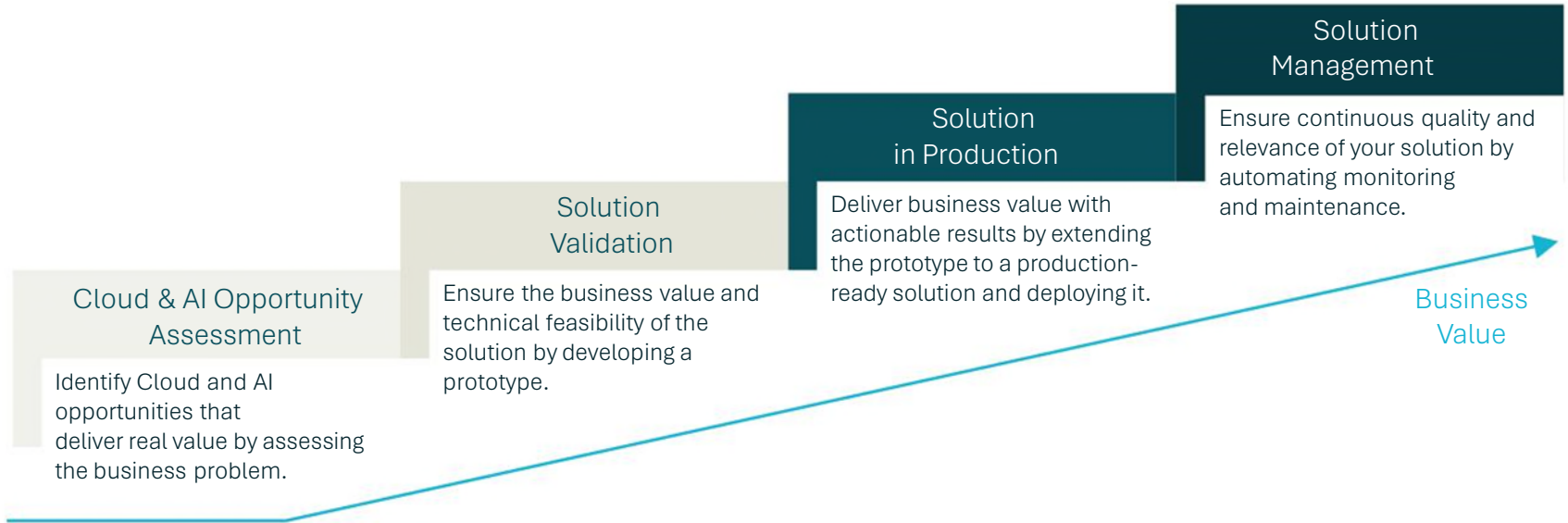




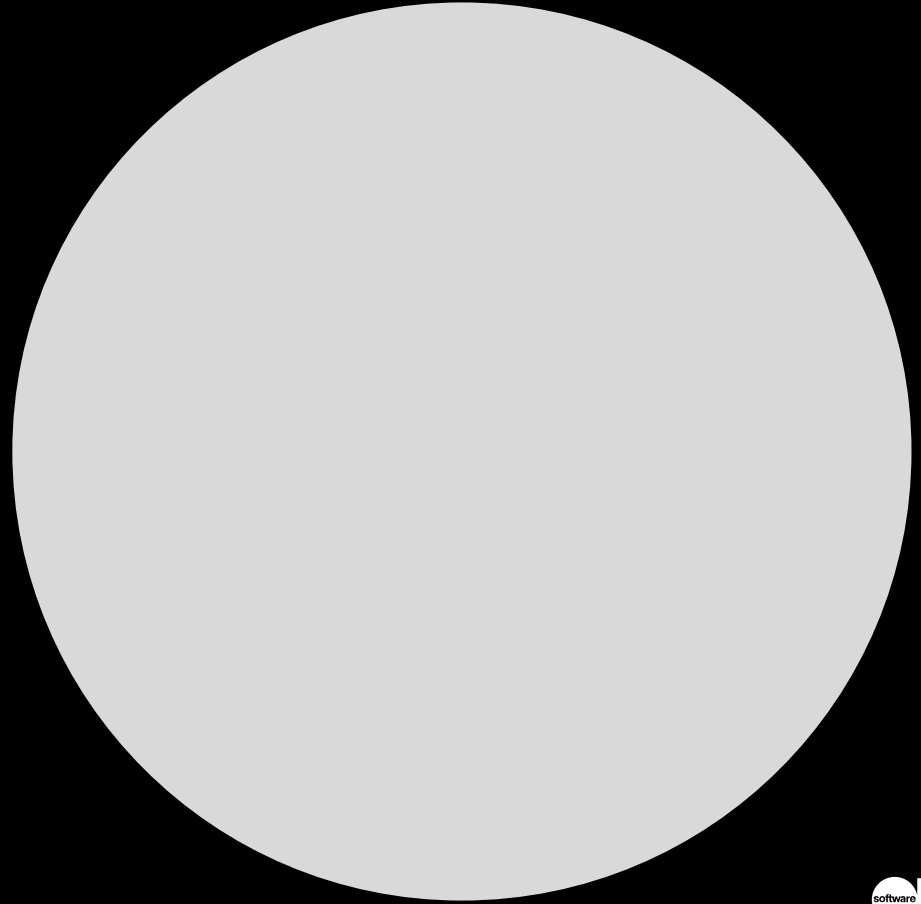
CLOUD SOLUTIONS TO LEVERAGE DATA AND AI TO GENERATE BUSINESS VALUE

Cloud and AI powered Solution Services



Cloud, data and AI Platform: Establish a strong foundation for successful cloud and AI solutions.

Landing Zone Solution



Landing Zone Service Overview

Introduction

Based on the cloud management framework, Alibaba Cloud Landing Zone provides enterprises with cloud-based IT architecture design and governance solutions that cover account management, resource management, network planning, financial management, compliance auditing, and security protection. **The service helps enterprises design and manage IT environments on the cloud for efficient collaboration, security compliance, and cost control.**

Pain Points

Organisations new to Alibaba Cloud Architecture Design

Customer is new to Alibaba Cloud and unified infra cloud architecture management and design best practice on the platform.

Account management & Cost Management

For organisations it is complex for multi-account management in an enterprise scenario. And challenging to drive cost efficiencies.

Automation of resources

Manual deployment for infrastructure resources can risk accidental misconfigurations or bring about low efficiency. By using automation, efficiency gains and deployment speed can increase.

Typical Scenarios

Management of existing resource

Customer is on the cloud already but needs a Landing Zone for optimization, such as, network design, financial management, network architecture design, compliance management etc.

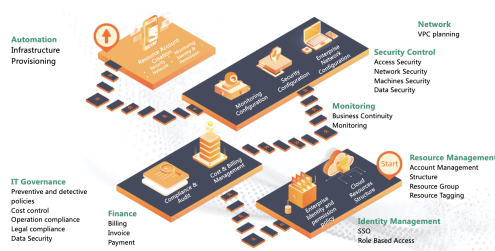
Cloud prototype environment

Customer is multi-cloud and needs a prototype environment for different cloud service providers, with this solution the customer would have a standardized cloud system management.

Long term network design

Supporting the customer to plan the network architecture for the long term including flexibility, security and management ability, unified traffic entry, to make the network suitable for long term business needs.

Service Phases



- ① Expert discovery: Research into current configurations based on business needs and usage status.
- ② Solution Design: Finish the 8 modules for Landing Zone, including consultant and design phase, and deliver the design report.
- ③ Technical Verification: Verification for solution design to ensure it is effective and meets expectations.
- ④ Auto-Deployment: Auto-deployment of the resources using templates.

Service Benefits

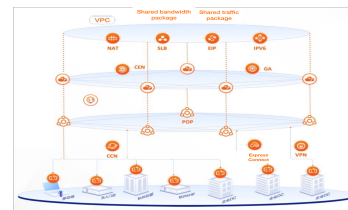
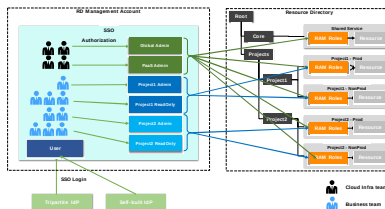
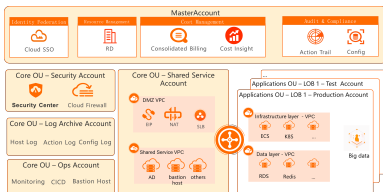
Alibaba Cloud best practice from years of experience

Alibaba Cloud has rich experience in Landing Zone service delivery and design projects.

Deep industry know-how

Familiar with finance, retail, manufacturing, automotive, sports, entertainment among other industries.

 Build a secure, compliant, manageable and scalable Landing Zone



2. Cost and Billing

3. Identity and Access

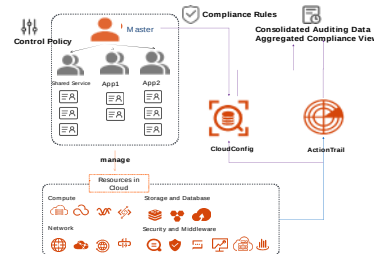
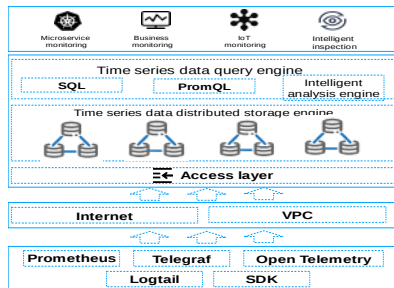
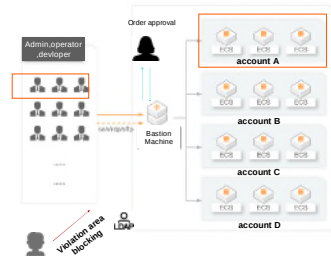
4. Network Planning

5. Security Controlling

6. Operation and Maintenance

7. Compliance and Audit

8. Automation

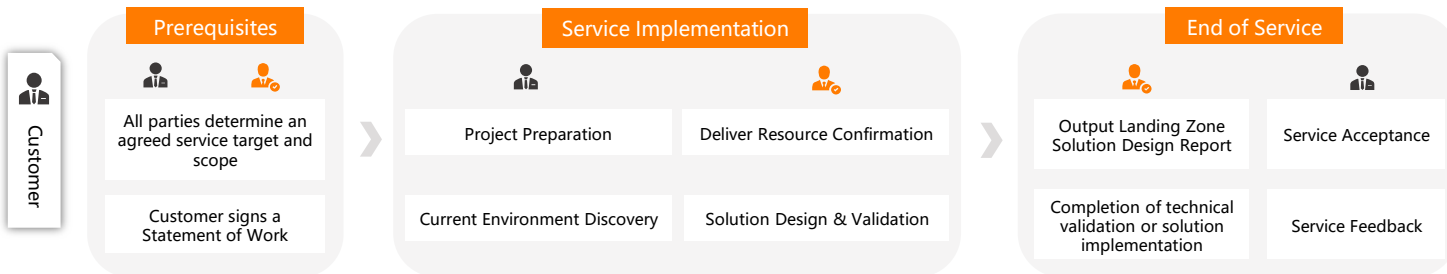


Landing Zone Consulting Service – Q&A

Pricing Model

Service Content		Basic	Standard	Advanced
Discovery	Infrastructure & Business status & Application system discovery	✓	✓	✓
Solution Design	Account Management	✓	✓	✓
	Network Planning	Choose Network Planning or Security Protection	✓	✓
	Financial Management	×	✓	✓
	Resource Management	×	✓	✓
	Compliance Auditing	×	✓	✓
	Security Protection	Choose Security Protection or Network Planning	✓	✓
Technical Validation	Validate the technical design to make sure the solutions meets expectations	✓	✓	✓
Solution Implementation	Implement and deliver the solutions based on the design	×	×	✓

Delivery phases



Q&A

Q: Do all modules of LZ service need to be used?

A: No, Alibaba Cloud will provide customised design according to customers requirements.

Q: Following the consulting report, what options are available?

A: The consulting phase will produce the design report, a customer could then leverage Alibaba Cloud to deploy according to the report, but also could invite other MSPs to do it as well.

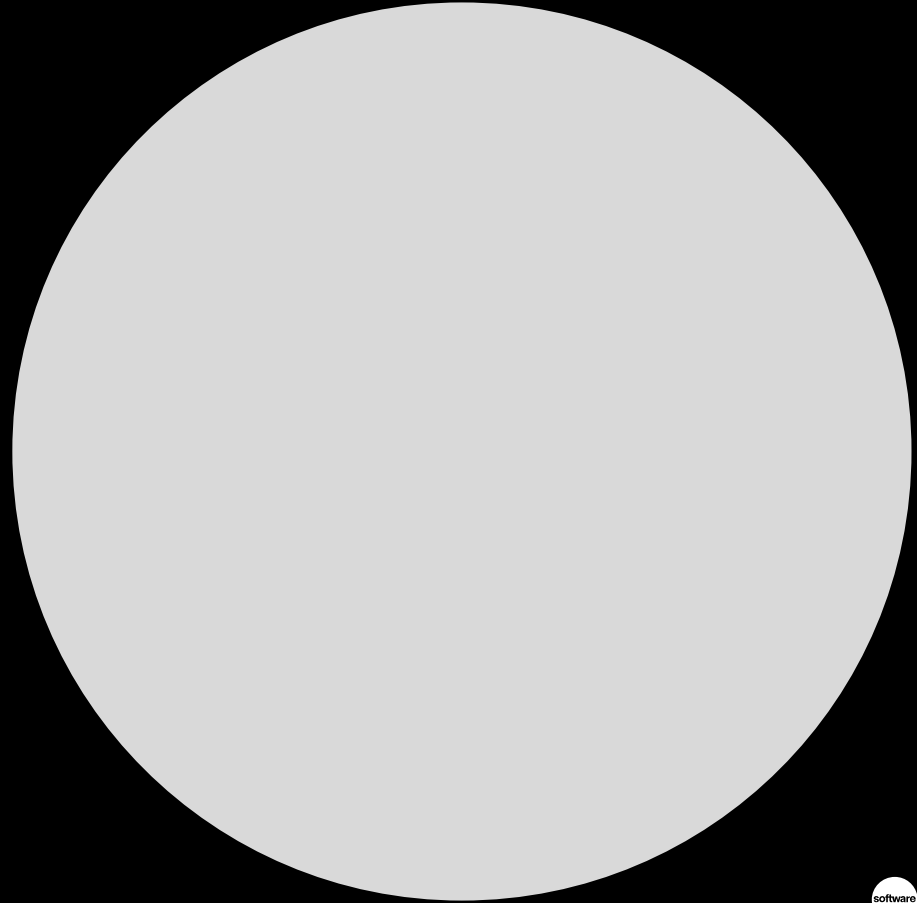
Q: What if some requirements surface following the report?

A: Any further requirements can be raised, Alibaba Cloud will provide corresponding solutions according to needs.

Deliverables

- ① Landing Zone Consulting and design solution by modules
- ② Landing Zone auto-deployment code

Migration Services



Cloud Migration Service – Overview

Introduction

The Cloud Migration Service team has deep delivery experience and capabilities to provide end-to-end cloud migration services, including cloud architecture design, cloud technology selection, technology selection-based migration solution design, technical consulting, and migration implementation support services, based on the Alibaba Cloud service system. The team supports enterprise customers in migrating their systems to the cloud in an efficient, controllable, and cost-effective manner as they embark on digital transformation.

Pain Points

Complex architecture migration

Organisations technical architecture can be complex and it is very difficult to rapidly and thoroughly migrate a workload to the cloud.

High service stability requirements

Services need to be migrated smoothly to the cloud. Data and applications must be consistent before and after migration. This requires deep experience on cloud migration.

Tight migration time schedule

Enterprises often need to complete a migration process as quickly as possible, so as to minimize the impact on the business.

Typical Scenario

Inconsistent technology architecture

Due to historical reasons, the technical architecture isn't standardised and a team is required to complete the selection and design of cloud architecture.

Not familiar with cloud best practice

Enterprises have their own technical team or MSP team, but they are not familiar with Alibaba cloud best practices, so professional cloud relocation support to ensure stability and effectiveness

High security requirements

Regulated industries have high requirements for security compliance, requiring cloud migration support to ensure sufficient security during a migration.

Delivery Experience

- ① Application architecture: complete client system architecture design on cloud
- ② Experience on cloud migration for multiple industries to achieve steady and effective move to cloud
- ③ Promote the evolution of cloud native architecture and optimize system architecture
- ④ The architecture can meet the requirements of flexibility and high availability after going to the cloud.

Service Benefits

Minimal business impact, smooth migration

Provide minimal downtime and the most effective architecture/application transformation solutions by utilising Alibaba Cloud's own mobility products and best practices.

Improve migration efficiency

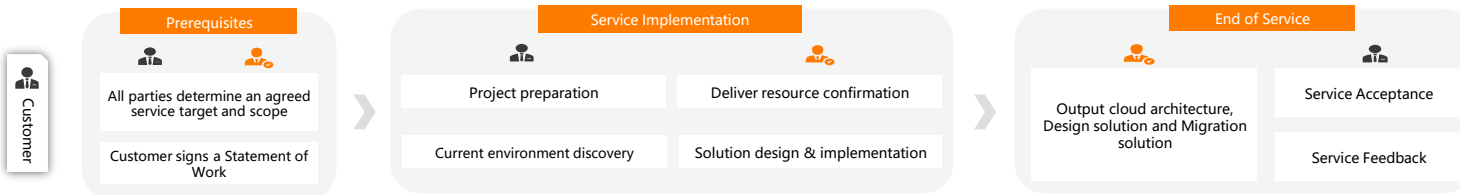
Combined with self-developed cloud migration tools and previous large-scale cloud migration cases, the service can adapt to different scenarios to achieve rapid and stable cloud migrations.

Cloud Migration Service – Pricing and Q&A

Pricing Model

Service Content		Basic	Standard	Premium
Research and Evaluation	Pre-sales and Cloud Research	✓	✓	✓
Architecture Design	Account System Design	✓	✓	✓
	Network Architecture Design	✓	✓	✓
	Cloud Service Selection Design	✓	✓	✓
	Security Architecture Design	✓	✓	✓
Migration Solution Design	Database Migration Solution Design	✓	✓	✓
	Cache Migration Solution Design	✓	✓	✓
	Middleware Migration Solution Design	✓	✓	✓
	Storage Migration Solution Design	✓	✓	✓
	Migration Solution Verification	✓	✓	✓
Migration Support	Cloud Environment Preparation	×	A maximum of 20 instances, 5 database instances, and 1 TB of unstructured data to the cloud	A maximum of 100 instances, 20 database instances, and 20 TB of unstructured data to the cloud
	Database Migration			
	System Migration			
	Cache Migration			
	Other Support for Alibaba Cloud Service			
Cutover Support	Cutover Drill			
	Cutover Implementation			

Delivery Mode



Q&A

Q: What does the migration service include?

A: Migration service includes system status survey, delivering cloud architecture design and migrating technical design.

Q: What does migration implementation Service include?

A: Technical support for migration based on the plan output; assist in application testing and validation, smooth cutover to the cloud.

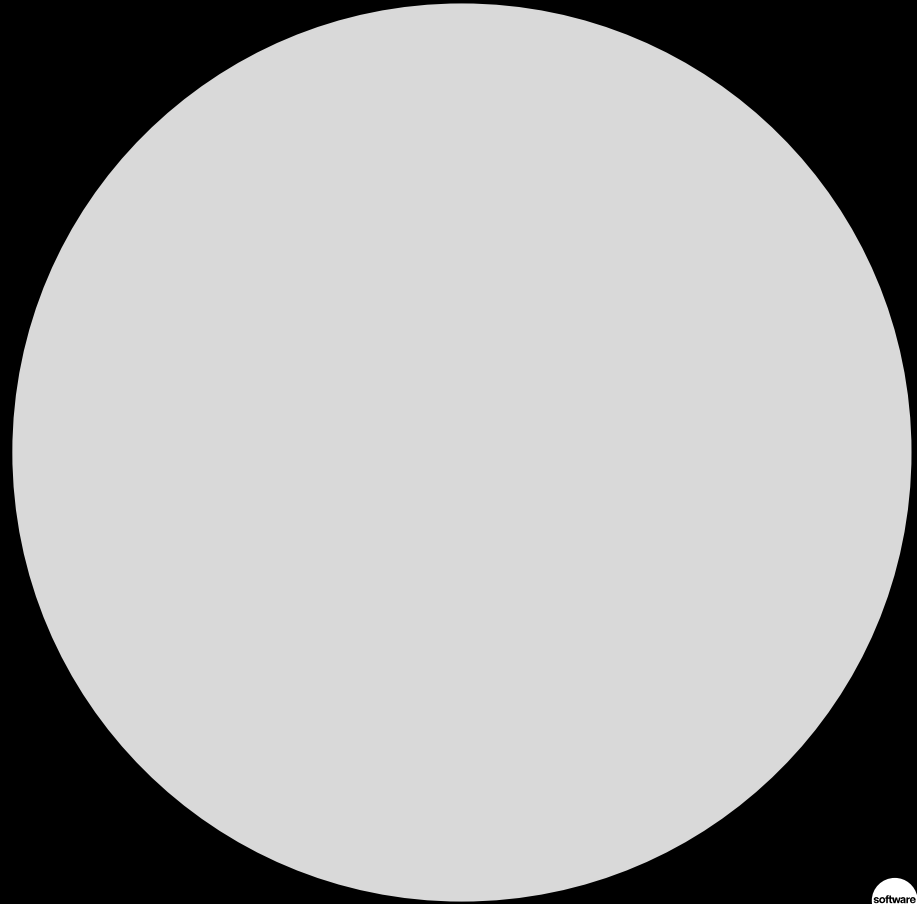
Q: How is the service delivered?

A: Depending on the required service, a combination of remote and on-site services can be provided.

Deliverables

- ① Migration design solution, Architecture design solution
- ② Migration implementation, System online, Cut-over Event Management

Security product consultation and support service



Security Product Consultation and Support Service – Overview

Introduction

This service provides consultation and support for Alibaba Cloud security products, such as practical support on configuration, based on specific business scenarios. As well as regular security inspection reports to help maximize the effectiveness of security products and improve business security.

Pain points

Unfamiliarity with Alibaba Cloud security services

Organisations new to Alibaba Cloud security products and therefore unfamiliar with best practices.

Skills gap in security personnel

Lack of security management and maintenance teams for safety-related maintenance, deployment and configuration, etc.

Typical scenarios

High Security Requirements

Companies that require rigorous security systems and aim to develop security capabilities based on professional guidance.

Strong defense requirements

Under high attack frequency scenarios, support is needed for security configurations and adjustments to ensure security and stability.

Security monitoring requirements

Improve overall security-related monitoring capabilities, and timely detection and attack risk resolution.

Service capabilities

- ① **Solution consultation:** Provide consulting services on solution optimisation, service features, and protection policy tuning for security services.
- ② **Continuous optimization of policies and configurations :** Provide targeted consulting services on security protection policies and practical configuration support.
- ③ **Data reporting:** Provide multi-dimensional reporting solutions to analyze risks.
- ④ **Support for product integration:** Configure security products to integrate with business systems.
- ⑤ **End to end monitoring, inspection and alerting:** Regularly inspect the services, policies, security event alerts, and logs to determine the availability and effectiveness of security services and protection policies.
- ⑥ **Service solution upgrade:** In cases when an upgrade to a solution is needed to respond to changes in an environment, consulting services and implementation support can be provided for solution optimisation.

Service advantages

Rich security expertise

From securing large enterprises, Alibaba Cloud has accumulated rich practical experience and technical know-how in security management.

End-to-end monitoring and proactive alerting

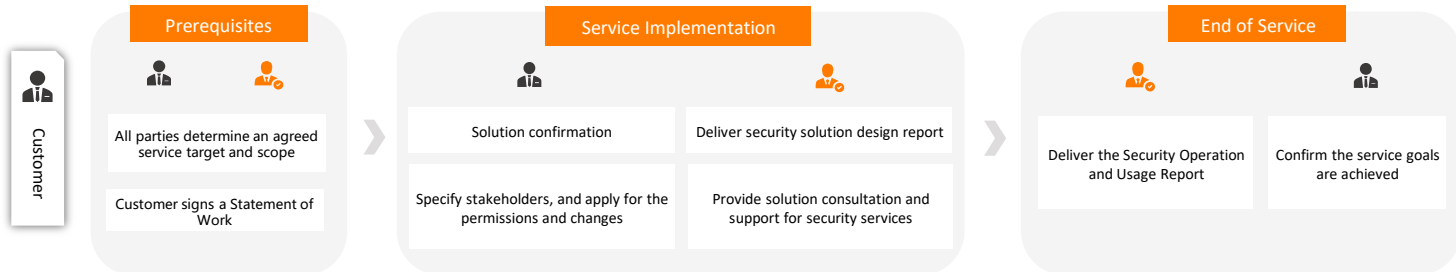
Security inspection reports are produced on a daily, weekly, and monthly basis. Alerts and notifications are automatically sent when high risk events are identified.

Security Product Consultation and Support Service – Q&A

Pricing

Service Content	24*7 Security Product Consultation and Support Service
Security solution consulting	✓
Policy and configuration optimization	✓
Configuration report consulting	✓
Access configuration consulting	✓
Routine inspection, monitoring, and alerting	✓
Upgrade solution consulting	✓

Delivery model



Q&A

Q: Does the service content support customisation?

A: Yes, the service content can be customised based on a customer's security demands.

Q: How is the service scope confirmed?

A: The service scope will be confirmed by the Statement of Work.

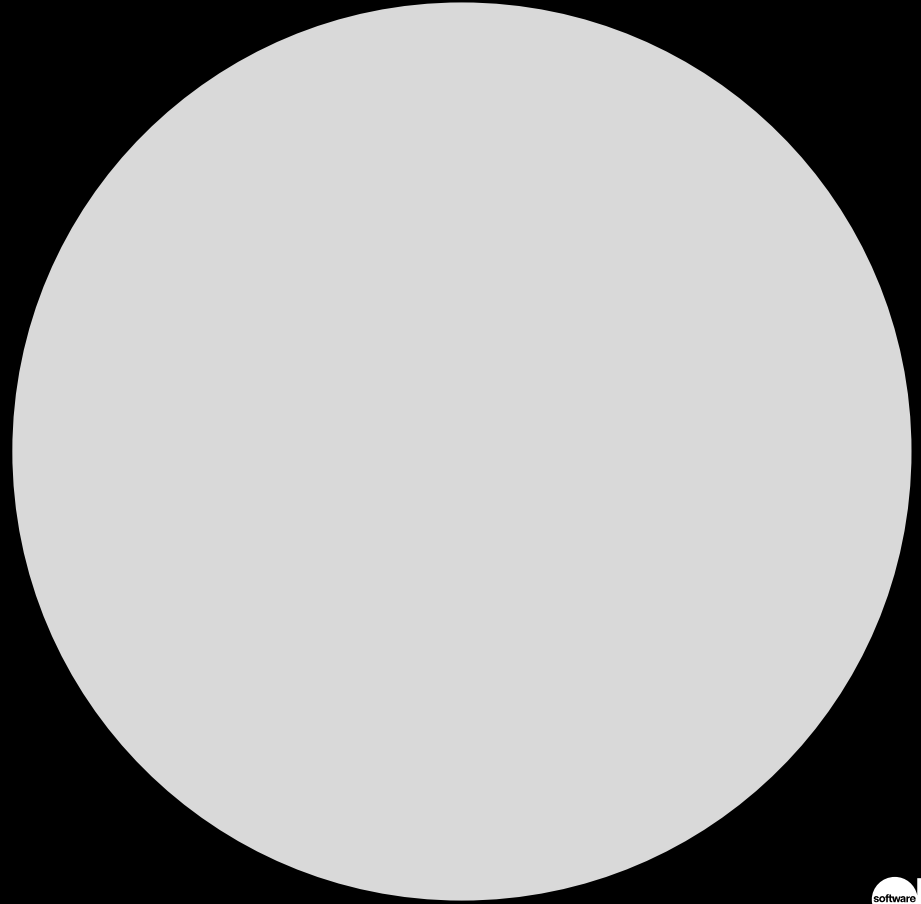
Q: How is the service facilitated?

A: To achieve the service objective specified in the Statement of Work, the service team will provide on-site and remote support.

Deliverable

- ① Security product consultation
- ② Security management and support

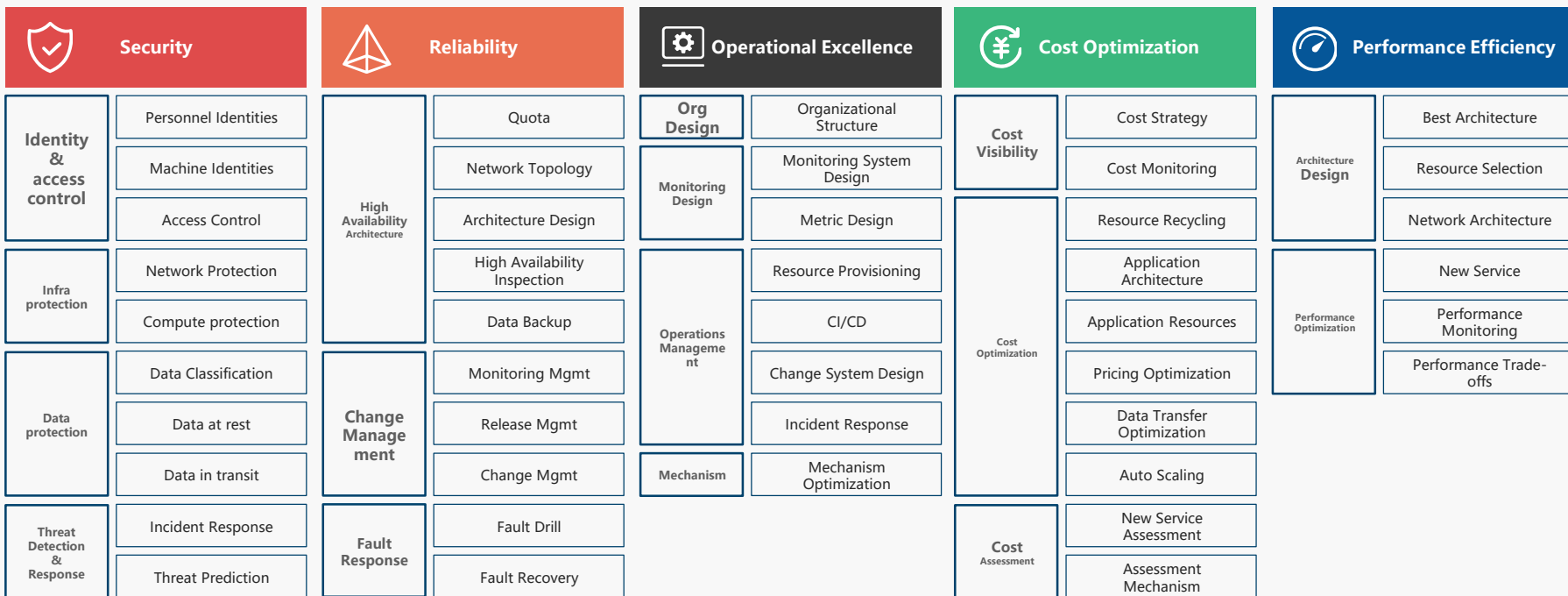
Well Architected Service



Alibaba Cloud Well-Architected Framework

Alibaba Cloud Well-Architected Framework is a set of design principles and best practices.

Alibaba Cloud Well-Architected Framework



Well-Architected Project

Phase1

Phase2

Phase3

Phase4

Measurement

- Kick Off/Requirements Collection/SoW
- Enable Maturity Report (WA Tool)

Risk Identification

- Report Analytics
- Prioritise production resources
- Prioritise risks
- Generate detailed result
- Plan remediation methods

Confirmation

- Confirm risk with stakeholders

Remediation

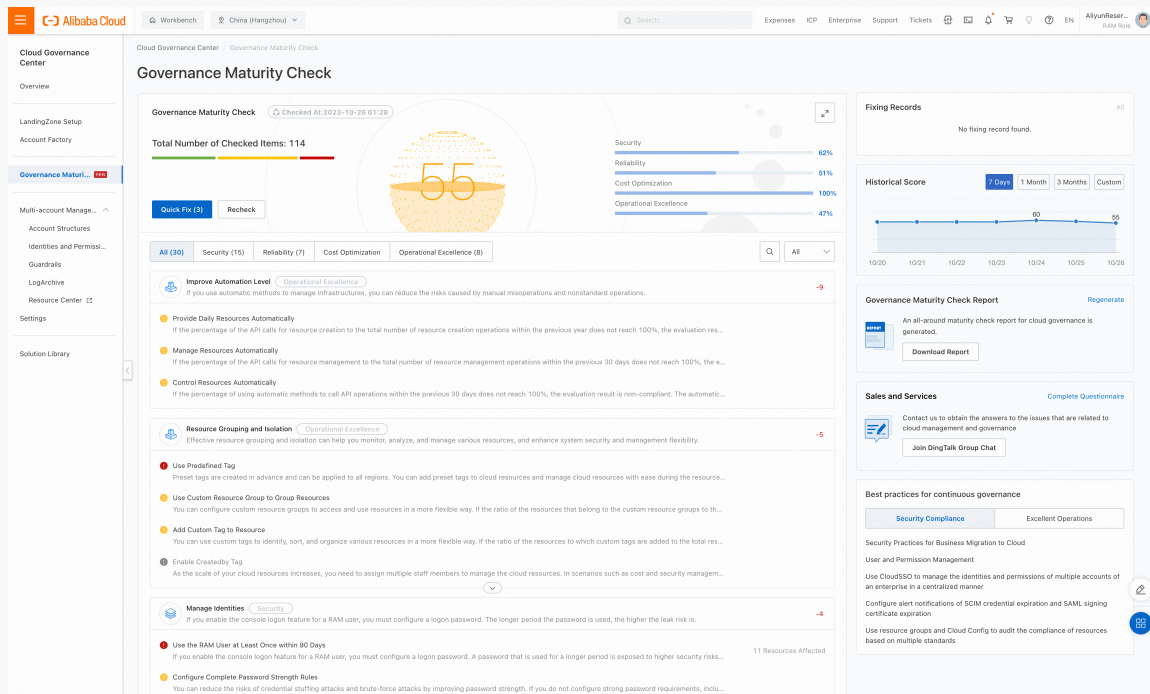
- Remediate risks according to SOP
- Re-generate report for validation

Confirmation

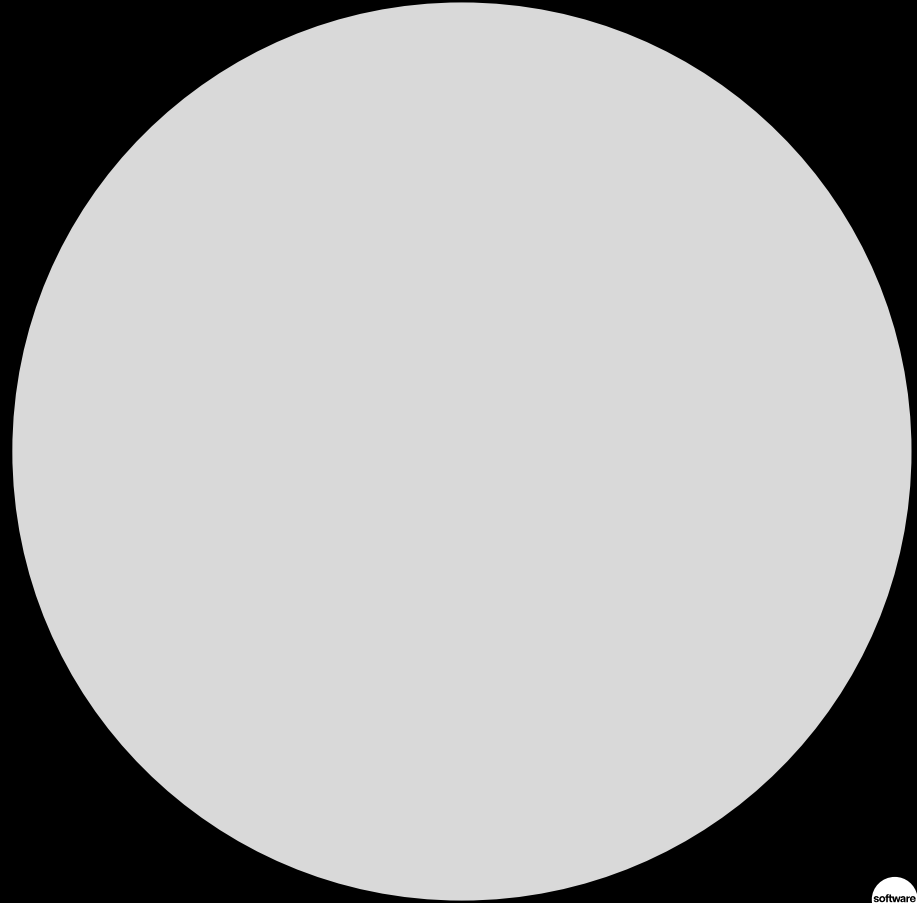
- Final Report

Well-Architected Maturity Report

Automatic assessment for your cloud account



Health Check Service



Health Check Service – Overview

Introduction

The Health Check Service analyses the efficiency, robustness and security of a system, providing solutions according to the risks discovered. This enables a customer to receive a comprehensive overview of their workload status and put in place architecture remediation plans for issues that impact the business.

Key Customer Pain Points

Poor visibility of system health

Overall system health status unknown and potential risks cannot be identified.

Unclear resource utilisation

Lack of clarity of resource consumption and system efficiency in complex environment.

Identify architecture risks in advance

It is complex to find compatibility issues and potential risks in systems that use multiple products.

Typical Scenario

Business digitalisation

Identify potential issue and risks, enhance system security and stability before business goes live online.

Periodical check

Routine check of overall resources and identification of business health status, then making corresponding optimisations.

Large event preparation

Health check before large events, enhancing stability through volume checks, architecture analysis and performance optimisation.

Service Capability

- ① Covers key IaaS-PaaS products and provides product solutions for uncovered risks and optimisation items in existing architecture.
- ② Provides dashboard and report to enable the risk visualisation.

Advantages

Output from backend tools

Systematic check on overall cloud resource with combination of backend tools.

Baseline design

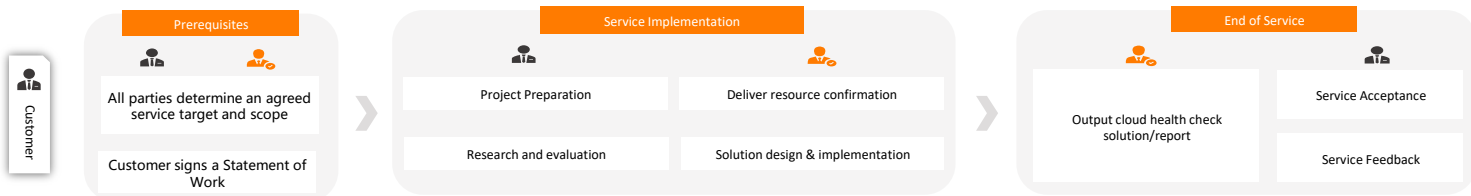
Define the health baseline from various practical use cases and tools.

Health Check Service – Pricing & QA

Pricing Model

Service Content	Default Edition
Network architecture health check	✓
ECS architecture health check	✓
Storage architecture health check	✓
Database architecture health check	✓
Middleware architecture health check	✓
Security architecture health check	✓
Price	Based on product selected

Delivery Model



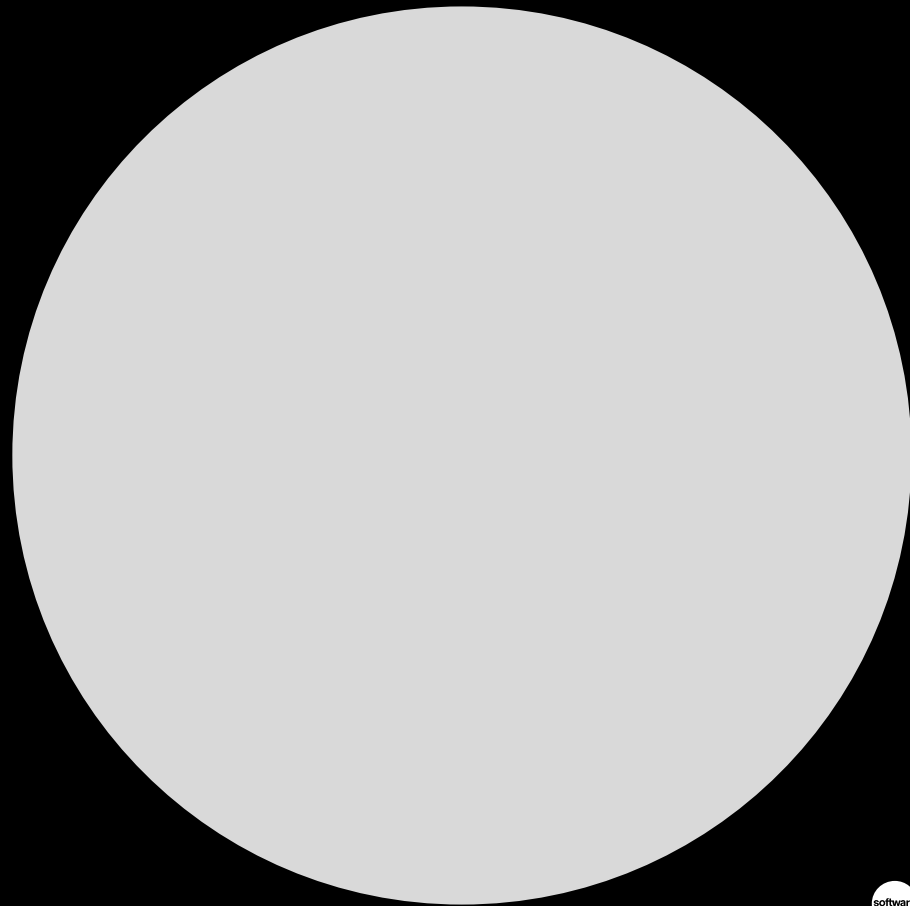
FAQ

- Q: Are recommendations on module selection provided?
- A: Alibaba Cloud can provide suggestions on module selection following evaluations and then confirm through Statement of Work.
- Q: How is scope defined?
- A: Scope would be discussed and defined in Statement of Work.
- Q: How is service delivered?
- A: Online and onsite. Delivery would be based on the service target defined in Statement of Work.

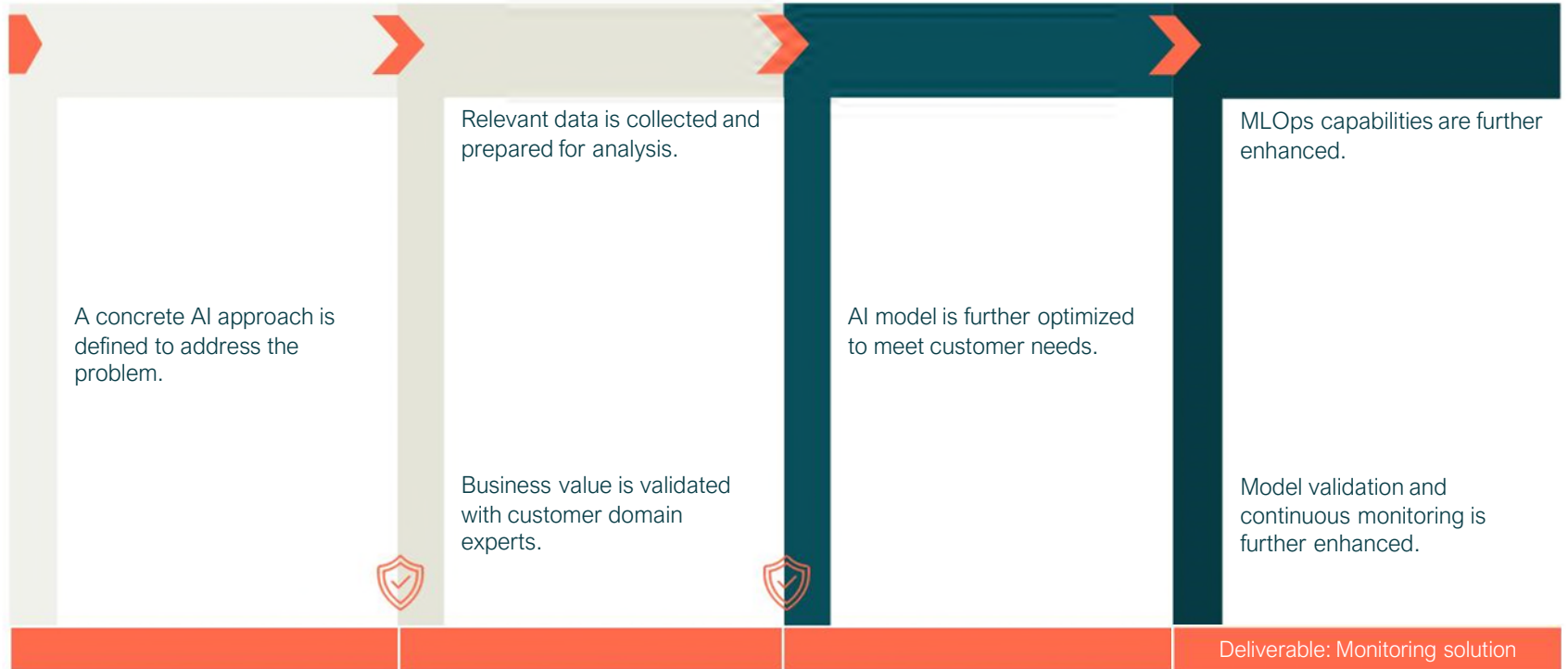
Deliverables

- ① Health check report
- ② Optimization solution

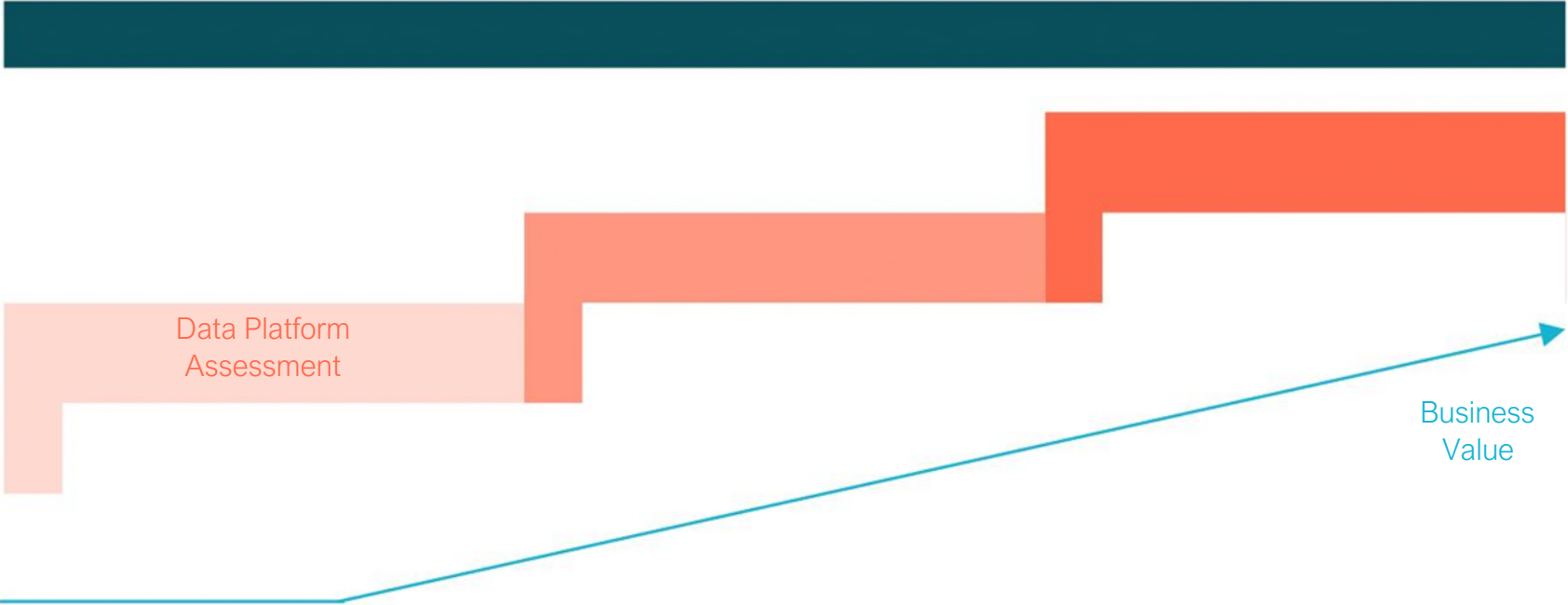
Custom AI Solution

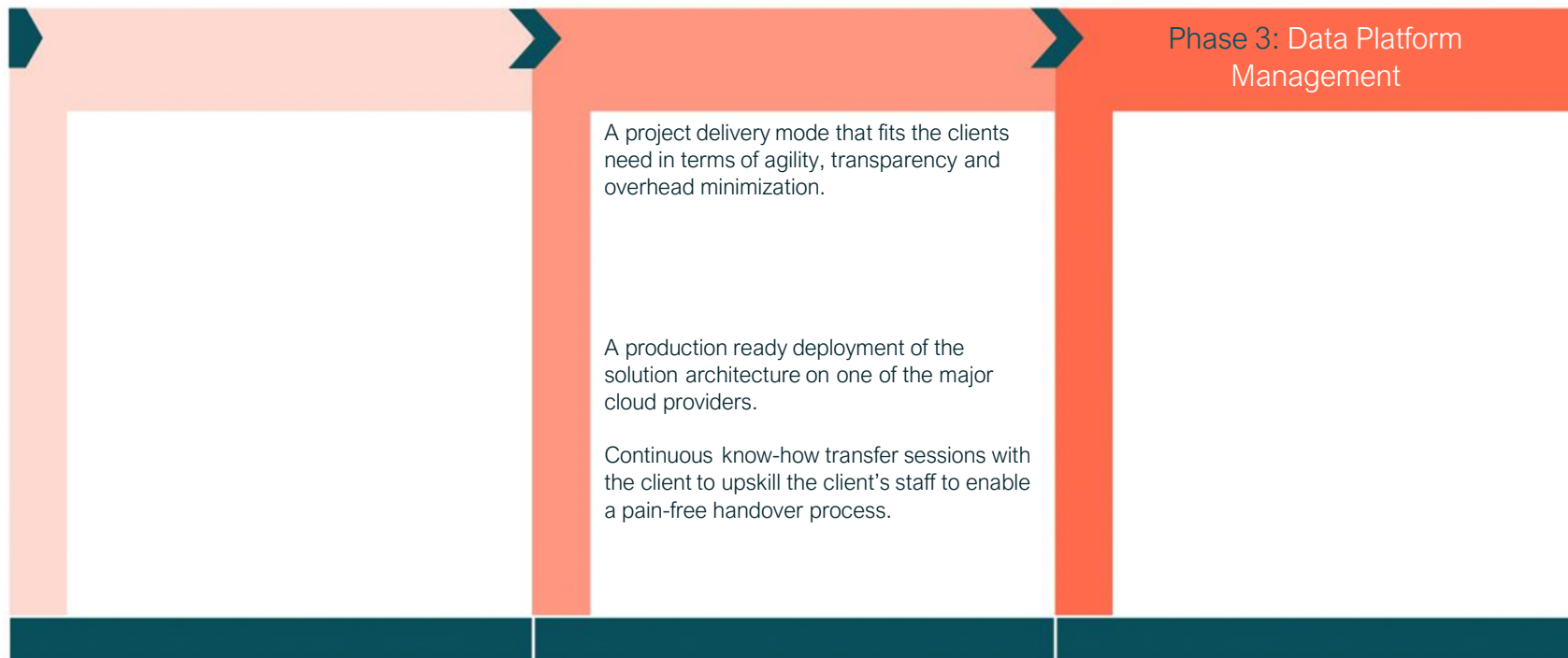


From Idea to AI Solution in Production



AN INTEGRATED TECHNOLOGY SOLUTION TO ACCESS, CONSOLIDATE AND DELIVER DATA TO USERS AND APPLICATIONS





OFFER DESCRIPTION

Description

Assess the data viability and identify potential Data & AI opportunities.

-

-

-

- Business problem is clear.
- Problem can be translated into
-
-
- Customer expectations for the scope of the solution prototype are set.

Extend an existing prototype to a production-ready AI solution by implementing required data processing and model pipelines.

-
- Data and infrastructure requirements for production-ready solution
-
- Customer expectations for production-ready AI solution scope are set.

OFFER DESCRIPTION

Adopt DevOps lifecycle for model deployment.

-
- Customer has at least one deployed
-
-

Get in touch

Technology.products-
UK@softwareone.com



Disclaimer

This publication contains proprietary information that is protected by copyright. SoftwareOne reserves all rights thereto.

SoftwareOne shall not be liable for possible errors in this document. Liability for damages directly and indirectly associated with the supply or use of this document is excluded as far as legally permissible.

The information presented herein is intended exclusively as a guide offered by SoftwareOne. The publisher's product use rights, agreement terms and conditions and other definitions prevail over the information provided herein. The content must not be copied, reproduced, passed to third parties or used for any other purposes without written permission of SoftwareOne

Copyright© by SoftwareOne. All Rights Reserved. SoftwareOne is a registered trademark of SoftwareOne. All other trademarks, service marks or trade names appearing herein are the property of their respective owners.