



CLOUD TRANSFORMATION

Strategic Services that Accelerate and Optimize Digital Transformation Initiatives

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 Experience
- Application Modernization
- Network Optimization
- Security Fortification
- Cloud & Datacenter Transformation
- Customer Experience

SERVICES VALUE STREAM



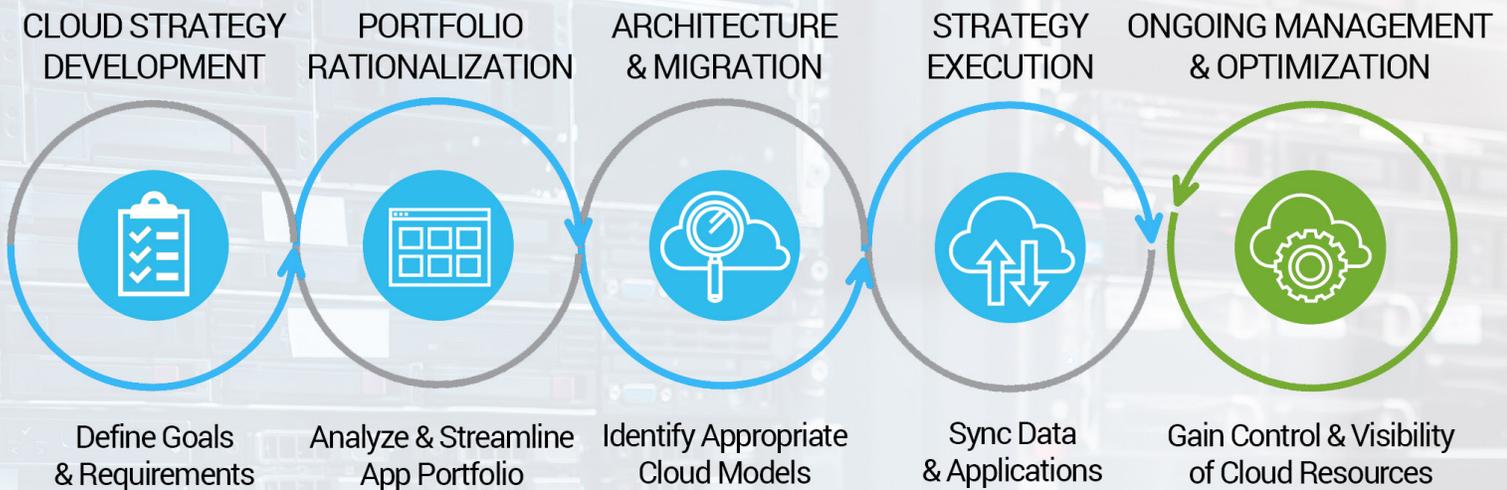
Enterprises are investing heavily in IT solutions to support their digital transformation initiatives, but many technology leaders are struggling to better position IT to meet business objectives. Legacy IT environments built on a box-by-box basis are not aligned with today's service-driven consumption model. With applications running in the cloud, on-premises and at the edge, the overall IT industry is moving from an infrastructure-centric approach to a workload-centric model. CIOs lack the resources and skill sets needed to make a timely and seamless transition to this new model.

Also, the confluence of many technologies and variables such as cloud security, edge computing, containerization, and heterogeneous system integrations make it difficult for CIOs to execute their strategies, meet increasingly stringent SLAs and address multiple security vulnerabilities. True innovation seems out of reach.

The hybrid cloud can alleviate some of these issues. By effectively balancing on-premises and cloud-based applications, organizations can maximize application performance and security. However, the move to "the cloud" comes with a new set of challenges. CIOs must evaluate cloud technologies, platforms and providers and map their application portfolios to the cloud model. They must also manage the skills gap associated with a growing number of cloud management tools.

The Pivot Technology Services Cloud Transformation team is uniquely positioned to help customers achieve their digital transformation goals. Our consultants leverage a collaborative approach that pulls from a team of experts representing all of our Digital Transformation focus areas. This team analyzes the existing data center architecture in conjunction with application workloads, and identifies strengths, weaknesses, opportunities and threats to better align the IT environment with business objectives. This enables them to develop an effective digital transformation strategy while ensuring that operational requirements continue to be met.

CLOUD TRANSFORMATION FRAMEWORK



As the cloud becomes more of an application delivery mechanism, organizations are looking for more detailed analysis of the overall cost structure. Real-time cost monitoring helps maximize the efficiency of various cloud platforms and prevent the cost overruns and poor resource utilization that often plague cloud initiatives. Pivot also helps customers create and foster an IT culture and service model that streamlines the learning, adoption, implementation and delivery of new technologies that create competitive advantages.

SOLUTION SUMMARY

Pivot's Cloud Transformation practice has developed a data-driven five-step framework with specific deliverables at each phase to enable continuous digital transformation:

Cloud Strategy Development. Pivot begins by gaining an understanding of business challenges and goals through interviews with key executives. The Pivot team then gathers data on the customer's existing environment and workloads using automated tools and discovery workshops. Applications are categorized and prioritized based upon cloud readiness. This enables our strategists to formulate a data center and cloud strategy that will maximize existing investments and minimize business disruption.

Portfolio Rationalization. We engage our tactical and engineering teams to determine the application categories, and build out a cost model based upon hosting locality. This makes it easy for customers to determine the most cost-efficient cloud or on-premises platform for each workload. Application rationalization

and Software-as-a-Service analysis facilitates rightsizing of the environment prior to developing a workload migration strategy.

Architecture and Migration. Pivot's engineers, ecosystem partners and platform specialists have deep expertise across industry-leading on-premises and cloud technologies. Our team can design private and public cloud solutions and develop a hybrid architecture that meets the requirements of each workload. Security and data management will be integrated into the solution to minimize risk. Pivot will also recommend any adjustments to the IT organization and operational processes that may be required to support the proposed solution.

Strategy Execution. The Pivot professional, deployment and integration service teams will configure and implement any on-premises infrastructure and set up cloud services in accordance with the design and architecture step. Pivot's professional services will also assist in migration services to complete the transformation to a hybrid design in accordance with the customer's timelines.

Ongoing Management and Optimization. The readiness assessment will have identified the tools and skill sets needed for ongoing management of the solution. The Pivot team will conduct a knowledge transfer and help implement the appropriate cloud-based or on-premises management tools. Pivot also offers comprehensive managed services to fill skills gaps and enable the customer to offload routine maintenance tasks.

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