



Rethink to renew and grow

Do What Matters with Your Approach to the Cloud

Grow resiliently with an approach to cloud, applications and data that is truly outcome oriented

In order to embrace continual change, organizations need greater resilience and agility. When accelerating digital business initiatives to power future growth, how can you maximize value at every stage, streamline your investment and reduce risk? It's time to Do What Matters for your cloud strategy.

90% of executives agree that to be agile and resilient, their organizations need to fast forward their digital transformation with cloud at its core.

- [Technology Vision, Accenture, 2021](#)

5 tips to Do What Matters for your cloud journey

Maximize the business value of your cloud investments with an outcome led approach

1. Get laser focused on business outcomes

It's vital to understand what you're trying to achieve, and why. Your organization may need to be more agile and resilient, more cost efficient, more process efficient, more secure, or more innovation capable. You may need to free up your people for higher value work. Whatever it is, document your immediate goals, as well as your longer-term vision.

2. Prioritize efforts that deliver the desired outcomes

Assess and visualize your entire estate – from infrastructure and architecture, to applications, dependencies and data. Blend the technology view with business objectives and desired outcomes to prioritize the workloads that solve the documented goal or have the greatest impact. This ensures project success and business value delivery at speed and scale.

3. Share and minimize risk with a partner

Many transformation initiatives fail. Success relies on making the right choices, creating strong business cases and reducing risk. Starting small, with an initial narrow and specific focus on outcomes will help minimize risk exposure. Once IT earns the trust of the business, and your partner earns your trust, you can confidently and swiftly move on the next value driven project.

4. Demand creative commercials

Tied to the point about risk, deal constructs offer a real opportunity for organizations. Push your partners to prove their worth. What if you didn't have to pay up front and you only paid for completed work? If you want a service on demand, to quickly migrate or modernize a workload, when your partner delivers, they get paid.

5. Embrace an evolutionary mindset

Business never stands still, and priorities change. An evolution to product centricity enables greater adaptability. Don't be afraid to reassess priorities, and ensure you consistently focus on outcomes that are always closely connected to business value. Manage existing assets and evolve where needed to embrace cloud as the platform for new digital services as well as traditional workloads.

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Start with a rapid Azure Foundations Assessment to identify your readiness. Here, our experts use our unique tools and accelerators to scan and analyze your application and data infrastructure.

We'll then use our experience to develop a roadmap for your cloud journey that starts with some high value quick wins. And we'll align the recommendations to your business goals.

Our assessments help you plan your move to the cloud with confidence by providing broad datacenter analysis, multiyear cloud consumption cost estimates, and high level application, data and infrastructure recommendations to help you prioritize your modernization efforts.

How we're helping clients

- We helped [Marston Holdings](#) identify significant cloud cost savings that enabled them to fund their modernization agenda
- We helped [Hinkley Point C](#) confidently move its sensitive data and applications to the cloud with a world first Azure platform for Sensitive Nuclear Information (SNI)
- We helped [Centrica](#) with an industry-first migration to cloud that reduced operating costs, increased transparency and improved stability and performance
- We helped [Johns Hopkins and Answer ALS](#) offer new hope to ALS patients with an Azure based data query engine providing insights into disease causes and treatments



Why Avanade?

We're proud to be a world leading expert on transforming, managing and evolving Microsoft cloud ecosystems, with a 100% commitment to the Microsoft platform. Our end-to-end digital expertise and privileged access to Microsoft helps organizations adapt at speed and sustain growth through continual change.

With over 4600 Azure certifications, more certified professionals for Azure than any other partner, we're an Azure Preferred Partner and 16-time Microsoft Partner of the Year winner.

[Contact us](#) to talk about our shared risk and on demand service models that scale to meet your requirements, minimize initial outlay and consistently deliver value for your business.



2021 Partner of the Year Winner
Global SI Award

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today

Find out more at www.avanade.com/cloud



About Avanade

Avanade is the leading provider of innovative digital, cloud and advisory services, industry solutions and design-led experiences across the Microsoft ecosystem. Every day, our 56,000 professionals in 26 countries make a genuine human impact for our clients, their employees and their customers. Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at www.avanade.com.

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