

The six elements of cloud success

Head in the clouds when it comes to cloud transformation? Clearly see the road ahead and let Avanade guide your journey to the cloud.

Contents

Page 3

Take a proven path to the cloud

Page 4

1 Transform applications into adaptive services

Page 5

2 Let your applications drive your infrastructure

Page 6

3 Create new levels of efficiency in your operations

Page 7

4 Implement effective governance and compliance across domains

Page 8

5 Unite IT and finance to make cloud consumption visible and accountable

Page 9

6 When it comes to security, data is the new perimeter

Page 10

Why Avanade?
Our expertise and experience

Page 11

What to do next

Take a proven path to cloud

Last year cloud providers invested billions of dollars in services and infrastructure. Stand on the shoulders of giants by using their investment as a foundation for your business.

You know where you're starting from, and where you need to get to, so the rest should be simple, right? OK, maybe not. That's why we've identified the six elements critical to successful cloud transformations. It's our map for your journey to the cloud.

We know how to guide you to success because we've made the journey before, working with businesses from every major industry. Not only do we know the route, we know the pitfalls and how to protect your business from them. Our proven processes are designed to be flexible enough to adapt to your specific business needs while providing the necessary structure to keep your project on the right track.

You're ready to move to the cloud. Let Avanade's experience and expertise be your guide.



"IT is but one small piece of the cloud story. A much bigger story is coming from the business itself. The curtain is now opening on cloud computing's second act, which is all business."

Joe McKendrick, Forbes

65%

of businesses believe that conventional systems and approaches are not fit for the emerging requirements of the digital business.

Avanade

1 Transform applications into adaptive services

Don't simply lift-and-shift old applications to the cloud. As well as transferring the applications themselves, you'll also migrate all their flaws. It's a bit like moving an old car into a new garage and expecting it to drive better.

Instead, we work with you to understand which apps in your portfolio are best-suited to the cloud and whether they should be migrated as they are, or fully modernized.

We then help you to:

- 1. Simplify and optimize** – We look at your application ecosystem and focus on quick wins first, using the cloud where appropriate. This will free up time and give you the freedom to experiment and innovate.
- 2. Think consumer** – We create consumer-like experiences securely available on any device, anywhere and anytime.
- 3. Use intelligent platforms** – We build applications on intelligent platforms with automation and self-healing capabilities to reduce costs and speed to market, and increase uptime.
- 4. Join the dots** – We connect applications in an ecosystem that extends beyond traditional IT boundaries.
- 5. Liberate data** – We help you to make unified data available across the enterprise so it can be combined and mined for insights.

"Cloud services don't just disrupt IT operations, but when used creatively enable adaptive services and efficient processes."

Kurt Marko, contributor, Forbes



2 Let your applications drive your infrastructure

Most companies start their journey to the cloud by mapping their infrastructure. We take an application-first approach that makes applications, not infrastructure, the starting point.

Your applications determine your business processes and value, whereas your infrastructure is there to make sure those applications are delivered quickly, reliably, securely and cost-effectively. Infrastructure supports applications, not the other way around.

No one's going to celebrate processing capacity moving to the cloud. But when applications run faster, scale better, are more reliable and integrate data and processes in ways that were unimaginable before, then the champagne comes out.

Here's where to make a start:

- 1. Agile DNA** – Make infrastructure agile and adaptive by defining it in code and enabling it to be checked into source control.
- 2. Blended infrastructure** – Rationalize traditional networks into an integrated fabric to enable connectivity across cloud and owned infrastructure.
- 3. Access anywhere** – Use cloud-integrated identity to deliver quality user experiences and single sign-on no matter where applications are deployed.
- 4. Connected apps** – Enable applications to securely communicate with each other using policy-based controls.

"It is absolutely essential for you to have a strategy in place before spending the time and effort migrating business workloads, ensuring that things can go smoothly at any point in the journey."

Caroline Preece, ITPro



3 Create new levels of efficiency in your operations

Migrating to the cloud is an opportunity to make human and operational changes, giving your employees new roles and new ways of working.



You're dealing with a much larger ecosystem, with more players and more KPIs to track, so say goodbye to centralization and hello to distribution.

We help you get technology, process and people right, and give you the time and resources to turn IT into your competitive edge.

Here's how we help you make a start:

- 1. Get a complete view** – Implement management solutions that give you an end-to-end view of health and performance across the entire organization.
- 2. Look ahead** – Forecast capacity demand and enable self-service IT that is measured, tracked and automated.
- 3. Get holistic** – Move from controlling every service at the operational level to orchestrating internal and external services holistically.
- 4. Think app-first** – Provide insight and control from an application-centred perspective as opposed to an infrastructure-centred one.
- 5. Services not systems** – Redefine traditional roles and processes in a way that enables IT to transform from integrating systems to integrating services.

“Organizations are functioning as self-directed teams, and cloud offers the ability to secure any and all resources as needed, without the need to clear decisions through a central authority.”

Joe McKendrick, Forbes

Over the next three years organizations will move more and more from on-premises to cloud (IaaS from 14% today to 30%, and PaaS 8% today to 25%).

Avanade

4 Implement effective governance and compliance across domains

The cloud gives businesses more independence from IT, but you don't want departments riding roughshod over internal and external regulatory requirements.

We make governance and compliance a conduit for collaboration between the two sides of the enterprise, and turn IT into a broker that guides business users to the best and most cost-effective services.

But it's not just about internal standards there are also external legal and regulatory requirements, particularly around data storage, security and privacy. Our approach helps you to assure users that your cloud platform meets those requirements today and will continue to meet them in the future.

We help you to:

- 1. Focus on outcomes** – making sure all your IT initiatives support business objectives and deliver ROI.
- 2. Centralize governance and compliance** – giving you greater efficiency, visibility and control.
- 3. Make reporting easy** – keeping you up-to-date with compliance and audit reports at any time from available data.
- 4. Empower employees** – allowing colleagues consume IT services on-demand with a service catalogue based on pre-defined policies that cut lengthy approval processes.
- 5. Automate compliance** – implementing contextual automation and remediation to simplify governance and compliance in a world of self-service, DevOps, and API-driven requests.



“Regulatory bodies are increasingly aware of the value of cloud technology and updated standards are beginning to outline compliance requirements in the cloud context, making it easier for organizations to adopt cloud technology with confidence.”

Nicole Pontius, Business.com

5 Unite IT and finance to make cloud consumption visible and accountable

With the cloud, you can scale up to meet unexpected demand and scale down to realize cost-savings through operational management.

93%

believe business ROI must be included alongside IT benefits to justify the need for modernization.

[Avanade](#)

Occasionally cloud spending will exceed expectations but that should map to clear increases in top line growth. We help you to demonstrate the Return on Investment (ROI) across your business, rather than focusing solely on IT, so you can clearly connect cost and benefit.

We help you to manage resources so they can be used incrementally and measured at a granular level, so costs can't be charged against the wrong revenue streams.

Because cloud fundamentally changes the balance of capital expenditures (CAPEX) and operating expenditures (OPEX), it has financial implications you should consider. Cloud services can be procured quickly, and can also be shuttered when they are no longer in use.

Here are four ways we help you to start making the cloud accountable in your business:

1. **Keep costs transparent** – Aggregate IT costs by service and connect them to the business it's driving.
2. **Pay as you go** – Let lines of business pay only for the resources they use, when they use them.
3. **Move CAPEX to OPEX** – Adapt IT financial management to a flexible OPEX approach that matches the consumption-based model of the cloud, as opposed to the traditional CAPEX approach where IT assets are paid for all at once and depreciate over time.
4. **Focus on results** – Empower lines of business to manage IT against service level agreements (SLAs).



6 When it comes to security, data is the new perimeter

Data travels across multiple networks and providers and must be protected from one end to the other.

The network edge was once the focus of IT security. The “safe zone” was inside and the “unsafe zone” was outside it. Now with data moving across multiple devices, networks and providers, that distinction becomes far less relevant.

In this new hybrid world, data needs to be encrypted, not only while it’s static, but also when it’s on the move. Entry points and paths along the way must constantly be on the lookout for intrusions and be able to quickly detect, lock, dock and remove those threats.

We approach this with these four things in mind:

- 1. Security is no longer service** – It should be a process that is continually evaluated, measured and verified.
- 2. Bake security into every layer** – Security should sit across every part of your architecture and adapt to specific organizational needs.
- 3. Test your providers** – Make sure you are getting the protection you need by verifying your cloud provider’s security claims.
- 4. Assume breach** – Adopt a cloud-native security posture where “assume breach” is the norm and security moves with data.

“According to research from Accenture and the Ponemon Institute, in 2017 the average cost of cybercrime globally climbed to \$11.7 million per organization.”

Marc Wilczek,
Contributor, CIO



Why Avanade?



Are you ready to move to the cloud but don't know how to get there? Avanade has been there many times before and has the expertise and experience to guide you on your journey. The six elements of cloud success provide a proven approach to unlocking the true business value of cloud.

By partnering with Avanade you can:

1. Meet the emerging needs of your digital business by leveraging a holistic cloud transformation framework that focuses on the six elements of cloud success.
2. Get the benefit of our expertise and experience to take advantage of the speed, scale and economics of the Microsoft intelligent cloud.
3. Unlock business efficiency, agility and innovation while maximizing the short and long-term value delivered to the business.



**MICROSOFT
ALLIANCE
PARTNER**
OF THE YEAR 2017
WINNER – TEN
CONSECUTIVE YEARS



#1
**MICROSOFT
CERTIFIED**
PROFESSIONALS FOR
DESIGNING & DEVELOPING
WINDOWS AND WEB
APPLICATIONS USING
**MICROSOFT .NET
FRAMEWORK 4**



**DEPLOYED OVER
5 MILLION
OFFICE 365 SEATS
MORE THAN
ANY OTHER
PARTNER**



#1
**MICROSOFT
CERTIFIED**
PROFESSIONALS
FOR ARCHITECTING, DEVELOPING
AND IMPLEMENTING
AZURE SOLUTIONS



#1
**MICROSOFT
CERTIFIED**
PROFESSIONALS
FOR DEPLOYING
& ADMINISTERING
OFFICE 365



#1
**MICROSOFT
CERTIFIED**
PROFESSIONALS
FOR DEVELOPING
MICROSOFT AZURE
& WEB SERVICES



**WORLDWIDE
CONSULTING &
SI MICROSOFT
AZURE**
ALLIANCE PARTNER
OF THE YEAR 2017

What to do next

Modernization waits for no one. Here are three ways you can start building the business case for modernization, so you can start increasing productivity, accelerating time to market and growing your business.

Get started today

- 1. Start a conversation** – hone in on 1-2 defined business outcomes and create an action plan for your business.
- 2. Arrange a Cloud Transformation Workshop** – It's a 1-3 day workshop where our experts meet with your IT decision makers, business and app owners to develop an application roadmap and to modernize one of your core business applications.
- 3. Plan a Cloud Foundation Workshop** – It's a 1-2 week program where our experts work with your network security and ops team to make sure you have all the building blocks in place for your cloud transformation.

Find out more. Visit avanade.com/contact-us

80%

of businesses believe that not modernizing IT systems will negatively impact the long-term growth of their organization.

Avanade



About Avanade

Avanade is the leading provider of innovative digital and cloud-enabling services, business solutions and design-led experiences, delivered through the power of people and the Microsoft ecosystem.

Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation and has 30,000 professionals in 24 countries. Visit us at www.avanade.com

©2017 Avanade Inc. All rights reserved. The Avanade name and logo are registered trademarks in the U.S. and other countries. Other brand and product names are trademarks of their respective owners.

North America

Seattle
Phone +1 206 239 5600
America@avanade.com

South America

Sao Paulo
AvanadeBrasil@avanade.com

Asia-Pacific

Australia
Phone +61 2 9005 5900
AsiaPac@avanade.com

Europe

London
Phone +44 0 20 7025 1000
Europe@avanade.com