

Let's talk Modern Integration

Solidsoft Reply – Award winning advisors
for Microsoft integration. On-premises, hybrid
and in the cloud.



"Our partners are getting access to the same flight information we've been collecting for years, and it's been made a lot easier to provide thanks to Microsoft Azure."

- Chris Howell, Head of Business Systems, Gatwick Airport

Digital transformation is no longer a case of 'if' but 'when'. Businesses that fail to digitally transform will start to lose revenue, and fast.

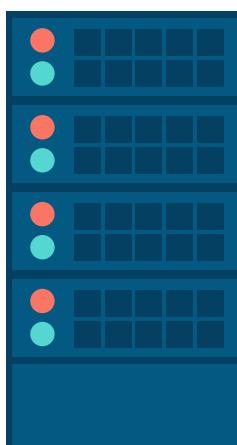
The lack of an integration strategy is a huge blocker to digital transformation. Businesses across every size and every industry are being impacted by customers, employees and partners that expect everything to be on demand and fully connected.

Modern integration enhances agility, reduces IT complexity and enables you to focus on accelerating time to business value for new applications and services.

Selecting the correct approach is key to your modern integration strategy and that is where we can help.

Selling Glasswall direct to customers has transformed our business. From day one, Solidsoft Reply's team saved us time and money as a close partner, developing a solution that does the hard work for us.

- Sam Hutton, CTO at Glasswall Solutions Ltd





The ongoing requirement to integrate multiple systems and business critical applications means that you need to consider your options...

Is the answer to maintain your investment on-premises, or consider hybrid or cloud integration to deliver on your digital transformation strategy?



At Solidsoft Reply, we've learnt that the agility of modern integration can enable you to:

- **Unify users' interaction experiences**
- **Secure a sustainable financial future**
- **Improve organisational efficiency**
- **Conform to regulation and best practice**
- **Empower users to self-serve**

"67% of workers use their own devices in the workplace and by 2020, 70% of businesses are expected to adopt flexible working practices through digital transformation."

Benefits of extending your business to the cloud:



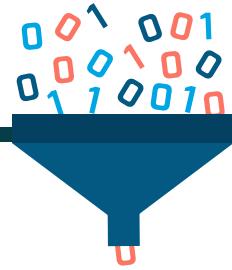
Collaboration

CIOs are using modern integration to extend the reach of existing technologies into the cloud, merging the cloud with applications, data, and processes to improve collaboration with employees, customers and partners.



Mobility

Employees are demanding greater control over their working practices. At present, more than **67%** of employees use their own devices in the workplace, and by 2020, **70%** of businesses are expected to adopt flexible working practices. This means that applications must securely cater for employee independence, seamlessly working across multiple devices from multiple locations.



Scalability

90% of rapidly-growing companies believe that cloud technology enables them to grow and scale faster than would have otherwise been possible, according to a Deloitte study. Utilising the cloud means your business can increase and decrease capacity as it sees fit, paying only for what is used and no more.



Agility

For a large enterprise, the thought of transitioning from a traditional on-premises IT strategy to embracing the cloud can seem daunting. Digital transformation requires a shift in mindset to consider the benefits of a consumption-based commercial model and service-based solution delivery.



Innovation

Developing and deploying new business solutions quickly is important to support innovation and differentiation. A modern integration approach can dramatically reduce time-to-market for new services.



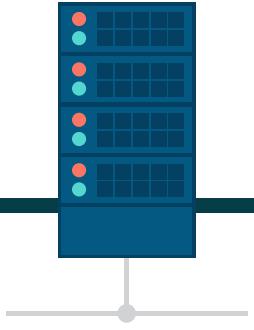
ROI

Physical servers are costly, and businesses often find themselves paying for unused capacity. By extending to the cloud, you can reduce cost and improve profitability whilst offering a greater service to your customers.



Reliability

90% of businesses have experienced unexpected downtime. This can be expensive – cutting productivity, threatening critical services, and affecting customers. Extending your business to the cloud lets you take advantage of built-in technology to improve resilience, uptime, and disaster recovery, resulting in less downtime and higher productivity.



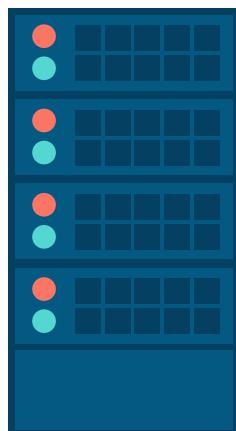
"90% of rapidly-growing companies believe that cloud technology enables them to grow and scale faster than would have otherwise been possible."

- Deloitte study

Line-of-business leaders everywhere are using applications from the cloud and paying for them like they would a magazine subscription.

When the service is no longer required, they can cancel that subscription with no equipment left unused in the corner.

- Daryl Plummer, VP at Gartner





Why Solidsoft Reply?

We are a global award winning Microsoft Gold certified partner with over 17 years integration experience. Solidsoft Reply uses Microsoft technology to help you integrate your IT systems and applications. By designing and implementing innovative integration solutions with a tried and tested framework to support digital transformation.

So, where do we start?

Experience has taught us that you need to consider the challenges, opportunities and limitations within your business before deciding how to approach your integration strategy.

Solidsoft Reply has enabled some of the largest and most complex businesses to design, develop and deploy integrated IT solutions, providing best-practice guidance, governance and the technical capability to meet our customers integration needs.

"We chose Solidsoft Reply because they were a Microsoft Gold Partner. We liked how quickly they responded to our requests, and their flexible support."

- Chris Howell, Head of Business Systems, Gatwick Airport





Integration discovery workshop

Solidsoft Reply offers a bespoke service for consultancy led analysis, review, and discovery of customer environments leading to considered recommendations and actions to consider a modern integration strategy.

- ✓ Designed to be highly interactive and tailored to *your* business
- ✓ Working with industry experts who will deliver an 'art of the possible' view of integration
- ✓ Taking a collaborative approach to identify and profile scenarios within your business
- ✓ Helping you to gain an understanding of the possibilities of a modern integration approach, through sharing knowledge and experience to ensure that you get a real-world view

Clear objectives

The workshop delivers a review of:

- ✓ Your current environment, identifying which elements of your IT strategy are well-suited to a hybrid or cloud deployment
- ✓ Applications used
- ✓ Infrastructure
- ✓ Environment issues and risks

Consultancy led

- ✓ Delivered by a Solidsoft Reply Principal Consultant holding recognised industry accreditations
- ✓ Acknowledged as 'Microsoft integration experts'
- ✓ Over 17 years' experience and over 500 integration solutions delivered
- ✓ Expertise across multiple industries; Retail, Finance and Professional Services sectors, Housing, Local Authorities, Higher Education, the UK Government, and the NHS

The review

- ✓ Tailored to individual customer needs including extensive discussion with key members of staff
- ✓ Definition of focus, priorities and key business objectives
- ✓ Review of current deployment and technical goals and future-state vision

"I have a finite amount of space, power and cooling available. But, by using Microsoft Azure, I never have to worry about size, or any other complexities that arise when building data systems internally."

- Chris Howell, Head of Business Systems, Gatwick Airport

About Solidsoft Reply

Solidsoft Reply is part of the Reply group of companies. Through its network of specialist companies, Reply supports some of Europe's leading industrial groups in Telco & Media, Industry & Services, Banks & Insurance, and Public Administration to define and develop business models, suited to the new paradigms of Big Data, Cloud Computing, Digital Media and the Internet of Things. Reply services include: Consulting, System Integration and Digital Services.

A global award winning Microsoft Gold certified partner, Solidsoft Reply specialises in: System Integration using Microsoft technologies on-premises, hybrid and in the cloud; cloud based application development; and managed services for on-premises, hybrid and cloud IT investments.

Our mission:

Solidsoft Reply helps customers succeed through its expertise in designing and implementing innovative solutions, with continued commitment and investment in Microsoft technologies. We aim to be the most successful Microsoft Partner in Europe, removing any technology barriers, enabling customers to realise their full business potential.

To understand more about how Solidsoft Reply can help you make informed integration decisions, please get in touch:

E: info.solidsoft@reply.com

T: 01256 375700

W: www.reply.com/solidsoft-reply/en/

