



SOLUTION OVERVIEW: OPTIMIZED CLOUDS

---

# Amplify Reliability and Agility

---

Architecture & Transformation

➤ **Optimized Clouds**

DevOps

Cybersecurity

Compliance

Disaster Recovery

**PROFESSIONAL SERVICES**

---

## Optimized Clouds Overview

Optimized clouds provide organizations with agility, reliability and cost-effectiveness while supporting innovation, growth and competitiveness. Using a data-driven and automation-focused approach and the application of industry best practices, Flexential Professional Services guides organizations toward a successful hybrid IT strategy and implements efficient cloud solutions to meet business, technical and security needs.

92% of enterprises have a multi-cloud strategy, and 80% have a hybrid cloud strategy.<sup>1</sup>

As more organizations pursue a hybrid IT approach, embracing a mix of on-premises, colocated and cloud-based solutions, they all confront the same challenge: how to embrace the cloud *optimally*. At Flexential Professional Services (FPS), we've seen organizations put critical systems and data into cloud environments without first evaluating where and how they should place them, who will manage and secure them and whether they should move them at all. Under pressure to transform, some organizations rush, taking an ad hoc or reactive approach to cloud and workload placement decisions that can leave them with under-performing implementations that are less reliable, less portable and more expensive.

So, how can an organization avoid these poor planning pitfalls and best leverage cloud and other hybrid IT environments?

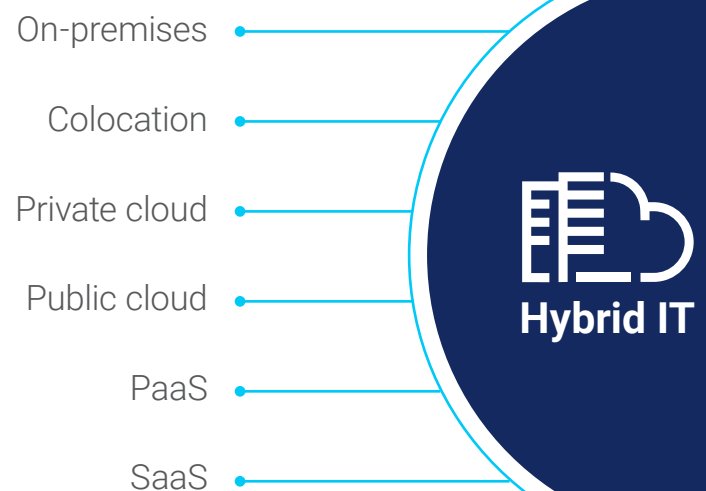
Thoughtful workload placement is the critical decision point, and the Flexential Professional Services Hybrid IT Strategy Framework provides the requisite structure to evaluate workloads. Organizations can use this framework to prioritize individual workload needs, matching them to the best of many available placement and service options. With 14 technical, operational and financial criteria, the framework enables consistent, deliberate and time-sensitive decision making. A workload-focused hybrid IT strategy is the key to identifying the best placement for each individual workload, and successful workload placement decisions are critical for achieving optimized cloud environments.

## Cloud Challenges

Factors that prevent organizations from realizing optimized clouds:

- Incomplete or inadequate hybrid IT strategy
- Poorly managed migrations
- Ad hoc workload placement decisions
- Limited cloud expertise and experience
- Insufficient cost controlling
- Immature IT governance
- Lack of cloud security knowledge

Successful workload placement decisions are critical for achieving optimized cloud environments.



## Cloud and Workload Placement Decision Criteria

Technical	Operational	Financial
<ul style="list-style-type: none"><li>• Latency</li><li>• Performance</li><li>• Scalability</li><li>• Availability</li><li>• Technical Requirements</li><li>• Dependencies</li></ul>	<ul style="list-style-type: none"><li>• Operational Responsibilities</li><li>• Control and Visibility</li><li>• IT Skill Set</li><li>• Portability</li><li>• Security</li><li>• Compliance</li></ul>	<ul style="list-style-type: none"><li>• Cost Structure</li><li>• Cost Predictability</li></ul>

### Flexential Professional Services for Optimized Clouds

Organizations have different needs based on their maturity and cloud journey progression. The Flexential Professional Services portfolio addresses every stage of a cloud journey and every maturity level. FPS's cloud experts conduct requirements gathering and diligent discovery to understand environments and then design, build and deliver a customer-specific, tailored cloud solution.

Cloud transformation services include assessments, workshops, architecture and implementation, migrations, optimization strategy recommendations and compliance consulting. All along the way, we maintain a vendor-agnostic approach, recommending the best services for an organization's unique needs. When done, we "hand over the keys," providing all documentation and giving customers total visibility and control.



### CLOUD MIGRATIONS

#### Cloud VM Migration Strategy

Plan successful cloud VM migrations with specific paths and detailed technical documentation. Available from most source environments to AWS, Azure or Flexential.

#### Cloud Migration Planning & Execution

Quick and secure migrations based on written migration methods and procedures with discovery of current state and potential risks. Available from most source environments to AWS, Azure or Flexential.



### CLOUD STRATEGY

#### Cloud Readiness Assessment

Prepare for a cloud move with a detailed written analysis and recommendations on application and workload portability to facilitate a cloud migration.

#### Cloud Readiness Workshop

Discovery workshop evaluates current-state and dependencies and identifies future paths to the cloud.

#### Cloud Transformation Workshop

Create a cloud future-state and roadmap: discovery and analysis of current-state and design of customer-specific future-state.

#### IT Transformation Workshop

Create a hybrid IT future-state and roadmap: discovering and analyzing current-state, identifying strategic priorities, and designing customer-specific future-state.

#### Architecture Workshop

Create architecture designs and transformation recommendations for cloud and infrastructure environments.



### HYBRID CLOUDS

#### AWS Transformation Design and Planning Azure Transformation Design and Planning

Plan a secure cloud transformation with detailed requirements and recommendations for migration that takes advantage of platform-specific services.

### **Cloud Connect Design and Implementation**

Connect a Flexential cloud or colocation environment to AWS or Azure with dedicated connectivity, a customer-specific design and implementation, including detailed technical documentation.



### **CLOUD COST OPTIMIZATION**

#### **Cloud Cost Optimization for AWS**

#### **Cloud Cost Optimization for Azure**

Reduce and optimize cloud spend with detailed discovery and written recommendations for cloud cost reductions that fit business and IT requirements.



### **CLOUD COMPLIANCE**

#### **Cloud Compliance and Reporting for PCI DSS**

#### **Cloud Compliance and Reporting for HIPAA**

Easier cloud compliance with monthly compliance maintenance, vulnerability scanning and reporting. Available for any cloud environment.

Designing and implementing a scalable hybrid IT landscape that aligns with business objectives and IT's initiatives delivers powerful results. Informed, data-driven workload placement decisions provide the starting point for successful cloud and hybrid IT choices. Successful cloud migrations and ongoing management create optimized clouds with predictable costs, improved security, flexibility and scalability. The agility and reliability of optimized cloud environments help organizations more successfully navigate dynamic business environments and unexpected change.

Flexential Professional Services takes a thoughtful and strategic approach to hybrid IT and cloud implementations. Our highly experienced consultants can analyze current-state and design a future-state transformation that fits technical and business requirements. As part of that transformation, we optimize clouds—making costs more manageable, improving security and driving the reliability and agility that prepares IT for the unexpected demands and opportunities of tomorrow. Our Hybrid IT Strategy Framework guides workload placement decisions for building a successful hybrid IT landscape.

## **Flexential's Approach**

Hallmarks of the Flexential Professional Services approach for optimized clouds:

- Hybrid IT orientation
- Transparent, collaborative and consultative
- Highly experienced cloud experts
- Tailored, customer-specific approach
- Detailed, actionable and prioritized guidance
- Vendor-agnostic

<sup>1</sup> Flexera 2021 State of the Cloud Report



#### **ABOUT FLEXENTIAL**

Flexential empowers the IT journey of the nation's most complex businesses by offering flexible and tailored hybrid IT solutions comprised of colocation, cloud, connectivity, data protection, managed, and professional services. The company builds on a platform of three million square feet of data center space in 19 highly connected markets, and on the FlexAnywhere™ 100 GB private backbone to meet the most stringent challenges in security, compliance, and resiliency. See how Flexential goes beyond the four walls of the data center to empower IT through an interactive map found on [www.flexential.com](http://www.flexential.com).