



The term Cloud has been misused, causing confusion over the opportunities that it brings to businesses. Nephos Technologies SmartCloud Strategy assessment service provides a clear strategy for Cloud usage regardless of the size or shape of your business.

IT continues to be driven to deliver more “value” to the business with fewer resources at their disposal in terms of both people and budget. For many the only way that IT can continue to innovate and keep pace with changing business needs is to consider different infrastructure delivery approaches, with many turning to Cloud services in one form or another.

But “Cloud” can mean many different things to many people, and is a market still in its relative infancy compared to traditional delivery methods. There are multiple deployment approaches and a wave of new vendors/providers that are not necessarily those you’d normally turn to to deliver infrastructure. One of the biggest challenges that Nephos’ customers face is to understand the right approach for their business when it comes to Cloud.

As a result Nephos Technologies has developed a tried and tested approach to bringing clarity into the options available to you through our SmartCloud Strategy study. The service provides clarity over

- ▶ Which workloads are right for Cloud based deployments
- ▶ What’s the right Cloud delivery model?
- ▶ Who are the right providers for us?
- ▶ How do we secure the Cloud?
- ▶ What are our real costs?
- ▶ How do we build a business case for Cloud?

Real World Benefits

As an independent Cloud Services Broker, Nephos Technologies works in collaboration with our customers, listening to your requirements (both business and technical) and translating those requirements into an overarching Cloud strategy, and executing on any elements of the recommended strategy should we be asked to do so.

Cloud is a business rather than technical solution and Nephos’ consultative approach enables us to translate your overall business strategy and make recommendations as to how Cloud Services can support that strategy.

Nephos tried and tested process has helped our customers

- ▶ Identify over £5.6mn in CAPEX savings
- ▶ Identify over £1.2mn in OPEX savings

Business Assessment

Our business assessment involves the interaction of one of our consultants with line of business heads to understand the following aspects of your business

- ▶ Business targets – what are your growth plans and targets?
- ▶ Financial targets – how does IT, and the business manager budgets?
- ▶ Application usage – what are your core applications and workflows?
- ▶ DR / BCP – what are the business requirements in the event of DR?
- ▶ Service requirements – how are IT services delivered?
- ▶ Strategy and planning – how is success measured?

Technical Assessment

As part of the technical assessment we consider the following core aspects

- ▶ Performance – what are the requirements for each workload?
- ▶ Security – what are the requirements on data and users?
- ▶ Access – how do your users access their data and applications?
- ▶ Storage – what are the requirements by workload and data type?
- ▶ Compute – what is required by application?
- ▶ DR / BCP – what are the required RTOP/RPO for each service?

Financial Assessment

As part of our review process, and as part of any business case that we construct, we seek to understand the cost impact for the business. We assess some key cost components and compare those to the likely cost of delivering like for like services in the Cloud

- ▶ CAPEX spend – review of current buying cycles and planned spend
- ▶ OPEX spend – review current cost base, TCO and planned spend
- ▶ Environmental costs – review the current footprint and costs

Output

As part of the service Nephos provides its customers with a single output document that provides a summary of the “As-Is” environment alongside the recommended “To-Be” state. This incorporates the following elements

- ▶ A summary of the existing cost base and infrastructure
- ▶ Consideration of Cloud delivery models
- ▶ Recommendations in terms of Cloud providers
- ▶ Security, DR and Service considerations for recommendations
- ▶ TCO models based on delivery models and recommended providers

About Nephos

Nephos Technologies is the UK’s first independent Cloud Services Brokerage (CSB); helping businesses seeking to develop, implement and optimise their Cloud strategy.

Nephos Technologies can work with your business in a number of ways, whether that’s developing a Cloud strategy, helping you to migrate into the Cloud, or delivering Cloud compute and storage infrastructure; we make sure that you get best value.

Without our own Cloud infrastructure to provide, Nephos are uniquely positioned to be able to do so independently across multiple providers, vendors and deployment methods.

Through our ecosystem of partners, Nephos are able to provide a true end-to-end solution across all Cloud infrastructure types.

If you’d like to find out more about Nephos Technologies, the customers that we work with or the services that we provide then please contact us by phone on: +44 (0) 8453104105 or by Email at sales@nephostechnologies.com