

# Cloud Strategy and Roadmap Approach

Helping you determine the optimum cloud computing

# AANNEX

Cloud at right scale



## Why

- Why Cloud Strategy & Roadmap critical to your success right now?
- What is your current situation, needs and challenges?
- What are your Cloud Considerations and dependencies?
- Is your organization model and service management capability ready for Cloud?
- How can I effectively manage resources, including server, network and storage, across my cloud environment?
- What security controls do I need to protect my cloud investment, managing policy, governance, compliance and mitigating risks?
- How **AANNEX** offering addresses your needs and challenges?
- How will **AANNEX** Provide Your cloud strategy and Roadmap?

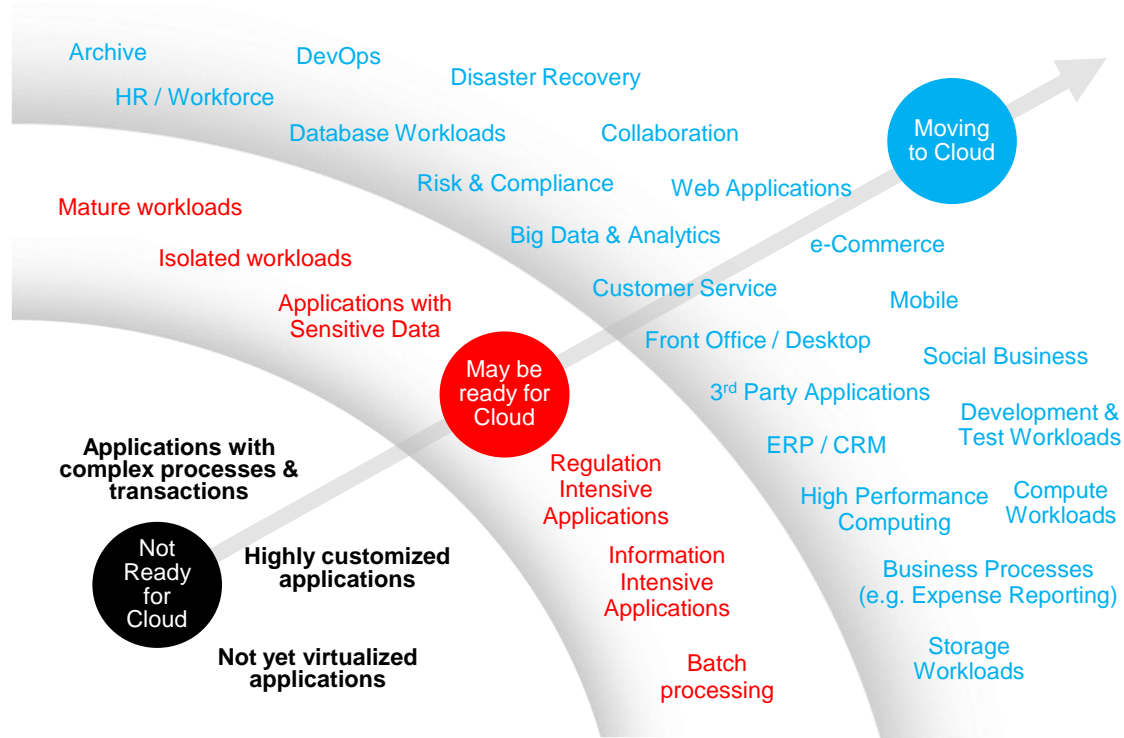


# Initial Understanding of Your Cloud Business Objectives

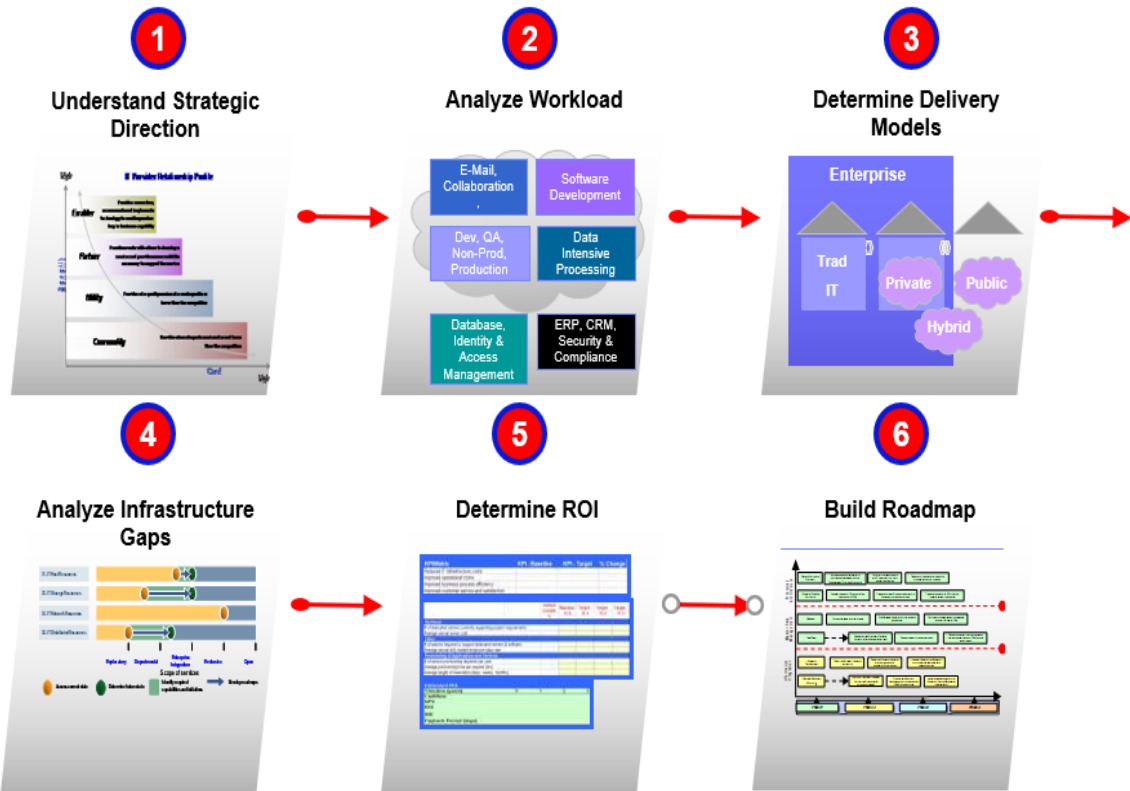
- Increase Flexibility, Leverage Commodity Cloud Services, Decrease time to Market, Reduce Total Cost
- Specifically interested in opportunities to incorporate IaaS, PaaS, SaaS, Cloud Orchestration and DevOps while ensuring Security and Compliance
- Institutionalize an understanding of how Cloud Adoption changes IT Service Delivery
- Assistance with a Cloud Strategy customized to Customer's IT Management and Business Objectives
- Design a Cloud Adoption Roadmap
- Institutionalize Cloud Opportunity Identification and Assessment
- Update processes to incorporate cloud governance and Vendor Management
- Move to a more agile IT Management process



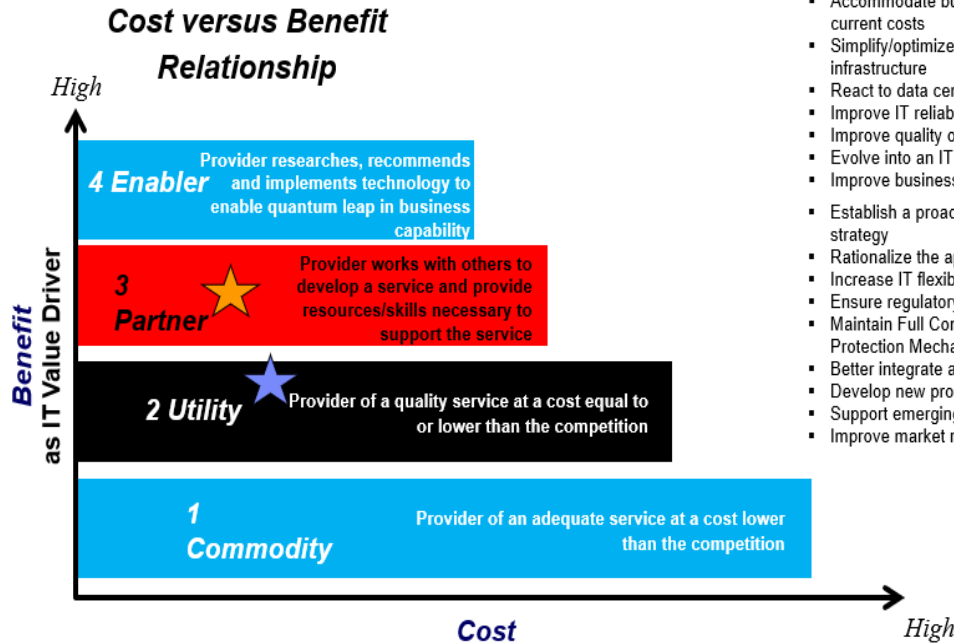
# Not all workloads are ready for a cloud environment



# AANNEX helps Clients Build the right Cloud strategy and roadmap based on Six (6) Pillars and Business Objective



# We start by understanding the strategic direction



#### Priorities and Drivers

- Reduce IT operational costs
- Reduce IT capital expenditures
- Accommodate business growth at current costs
- Simplify/optimize technology infrastructure
- React to data center facility constraints
- Improve IT reliability
- Improve quality of service
- Evolve into an IT shared services model
- Improve business resiliency
- Establish a proactive energy efficiency strategy
- Rationalize the application portfolio
- Increase IT flexibility
- Ensure regulatory compliance
- Maintain Full Control of Security Protection Mechanisms
- Better integrate acquisitions
- Develop new products/services
- Support emerging markets
- Improve market responsiveness



# AANNEX Performing a Qualitative Analysis of Your IT workloads

## Examine for risks

- Database Transaction processing
- Enterprise resource planning (ERP) workloads

## Test for standardization

- Web infrastructure applications
- Collaborative infrastructure
- Development and test
- High-performance computing

## Explore new workloads

- High-volume, low-cost analytics
- Collaborative business networks
- Industry scale “smart” applications

A comparison of candidate workloads and their feasibility for cloud adoption is achieved using a leading-edge **AANNEX** tool.

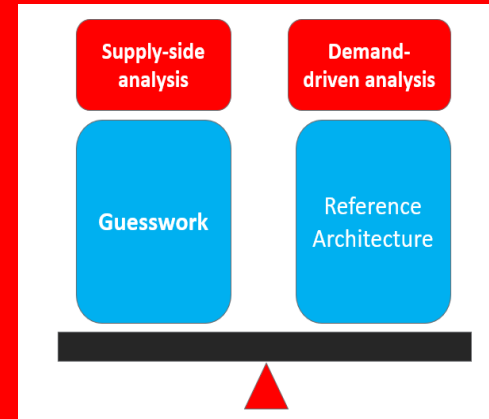
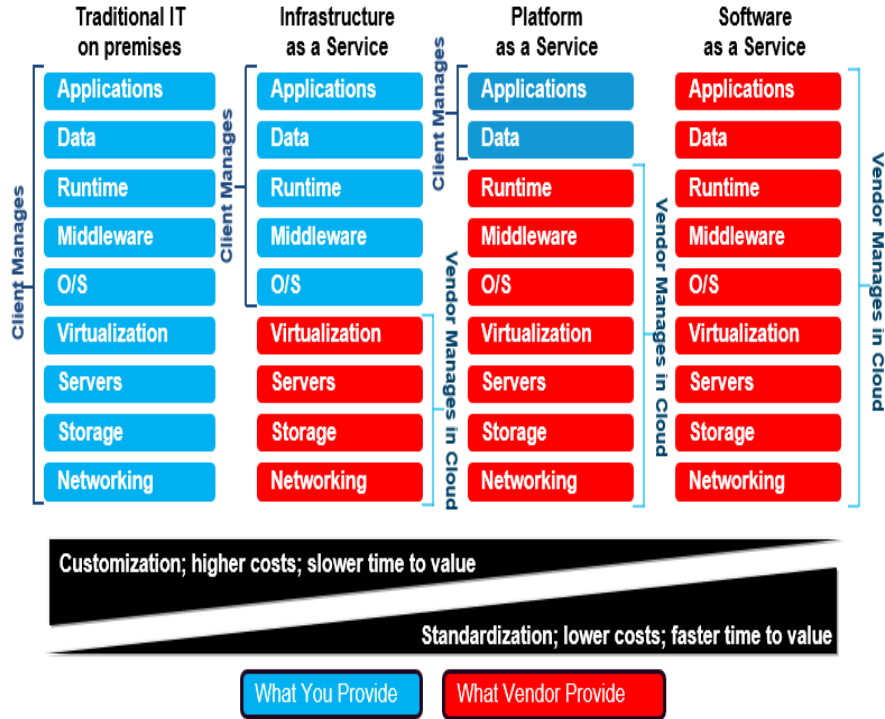
	A	B	C	D	E	F	G	H	I	J	K
			(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
		Workloads	HW, SW, Facilities Maturity	Virtualization Maturity	Utilization Improvement Opportunities	IT Automation Maturity	Workload Standardization Opportunities	Data Constraints	Business and IT process improvement opportunities	% of Total* Revenue Affected	% of Total* Cost Affected
1		Web Serving	Low	Low	High	Med	Med	Med	Low	11 – 20%	11 – 20%
2		Web Applications	High	Med	Med	Med	Low	Low	N/A	21 – 30%	
3		BI Data Warehouse	Med	High	Low	High	Low	High	Low	11 – 20%	11 – 20%
4		ERP, SCM	High	Low	Med	High	Low	High	Med	0 – 10%	31 – 40%
5		Analytics	Med	Med	Med	Med	Low	Med	Low	11 – 20%	11 – 20%
6		Numerical, Batch	Med	Med	Med	Med	Med	Med	Med	0 – 10%	0 – 10%
7		Collaboration	Med	Low	High	Low	Med	Low	Med	0 – 10%	0 – 10%
8		File & Print	Low	Low	High	Low	High	Low	High	0 – 10%	0 – 10%
9		Desktop	Med	Low	High	Low	Med	Low	High	0 – 10%	21 – 30%
10		Development & Test	Med	Low	Med	Med	High	Low	High	11 – 20%	11 – 20%

## Characterization of individual workloads

- Identification and classification of IT-related attributes
- Identification and classification of data and business-related attributes



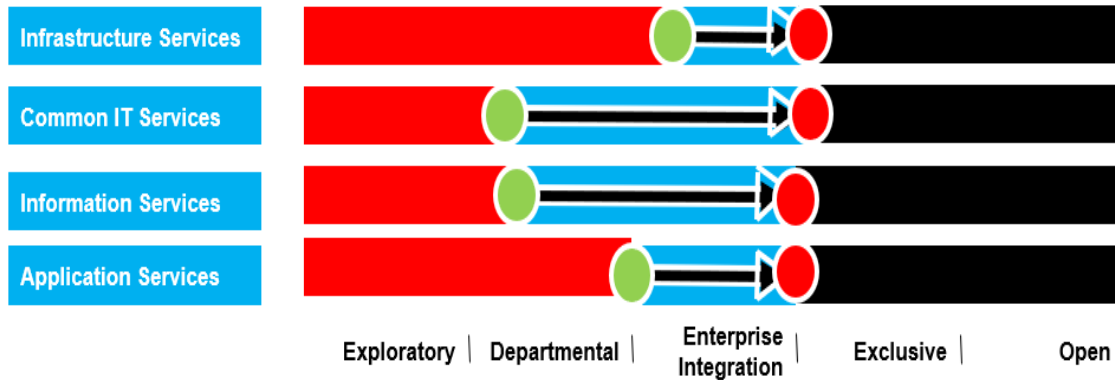
# Choosing the Right Service Model and Enablement Services is Essential





Once AANNEX determines the optimal cloud services and delivery model for your organization, we analyze your readiness for cloud

## Assessment and Roadmap Tool (ART)

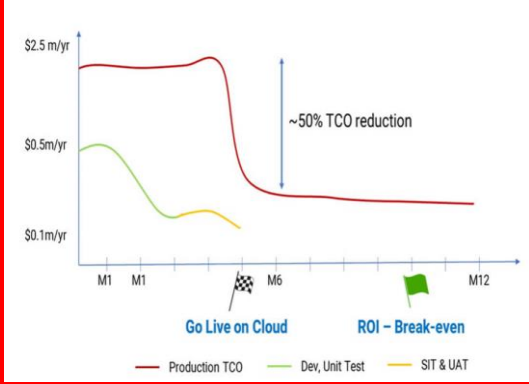
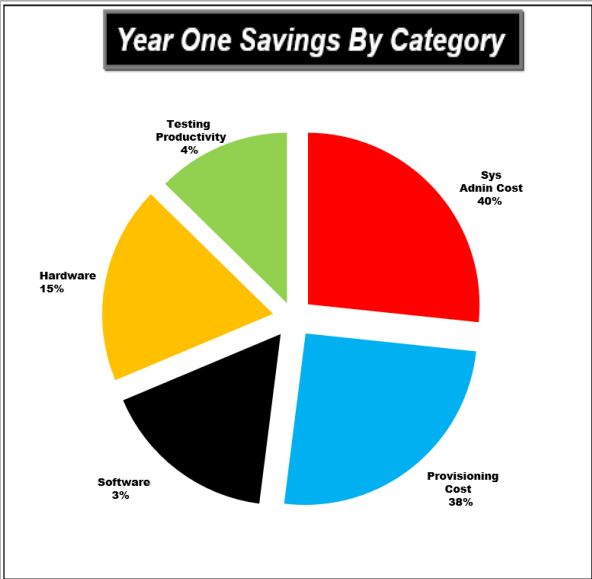
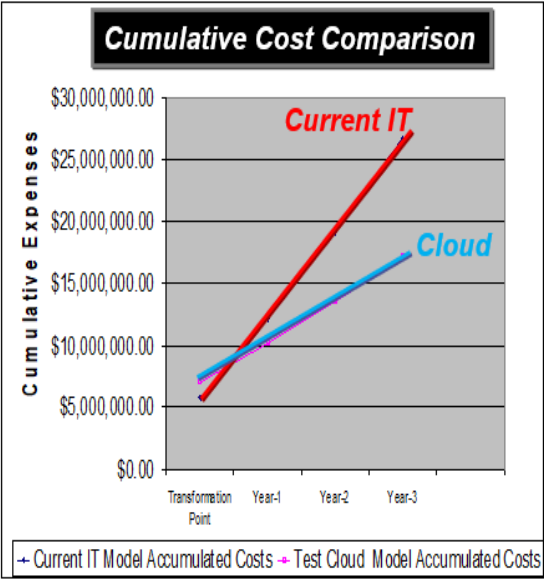


● Assess current state   
 ● Determine future state   
 ■ Identify required capabilities and initiatives   
 →



# AANNEX Can Works to Determine Your ROI or TCO for a Selected Cloud workload

**Payback Period (months) 4.85**  
**Estimated ROI over 3 years 469.75%**  
**Estimated Average Annual ROI 156.58%**

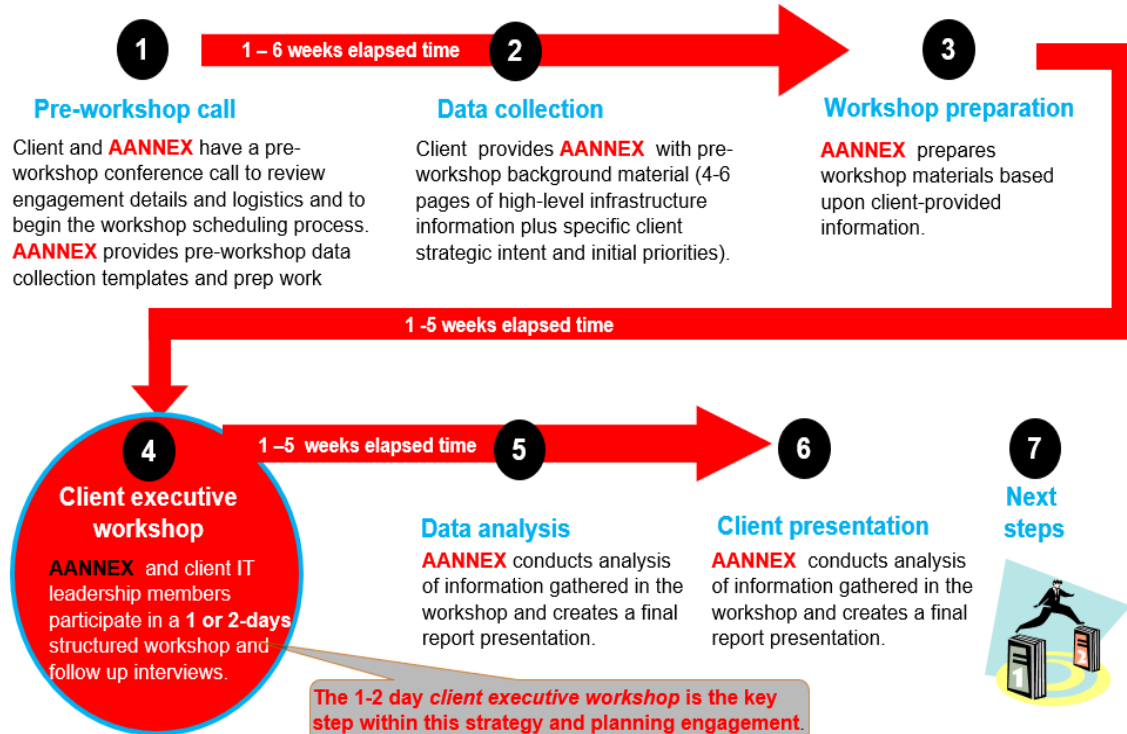


# AANNEX Helps Build The Roadmap To Get Our Customers Closer to Cloud

		2Q21	3Q21	4Q22	1Q22
Information Lifecycle Management (ILM)	IT Service Management				
	Service Level Management	Create Service Portfolio and Catalog	Define SLM Strategy and Rqts	Initiative 3	Initiative 4
	Capacity Management	Define Capacity mgmt. Strategy	Initiative 2	Initiative 3	Initiative 4
	Availability Management	Define availability mgmt. Strategy	Initiative 2	Initiative 3	Initiative 4
	Financial Management	Data collection strategy for Usage metering	Develop Costing review process	TCO /ROI Forecasting	Initiative 5
	Information Software lifecycle Management	Define ILM requirements and goals	Identify compliance, Events and Policies	Initiative 3	Initiative 4
	Infrastructure To Cloud Transformation	User Workstation	Define Standard Desktop	Develop Standard Image and rollout	WaaS / Thin Client
	UNIX / AIX / Windows Servers	Consolidate / Re-platform	Cloud VMs on IaaS /PaaS/SaaS/DBaaS	Pilot Workload Migration	Cloud VM Automation and IaaS
		Sprint-1	Sprint -2	Sprint -3	Sprint-4



# Engagement timeline - How we would develop a cloud Strategy and Roadmap



# This workshop for key client IT leaders is typically split across two days with additional time for data collection and analysis

## Day 1

- Welcome, introductions, ground rules, objectives
- Discussion on current business/IT environment and future directions
  - Break
- Cloud computing overview and concepts
  - Lunch
- Evaluate IT service provider relationship and review current IT priorities
- Identify potential cloud computing opportunities
  - Break
- Determine cloud targets and priorities
- Assess cloud opportunity workloads
- Review Day 2 agenda
- Close

## Day 2

- Welcome, introductions, ground rules, objectives
- Review identified cloud targets from Day 1
- Analyze cloud service readiness factors
- Introduction to assessing cloud-related IT capabilities
  - Break
- Evaluate current and target cloud-related IT capabilities
  - Lunch
- Evaluate current and target cloud-related IT capabilities (continued)
- Prioritized cloud-enabling IT enhancements
  - Break
- Wrap-up and next steps

SAMPLE



**Thank you**

