Enterprise Cloud Assessments
Stratus Innovations Group

Business Challenge

The ubiquitous, low cost bandwidth that allows organizations of every size to transact business over high speed Internet connections have significantly advanced the availability and business value of Cloud Computing solutions. However, given the rapid acceleration of new Cloud Computing solutions that are being brought to market, it has become extremely difficult for enterprise technology leaders to stay in front of this wave to proactively plan for and adopt Cloud Computing solutions for their business, versus being forced to rapidly review and adopt a Cloud Service that their business units are piloting without prior knowledge and input from the technology organization.

Our vision is that Cloud Computing should be no different than any other technology solution or delivery model that exists in the marketplace today and Cloud Computing can and should in some aspect complement and supplement the organizations existing Information Technology strategy and roadmap. This strategy can involve both the in the short term the investments in Cloud Services the organization can make to address immediate tactical opportunities, and the long term plans where Cloud Computing will be utilized as a core aspect of the organizations strategic applications and services.

In response to this, Stratus Innovations Group has developed and offering that assists an enterprise technology leader to identify the areas that Cloud Computing can be of value to their organization, and developing the plans to augment and complement the existing Information Technology long-term strategy, roadmap and governance to include Cloud Computing solutions and offerings. We have developed this offering around the upcoming Microsoft Office 365 Cloud-based internal communication and collaboration solutions.

Cloud Assessments

Our Cloud Assessment is a two to three week fixed-fee strategic consulting engagement that focuses on the following areas and deliverables:

- **Technical business case.** Understanding if and where Cloud Services can meet or exceed the organizations technical requirements along:
  1. **Infrastructure as a Service**. Cloud-based storage, hosting, disaster recovery
  2. **Software as a Service**. Communication and collaboration Cloud Services such as email, document management and document collaboration
  3. **Platform as a Service**. Elastic computing resources for seasonal applications, "skunk works" development
- **Financial business case**. Assuming the technical business case exists, is there a business case that is financially attractive to the organization? Does moving to an OPEX model from a CAPEX model provide overall benefits?
- **Long term roadmap, governance and change management**. Assuming positive technical and financial business cases, what is the roadmap for implementing Cloud Services? What does the governance model look like for Cloud Services as compared to the traditional IT governance model? How can this change be incorporated into the organization?

Microsoft will soon be releasing Office 365, which is the next version of their Cloud-based communication and collaboration solution and follow-on from their current product, Business Productivity Online Suite. Included in this release will be the ability to create, edit and share Microsoft Office documents via a browser as well as the rich Office client application. Additionally, Microsoft has created a new security model to make utilizing Cloud services as if these services are on-premises.

However, while being based on the Exchange 2010 and SharePoint 2010 platform, the Office 365 Cloud services are designed for the multi-tenant Cloud Computing model, and as such not every aspect of technology in the on-premise Exchange Server 2010 and SharePoint Server 2010 solutions are present in Office 365 version of these products and services. From this, it is important for organizations to gather a deep understanding of the new security model in Office 365 and this technology feature/function differences in order to properly evaluate if Office 365 will meet and exceed the technical requirements of the organization.

Additionally, Microsoft has created a significantly different pricing model in Office 365 from what they currently have in their traditional Open, Open Value, Select and Enterprise licensing programs. Microsoft has provided the concept of a "Kiosk Worker" pricing model in Office 365 that is a dramatically lower monthly service fee for workers who do not spend their entire working day on a computer (such as a factory floor worker or a medical floor professional).

Due to this, any organization that is evaluating the migration of legacy Microsoft Server applications to the latest release (such as Exchange 2010 and SharePoint 2010) has a tremendous opportunity to dramatically lower their cost model by moving to Exchange Online and/or SharePoint Online in Office 365. Included in our assessment is a 3-year Net Present Value (NPV) model that can help you clearly identify if a positive financial business case exists to migrate to Microsoft's collaboration and communication Cloud services.

In our Enterprise Cloud Assessments, our process is as follows:

- Interviews with your technology teams to determine your existing environment and identify critical business requirements that will drive technology requirements
- Identification of existing plans to upgrade existing communication and collaboration solutions to an on-premise environment and identify the financial model to complete this on-premise upgrade/migration.
- Development of a technology gap analysis on where Office 365 does not meet business requirements, and a plan to mitigate this risk.
- Development of the 3-year Net Present Value comparing cash flows of running the existing environment on-premise or upgrading to the latest versions on-premise to Office 365 pricing model.

Customer References

- Nationwide Children's Hospital
- Cleveland Clinic
- Cardinal Health
- United Church Homes

For More Information

Stratus Innovations Group is a technology provider that is solely focused on providing Cloud Computing solutions to drive greater financial efficiency and business agility in your organization. For more information about Stratus Innovations Group and our Enterprise Cloud Assessments, visit us at www.StratusInnovations.com, or call us at 614.939.1912.