UNLOCKING VALUE THROUGH CLOUD ADOPTION AND OPTIMISATION.

ACCELERATING CUSTOMERS CLOUD JOURNEY FROM ADOPTION TO IMPLEMENTATION AND BEYOND

Glue Reply is one of the UK's leading architecture consultancies focused on bridging the gap between the Business and IT to ensure transformational capabilities can be delivered. Glue Reply has been recognised by Gartner for their Business Outcome driven Enterprise Architecture consulting which we apply to drive customer's cloud journey.

EXPERTISE   FRAMEWORK   COLLABORATION   PARTNERSHIP

Glue Reply drives customers cloud journey by leveraging our expertise and framework for adopting, implementing and optimising cloud. Realising business value and achieving key technology objectives, including portfolio optimisation, cost optimisation and time-to-market.

CLOUD ADOPTION - FOUNDATIONS ARE THE KEY TO SUCCESS

As technology continues to evolve, IT leaders and C-suite executives recognise and more than ever focused on leveraging Cloud Platform and Services as the key to support the delivery of new business demands for enhanced business functionalities and improved customer experience swiftly in a modern and cost effective manner at the same time shifting the focus from CapEx to OpEx.

Unlocking cloud benefit requires careful evaluation of Cloud Platform and Services prior to cloud adoption and without a structured approach and well thought through strategy, it might not deliver anticipated benefits or proven to be expensive as there is no one-size-fits-all strategy.

Key considerations for cloud adoption

- Cloud platform model for adoption – Single Cloud, Multi-Cloud or Hybrid Cloud
- Ascertaining the applicability of required cloud services
- Seamless integration of cloud platform and services
- Effective cloud governance and cloud security
- Organisation's Operational Readiness for moving to cloud
- A strategy to provide direction and map out a path

ESSENTIALS FOR UNLOCKING CLOUD POTENTIAL

Glue Reply has extensive experience in helping organisations to on-board Cloud Platform and Services by applying its cloud adoption framework for customers across sectors. Our experience has led us to develop 6 key foundations which will unlock cloud potentials:

Cloud Strategy

A defined cloud strategy incorporates the business and IT drivers.

Implementation Roadmap

A clear, achievable roadmap detailing how and when to adopt the cloud service

Cloud Principles

Define, adopt and deploy cloud principles to leverage the full potential of cloud

Cloud Governance

Build the teams to facilitate cloud adoption

Migration Methodology

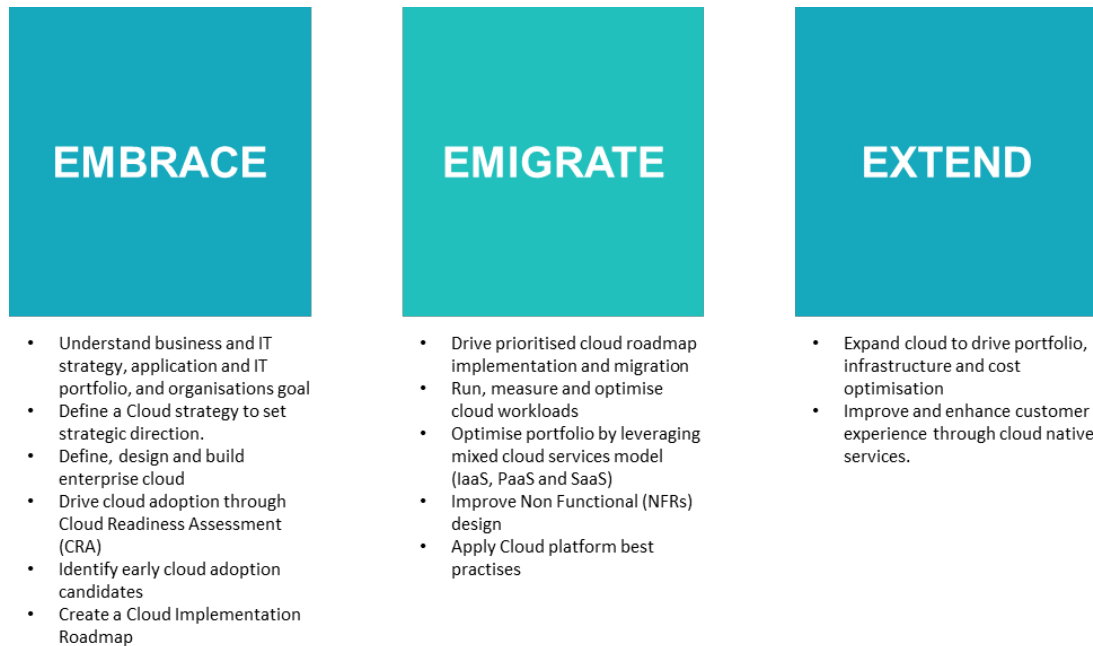Careful assessment of your application portfolio to identify migration candidates

Strategic Partner

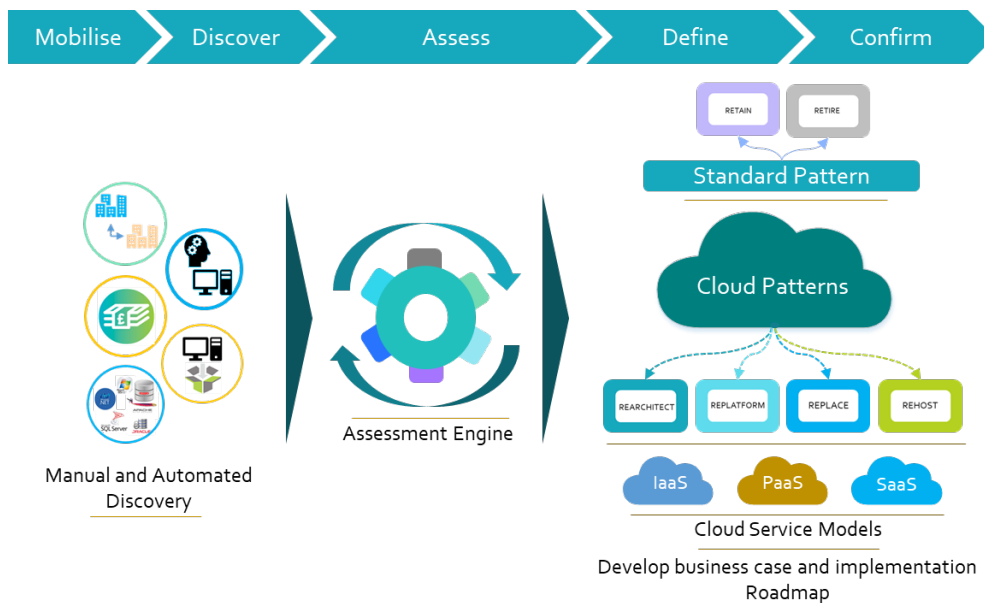Partnering with an experienced service provider and support partner

THE CLOUD JOURNEY AND ITS PHASES

Glue Reply's Cloud Adoption Framework (3E framework) recommends a structured approach for adopting and implementing vendor agnostic cloud platform and services which is logically divided into three stages of cloud adoption – Embrace, Emigrate and Extend

- **EMBRACE** – This logical stage is about defining the strategy, adopting cloud platform and identifying early cloud adoption candidates through cloud readiness assessment
- **EMIGRATE** – Successful adoption follows by implementing roadmap resulted out of cloud readiness assessment and migration of on-premises workload to cloud
- **EXTEND** – With better understanding out of adopted cloud platform and services through workload migration, develop cloud native services to enhance customer experience

EMBRACE

- Understand business and IT strategy, application and IT portfolio, and organisations goal
- Define a Cloud strategy to set strategic direction.
- Define, design and build enterprise cloud
- Drive cloud adoption through Cloud Readiness Assessment (CRA)
- Identify early cloud adoption candidates
- Create a Cloud Implementation Roadmap

EMIGRATE

- Drive prioritised cloud roadmap implementation and migration
- Run, measure and optimise cloud workloads
- Optimise portfolio by leveraging mixed cloud services model (IaaS, PaaS and SaaS)
- Improve Non Functional (NFRs) design
- Apply Cloud platform best practises

EXTEND

- Expand cloud to drive portfolio, infrastructure and cost optimisation
- Improve and enhance customer experience through cloud native services.

Glue Reply's Cloud Readiness Assessment Methodology to assess and identify early cloud adopters

Mobilise → Discover → Assess → Define → Confirm

RETAIN   RETIRE

Standard Pattern

Cloud Patterns

REARCHITECT   REPLATFORM   REPLACE   REHOST

IaaS   PaaS   SaaS

Cloud Service Models

Manual and Automated Discovery

Assessment Engine

Develop business case and implementation Roadmap

For clients, we have driven end-to-end cloud journey as well as specific stages of cloud journey due to the flexibility of Glue Reply's cloud adoption framework with the following cloud offerings.

STRATEGY   **MIGRATION**   **OPTIMISATION**

RECOGNISING VALUE AND GENERATING OUTCOMES

In addition to business value, Glue Reply enables its customers to realise benefits from cloud adoption, including:

- Better **alignment of business and IT strategy to achieve enterprise goals** in a cost optimised fashion
- **Reduced CapEx** through leveraging a **good mix of cloud service models** (IaaS, PaaS and SaaS)
- **Enhanced business agility, reduced time-to-market, increased operational resiliency** and **reduced TCO** through seamless expansion of on premises infrastructure to cloud
- A **healthy Technology and application portfolio** with **reduced risk** due to technology obsolescence
- **Increased control** over Total Cost of Ownership (**TCO**) through **optimised use of Cloud Platform and Services**
- **Increased productivity** of development team **through leveraging cloud native development tools and practices**

GLUE REPLY

Glue Reply is the Reply Group Company specialising in IT architecture, integration and data solutions that drive business value. Pragmatic in its approach, Glue Reply provides independent advice on the technology solutions that achieve clients' business objectives. Glue Reply's core proposition is to help organisations maximise the value from their business change and technology investments by helping them define, design, implement and resource best practice. Glue Reply works with many companies as a trusted advisor as well as being known for getting stuck into the nuts and bolts of any technical challenge to ensure the desired outcome. Glue Reply's solutions drive operational excellence whilst preparing clients for digital transformation, cost reduction and data exploitation. For more information please contact us at glue@reply.com or call us on +44 (0) 20 7730 6000.