

TORI

HYBRID CLOUD TRANSFORMATION SERVICE OVERVIEW



Construct a cost structure fit-for-the-future

CUSTOMER CHALLENGES

In response to the pandemic, over 50% of companies either started adopting the Cloud for the first time or accelerated migrations to the Cloud while maintaining existing data-centre facilities - commonly referred to as the Hybrid Cloud. While there are many promised benefits from this transition, over 50% of the C-Suite have reported no benefits from Cloud migrations. This is due to one or more of the below reasons:

- Baselines are not often established that provide leadership teams with clear comparatives to measure benefits on a like-for-like basis and therefore not providing any basis for measuring an ROI
- Not investing in a consistent approach to manage the Hybrid Cloud
- Adopting a simple lift-and-shift implementation to the Cloud that does not deliver any associated cost restructuring, thereby making the transition pointless from a financial perspective

SERVICE DESCRIPTION



A course correction of your Hybrid Cloud Transformation Strategy

Our solution takes a step back to move forward more effectively. It reviews the Programme approach and associated costs to ensure that the right outcomes are achieved, so a clear baseline and ROI metrics can be established. We also develop a thoughtful strategy that adopts best practice methods and tried-and-tested patterns from Hybrid Cloud migrations to rectify the gaps in your current Cloud implementation and to maximise returns. This includes a review of your existing Cloud migration and a review of your application portfolio to assess likely candidates for migration.

By leveraging our partnership with Analytics Software, we upload relevant datasets into CostLens – a market-leading tool that offers in-built cost algorithms that models datasets to generate insights such as Total Cost of Ownership, Unit Costs, Fully Loaded Costs etc. This helps establish a baseline to compare benefits against.

SCOPE OF ACTIVITIES

- Structured Interviews with key stakeholders
- Establish a clear and deep understanding of the existing baseline to ensure the cost benefits of the programme are realised and challenges identified
- Develop a target costbase for the post-transformation state to ensure cost benefits are articulated
- Recommend a high level roadmap to close gaps in the current implementation and a strategy for future cloud migrations
- Implement control mechanism to track ROI is achieved

WHEN IS APPROPRIATE TO ENGAGE?

At any point of your Hybrid Cloud Transformation journey

CLIENT OUTCOMES

- Generate realistic ROI for Hybrid Transformations
- Initiate cost savings / cost avoidance within the programme
- Deliver a cost structure that is fit-for-the-future
- Potential to restructure and realignment of existing Programme objectives and / or scope

FAILURE TO ADOPT

- Wasted Capital Expenditure investments with no demonstrable returns
- Unplanned increases to Operating Expenditure due to multiple hosting environments
- Impacts organisation's profitability
- Delivers a cost structure that is unfit
- Requires costly remediation

Duration



Incentive

TORI will identify > x 10 times the cost of this engagement in cost savings