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JOURNEY TO THE CLOUD: PLOTTING THE PATH TO STRATEGIC ADVANTAGE

Grant Tanner
Star

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Journey to the Cloud

Grant Tanner

Business Development Director

Aim of the Presentation

- What you can achieve via Cloud
- Transformation versus Migration
- What you must demand from a Service Provider
- What is possible
- How you make the journey
- What are the benefits
- Example of a successful transition

Journey to the Cloud – Plotting the Path

In Sourced/DIY

Outsourced/Out Tasked



IT SERVICES PORTFOLIO

Comms Room

- Non Standard Platforms
 - LAN Equipment
 - Legacy Applications
- Mission Critical Data
 - Exchange and AD
 - PABX
 - CRM
 - ERP
 - File and Print
 - SharePoint
- Document Management
- Content Management

Creation of Private Cloud Services...

Have you transformed?

Have you gained advantage?

Service Considerations

Business Driver

- Increase Service Levels
- Increase System Management
- Seamless Migration
- Scalable Platforms
- Predictability
- Commercial Modelling
- Risk Avoidance

Potential Solutions

- Dedicated Service
- Improved Business Tools
- Best of Breed Partners
- Performance Measuring
- On-demand financial model
- Discovery, Design, Planning, Migration, Implementation, Management

Potential Solution Considerations

Commercial Requirement

- No Risk
- Commercial Options
 - Server Environment
 - Transformation vs. Migration
 - Support Costs
- One Monthly Price
- On-demand Scale
- Set Service Catalogue
- Transparency

Ideal Service Provider Profile

- Fees at Risk Through SLA
- Amortised Solution
- Zero Parallel Running Cost
- Demonstrable Operational Cost Reduction
- Increased ROI
- Transactional
- Commercial Partnership
- Partner Management

Star's 3 Stage Process

Stage One – Migrate or Transform

- Discovery
- Design
- Planning
- Implementation

Stage Two - Support

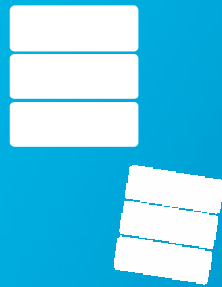
- On-demand
- Secure
- Enhance
- Consolidate
- Report

Stage 3 - Extend

- Seek joint cost reduction opportunities
- Drive Out Waste
- Thought Leadership
- Commercial Flexibility
- Continuous Improvement Program
- Control and Transparency
- Business Intelligence
- World Class Services

Simplify the Solution

Storage



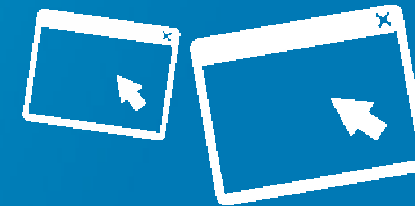
Hardware



Security

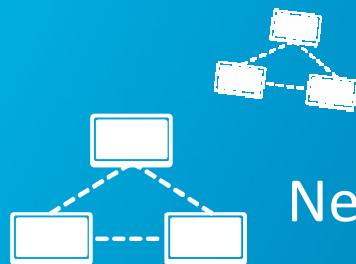


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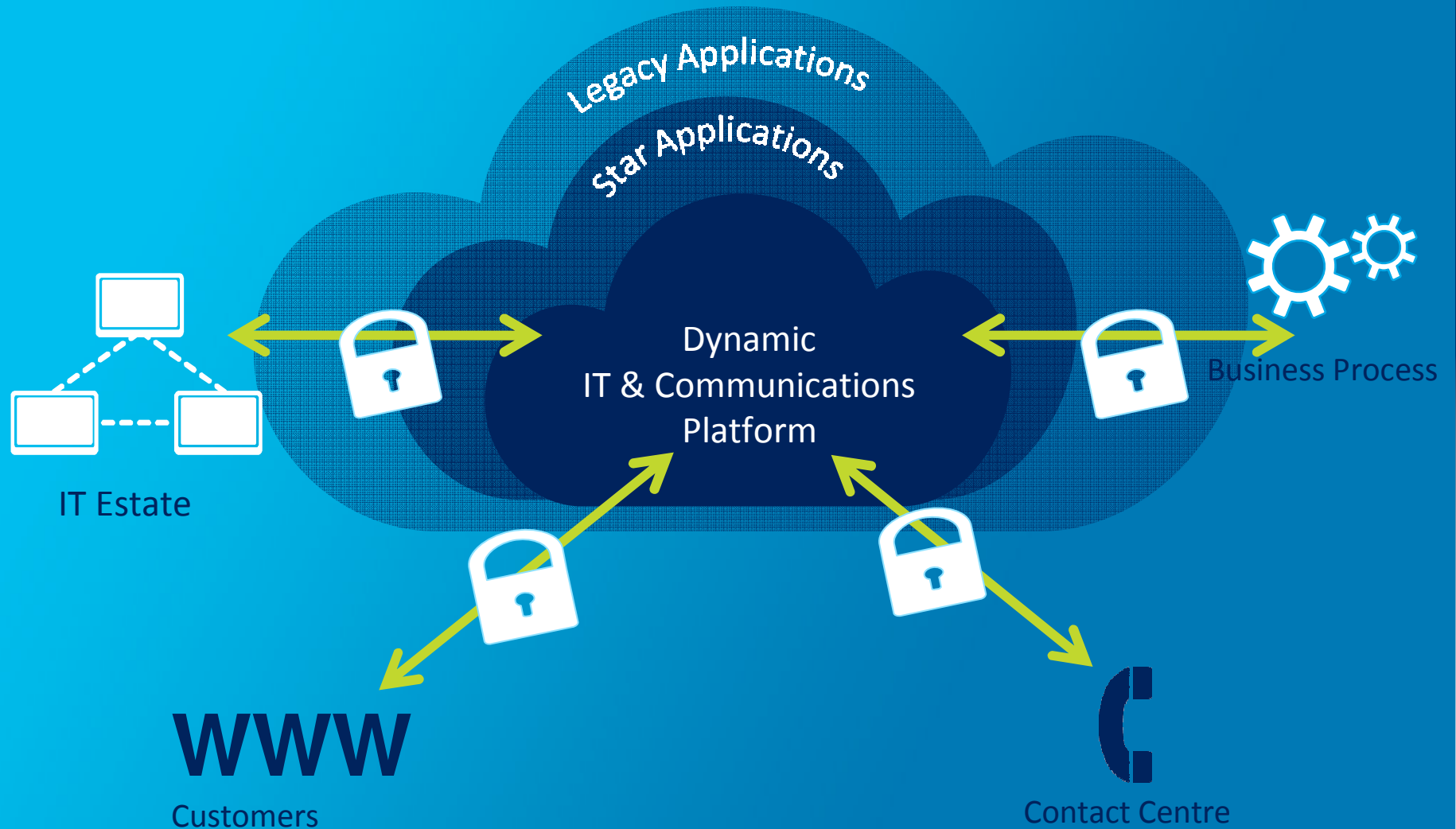
Applications

Network



“Gartner advises CIOs to think of working towards IT Lite, where IT works as the glue between the outsource suppliers and the company departments who need their services”

Star's Cloud Model for a Major Retailer



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Questions?

Many thanks

Grant Tanner

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