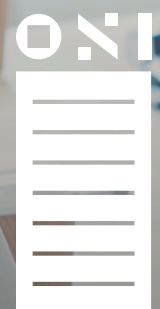


CLOUD READINESS AUDIT





ONI cloud readiness assessments provide an agnostic review of your legacy infrastructure and technology roadmap. When you decide the time is right, transitioning to the cloud can deliver a wide range of business benefits:

- Enhance business agility and reduce time to market
- Reduce capital expenditure and lower total cost of ownership
- Improve performance of business systems and applications
- Maximise long-term value from investment in legacy equipment
- Ensure compliance with security and data protection obligations
- Improve both the user and customer experience
- Consolidate servers and reduce infrastructure sprawl
- Improve visibility and management of network operations
- Align technology and process to business objectives
- Deliver a platform for future growth and profitability
- Simplify IT management and re-focus on core business projects

IS CLOUD THE ANSWER?

The market for cloud computing and applications has been maturing rapidly over the past five years. As it continues to evolve, more and more businesses are migrating to the cloud to take advantage of greater agility, scalability and cost-efficiency.

Despite some naysayers suggesting the cloud bubble will burst, the latest figures show cloud adoption is at an all time high. Gartner predicts that by 2020, 90% of businesses will be employing a hybrid cloud strategy; with technology spanning on-premises, private and public cloud infrastructures.

Over 50% of enterprises have already moved a third or more of their IT workloads to the cloud, with Forbes predicting this number will raise to 80% by 2020. The move is being driven by the demand for digital transformation, improved security and lower total cost of ownership.

CLOUD OPTIONS

Cloud computing is not one, big homogenous resource. There are a variety of cloud deployment options available, each with their pros and cons, and an even wider range of cloud service providers to choose from.

Private	Public	Hybrid
Single tenant implementation	Multi-tenant implementation	Combination of any
Complete control over data sovereignty	Limited control over data locality	Decide which applications require security vs agility
Slower to implement and harder to scale	Quicker to implement, greater degree of agility and scalability	Chose the best fit for your workloads
Tailored solution design but potentially limited application agility	Customised applications provide business agility but could create lock-in	Chose which applications require business agility or flexibility
Reliability can be greater, dependent upon provider	Reliability is more costly to achieve for production workloads	Ability to balance reliability vs cost

Business Value →

PUBLIC CLOUD

In a public cloud, computing resources and services are owned and operated by a third-party provider and made available for consumption (primarily) over the Internet. Service providers such as Amazon (AWS), Microsoft Azure, Google and IBM enable access to standardised services on a utility basis.

PRIVATE CLOUD

The principles of a private cloud are similar to those of public cloud infrastructure, with two notable differences. First, the services within a private cloud are designed specifically to meet the needs of your organisation. Second, you (or your MSP) are responsible for the monitoring and management of the infrastructure.

Thirdly, businesses can opt for single or multi-tenanted deployments; taking the benefits of private cloud and avoiding the disadvantages of public cloud, such as lock-in.

HYBRID CLOUD

Often described as the best of both worlds, hybrid cloud looks set to become the de facto choice for the majority of businesses in the future. Organisations will choose the combination of cost efficiency, security and control that best suits them.

The key to a successful hybrid deployment lies in deploying the right workloads in the right place; architect and design the infrastructure to ensure **availability is guaranteed and hidden costs are avoided. Use orchestration to automate the management for optimised performance.**



CLOUD READINESS AUDIT

The wide-ranging benefits of cloud computing may be significant. However, the scoping, deployment and management of a hybrid cloud environment is not straightforward. Businesses looking to migrate to the cloud may have concerns over security, data sovereignty, performance or availability.

The ONI cloud readiness audit spans people, process and technology to audit an organisation's preparedness for the cloud. By clearly establishing the current and desired future state of your infrastructure, we can develop a sustainable roadmap to help you achieve your business transformation objectives.

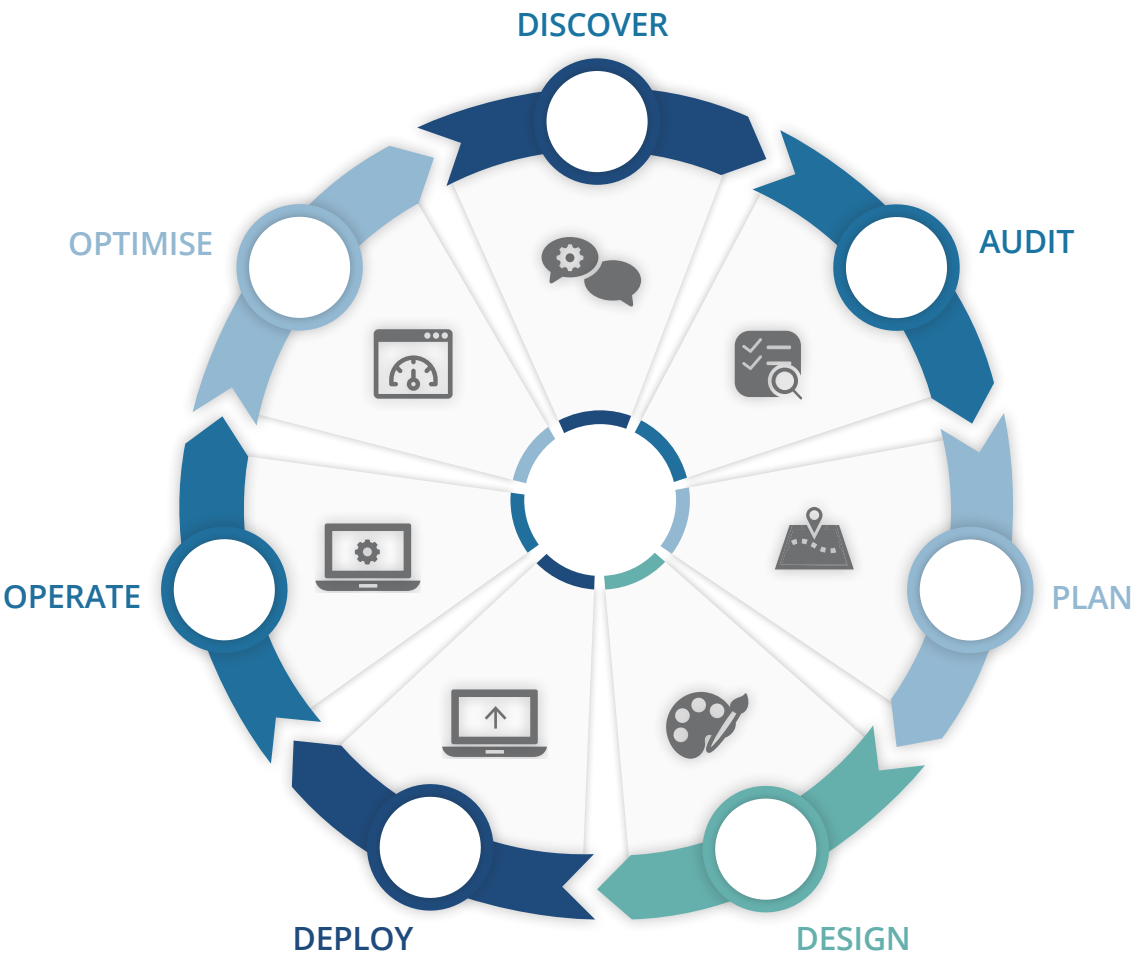
Our consultants will provide you with proactive recommendations for future strategic development and design a hybrid infrastructure that is tailored to help your organisation meet its long-term objectives.

The detailed systems audit includes a gap analysis of your virtual infrastructure, workloads, networking, connectivity and more.

A detailed report is produced that includes an implementation roadmap, benefits baseline and cost analysis. All of which can be used to help cement the business case for cloud migration.

For those organisations that have yet to make the move to the cloud, an ONI cloud readiness audit can be used to identify the potential cost, performance and resilience benefits of a move to the cloud.

If you're already using the cloud, an ONI audit can help confirm you are getting the best value from your current infrastructure and develop a sustainable roadmap for migrating additional workloads to the cloud.



PHASE 1 – Business Discovery

This will be an initial kick off meeting with the key business stakeholders to discuss and agree the business objectives and gain understanding of the current cloud strategy.

- Enhance business agility and reduce time to market
- Determine your organisation's business goals and identify requirements for an overall cloud strategy
- Determine any specific governance and compliance requirements
- Determine any key business challenges associated with a cloud delivery model
- Validate business expectations of cloud-based service delivery
- Define scope of assessment

Key Deliverables:

Align stakeholder priorities and expectations and develop a consensus on your individual cloud strategy.

PHASE 2 – Technical Audit

Workshop

- Review data centre architecture and operations
- Profile systems and review the infrastructure and management tools deployed
- Identify any risks

Collect Data

- Technical audit and analysis
- Installation of data collection tool(s)

Analyse

- Gap analysis between current and desired state (incl. systems performance & capacity)
- Development of a roadmap
- Detailed financial analysis (incl. management and maintenance costs)
- Assessment of total cost of ownership
- Support for the initial business case
- Cloud Readiness of:
 - Virtual Infrastructure
 - Networking
 - Workloads
 - Business

Key Deliverables:

Comprehensive report on cloud opportunities and readiness. Recommendation of remedial and longer-term solutions and strategy.

PHASE 3 – Transition Plan

Formal presentation of audit findings and delivery of actionable recommendations.

Key Deliverables:

Executive summary of findings

- Documentation of analysis and recommendations in Cloud Readiness report
- Identification of impacts on current services
- Recommended strategies for adoption of private, hybrid or public cloud
- Provision of cost models & return on investment information

? WHY ONI?

Established in 1992, ONI plc is a leading provider of IT solutions and services to both public sector and commercial markets. Privately owned, we offer a comprehensive range of on-site, cloud and hybrid technology solutions.

We have worked hard to establish ourselves as a centre of excellence for digital transformation, but we're not resting on our laurels. We have ambitious plans for even further growth over the coming years, which will see us increasing both our capacity and range of services. Keen adopters of new technologies, we are proud of our reputation as innovators.

Our expertise already spans core network infrastructure, unified communications and collaboration, contact centre solutions, data centre services, connectivity and cybersecurity.

ONI cloud services are delivered from our own Tier 3+ Data Centre, located in the South East of England, and include infrastructure, disaster recovery, UC, collaboration and contact centre solutions as-a-service.

ONI is committed to providing our customers with the availability, performance and agility required to transform their business. It's what we call Business Assured and comprises three core pledges.

100% UPTIME GUARANTEED

Most service providers promise four 9's or even five 9's in terms of availability, but 99.99% uptime still means you are without service for 52min 35s every year. When dealing with business-critical applications, we don't think you should compromise on availability. If you pay 100% of your fees, you should get 100% availability.

Our commitment to 100% uptime underpins our data centre and managed service portfolio; providing our customers with peace of mind that they will always have access to their data and applications.

ON-PREMISES OR CLOUD AGNOSTIC

For many organisations, the future of IT lies in a hybrid converged infrastructure that features elements of on-premises, colocation and cloud-based products and services. But getting agnostic advice on the best place to deploy each application can be difficult.

Cloud service providers naturally will only ever promote as-a-service propositions. Likewise, legacy systems integrators will have experience of on-premises hardware but not the skills necessary to transition services successfully to the cloud. In contrast, ONI offers the best of both worlds.

By combining legacy on-premises solutions with our Data Centre services, our customers benefit from transformative digital solutions, deployed where they add most value. Our agnostic approach to deployment helps organisations to gain a competitive advantage by reducing costs and delivering leaner, less complex IT solutions.

PREDICTABLE AND TRANSPARENT COSTS

Cloud services from ONI are provided from a single orchestration platform; one that offers a simplified product range and an all-inclusive price, based on customer usage. There is no need for specialist procurement knowledge to understand a complex product offering or EA pricing structure, let alone fluctuating exchange rates, making it easy to stay in control and avoid unexpected spiralling costs.

ONI Assure Managed Services provide unmatched details about the status of IT infrastructure devices; enabling IT professionals to make better informed investment decisions about life-cycle management and avoid unnecessary costs. Improved visibility of contract renewals, or when devices reach end-of-life and end-of-support, makes budgeting more accurate and more predictable.



AVAILABLE FROM ONI:

- Managed Services & Support
- Hosting & Colocation
- Networking & Connectivity
- Back-Up & Disaster Recovery
- Cybersecurity Solutions
- Contact Centre Solutions
- Mobility & Collaboration
- Unified Communications



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Established in 1992, ONI plc is a leading provider of IT services and solutions. We deliver a unique blend of on-site, hybrid and Cloud computing systems, from our Tier 3+ UK data centres. Our workforce holds over 400 accreditations from vendors such as Cisco, VMware, NetApp, Veeam, Gamma, BT and Microsoft.