



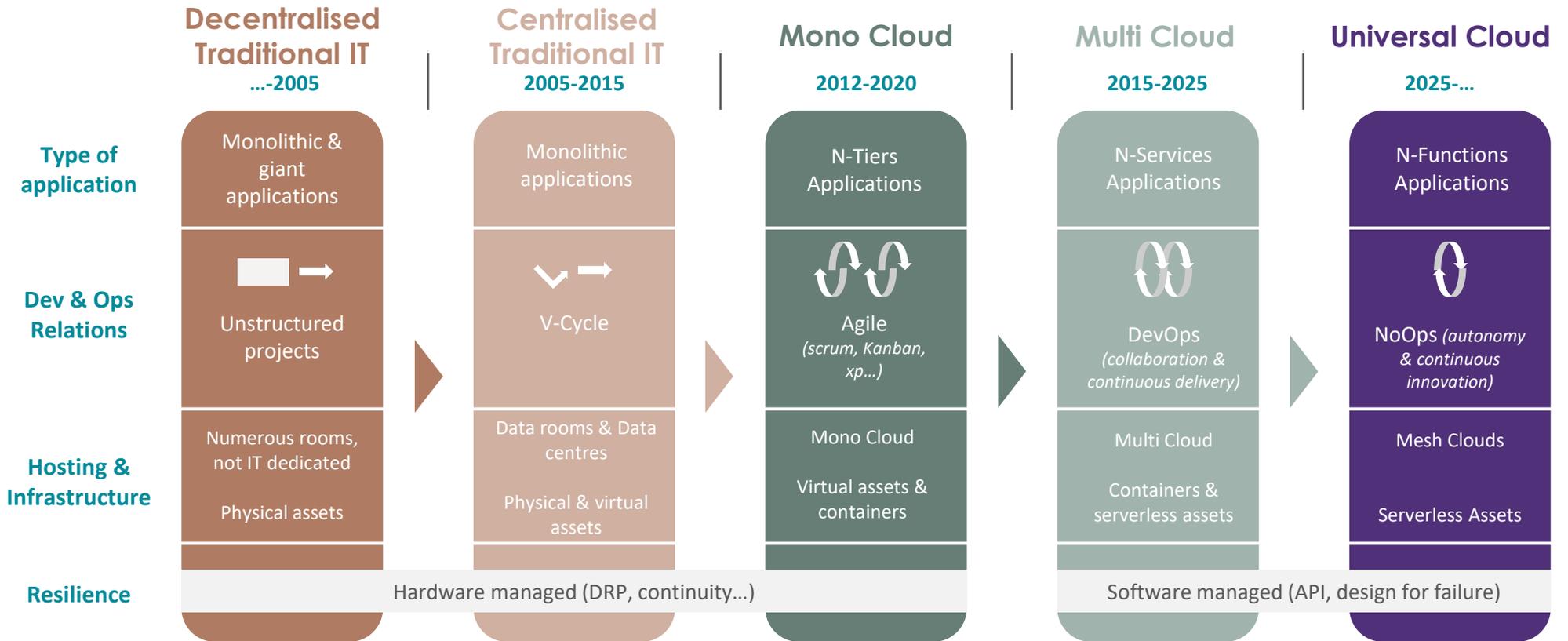
WAVESTONE

Cloud Strategy and Roadmap

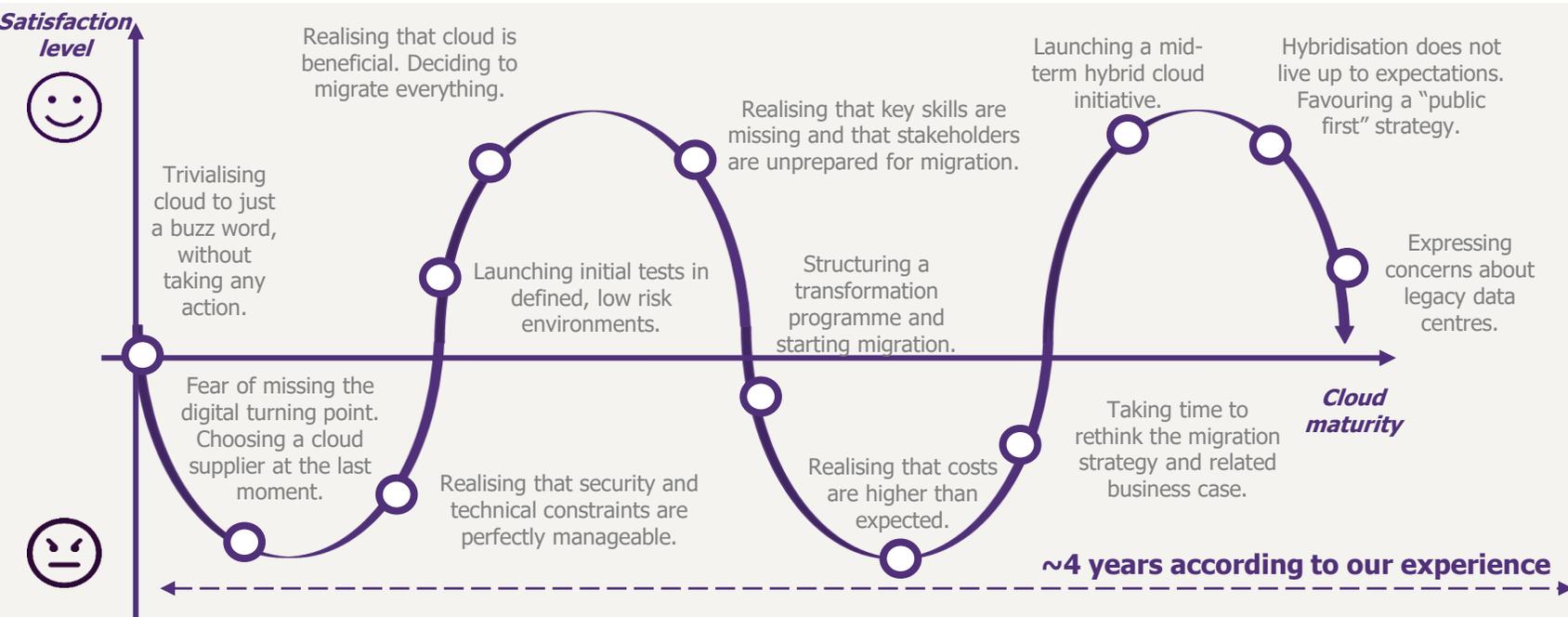
G-Cloud 13

April 2022

Wherever you are in your cloud journey, defining the appropriate organisation and operating model is key to realising the benefits of new technologies and...



...and building a structured approach to mitigate typical challenges with adoption



The traditional peak-and-trough journey



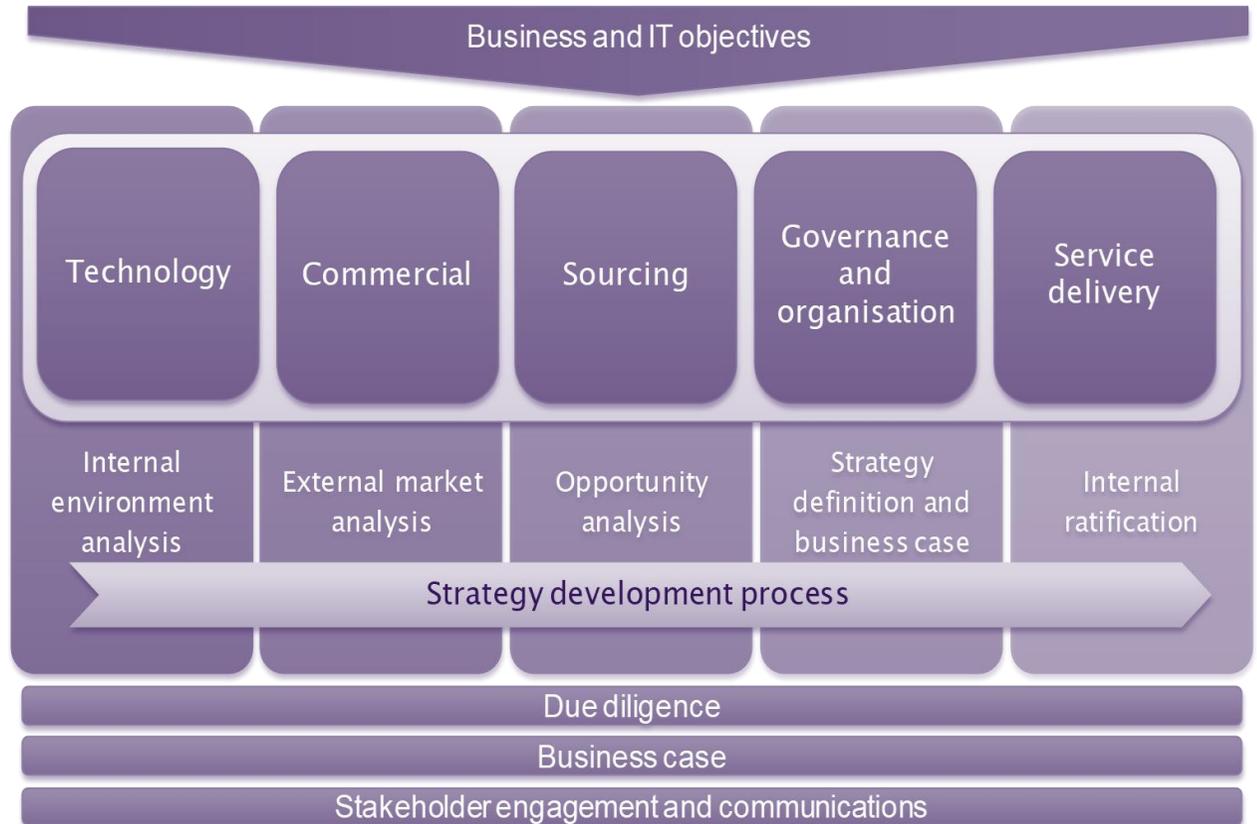
A quick, efficient and steady end-to-end process

Our strategy development framework enables you to think and plan your IT transformation to achieve business objectives by...

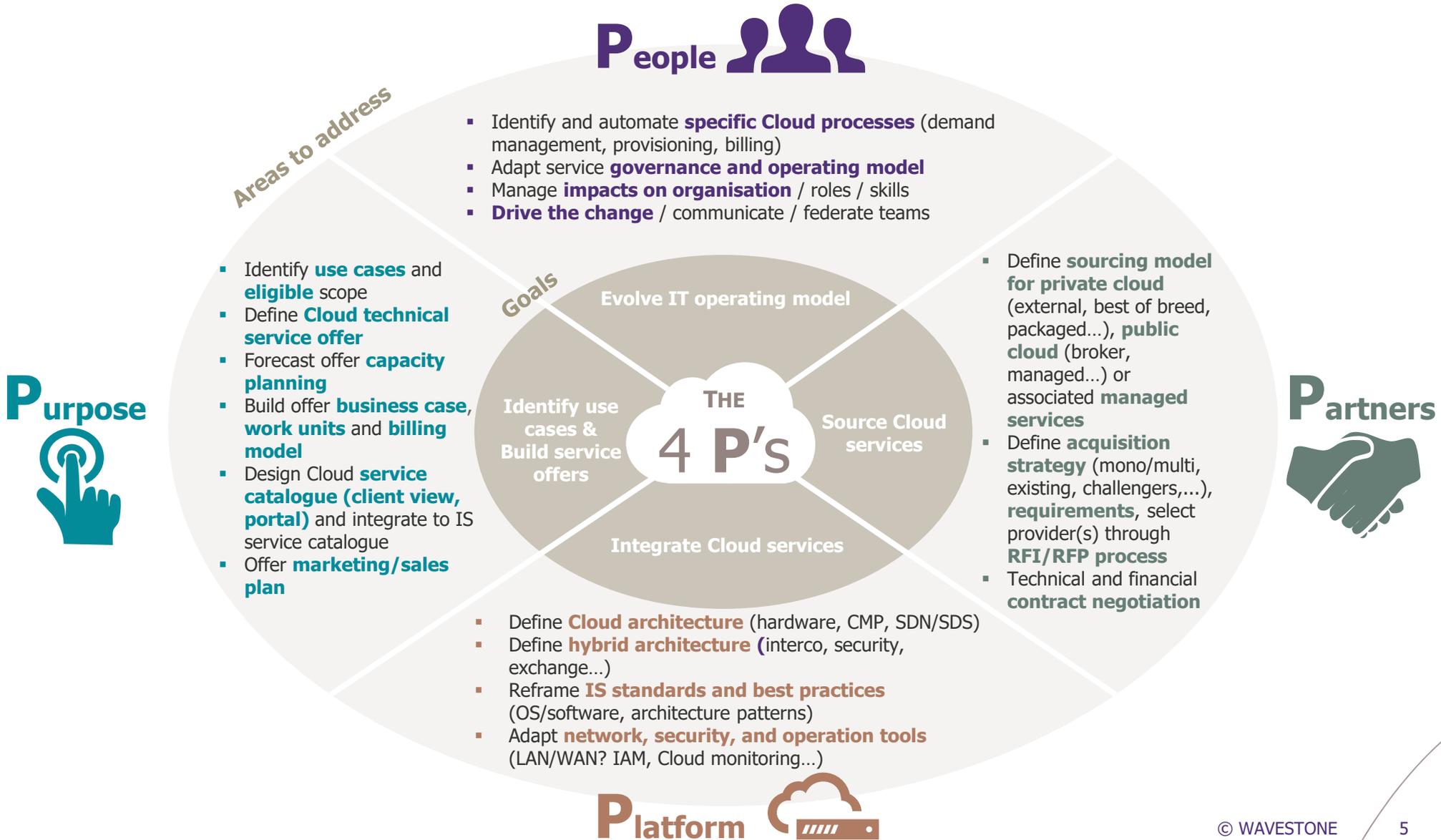


Think and plan

- ✓ **Hosting, infrastructure and Cloud strategy** definition
- ✓ **IT Master plan** (global and per technical domain)
- ✓ Technology **state of the art & market trends**
- ✓ **Business case & economic model**
- ✓ Cloud & Infrastructure **service catalogue** definition
- ✓ **Opportunity** studies
- ✓ **Cloud eligibility** analysis



...bringing together key areas of your organisation to achieve your goals



Irrespective of your target infrastructure maturity requirements, we help to define how public cloud adoption can accelerate your goals



Target a fully integrated and automated infrastructure

- ✓ Make commonplace and rationalise the computing power using **x86 technology**
- ✓ Simplify the network and make it **service-oriented** to avoid routing & segregation complexity
- ✓ Create on-demand value added services:
 - Network - Load balancing, DNS, Firewall, security groups...
 - For operation services – Monitoring, backup...



Switch from infrastructure asset vision to consumable services vision

- ✓ Propose **IaaS & PaaS offers** (middleware, DB...)
- ✓ Elaborate offers for complete **infrastructure products**:
 - Turnkey
 - Integrating operation services
- ✓ Publish those products & services in **self-service through a portal** and/or **APIs**



Become a true infrastructure service factory

- ✓ Be able to draw **resources of different natures** (internal, public cloud...)
- ✓ Shape competitive and adapted infrastructure products (cost, environment, criticality and maturity)



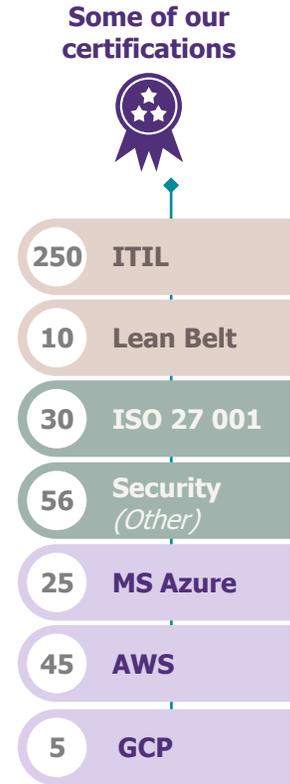
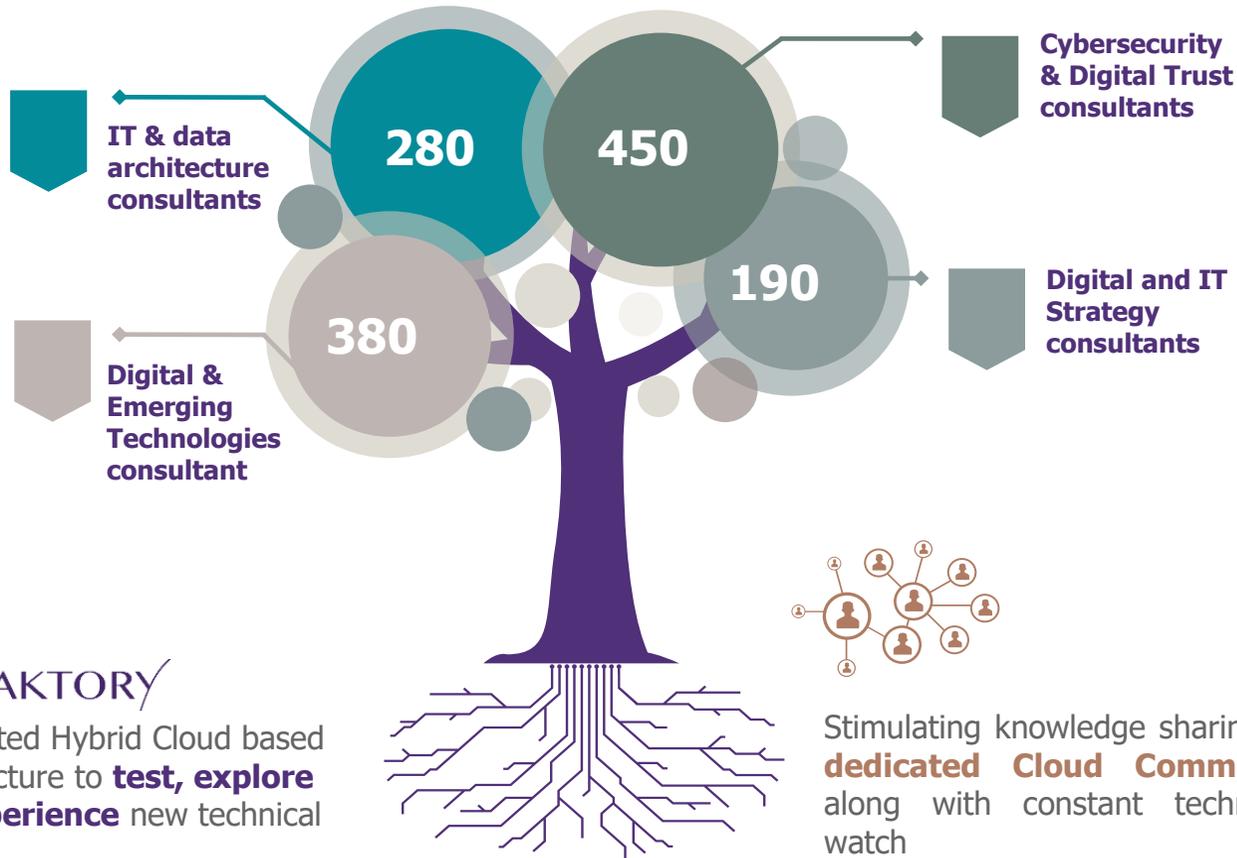
Integrate infrastructure management at the application level

- ✓ Consume infrastructure products with a culture of ephemeral environments
- ✓ Aim at **infrastructure as code**:
 - The infrastructure is described by the application
 - Infrastructure is trivialised through containers (OS agnostic)
 - Infrastructure is integrated in the DevOps pipeline (delivery chain automated from end-to-end)



Public Cloud is a potential accelerator regardless of the target maturity level

Cloud & Infrastructure topics are at the heart of our competencies with 1,300+ consultants...



Stimulating knowledge sharing and **dedicated Cloud Community**, along with constant technology watch

THE FAKTORY

A dedicated Hybrid Cloud based infrastructure to **test, explore and experience** new technical solutions

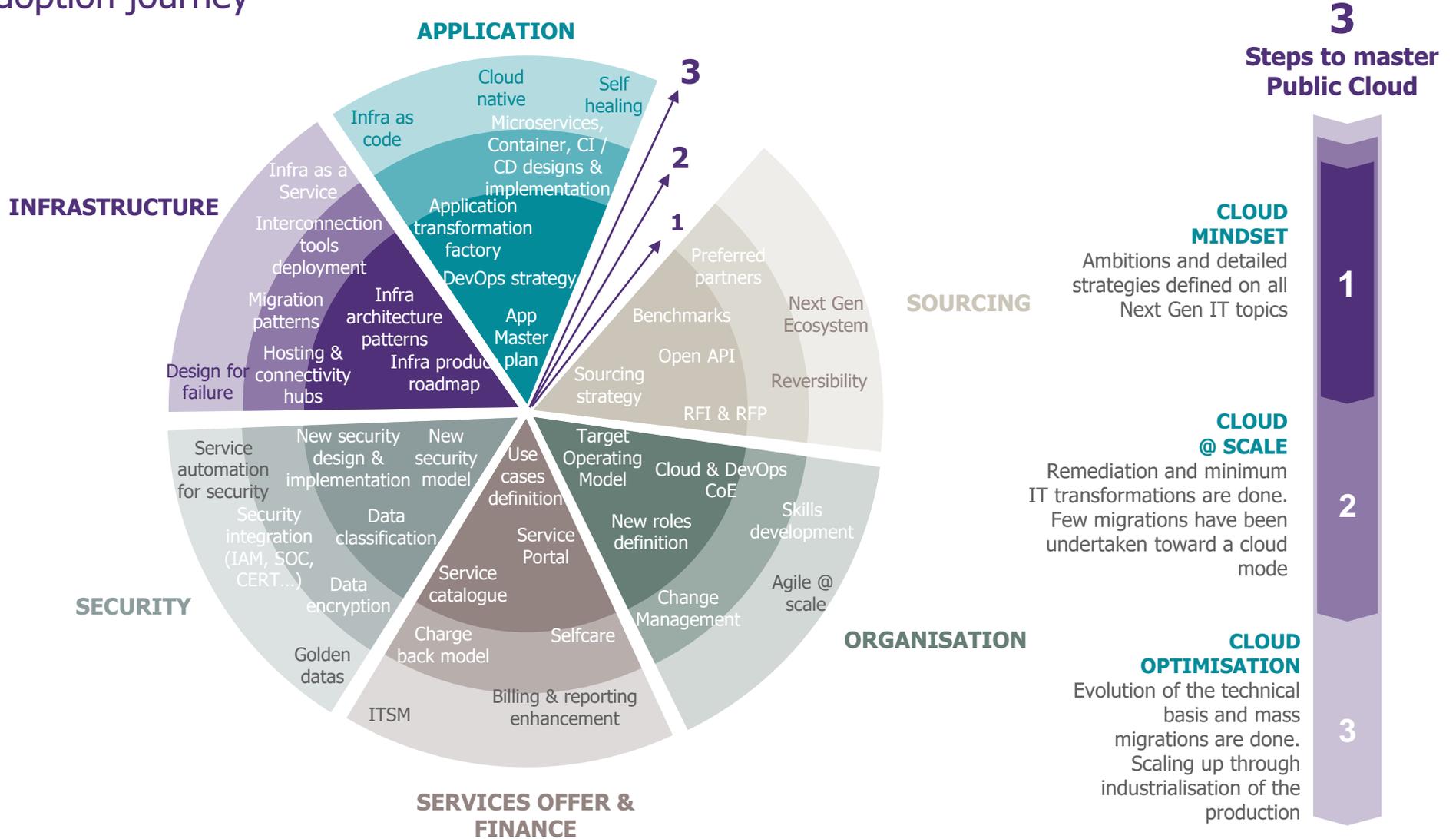


Participation in major Cloud & Infrastructure events

(AWS summit, Cloud World Expo, Cisco cloud day, MS Techdays, DCDynamics ...)

- ◆ Organisation
- ◆ Security
- ◆ Technology

...who cover a range of related topics to support cloud adoption at various parts of the adoption journey



- KPIs to measure your Cloud transformation progress...**
- # of Cloud native apps / total # of Apps, # of Cloud assets / total # of assets
 - # of IT resource requests handled by a fully automated process / total # of IT resource requests, #self managed incidents
 - Service delivery time evolution for normal requests, for incident resolution

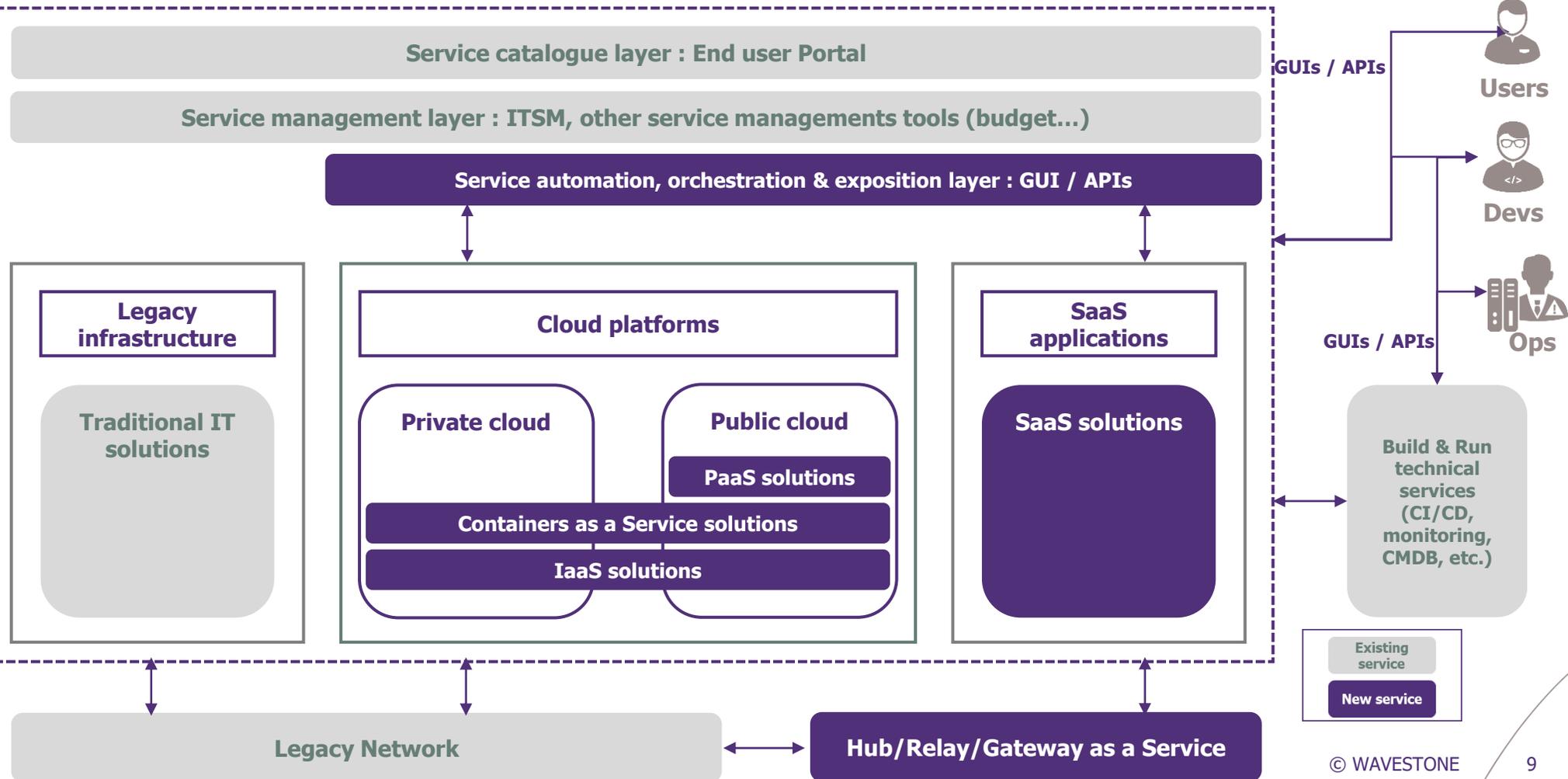
Wavestone helps you build a target state that combines various infrastructure solutions..

About the Cloud platforms

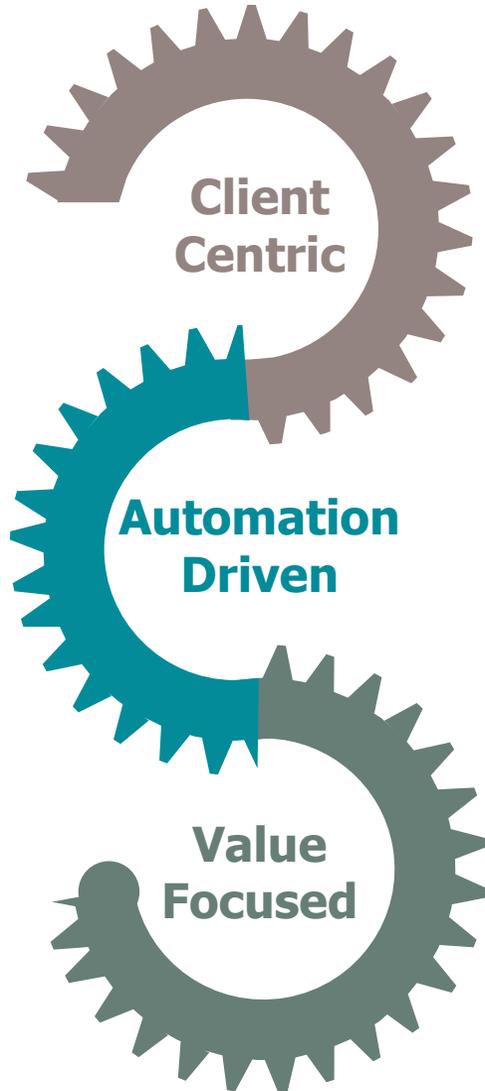
About the management services

- Hybrid to cover SaaS / PaaS / IaaS in both private and public cloud
- Multi Cloud to leverage most relevant solutions "AS IS"
- Opensource standards and fully API-sed to work seamlessly with the rest

- Centrally designed and locally implemented
- Based on internally chosen tools (not systematically provider tools)
- Not powered by unique in-house tool (CMP, ITSM)



...underpinned by Core Principles



- / Adopt an **advisory posture** and **cultivate client intimacy**
- / Drive your priorities by **client expectations and satisfaction**
- / Place shadow IT under control and stay relevant thanks to **business knowledge**

- / Package **simple IT products** to be rapidly tested and easily removed for agility
- / Automate operations, streamline process & organisation to **deliver efficiently, fast and secure**
- / **Rethink pricing model** to increase transparency and keep predictability

- / Develop **business advisory capacity** & target time to value
- / Develop R&D capacity & proactively test **innovative technologies**
- / Create **added value** & implement a best of breed approach for the rest



Appendix

Stimulated by solving challenges and driven to succeed



Business
&
Technologies



Transformation



Positive Way

A unique ability to combine in-depth industry expertise, business functions know-how and technology mastering

BUSINESS FUNCTIONS

Strategy

Innovation management & funding

Marketing, sales & customer experience

People & change

Finance, risk & procurement

Operations & supply chain

INDUSTRIES

Financial services

Telecom, media & entertainment

Consumer goods & retail

Manufacturing

Energies & utilities

Transportation & travel

Real estate

Public sector & international institutions

TECHNOLOGY

Digital & IS strategy

Digital & emerging technologies

IT & data architecture

Cybersecurity & digital trust

Wavestone, a fast-growing company



Pure-play
consultancy



€470m



3,500+
employees

15 offices
in 9 countries

Wavestone supports leading organisations shape and deliver their most critical transformations

In the UK we are the “go to” organisation for our senior executive clients for technology advisory. Our client focused approach allows us to bring deep business and technology expertise to add value to an organisation’s agenda

Cybersecurity

**Technology
Advisory**

**Operational
Resilience**

**100+ UK Employees
and growing**

**Deep subject matter capability
and practical experience**

**Independent and
impartial advice**

Underpinned by our Attitude | Approach | Adaptability



Multidisciplinary approach

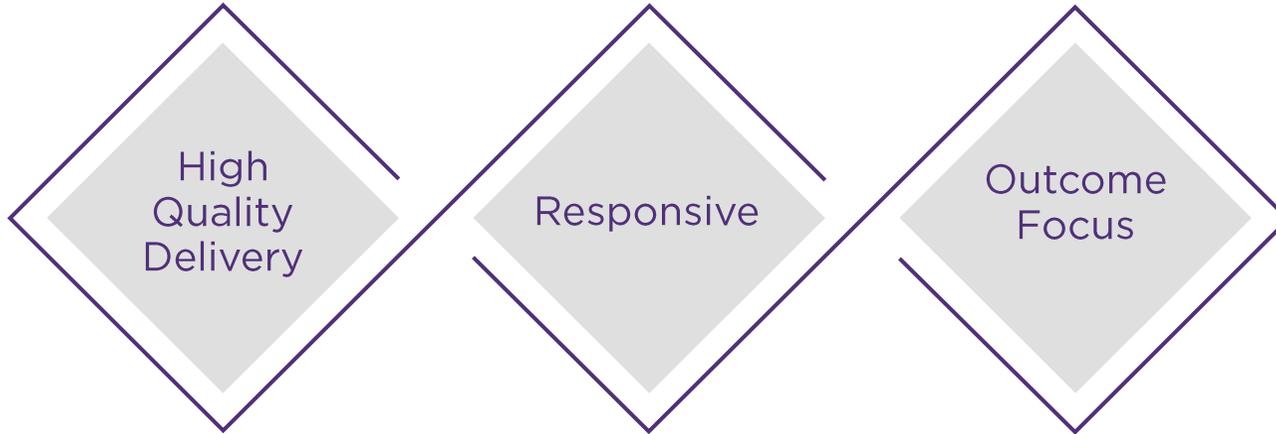
Collaborative consulting style

**Blend different
skillsets
from breadth of
expertise**

**One Global company,
flat structure,
no silos**

**Account
Manager as
single point
of contact**

How our culture drives the best outcomes for our clients



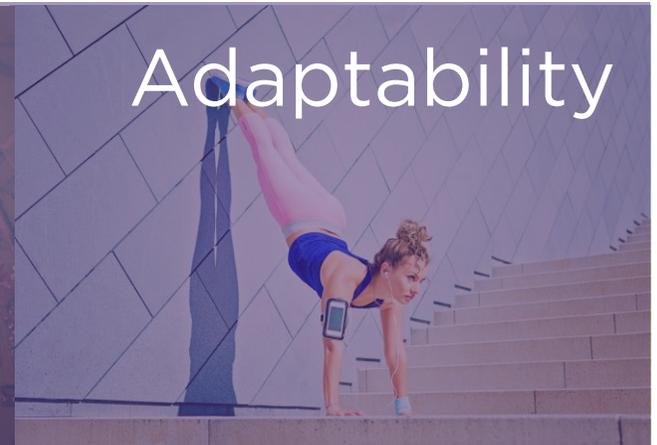
Attitude

Based on **teamwork** and **enthusiasm**, which drives the mentality to succeed with our clients



Approach

Transparency drives **honesty** and **intimacy** to create an environment of trust. Leave a legacy.



Adaptability

Always bring the best capabilities, with **flexibility** to change, delivered from a single point of contact

Here's what our clients say....

*I find there is masses of **energy and enthusiasm** and work alongside us effortlessly... through our partnership and **honesty**, we ended up in a position where we got the **outcome** we all wanted.*



COO | Global Investment Bank

*Wavestone provided programme management expertise at a very critical and sensitive time in the project. Your team was **always at our side** even through the toughest of times. Our engagement always felt like a **deep partnership**.*



US COO | Global Bank

*It has been a pleasure with working Wavestone. You have brought some much needed **expertise** and thinking to the work we have undertaken and I appreciate both the **professionalism** and **collaborative nature**.*



Head of Department |UK Regulator

Here's some of our recent work

Investment Bank



A Cloud Security review to recommend a unified cloud solutions in a secure way, with cost-effective approach



UK Government Entity



Established an effective go-to-market strategy for the future procurement of WAN services, with advisory on improving performance and reducing circuit costs



UK Regulator



Review of cyber recovery capability to ensure preparedness for recovery from a Cyber-Attack



Large Government Department



Technical Debt discovery exercise to help provide centralised view of IT Estate

The Positive Way

WAVESTONE

Mike Newlove
Partner



Jim Hennigan
Partner



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