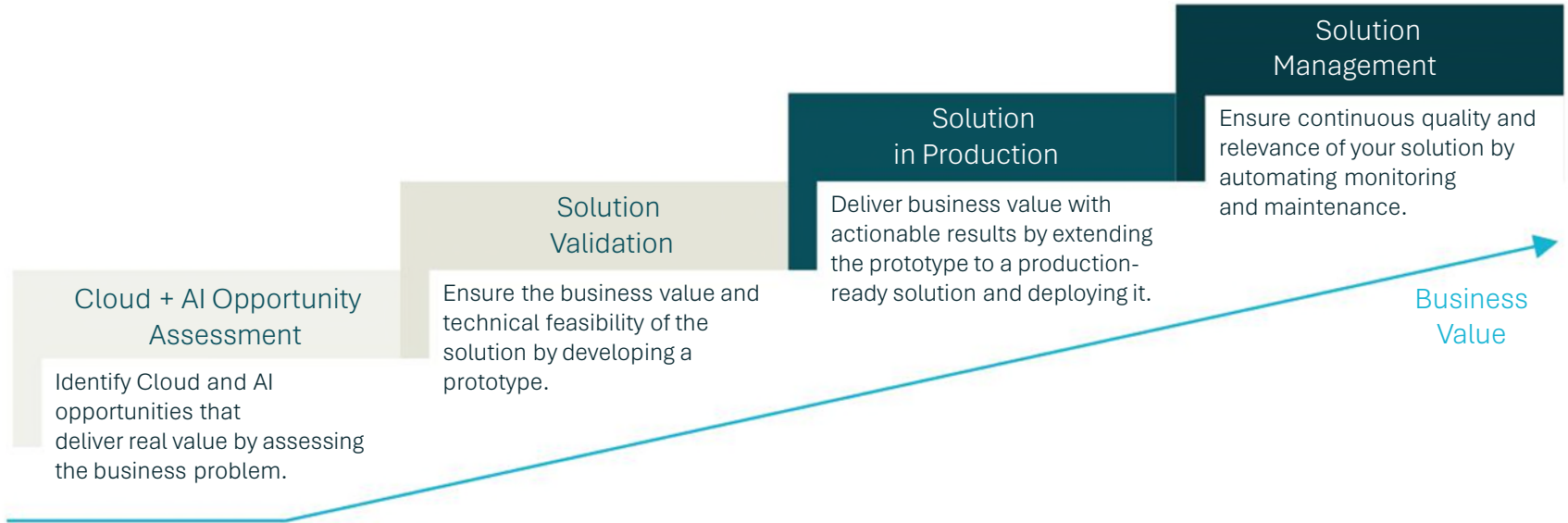




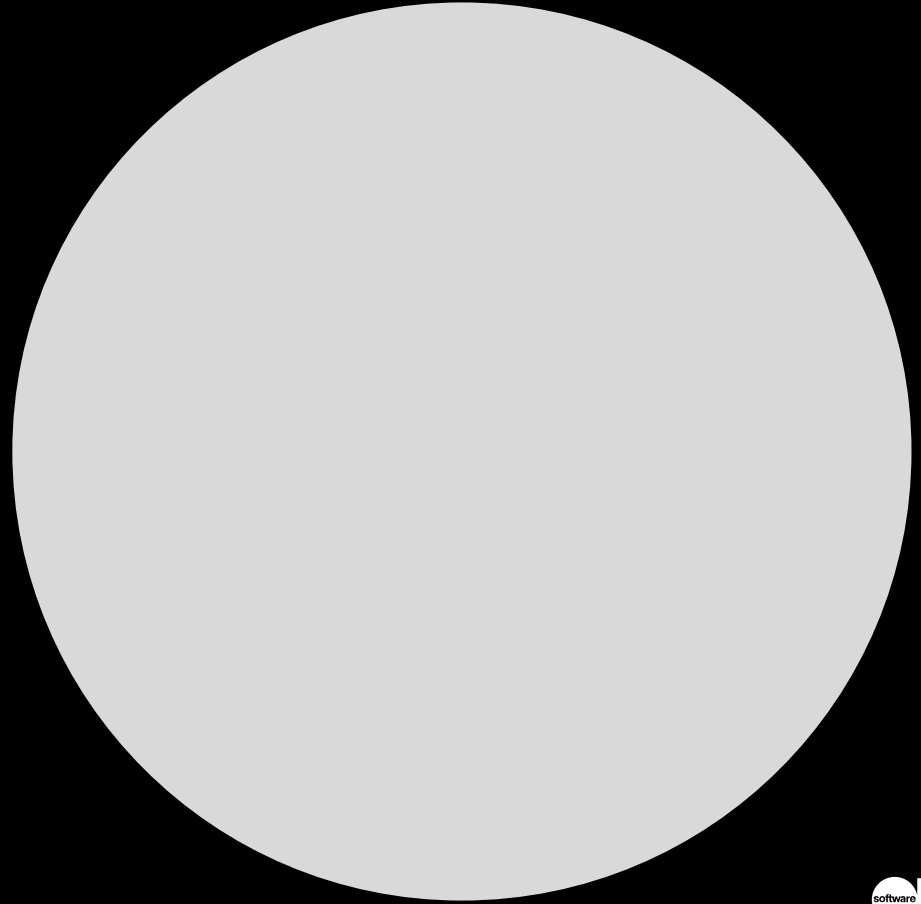
Alibaba Managed Services

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.

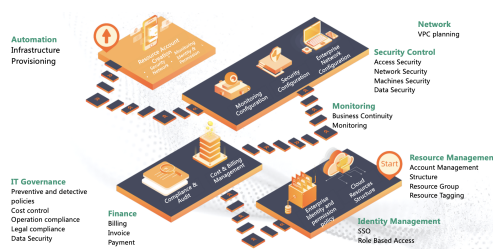
Cloud prototype environment

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

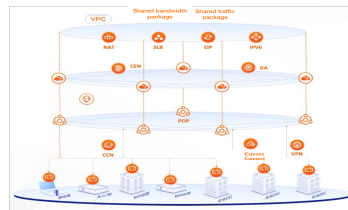
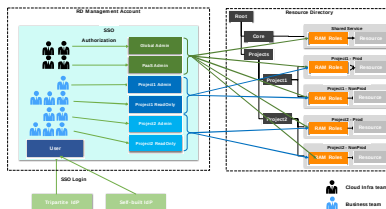
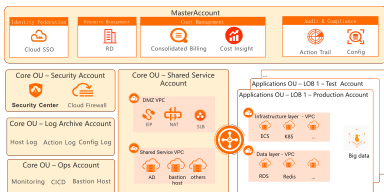
Alibaba Cloud best practice from years of experience

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

Deep industry know-how

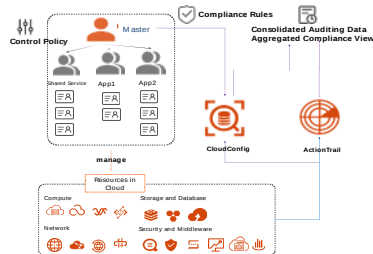
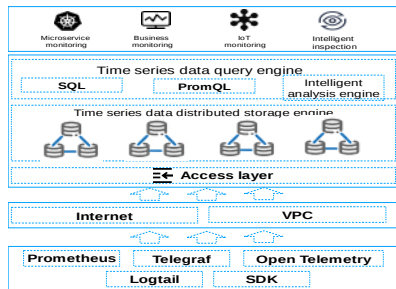
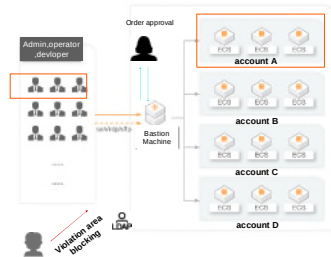
Familiar with finance, retail, manufacturing, automotive, sports, entertainment among other industries.

Build a secure, compliant, manageable and scalable Landing Zone



4. Network Planning

8. Automation

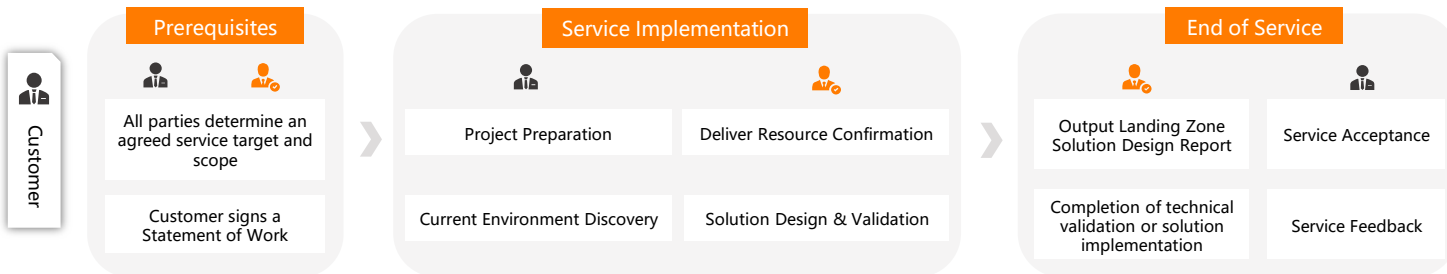


Landing Zone Consulting Service – Q&A

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

Get in touch

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