Your **Cloud Strategy** starts here

**It all begins with your application portfolio**

We’ve all heard the many benefits associated with adopting cloud services as the platform for specific workloads. While in some cases, the choices are obvious, most of the time, a complex set of parameters must be evaluated to optimize the application to select its best cloud platform.

Completing the creation of this cloud strategy is key to executing a plan that will allow your organization to adapt to a changing world, enable the elimination of technical debt and simplify complex applications and infrastructure to deliver on the promise of digital transformation. There are multiple benefits that arise, but perhaps the most important is to enable the business to capitalize on emerging revenue opportunities.
Assessing business considerations

Developing the cloud strategy for your organization begins with an understanding of your organization's top business priorities.

Dell Technologies begins with a combination of automated and manual data collection, including interviews and workshops with key stakeholders and service delivery managers. Gathered data is evaluated to assess applications and services that will provide your organization with the greatest opportunities for growth and long term success.

As part of business classification, an inventory is developed and a priority ranking for existing applications is completed, weighing critical business priorities using our proprietary, tool-based methodology. An accurate view of the importance of the business application portfolio is now known. Organizations are armed with the information they need to right-size their infrastructure investments and reduce operational costs.
Understanding the application portfolio

Building an inventory of the applications in an organization sounds easy, but – in and of itself – may be elusive. Then answering questions like **how important** is each application, **how is it used** and what, if any, **critical functions** does it perform? Are there **opportunities for consolidation**? And fundamentally what is the **appropriate investment strategy for each application**?

As the portfolio is better understood, the future state comes into focus and other questions are answered like is cloud right for my applications, what apps should be modernized and how, how to migrate applications at scale, how to identify and eliminate low value applications, how to effectively manage end-to-end optimization across organizational boundaries and others help to frame a strategic vision for the application portfolio and requirements for the supporting infrastructure and operating model.
Disposition analysis

With an organization's priorities and application inventory in hand, we can perform a disposition analysis focused on assessing the business and technical health of the applications relative to economics, performance and ongoing capability to satisfy business requirements.

Combined with the state of the technologies in use, supportability and maintainability, skills and competencies and the complexities of deployment we can plot each application into a matrix of dispositions to determine the appropriate investment strategies in one of four quadrants: retain, modernize, migrate or retire. Scoring and placement are determined based upon the business criticality and technical suitability.

By combining these data with financial considerations such as total cost of ownership of each application and transformation costs, a complete ROI model may be developed that enable customers take action and reduce cost.
Dependency analysis

An automated process of **discovering, analyzing** and **documenting** the relationships between technology components: Servers, Platforms, Networks, Storage, Applications, and other components, reduces risk and facilitates effective migrations with a clear understanding of device & application interdependencies.

Dependency data can be used to build application bundles for analysis, data center/cloud migration and disaster recovery/business resiliency planning.

We deliver a set of reports and visual blueprints of network elements, applications and databases which establishes performance baselines.
Cloud suitability and selection

Determining cloud suitability is an important phase where we target applications for the optimal cloud delivery model or traditional IT deployment. Going one step further, recommendations for the most appropriate architecture can be made based on business, technical and financial drivers. Development of a cloud fit index is based on a company’s specific business requirements and can be completed by characterizing each application by a number of criteria: lifecycle stage, technical characteristics (such as data management, workload, workflow, and access), business service requirements (performance, availability, and regulatory or legal concerns), user demographics (number of users, geography, satisfaction), and application type (transactional, business intelligence/reporting, communications/collaboration, etc.). This not only provides a measure of transformation complexity, but can be used as the basis to estimate migration costs.

Having determined the application’s fit for specific cloud models, we can capture cloud application requirements and drive design mechanics.
Single or multi-cloud

Public, private, hybrid. All of the above. In the RightScale 2018 State of the Cloud Report, they found that **81% of organizations have a multi-cloud strategy.** That shows organizations are taking multi-cloud seriously and seeing that adopting a cloud strategy that looks holistically across clouds is the future. Perhaps more importantly, the report found that organizations, on average, are already using five clouds today.

In order to properly tie multiple clouds together you need to consider a few elements:

- The benefits you expect to attain from adopting a cloud model
- Those cloud models needed to attain business objectives
- The optimal tactics and strategy to meet your goals

We help ensure that you choose the cloud infrastructure that supports your goals and business objectives. The cloud infrastructure organizations select needs to be able to be deployed quickly, be integrated across compute/storage/networking, and should support cloud access.

The right cloud infrastructure can be used to create single interfaces that allow managing and provisioning of resources in a hybrid cloud model (see – **hybrid cloud isn’t so old and busted after all**). Tools can be used to centralize cloud access, perform cost analysis, and simplify cloud consumption.
Results of implementing a cloud strategy

Determining your cloud strategy and executing across the three primary disposition pathways: there are **savings opportunities ranging from 28-96%** on a per application basis and depending on which pathway is realized.

Across a large enterprise this could represent **100’s of millions of dollars per year in savings**. What’s critical is to get started, build a cloud strategy, pilot change, and use today’s application portfolio as a starting point for understanding the future state.
Financial impact

Cost to move analysis
Increase speed and agility:
• Quickly deliver business results
• Adapt to a changing world
Decrease cost and complexity:
• Eliminate technical debt
• Simplify

Understand your application portfolio:
• Accelerated optimization through cloud
• Rapid profiling to disposition applications to targeted outcomes

How do we accomplish this?
Utilize business, technical and financial drivers
Provide tangible results:
• Migrate applications to cloud
• Modernize applications
• Archive information assets and retire applications
Deliver end-to-end program management
Align business strategy for broader impact and success

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