



**Adjusting the order  
of cloud initiatives,**

**stands to positively  
alter projected  
outcomes**

**Cloud  
Differ  
ent** 

**Projected to save \$4M**

**in infrastructure costs by changing the transformation order**

**Projected to reclaim 40,024 hours**

**over 5yrs by eliminating technical debt early**

**Reduce complexity**

**with central management and by potentially exiting data  
center(s)**

**Accelerate transformation**

**to a cloud operating model to months from years**



# Your Environment Overview

## 2 Colocation sites

10 total colocation cabinets across all sites

\$0.1M per year

## Public hyperscale cloud provider

AWS public cloud provider used

\$0.4M per year

## Internal IT Infrastructure

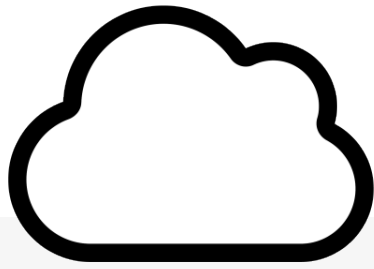
20 Physical servers  
272 Virtual servers  
272 Of Servers Virtualized  
Complex network

\$0.8M per year

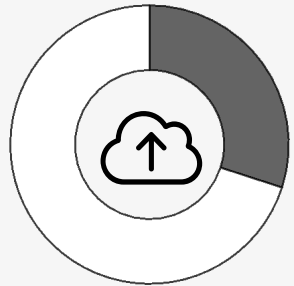
Plus, a team of 10 people in IT



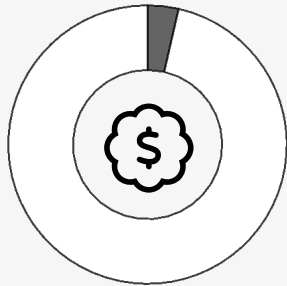
Year 1



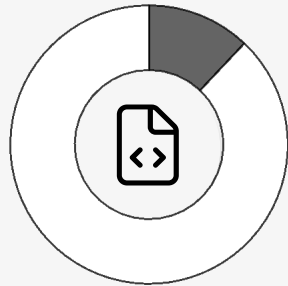
### Existing Strategy



116/388 Servers  
in the Cloud



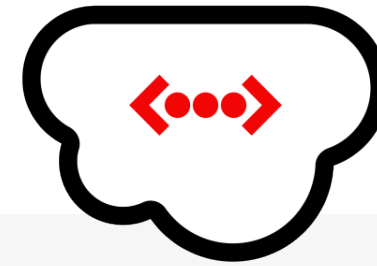
\$3.2M Spend  
4% Saved



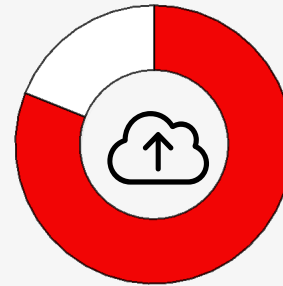
12% Saved  
2K Hours  
Reclaimed

Remain in current data center until the cloud migration  
is complete

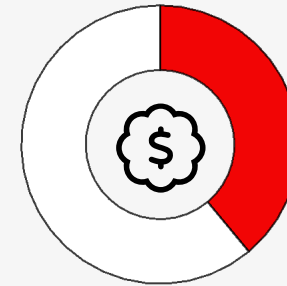
No changes to apps running on physical hardware



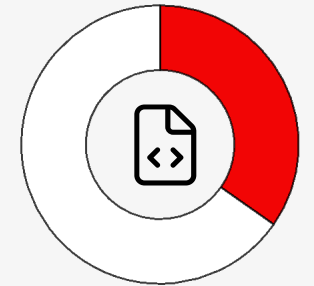
### Cloud Different



314/388 Servers  
in the Cloud



\$2.1M Spend  
39% Saved



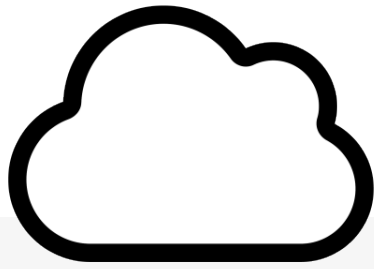
35% Saved  
7K Hours  
Reclaimed

Cancel existing data center at the end of existing term

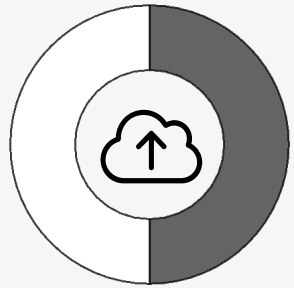
No changes to apps running on physical hardware



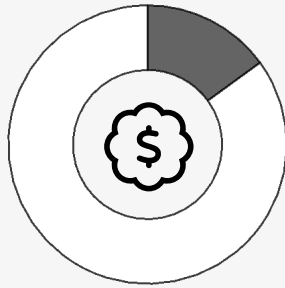
# Year 2



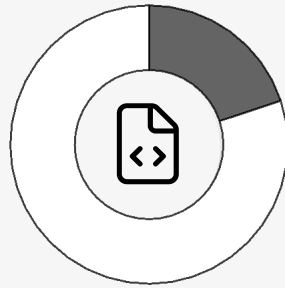
## Existing Strategy



**185/370 Servers  
in the Cloud**



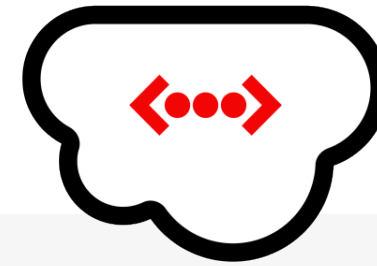
**\$2.8M Spend  
15% Saved**



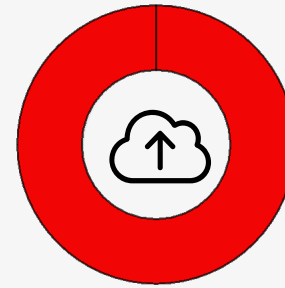
**20% Saved  
4K Hours  
Reclaimed**

**Progress delayed by time spent on technical debt which also impacted his team's ability to learn DevOps skills**

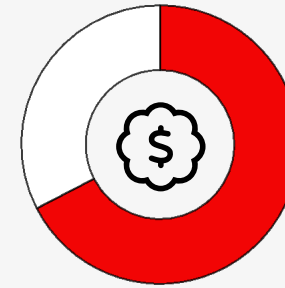
**No changes to apps running on physical hardware**



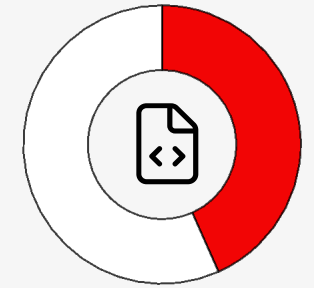
## Cloud Different



**370/370 Servers  
in the Cloud**



**\$1.1M Spend  
67% Saved**



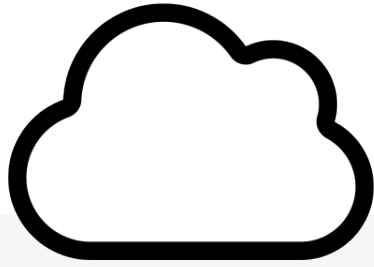
**43% Saved  
8K Hours  
Reclaimed**

**Team has been trained on DevOps using time saved from managing technical debt and internal infrastructure**

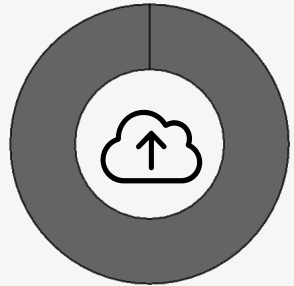
**Multi-cloud management implemented to control ongoing security, cost and performance**



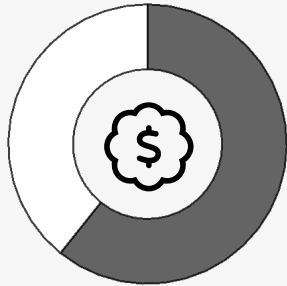
Year 3



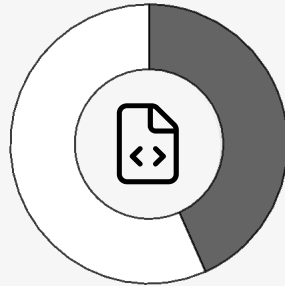
### Existing Strategy



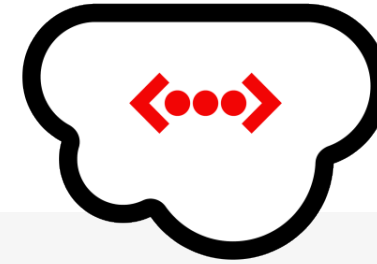
320/320 Servers  
in the Cloud



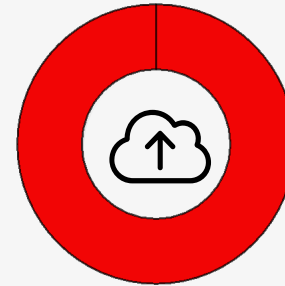
\$1.3M Spend  
61% Saved



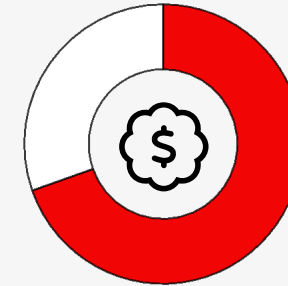
43% Saved  
8K Hours  
Reclaimed



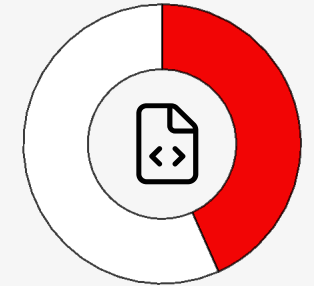
### Cloud Different



320/320 Servers  
in the Cloud



\$1.0M Spend  
70% Saved



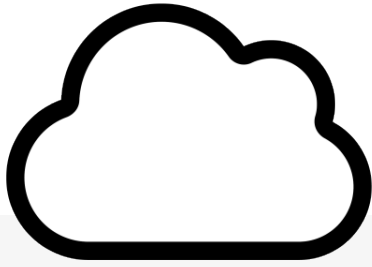
43% Saved  
8K Hours  
Reclaimed

**Direct connect between enterprise and hyperscale  
used to maintain predicable cost and provide redundant  
connectivity across environments**

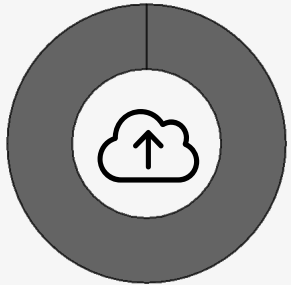
**Physical servers are being migrated into the local  
enterprise cloud**



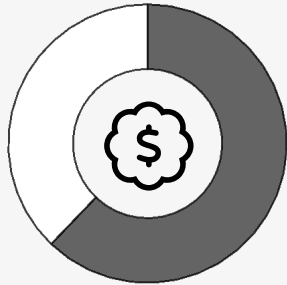
Year 4



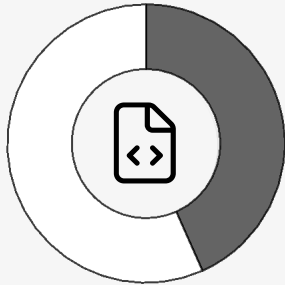
### Existing Strategy



300/300 Servers  
in the Cloud



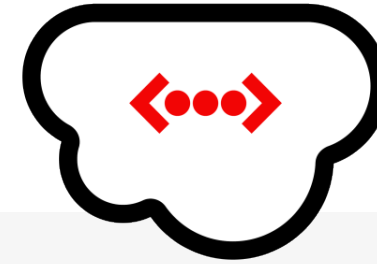
\$1.3M Spend  
62% Saved



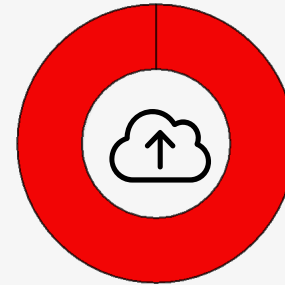
43% Saved  
8K Hours  
Reclaimed

**Costs of the virtual machines migrated to the same hyperscale cloud provider you are using for cloud native apps is exceeding estimates**

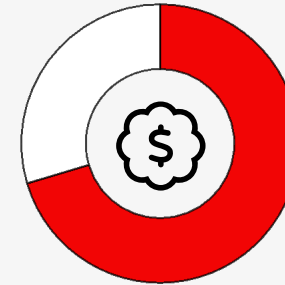
**Physical servers are being moved to colocation and network is needed between the colocation and cloud**



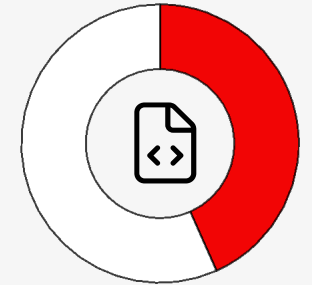
### Cloud Different



300/300 Servers  
in the Cloud



\$1.0M Spend  
70% Saved

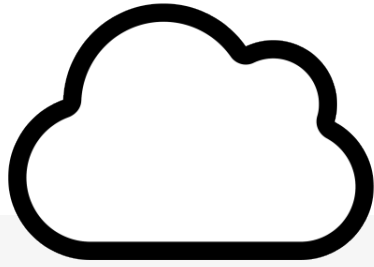


43% Saved  
8K Hours  
Reclaimed

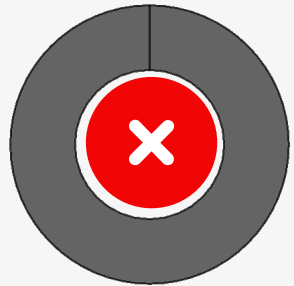
**All items are in a cloud operating model**



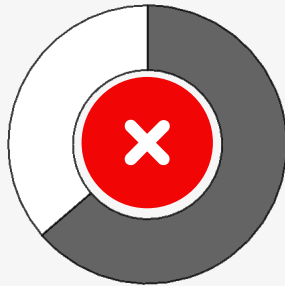
Year 5



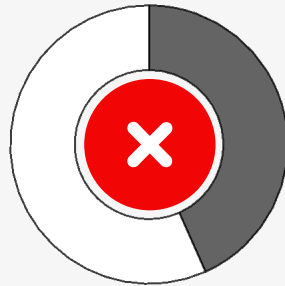
### Existing Strategy



280/280 Servers  
in the Cloud



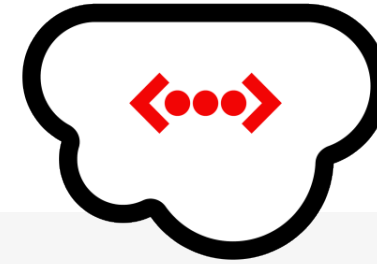
\$1.2M Spend  
64% Saved



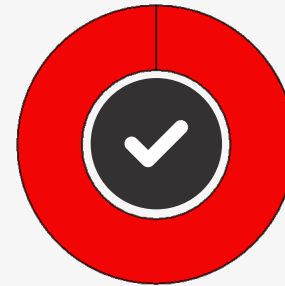
43% Saved  
8K Hours  
Reclaimed

**Additional clouds are being explored to reduce costs**

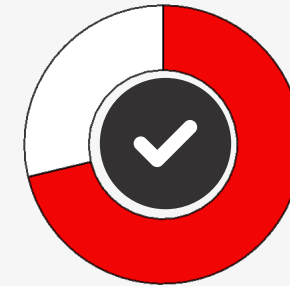
**but increased complexity is a concern  
Unplanned data transfer fees create budget challenges**



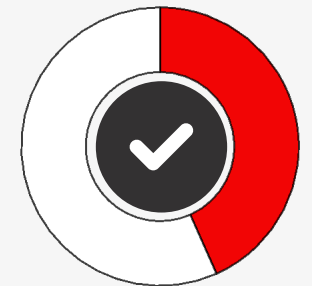
### Cloud Different



280/280 Servers  
in the Cloud



\$1.0M Spend  
71% Saved



43% Saved  
8K Hours  
Reclaimed

**Steady state from previous year**

**Working on new projects to grow the business  
and improve the client experience**



# Your Current Cloud Transformation Strategy vs A Cloud Different Approach

The Difference In Speed To Migrate Into A Cloud Operating Model And Total IT Infrastructure Spend

