



umbrellar

[Name]

Cloud Readiness & Viability Assessment

Prepared by :
[Owner.Name]

Prepared for :
[Primary_Contact_r.Name]
[Account.Name]

 **Brilliant.**

Introduction to Umbrellar

We've been powering New Zealand online and in the cloud since 1997, helping businesses achieve remarkable things. Umbrellar Cloud helps Kiwi businesses navigate an ever-changing tech landscape. With our tools, partnerships, resources and expertise, we craft practical strategies and solutions that let our clients leverage the potential of the cloud, no matter where they are on their journey.

We've joined forces with market-leading collaborators - Microsoft, Hewlett Packard, Veeam and VMware - to power the transformation of cloud here in New Zealand. Add to that our own 90-strong team and you've got a full-power, end-to-end multi cloud ecosystem, up-to-date and on-demand, without the drawbacks of traditional IT.

Our multi-cloud approach gives you access to a range of Cloud services from Microsoft Azure (over 33 global data centres), Umbrellar Cloud powered by Azure Stack, VMware Cloud (hosted by us in New Zealand) and Microsoft 365. All this plus a local relationship, support network and partner ecosystem delivered by our NZ-based team.

Your Solution Team

If you have any questions regarding your quotation, please feel free to contact one of your solution team at any time. We are always here to help.

Your Contacts	Their Role	Their Details
[Owner.Name]	[Owner.Title]	[Owner.Phone]

Cloud Readiness Assessment

Function	Status
Phase 1: Discovery	In Scope
Phase 2: Migration	Out of Scope, separate SoW required
Phase 3: Optimisation	Out of Scope, separate SoW required

Overview

The process for this exercise is as follows;

Phase 1: Discovery - Upon agreement of this SoW, Umbrellar will work with [Account.Name] to gain access to the appropriate environment(s) and run analysis tools in order to generate reports. This will detail which servers can be easily migrated to Umbrellar Cloud services and what needs to be rebuilt.

Phase 2: Migration - Subject to outcomes from the Discovery phase, Umbrellar will prepare a plan to migrate services to a single multi cloud portal. Additional work in this phase will include changes to Tenancy and Subscription details in order to facilitate.

Phase 3: Optimisation - Upon completion of the migration and with usage data available, Umbrellar will be able to assist the customer to optimise the performance of its infrastructure and services to take advantage of off-peak and on-peak periods, delivering greater cost efficiencies across the platform.

Discovery

- Access infrastructure of existing solution
- Complete audit process through automation tools
- Preparation of documentation regarding readiness and proposed cloud deployment

Migration

- Solution design
- Azure ARM template creation
- Deployment, configuration and integration

-
- As built documentation & build standards

Optimisation

- Resource use optimisation
- Process & documentation

Your Quote for Services

Thank you for your interest in working with Umbrellar Professional Services. We are pleased to present the following statement of work for assessment for [Account.Name] and its associated hosting requirements.

Estimated Efforts

The following time frames are an estimate only. If additional time is required as the work proceeds we will advise and seek authorization to continue where appropriate. The additional time will be invoiced on a time & material basis.

Function	Effort
Existing Infrastructure Assessment	
Audit of existing applications and workloads	
Review of Audit	
Document output and provide recommendation on cloud readiness	

One-off Consulting Services

Function	Rate	Units	Cost
	NZ\$ 0.00	1	NZ\$ 0.00
		GST	NZ\$ 0.00
		Total	NZ\$ 0.00

Service Conditions

- Invoicing: Professional Services (time and materials) will be invoiced upon completion and customer acceptance of the agreed work.

Notes

- Ability to complete the work requires Umbrellar staff to have access to both key personnel of and the servers to be reviewed. To provide the greatest level of accuracy, Umbrellar may need to install an assessment tool, but if this is not possible, we would manually review each server.
- The total cost identified above are our fees for performing the scope of work described subject to any assumptions stated below. If the scope of work changes then the effort and fees charged may be lower or higher than specified.
- Customer will be charged for travel if the location for the engagement is more than 60km from the Umbrellar Auckland office.

Additional Terms

- No deliverables or acceptance process for services apply, unless otherwise agreed in writing.
- If you wish to engage Umbrellar to perform services exceeding either 3 calendar months in duration or NZ\$10,000 in fees, please let us know as this will require a separate contract.
- We will advise you if the circumstances of the work you require entail additional cost to you because of: (a) different or additional skillsets or expertise to the resources described above; (b) materials and products; and (c) work by Umbrellar personnel outside of normal business hours, which is chargeable at 125% of the usual hourly rate. If you wish Umbrellar to proceed, we will supply a change request or separate contract for the additional scope and fees.

Service Schedule Agreement

Agreement and Signature

We thank you for choosing Umbrellar in relation to the solution presented within this proposal. Should you wish to proceed with ordering the documented services (as detailed in the section titled '**Your Quote for Services**'), please complete the signature sections below. Should you require an alternative authority for signature, you can directly forward this document to the necessary authority for signing.

This offer is open for acceptance for 30 calendar days from the date at the top of this document and automatically expires after that time.

I, on behalf of [Account.Name], commission Umbrellar Limited to deliver the services within this proposal and agree with the Umbrellar Terms and Conditions of service.

Name:

Company: [Account.Name]

Date: _____

Signature: _____ Role within business:

Company Number:

If Sole Trader / Partnership :

Once authorised, we will start delivery of the services as agreed.