



Cloud Strategy Review Service Description

Why Fordway?

- ✔ Over 30 years' experience advising and delivering strategic IT infrastructure and IT service delivery change to complex enterprises.
- ✔ As a trusted Microsoft Gold partner, with numerous ISO accreditations, we will help you develop a strategic and tactical plan on how to get the best of the cloud for your business.
- ✔ Our advice will be aligned to your business requirements. We then assist with the ongoing operational management and optimisation of the resulting cloud service, based on best practice defined by the ITIL service management framework.

Why you need this?

Most organisations have started their migration to cloud, and many have completed their initial migration. Others have completed the migration of email, file systems and replaced some business applications with SaaS, and are now grappling with what to do with core business applications and legacy applications for which there are no simple and easy cloud options.

Whether you are using IaaS, PaaS, SaaS, or most likely a combination of them, it can be difficult to know whether you have made optimal choices and you are gaining the full benefits of cloud services. If you have been using cloud for some time, has your environment kept pace with new instance types, capabilities and services which the major cloud providers are releasing almost every week? If you are looking to migrate legacy applications to cloud, are there better options than lift and shift?

Fordway's Cloud Strategy Review helps organisations to assess how effective, how complete and how well you are realising the benefits of cloud by providing an independent review of your current IT environment and how effectively you are using its capabilities. We've been helping organisations for 30 years to implement and manage IT change. We use a proven method, Fordway's Cloud Adoption Model, to assess the capabilities, capacity and performance of your current infrastructure, plus your operational practices and security. From this we provide advice and guidance to help you understand potential operational improvements, efficiency gains and cost savings that your organisation could realise to improve capability, performance and security.

The process

Fordway offer two levels of assessment:

- ✓ **Free** – a high level, questionnaire based review of the key areas and a standard report covering the initial findings and top level recommendations. Information provided to us is not validated or checked for accuracy and the report is from a standard template.
- ✓ **Detailed** – a comprehensive review of business and IT systems with the information being gathered directly and validated, by experts on the business and technology components, a wide-ranging report covering much more depth of options and recommendations

The key characteristics of Fordway’s Cloud Readiness Assessment 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** – finding, recommendations and a cost/benefit analysis are provided in a concise report outlining the cost effectiveness of the current service and the potential savings against industry standards and current spend.

Requirements and pricing

Fordway utilise a standard questionnaire for the Cloud Strategy Review, which is completed with the relevant information for either survey.

The Free assessment requires the information to be provided by the organisation, with the questionnaire normally sent out in advance and the consultant being on-site for a couple of hours to assist in the filling in with the appropriate staff on-hand. The report is completed over the next few days and typically takes one day of a consultant’s time.

The Detailed assessment 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.

The starting point for full engagement is to agree the scope of the review and understand the in scope services, applications and related infrastructure.

Fordway use the following principles when engaging with customers on all projects:

- Agree scope of review
- Identify objectives, desired outcomes and key success factors
- Identify risks and provide early remediation planning
- Start the assessment from customer's existing standing and use all systems and documentation that is current and valid
- Progress iteratively with feedback to defined stakeholders
- Collaborate and promote visibility across all stakeholders
- Keep it simple and practical to achieve the objectives
- Promote flexibility, optimise and automate wherever possible
- Focus on value

The Cloud Strategy Review provides a thorough analysis of a customer's current estate, working practices, governance, security, and optionally your staff skills and capabilities. We undertake the analysis of the servers, storage and connectivity, whether cloud hosted, on premise or managed by a third party, using a range of assessment tools, plus the expertise and experience of the technical consultants undertaking the analysis. We assess your current processes and governance against ITIL v4; your security practices and enforcement against Cyber Essentials Plus; and the optional skills assessment using the SFIA Skills Analysis framework.

Once the relevant data is collected, normally over 4 to 6 weeks to allow for any month end processes or usage variations, it will be reviewed. A further element of the analysis will look at the customer's required connectivity to ensure that with modern flexible working practices your user community can securely access services from any location they are working from.

Our Cloud Strategy Review looks at the 6 perspectives for successful Cloud adoption:

1. **Business** – what is the organisation looking to achieve from cloud? Who and what is driving it? Is it realistic, and is it being, or can it be delivered? How is it being funded?
2. **People** – how are they coping with the migration to cloud? What skills do they need to learn? What skills will no longer be required? Does the IT function need to (re)organise?
3. **Governance** – what is the most effective operating model? How to manage the architecture and integration? How does the organisation monitor and manage risks and enforce policies?
4. **Operations** – with the move from on-premise, what do they need to do differently? What can the customer control and what do we leave to the provider? What changes are needed to the IT operating model? How to manage accountability and costs?
5. **Platform** – what's the most appropriate option for each of the services to be hosted? Is there benefit to be had from moving them? Do the cloud services need to be integrated, and if so how?
6. **Security** – what are the cloud providers responsibilities and what are the customer's? Do they have suitable tools and capabilities in place to enforce policies? Are existing skills suitable or do they need to learn new ones?

We agree and finalise the scope of each of these elements with the customer. Each of these perspectives can be covered at either a high level, through discussion and document review, or in depth with detailed analysis.

As part of the Cloud Strategy Review we review your current workloads against the 7 R's of cloud computing:



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)

Outputs

Output from the Cloud Strategy Review will be:

1. Report and presentation detailing findings, recommendations, reasoning behind recommendations
2. Target Operating Model and HLD for any proposed changes to current services
3. Input into customer's Organisational Cloud policy for the environment and in scope services
4. Proposed Governance and accountabilities for the in scope cloud services
5. Migration plan with timescales plus budgetary migration and run costs where applicable

Key Benefits

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

Key Features

- ✓ Tailored advice specific to your business challenges and budget
- ✓ Cloud agnostic
- ✓ Vendor independent
- ✓ How to manage legacy applications as well as EOL equipment and services
- ✓ Advice 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.

We develop deep and lasting relationships with our customers founded on integrity and trust, evidenced by our multiple ISO certifications within our Microsoft Gold Partnership.

We will help you develop your strategy and review the options relevant to your organisation. Our advice will be aligned to your business requirements. We then assist with the ongoing operational management and optimisation of the resulting cloud service, based on best practice defined by the ITIL service management framework.

Ordering

Fordway's Cloud Readiness Assessment 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



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