

Savings and Flexibility from Cloud Consulting

Cloud services provide organizations with new business opportunities, flexibility and savings. Cloud service offering is already vast and versatile and makes business decisions hard: should we shift our business into the cloud? What does it actually mean if we do? Is my customer information safe there? Am I even allowed to store and handle that type of data within the cloud? Successful balancing between promises, risk management and information security may seem a mission impossible.

In order to excel in cloud service transformation, your business needs a carefully planned and well documented cloud strategy.



Business Benefits and Managed Risks with Cloud Consulting

Cloud services have rapidly established themselves as part of organizations' ICT solutions. More and more extensive and critical service entities are being delivered from the clouds, like Office365, Azure, AWS and Salesforce.com.

Business units have started to source their services independently from the IT department, due to their easy take-up from the cloud. IT departments, in turn, may have leased cheap cloud capacity for various needs. But an actual strategy for cloud sourcing is usually missing. As a result, customer data is being stored outside companies' firewalls.

Once cloud usage and experience amends, questions regarding information security, usability, service integration and management arise. Take-ups start to require technical integration with respective technical and security expertise. Logging in, data transfer, data integrity and service continuity are amongst the challenges to be faced.

Fujitsu Cloud Consulting assists you in systematically defining the benefits and opportunities of different cloud services, and in selecting the most suitable way forward for you.

Together with you, Fujitsu specifies the areas to renew and re-develop your ICT strategy with cloud services. We also guide you in creating a tactical cloud plan. As a result, you will have a mutually agreed roadmap towards cloud services.



Fujitsu Cloud Consulting makes you

- understand the benefits and opportunities of modern cloud services
- understand which services and applications are adequate to be sourced from the cloud
- recognize your potential areas of IT development with cloud services
- define and create a cloud service transformation plan

As the Result of Our Cloud Consultation You

- have selected the services and applications to be sourced from the cloud
- have created a practical and feasible roadmap on exploiting cloud services in the future

Planning Pays Off

- Uncontrolled cloud service take-up may invoke serious business and security risks
- Users may also face unnecessary login requests and data duplication work
- Usability requirements may be harder to fulfil
- Scattered responsibilities may result in more difficult problem solving work

How Cloud Consulting Proceeds:

Fujitsu Cloud Consulting consists of an **Executive Workshop**, a **Cloud Roadmap Workshop**, a **reporting session** and all the preliminary work for it. The process usually takes about 3–4 calendar weeks.

Executive Workshop

Executive Workshop includes interviews of appointed persons by Fujitsu consultants and a group work session of 2–3 hours.

The workshop helps you in defining your business-driven cloud strategy. Together with your top management we

- go through your strategy, business goals, future visions and the most essential challenges
- analyze your readiness for cloud services
- help you to understand the alternatives, possibilities and risks of cloud services
- select the relevant services and applications for cloud.

A detailed report on the workshop results will be delivered to you, including long term roadmap.

Cloud Roadmap Workshop

Cloud Roadmap Workshop follows the Executive Workshop. Interviews of appointed persons precede the actual one-day group session here as well.

The workshop aims at defining timetable and plan for cloud transformation of the previously selected applications and services. Visual tools and methods used ensure a shared view on the schedule, actions, changes and risks involved.

Fujitsu documents, delivers and presents the final timetable at the agreed time.

The benefits of this consultative XpressWay approach include:

- essentially and immediately reduced shadow IT cost
- ability to plan and communicate the IT program status and development plans within your organization
- improved readiness for fast implementation of service pilots and completely new business

Consultancy Fee and How to Start

Together with you, Fujitsu produces a tactical plan for cloud service transformation for a fixed fee of 11.500 Euros (+VAT).

Contact

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