Accelerate Azure Adoption

Microsoft Azure Assessment from Fujitsu

Driving transformation through accelerated Azure adoption

Digital and economic disruption has sped up the pace of change.
So, it's never been more important for your organization to be:

Connected

achieving operational efficiencies
and enhancing resilience in your business.

Intelligent

enhancing customer value and experiences
through modern applications.

Transformed

accelerating innovation and service
development to tackle emerging issues
as they come up.

Hyperscale cloud adoption is fundamental to achieving these outcomes.
Not only from a technological standpoint, but also to enable the required new ways
of working across the business.

Enabling you with end-to-end Azure capability

With Fujitsu Cloud Service for Microsoft Azure, you can support both IT and lines of business through transformation, together. It offers the full Microsoft Azure portfolio as a platform for hosting and evolving towards modern applications. As well as accelerating digital development to keep pace.

With Fujitsu – a global 'Azure Expert MSP' – as your end-to-end provider, you get the Multi-Cloud and Hybrid IT expertise you need to successfully:

Deploy and migrate

get up and running on Azure fast and move workloads with minimal risk.
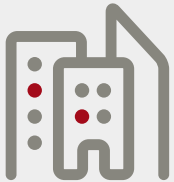
Transform and build

enhance applications and develop your next great solution with Azure.

Manage and maximize

integration across Multi-Cloud and Hybrid IT, while removing complexity so you can innovate faster.

As well as the commercial simplicity and flexible deployment options we provide to get you started, you can also have continuous optimization, holistic management and 'always-on' security monitoring of your new Azure environment.

Discover more at **fujitsu.com/global/azure**

Azure Assessment:
Why is it the ideal first step?

Your cloud adoption needs are unique. Not only do you have specific target outcomes; you have a delicate mixture of business, technical and service-related considerations that might affect how you implement and use Azure. From traditional ways of working and legacy constraints to regulatory, availability and security requirements.

An Azure assessment gives you complete clarity on the best route for your specific needs. It will also highlight the tailored approach you need to meet them and move forward. This includes:

- Building the business case and getting organizational buy-in. It does this by aligning all aspects of your Azure adoption to targeted, predicted and demonstrable business outcomes. Our expert consultants will work upfront with you using our Results Chain methodology.

- Understanding your cloud adoption journey and the changes needed to your organization, so you can thrive in a 'cloud-first' model through successful Azure adoption. This makes sure you are laying the groundwork for future migration, applications, transformation and use of Azure's cutting-edge development tools.

- Examining your cloud adoption from a series of viewpoints that are closely linked back to your business objectives. This is delivered through a series of Agile 'Epics' that target your cloud adoption aims with clearly defined, non-overlapping work streams.

- Allowing you to non-intrusively gain a holistic view of the relationships and dependencies in your current environment that might affect your Azure deployment or migration.

- Identifying gaps in skills and processes that could block or stall cloud adoption efforts. So, you can understand and can implement your roadmap in your specific business context.

- Understand training and education needs for public cloud adoption and enable your people to use the latest Azure capabilities for productivity and digital development.

What do you get?

The Fujitsu 'Azure Assessment' delivers the following:

- A two-to-three-day interactive workshop.

- A backlog of activity for each team to begin executing your cloud journey, aligned to the workshop output.

- Implementation, and removal once complete, of the discovery virtual appliance within your environment.

- An inventory report detailing Azure readiness, target sizing, estimated cost and cross-server dependencies.

Azure Assessment is crucial to working through this detail.
It's how you can adopt Azure quickly, migrate there safely and maximize it with minimal constraints.

How does the Azure Assessment work?

Through interactive physical or digital workshops, the assessment details what your current cloud and application landscape looks like. From there, we create the necessary plan for all of your applications – to get them into the cloud and into their new, modern state.

The assessment is made up of three parts...

1.

Preparation and Alignment

Getting clarity on Azure expectations and outcomes

In the early sessions, our consultants deliver a series of interactive workshops. These will help uncover your concerns, capture your objectives, assess your cloud maturity and highlight the changes needed for people to successfully adopt cloud in your organization. We use a structured approach from a series of viewpoints to capture your cloud challenges and where they affect areas such as the business or IT security.

Our consultants will guide you through each viewpoint in detail. You'll get guidance on how to meet the challenges in a cloud world based on our past experiences. This helps prepare and align your organisation for the changes needed to meet the cloud challenge.

The output of the workshop is a personalized action plan of activities. This plan addresses the gaps in people, process and technology. It also includes a programme structure to begin driving your cloud adoption journey.

Key outcomes at this stage:

The specific goals and scope of the assessment (business and technical) are clearly defined against:

- Challenges
- Drivers for change
- Business outcomes

The specific success criteria and KPIs for your Azure adoption are constructed, aligned to your:

- Business environment
- People and culture
- Governance
- Existing cloud platforms vs. Azure
- Intelligent security
- Services and operations

2.
Discovery and Mapping

Understanding your estate and Azure migration:

Alongside gaining insight on the gaps and changes, taking a detailed inventory of your current digital estate and how it functions, will help map out how we go forward. Knowing the target destination for your digital assets will be a mixture of strategy, candidacy, value assessment and capability. This information will be critical to your cloud journey.

Our consultants will analyse your environment to discover and assess your existing digital estate, helping to identify your Azure readiness.

Together with you, they will cover:

- **Azure readiness** –whether on premise machines are ready for migration to Azure.

- **Azure sizing** – the estimated size of Azure Virtual Machines after migration.

- **Azure cost estimation** – the estimated cost for running on-premise servers in Azure.

- **Dependency visualization** – any cross-server dependencies.

Key outcomes at this stage:

Your current landscape deployments are evaluated, understood and verified through inventory analysis and digital estate review – and your Azure readiness detailed.

Your prospective solution is designed and your cloud journey mapped – including Azure infrastructure, networking and connectivity, security, operations, disaster recovery and reporting.

3.
Action Planning, Governance and Control

Taking your next steps and getting started fast.

Within two days of completing the workshop series, our consultants will refine the action plan co-created in the workshop by providing additional insights and recommendations into the next steps on your Azure cloud journey.

We align the actions captured in the workshop series to many disciplines, such as IT security and governance, to form a backlog of activity for each team and begin executing your cloud roadmap. We outline the implementation plans, inventory reporting detail, target sizing, estimated costs and cross-server dependencies.

The successful delivery of the assessment requires:

- representation from different business areas

- understanding of the current security and technical policies and standards

- using the Fujitsu discovery tools where data is extracted, transferred and analyzed by Fujitsu

- and your validation of the assessment's findings.

Key outcomes at this stage:

Deployment methodologies are recommended from our range of flexible deployment options (public cloud, on-premises, hybrid or multi-cloud).

Solution architecture and diagrams are produced to make sure you're comfortable with the detail.

A detailed and costed project plan is provided – including technology, people, process and security proposals.

What happens next
if you want to go ahead?

»How does the Azure Assessment inform the rest of my cloud and apps' transformation journey?«

Our Multi-Cloud Transformation service covers every step you'll need to take to modernize with Azure. It's proven to work for organisations across the globe with even the most complex legacy, cloud adoption and future-business requirements. It's uniquely thorough and easy to deploy, totally non-invasive and always delivered by our skilled cloud experts.

Here are the basic phases we go through with you - with step-by-step guidance below to explain what's involved.

Assess → Migrate → Transform → Manage → Optimize
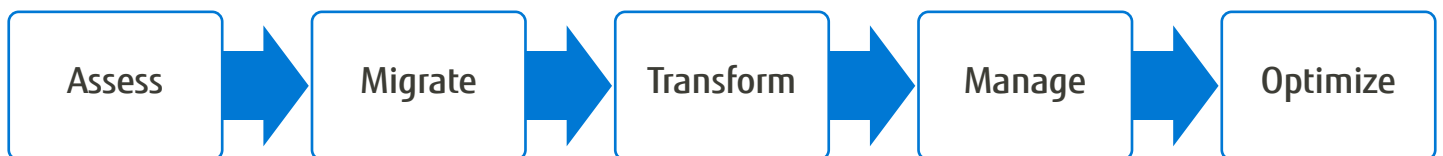
After the assessment phase, we move into the parallel migration and transformation phases, where we start with designing and building the target environment, supported by extensive testing and validation to minimize risks.
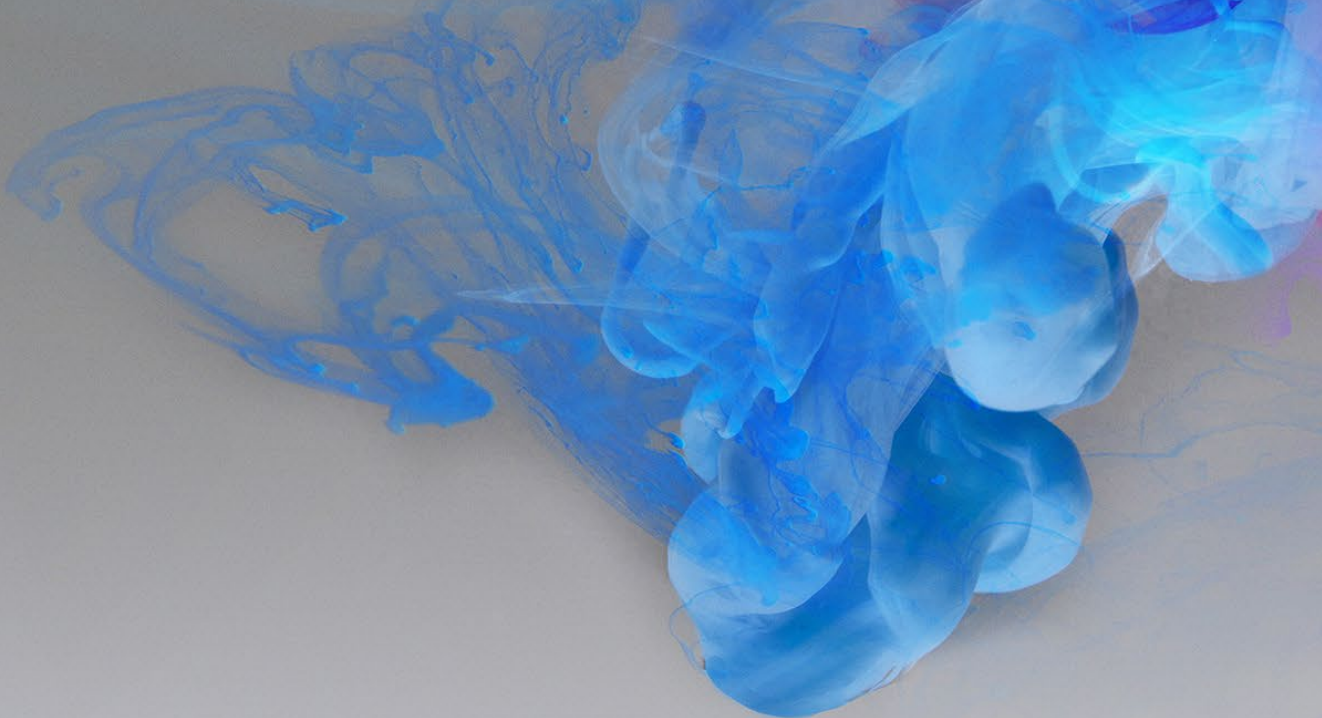
With our highly trusted methodology, you can re-host, re-platform, or transform applications in your new cloud ecosystem to exploit the latest cloud-native technologies and features. It works through a combination of re-purchasing, re-factoring, re-architecting and even re-building from scratch, where required. We decide the right combination of approaches, together.

Any applications that need to be de-commissioned, or kept in their current state, can be retired or retained at this stage.
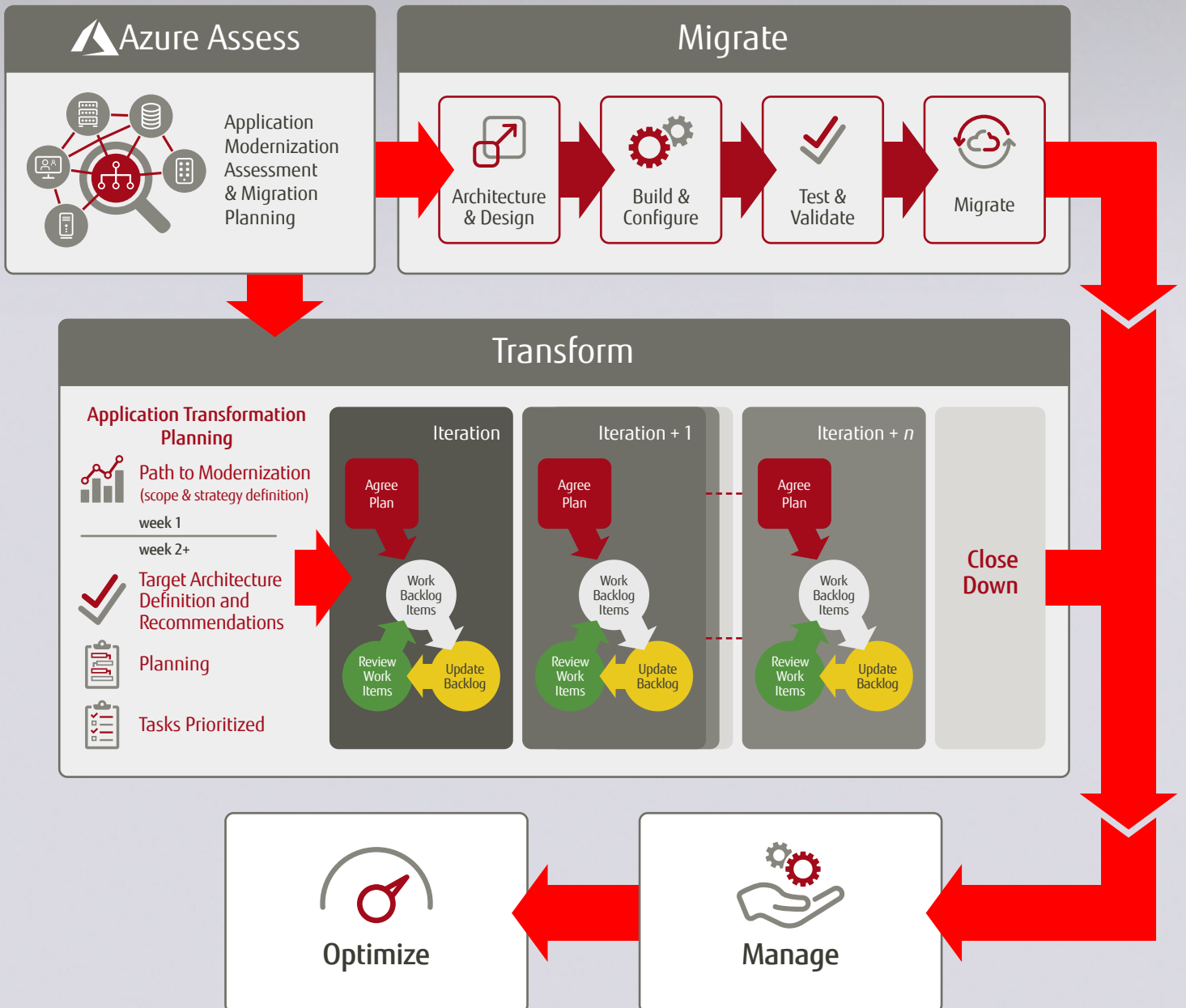
Finally, applications moved onto and transformed with Azure are continuously managed and optimized to ensure they maximize the platform's capabilities.

We also help your organization keep pace with the speed of Azure's evolution, so your people can always use the latest features when they are released – features that are fully supported and integrated to avoid any potential service interference.

You can view these steps in more detail on the next page.

A closer-look: your route to Azure-based transformation

Azure Assess

Application Modernization Assessment & Migration Planning

Migrate

Architecture & Design → Build & Configure → Test & Validate → Migrate

Transform

Application Transformation Planning

Path to Modernization
(scope & strategy definition)

week 1
_____
week 2+

Target Architecture Definition and Recommendations

Planning

Tasks Prioritized

Iteration

Agree Plan → Work Backlog Items

Review Work Items ← Update Backlog

Iteration + 1

Agree Plan → Work Backlog Items

Review Work Items ← Update Backlog

Iteration + *n*

Agree Plan → Work Backlog Items

Review Work Items ← Update Backlog

Close Down

Optimize

Manage

Why Fujitsu for Microsoft Azure?

We are an end-to-end, highly trusted expert across the entire Microsoft Cloud ecosystem – covering not only all Azure deployment modes, but all three Microsoft Clouds, including Office and Dynamics 365, as well as Power Platform DB, SAP on Azure and more. We've proven it over years of working side-by-side with Microsoft to accelerate transformation for hundreds of customers globally.

What we did for Centrica

Centrica needed to upgrade its global end user estate to Windows 10 and Office 365. This was a digital transformation that would affect 48,000 global users who were still using out of date devices tied into a traditional on-premise IT approach. They wanted to consolidate three service desks into one and ensure 1,200 applications would work in the new environment.

We got them to embrace Windows 10, Azure, Office 365 through Fujitsu's digital hybrid – on-premise and cloud – by creating a single digital platform. 26,000 users migrated to Windows 10, 48,000 users to Office 365 along with the creation of a single, global service desk.

Our digital transformation capabilities met with Centrica's need for cost efficiency, delivering value for money. More flexible IT consumption enabled new business acquisitions and investments to adopt and diverge quickly. Employees are able to connect globally for the first time using real-time collaboration. The move delivered savings and results in productivity levels rising, leading to greater customer engagement.

» Fujitsu was the clear choice based on service and digital transformation capabilities that played a central role in its approach. Working in competitive markets, every pound we spend needs to deliver cost efficiency and value for money.«

Darren Miles
VP Global Infrastructure
& Operations, Centrica

What we did for Robeco

Rebeco wanted to combine local presence with global reach and better serve its client with a state-of-the-art and always up-to-date workplace solution. So, users could consistently work at any time in any location.

With Fujitsu as a partner, Rebeco's users enjoy a digital workplace that's independent of hardware, based on global standards and latest Microsoft technology, including Windows 10, Skype for Business, Office365 and OneDrive for Business. They also benefit from round the clock Fujitsu phone support and on-site support.

Rebeco's users now experience consistent global mobility, regardless of working location. They can easily commute between offices while using new collaboration tools, increasing the opportunity for innovation. User satisfaction increased with the concept of the digital workplace and on-site support which improved productivity. Small enough to care; big enough to deliver, we helped Rebeco grow as a business with our ability to support global operations while giving the attention they needed at head office.

»Fujitsu came out on top with its 'small enough to care; big enough to deliver' message and its clear ability to support our global operations while giving us the attention we needed at head office.«

Ton Ligtvoet
Executive Director IT Sourcing Architecture and Portfolio Management, Robeco
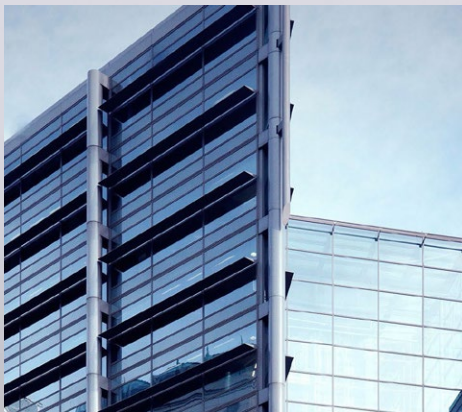
»We can seamlessly give users what they keep asking for. The critical point is that we don't need an engineer to visit their machine – the user can self-elect to upgrade when it suits, and the virtual environment takes care of the rest.«

IT Leader
RBS

What we did for RBS

RBS wanted to extend its virtual desktop environment from 20,000 users to 90,000 as part of a workplace enablement initiative. By freeing more users to work flexibly from any device, RBS would be able to reduce its physical footprint and increase productivity. Users kept asking for the same things – the ability to work using any device, select to upgrade when it suits them, have new services delivered instantly and security issues resolved quickly.

Working with its technology partner Fujitsu, the solution was to extend the virtual client services platform, based on FUJITSU Server PRIMERGY and Microsoft HyperV. Now, 70,000 users have used a self-service portal to automatically upgrade their devices to the new environment. They simply select and the virtual environment takes care of the rest.

As a result, happier employees can work flexibly from any device. New services can be delivered in hours rather than months, making RBS more responsive to its customers' needs. Security issues can be quickly resolved within the central virtual environment. And millions of pounds' worth of property has been freed up, saving the business in unnecessary costs. With Fujitsu and RBS deploying a virtual client service, an engineer is no longer needed for machine visits so employees can get on with their day.

You can achieve co-created success too. Here's why we're ideally placed to help.

The Azure Ecosystem Partner

Global Microsoft Service Integrator Partner and Azure Expert MSP

SAP on Azure
Advanced Specialisation Partner Combining unique **SAP and Azure** capabilities to deliver large scale production deployments

Gartner MQ Leader Managed Services for Azure global, local and blended delivery

Hybrid Expert Microsoft Cloud @ Edge with Fujitsu Integrated Systems **PRIMEFLEX for Microsoft Azure Stack**

Innovative **IoT & Insightful Analytics** solutions with GlobalRanger® on Azure to visualise and drive progressive changes

Hybrid breadth. Azure depth.

We understand the old and the new
The complexity associated with heritage IT systems and the capability of state of the art cloud platforms.

+

We co-create with clients
Equipped to build personalized solutions for specific industry and technology requirements.

+

We are an Azure Expert MSP
We are one of the few that are Global Service Integrator and Gold Cloud Platform partners that have achieved Azure Expert MSP.

Multi-Cloud & Applications expertise

Legacy Modernization

Multi-Cloud Integration

Application Transformation

Cloud-Native Development

Service Orchestration

Service Transformation

Ready to get started and accelerate your Azure adoption?

We can help you straight away, with an assessment either virtually or in one of our Digital Transformation Centers. Get in touch with our expert team at askfujitsuhq@fujitsu.com and we'll book you in.

If you would like to know more about our end-to-end Azure services beyond assessment, you can discover more at fujitsu.com/global/azure.

You can also find and buy them over at Azure Marketplace.

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