

# PRODUCT AND SERVICES

## 2-DAY CLOUD READINESS WORKSHOP

### Let Equinix Professional Services for Cloud (EPS Cloud) help you determine your readiness, and develop a preliminary strategy, for your journey to the cloud - through our interactive two-day workshop.

Moving your existing IT assets to the cloud can be daunting. There are many aspects to consider and potential risks to mitigate. There is no one-size-fits-all migration path. Every enterprise has unique business requirements. To successfully take advantage of a cloud infrastructure you need to understand your existing environment and then identify which option, or options, best matches your requirements.

Over a two-day workshop, EPS Cloud will guide you in identifying your unique elements and requirements, such as business drivers, process workflow, compliance, security and system interdependencies. Working together with your team, EPS Cloud will explore the available options and determine a recommended course of action. At the end of the workshop you will have clear insight into the best approach and architecture to enable your cloud journey and how to implement with minimal business disruption.

Whether your desired future state is broad in scope or a focused subset of your digital portfolio, our workshop provides you with the insight and guidance you need to make informed decisions around cloud strategy. We review and discuss all the major elements necessary to achieving a successful cloud migration/expansion, to include:

- Cloud components / Cloud Service Provider (CSP) options
- Architecture
- Deployment models
- Automation
- DevOps
- Security
- Cloud Governance / Permissioning / Spend

#### Day 1 Agenda

- Kickoff (Introductions, Workshop Overview, Goals/Expectations, Outcomes)
- Current State (Business Needs, IT Infrastructure, Applications)
- Future State (Business Needs, Connectivity, Security/Compliance, Sizing)

### Identifying your best path, and guiding you along the way, on your cloud journey...

EPS Cloud is the product neutral, industry recognized cloud consulting arm of Equinix – the gateway to secure, private connections to the cloud. EPS Cloud is a hybrid cloud solutions specialist, a Microsoft Gold Partner and AWS Advanced Consulting Partner, with extensive expertise in advising and assisting enterprises like yours in their journey to the cloud. We can make your move to, or expansion of, the cloud seamless, painless, and without any interference in your ongoing operations. Our independent recommendations and solutions are **custom-tailored** to your unique business requirements, giving you the ultimate in transparency, flexibility and choice.

**Overview:** EPS Cloud workshops are ideally facilitated in-person and include broad customer representation from all key stakeholders. We lead the discovery, discussion, white boarding, and prioritization of needs. Our cloud readiness workshop is completed over two days.

### Day 1 – Discovery (Current State, Business Drivers & Future State Architecture)

On day 1 we will review the workshop objectives, define both your business goals and success criteria, and dive into discovery

- **Business Discovery:** We work together to identify and catalog your business strategies, objectives, priorities and timelines
- **Technical Discovery (Current state):** Utilizing your pre-prepared documentation we review your existing architecture, network/interconnectivity and IT portfolio and discuss relevant operational requirements, critical applications, interdependencies, process workflow, etc.
- **Risk Registry:** A summary of identified risks and recommended mitigation strategies
- **Requirements (Future state):** Working on what we've learned so far, together we document the core business, functional and IT requirements for your desired end state
- **High-level Architecture Strategy/Infrastructure Design (Future state):** White boarding, we outline and diagram relevant cloud architectures, server layouts, virtual appliances and network. Working together we identify potential options that best meet your cumulative requirements



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## Day 2 – Review, Options & Strategy

On Day 2, EPS Cloud reviews what was learned over Day 1 to gain consensus and rank priorities. We then present potential options for you to consider. This includes a detailed outline of the current Tier 1 providers (i.e. AWS, Azure, and Google Cloud). We then work to matrix your core requirements to identify which platforms and offerings support each of your requirements along with their pros and cons. In the end you will have a clear strategy and model to move forward with.

### This session reviews and identifies:

- **Cloud Service Provider (CSP) Overview:** We outline the main features, benefits, pricing models, and differences between the major IaaS platforms, with the goal of identifying a possible best-fit option for your desired end state
- **Deployment:** We review various deployment strategies to consider
- **Security:** We review various security strategies and technologies to consider
- **Environment Optimization:** We will discuss the potential benefits of implementing a purpose-built infrastructure for your transformation to the cloud
- **Execution Strategy:** We discuss potential migration/expansion strategies and based on your cumulative requirements define a “best path” execution strategy for your cloud migration/expansion, and
  - Identify the prerequisites that must be met before the migration/expansion can commence
  - Identify expected timeline, resources required and actionable items necessary to execute your migration/expansion
- **Additional Recommendations:** Depending on your existing infrastructure design and configuration, EPS will provide additional recommendations around best practices, security and optimization

### Workshop Pre-requisites

- Catalog of systems and applications
- Diagram of network topology
- Details on any existing cloud use
- Identify major business initiatives for the next 12-24 months
- Identify IT initiatives for the next 12-24 months
- Objective for the workshop
- Attendee list

### Workshop Deliverables (provided post-workshop)

- White board diagrams (photographed)
- Summary presentation of findings, outcomes, recommendation and next steps
- Statement of Work for detailed Cloud Assess or Cloud Migrate

### Day 2 Agenda

- Day 1 Recap
- Current State vs. Future Requirements (Business Needs– Applications, Performance, Availability)
- CSP Overview (AWS, Azure, Google Cloud)
- Requirements to CSP Matrix
- White board Design of Future State
- Recommendation and Wrap up

### Workshop Benefits

- Aligns technology to your business needs by identifying critical business, compliance and IT requirements
- Identifies risks and possible solutions to mitigate them
- Identifies potential financial targets
- Identifies pros and cons to help you make your selection of a CSP or a multi-cloud solution
- Strategy to maximize your ROI
- Defines next steps to execute your strategy

For more information on our workshops and other cloud solutions contact us at 212.202.5800 or [EPS@equinix.com](mailto:EPS@equinix.com)