



Cloud Options Analysis Service Description



Why do you need this?

All organisations have a business strategy. The role of IT goes hand in hand with the business to be an enabler. Therefore, it is essential to have a cohesive IT/cloud strategy aligned to the business requirements.

It is possible to have the view that no strategy is necessary to implement IT in the cloud, you just use it. But this will cause significant issues going forward and therefore pain to the business. There are several variations and combinations in cloud computing. These range from a single cloud solution for all needs, to no cloud required at all. This is not a one size fits all solution.

There are also other questions that need answering before the optimum fit for any organisation can be understood, some of these are:

- How secure does the information need to be?
- Where do my legacy applications fit in?
- What about data compliance?
- Where does business continuity fit in?
- What different skills are needed?

Fordway are an independent cloud service provider that can use the real-world experience of their engineers and consultants to assist organisations on their cloud journey.

With Fordway's [Cloud Options Analysis](#), the questions above can be answered and a clear IT cloud strategy produced, aligned with the business needs. The analysis will provide a review of cloud options for an organisation, aligned with existing applications, their current platforms and their business goals. It will sort through the plethora of cloud options and providers, to recommend the correct blend of cloud and cloud related services relevant to the business.

For each cloud use-case scenario Fordway will, understand the potential benefits, for example cost savings, capacity, volatility; and risks/challenges, security, regulatory, vendor lock-in, integration. These will be collated and include any non-technical elements to produce a matrix of overall recommendations unique to every organisation.

Fordway's Cloud Options Analysis will tackle some of the key myths surrounding the components and technologies purported to be essential for cloud computing. Fordway will also answer the fundamental question of private, public or hybrid and how to migrate to it, if appropriate.

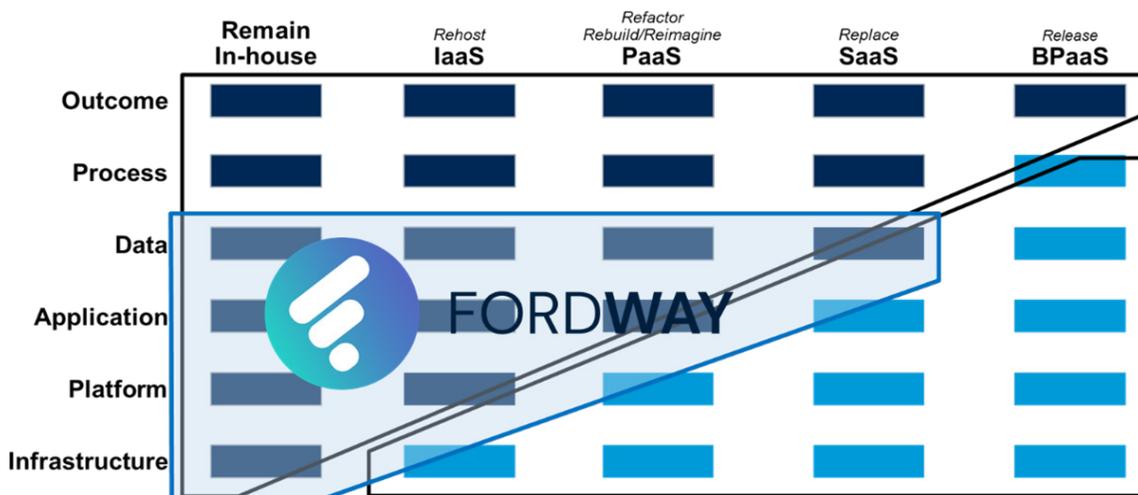


Guidance will be aligned to the 7 R'S of Cloud Migration:

OPTION	WHAT IT MEANS	CLOUD OPTION
RETAIN	Do nothing	N/A
REHOST	Migrate as-is onto cloud	IaaS
REPLATFORM	Retain application/code, move to Cloud platform	PaaS/DBaaS*
REARCHITECT	Reconfigure existing code to take advantage of cloud capabilities	PaaS/FaaS*
REBUILD	Rewrite application using cloud-native tools	PaaS/FaaS
REPLACE	Move to new suitable SaaS	SaaS
REIMAGINE	Find new way to provide service	BPaaS***

*DBaaS – Database as a Service // **FaaS - Function as a Service // ***BPaaS – Business Process as a Service (or Business Process Outsourcing)

All advice is aligned against the cloud Shared Responsibility model, a simple version of it is provided below.



Key Benefits

- **Independent** view of the organisations use of cloud computing
- **Specific advice** on the cloud options for your organisation
- **Evidenced** aligned to your applications to inform your business case
- **Normalised** against other organisations and their requirements
- **Real-world** understanding of current application setup, configuration and cloud options.

It is not just about the technology and where it runs. Secure control of the organisations information is critical, along with the ability to move this elsewhere as and when required. Additionally, the personnel needed to manage this environment requires an enhanced skillset.

Key Features

- ✓ Tailored advice specific to your business strategy
- ✓ Cloud agnostic
- ✓ Vendor independent
- ✓ How to manage legacy applications as well as EOL equipment and services
- ✓ Recommendations including skills and staff development requirements.

About Fordway

Fordway offers over 30 years' experience advising and delivering strategic IT infrastructure and IT service delivery change to complex enterprises. Fordway's consultancy helps inform your strategy and review the options relevant for your organisation. Our advice will be aligned to your business requirements. We can then assist with the ongoing migrations, operational management and optimisation of the resulting cloud service, based on best practice defined by the ITIL service management framework.

The key characteristics of Fordway's Cloud Options Analysis are:

- Business and technical requirements - the questionnaire discusses both the business requirements and the ICT drivers with key personnel from the organisation.
- Standard questions – this allows us to benchmark our services against other organisations who have undertaken this review.
- Use of independent/experienced personnel – Fordway staff have many years real world experience of a wide range of business types, systems and structures. This experience is used to validate any results and findings.
- Concise report – recommendations and a matrix explaining key application benefits and challenges regarding cloud options will be provided, along with potential costs and potential savings against industry standards and current spend.

Service Terms

Service Initiation (on-boarding)

The service is a consulting engagement. The following procedure will be used to provide the service:

- Provide a combination of Project Manager, Account Manager, Relationship Manager, Lead Consultant and appropriate consultancy team, depending on the scope of the engagement. Fordway will generally seek to provide a peering alignment with the customer
- Agree and formalise Non-Disclosure Agreements
Review the customer requirements and determine the contractual requirements
- Agree the scope of the engagement with the customer and provide a Project Initiation Document which will define the engagement.
- Schedule work
- Commence engagement
- Provide deliverables
- Complete engagement
- All engagements are run to Fordway's PRINCE2 Agile processes

Termination Terms

The service is a consulting engagement. Termination terms will be defined in line with G-Cloud contract terms and conditions.

Service Levels

As this service is a consultancy engagement there are no specific SLAs to be applied.

Service Constraints

There are no specific constraints to this service.

Financial Recompense

As this service is a consultancy engagement there are no specific recompense structures provided.

Service Connectivity

Required connectivity to access the Customer's Azure environment will be defined as part of the Project Initiation Document.

Trial of Service

Not applicable to this service.

Data Security

Any information processed by Fordway will be transitory in nature and Fordway will comply with the customer's data security procedures during the engagement and off-boarding.

Training

Fordway will provide skills transfer as part of the engagement where applicable.

Customer Responsibilities

Fordway will comply with data access restrictions and other information security policies as mandated by the customer and required within Fordway's own organisational security controls; these are defined as part of the project scoping. The customer is required to provide the necessary resources and information to allow Fordway to achieve the service deliverables agreed.

Change Management

As the engagement will be project managed, any changes in requirement will go through the process identified in the Project Initiation Document.

Technical Requirements

There may be a need to install and configure tools, agents and updates to support the service which will be defined within the Project Initiation Document if appropriate. All changes will be applied through change control with relevant communication and scheduling.

Requirements and Pricing

Fordway utilise a series of standard questions as a baseline for the Cloud Options Analysis. Which is completed with the relevant information and further understanding, both business and technical, alongside our consultants. These are usually in the form of prearranged face-to-face meetings. System information is necessary to confirm key facts and details, further access to specific applications will be required, potentially with communications to third party providers.

The analysis has the information validated by Fordway personnel and takes between two and ten days on site, dependent on the size and complexity of the organisation, plus a further one to two weeks to finalise the report. This service is by quotation and is priced against Fordway's G-Cloud SFIA rate card aligned with this service.

Gold
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Ordering

Fordway's services can be ordered by contacting your Fordway account manager or other members of our team on 01483 528200, emailing sales@fordway.com or using the contact form on www.fordway.com

Our Accreditations

ISO 9001

ISO 14001

ISO 27017

ISO 27018

ISO 20000

ISO 27001



Gold Cloud Productivity
Gold Cloud Platform
Gold Datacenter
Silver Security
Silver Small and Midmarket Cloud Solutions



Fordway Solutions Ltd,
Hambleton House,
Catteshall Lane,
Godalming, GU7 1JJ
01483 528 200, www.fordway.com

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