

CLOUDx™ FOUNDATION & ENABLEMENT

Readiness Assessment: Expert services to help maximize the success of cloud adoption.

PIVOT'S UNIFIED PORTFOLIO OFFERING

Through our Unified Portfolio, we deliver solutions across the full lifecycle of our customer's technology investments.

SERVICE CHANNELS

-  Integration
-  Professional
-  Deployment
-  Workforce
-  Managed

SOLUTION DISCIPLINES

-  Workplace
-  Digital Infrastructure
-  Security
-  Cloud
-  Emerging Technology

SERVICES VALUE STREAM



Gartner expects the public cloud market to almost double by 2020, far overshadowing the market for on-premises IT infrastructure. Organizations are moving more and more workloads to the cloud in order to gain greater flexibility and operational efficiencies. According to IDC's most recent CloudView survey, improving agility and security, and standardizing the IT infrastructure, are the top drivers of cloud adoption.

However, the cloud is fraught with pitfalls for the unwary. Not every workload can be moved to the cloud, and choosing the wrong cloud platform can create cost, performance, availability, security and compliance issues. Cloud migrations are complex, and many organizations lack the tools and skill sets needed to manage the cloud environment. In addition, cloud costs can add up quickly if workloads are hosted on the wrong platform.

Pivot offers a comprehensive cloud portfolio to help organizations overcome these challenges and maximize the success of cloud adoption, and this starts with our Cloudx Readiness Assessment. We begin with discovery of all applications in the environment and a thorough assessment of the existing infrastructure. Each application is analyzed from multiple perspectives, including financial, technical and business requirements, operational impacts, and data sensitivity. We then determine which workloads should be placed in the cloud, and match the organization's needs with the cost and functionality of various cloud services and implementations.

Pivot's cloud consultants can help organizations develop a cloud migration plan that minimizes risk and business disruption.



CLLOUD DISCIPLINE

As we enter the third era of computing, organizations will be forced to move to a digital economy. Cloud is becoming more agile than ever. IT organizations can pick and choose the services they use, and this is becoming more and more transparent to the end users. Technology is constantly evolving and extremely difficult for IT to keep up. Organizations are struggling with the shift from traditional siloed IT to a structure that is able to adapt to this ever-changing landscape.

Pivot Cloudx™ is a portfolio of services designed to seamlessly enable a client's journey into the cloud. From consulting services to securely connecting to the cloud and ultimately effectively consuming hybrid multi-cloud services, Pivot is uniquely qualified to help you realize the value of the cloud without compromising security and performance.

ADDRESSING CLOUD CHALLENGES

Although cloud service providers often tout the simplicity of their solutions, enterprise cloud migration projects are typically large and complex. Few organizations have the depth of expertise in cloud architectures to select, build and size the right solution.

Furthermore, many organizations implement cloud services in an ad hoc manner, deploying Software-as-a-Service solutions as needed and moving some non-critical infrastructure to the cloud. However, a piecemeal approach to cloud adoption can increase costs and risk while limiting an organization's ability to capitalize on cloud benefits. Strategic planning and readiness services can help organizations maximize the business value of cloud adoption.

However, cloud challenges do not end with successful migration. In a recent survey conducted by Wakefield Research, a majority of IT decision-makers said they were uncertain how to best utilize the cloud to achieve their business objectives. Eighty percent believe that their organization's leadership team underestimates the time and cost required to maintain resources in the cloud. Nearly half (43 percent) of survey respondents believe their in-house IT team is unprepared to address the challenges of managing cloud resources.

The average organization has automated 43 percent of a cloud applications and infrastructure. However, only 16 percent of organizations have automated the majority (75 percent or more) of their cloud environment. Security concerns, costs and a lack of expertise were the top three factors hindering the use of automation. Many organizations need guidance to help optimize their operations and ensure the long-term success of their cloud initiatives.

PIVOT'S APPROACH

Pivot's comprehensive Cloudx portfolio addresses the operational requirements of the cloud environment.

Our **Cloud Readiness Assessment** includes a thorough analysis of the existing infrastructure, applications and services in order to determine which workloads can and should be moved to the cloud. The assessment considers the potential financial and operational benefits of cloud migration, as well as any in-house IT skills gaps that might hinder cloud adoption. Based upon this analysis, we will make appropriate placement recommendations for various workloads within the environment.

Once completed our consultants will work hand in hand with you to determine the optimal cloud strategy for your organization. We will utilize the results of the readiness assessment to assist in planning for private, public or hybrid cloud designs and migrations. These strategic workshops are crucial to the success of the overall cloud migration and in optimizing IT to meet the needs of your business.

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