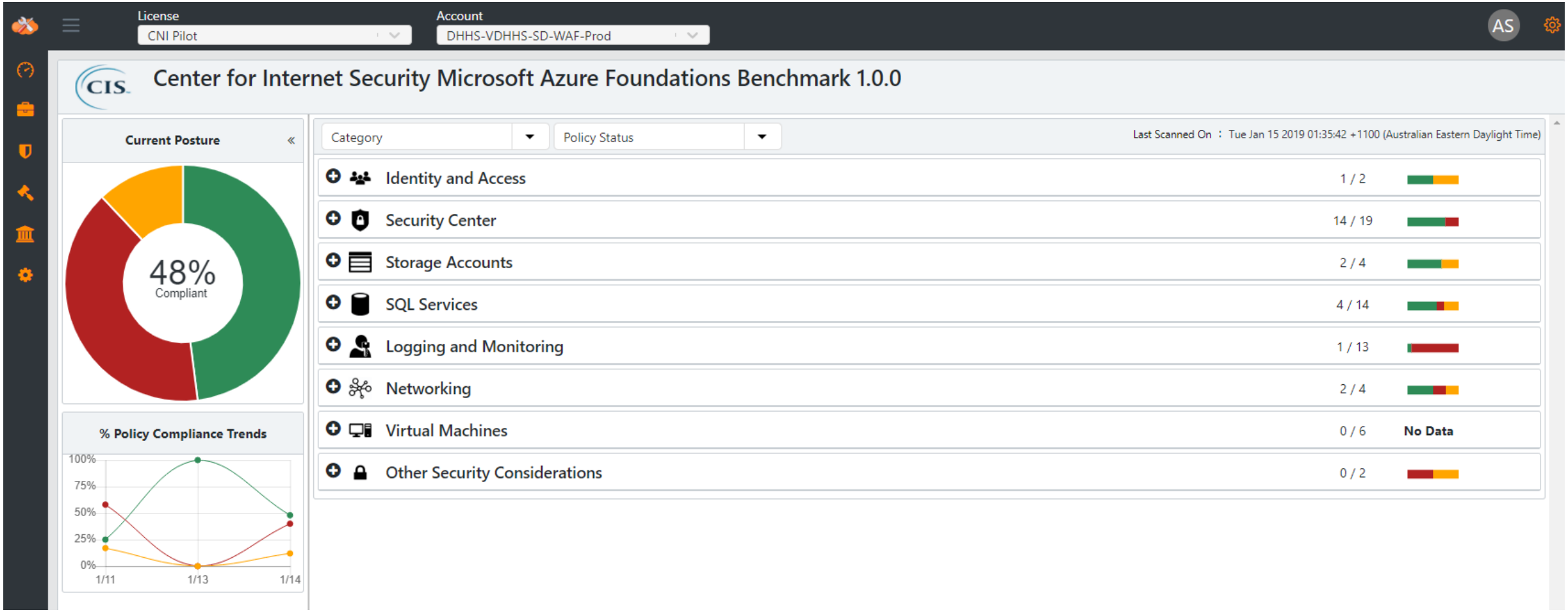
Industry specific compliance



Next steps

1. Understand interest
2. Approve proposal to proceed
3. Design workshop
4. Deployment of platform
5. Documentation and handover.

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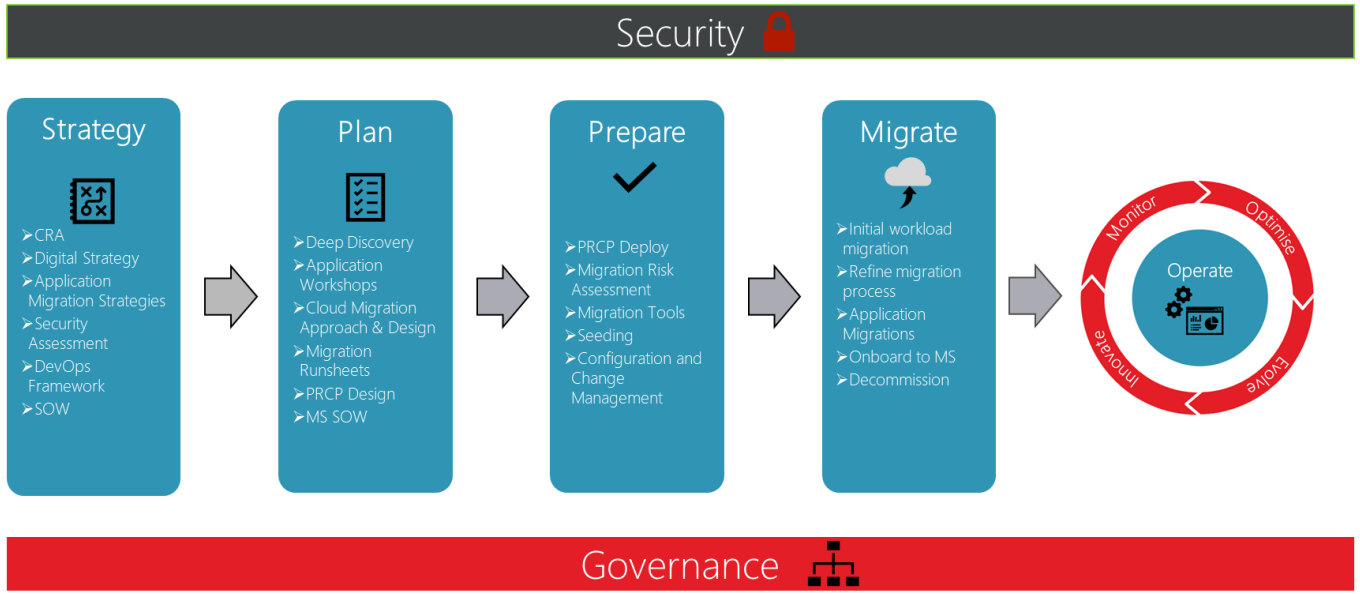
Migration

Migration

Leverage our years of experience in successful cloud migrations with an Azure Expert MSP audit approved Framework.

- Business Application focussed approach
- Lift and Shift focus, with transformation as 2nd stage to deliver a fast, low risk migration
- Optional onboarding to managed services.



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Managed Cloud

Managed Cloud

Whether you are working on mission-critical apps, entire datacenter footprints, or hybrid environments, as an Azure Expert MSP we have proven capabilities to be able to help you.

- Confidence in the availability of core workloads & applications
- Risk management for system security & reliability
- Governance to ensure cost optimisation
- Savings delivered & reported monthly

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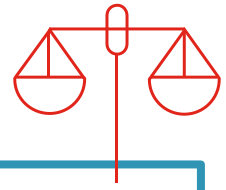
Measures of success



Performing at an acceptable level

Using resources in a cost-effective manner

Leveraging the latest technologies

Operating in a secure manner

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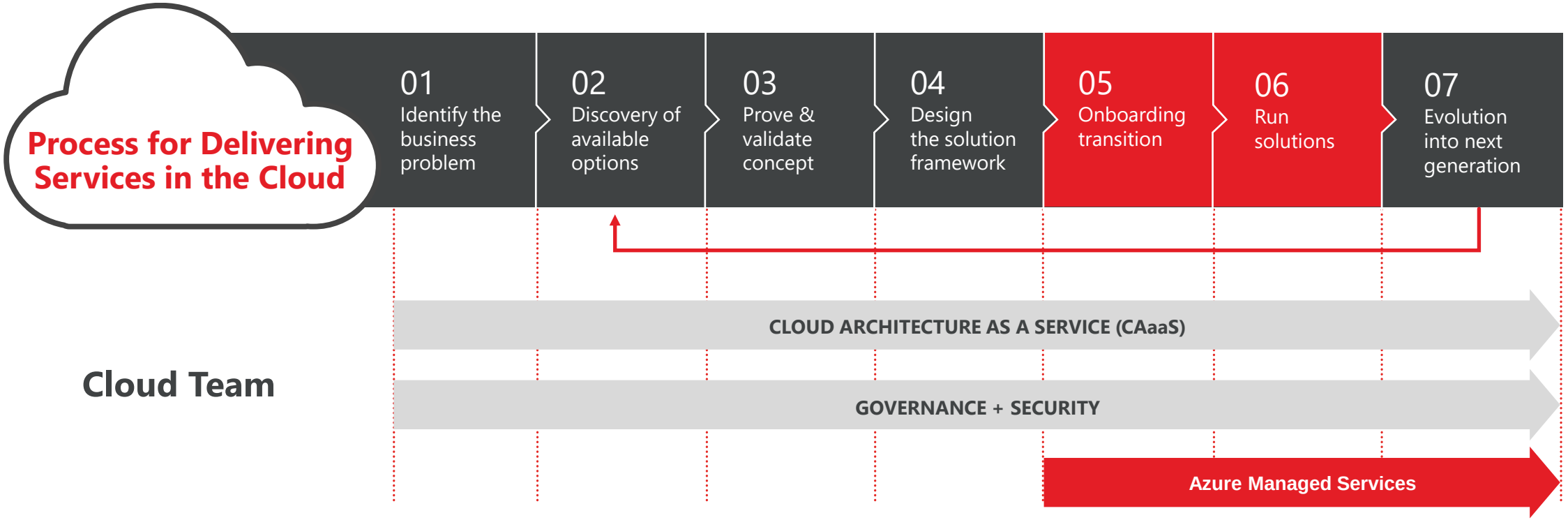
Overall approach



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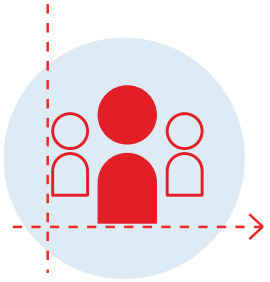
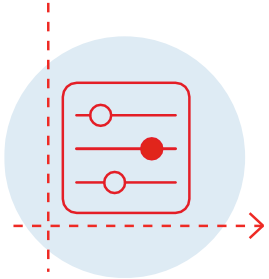
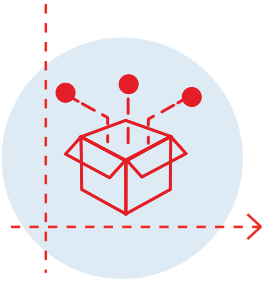
Pillars for success



Support

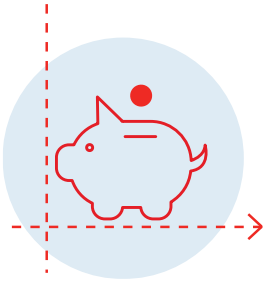


Monitoring

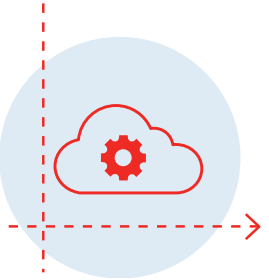


Capacity Management

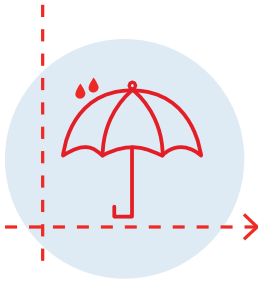
Security & Governance



Cost Optimisation



Cloud Architecture as a Service (CaaAS)



Disaster Recovery Validation

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Why TDL

Trusted and certified

Whether you are working on mission-critical apps, entire datacenter footprints, or hybrid environments, Azure Expert MSPs have proven their capabilities to be able to help you.

Best of the best

- Highly evolved form of managed services partners
- Deep skillsets across DevOps/Sysops, architecting cloud solutions and technical professional consulting
- Proven to deliver business outcomes for your solutions and applications

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< 65 Globally