



IT Consulting for The Journey to the Cloud

Delivering expert guidance from concept to completion

Thoughtful, practical, and thorough...

- Review current issues and constraints
- Drive awareness of common cloud pitfalls
- Craft your personal cloud vision
- Document operational elements and touch points
- Create a transformational program plan
- Define clear benefits for line of business owners and IT, include anticipated return on investment

The right strategy to enable your vision

While cloud capabilities promise to unlock your business' full potential, realizing the true benefits can be challenging. Enabling convenient, on-demand network access to a pool of shared computing resources (networks, servers, storage, applications, and services) requires an overall enterprise cloud strategy, and a thorough understanding of your current computing environment (including the complexities of servers, applications, data, and heterogeneous platforms).

Dell can help with your journey to cloud

Dell™ sees the adoption of cloud computing as a pragmatic journey with various steps along the way to improve your IT efficiency and lay the path for success. Dell consultants begin with an examination of your business and IT goals. The next step is to assess how you might benefit from cloud technologies. Finally we help you develop and implement a detailed, best practice-based plan for cloud computing that delivers significant benefits.

Realize the benefits of Dell Cloud Consulting

- **Achieve cost efficiency.** Shift CAPEX to OPEX and increase scalability, availability, and performance through self-service provisioning and instant deployment of computing resources.
- **Minimize risk and speed time-to-value.** We help you mitigate risk and save money by applying best practices gleaned from years of experience and partnering with some of the world's largest cloud service providers.
- **Focus on your core business.** Dell can manage the entire engagement or work collaboratively with you wherever you are in the process.

IT Consulting for **The Journey to the Cloud**

Dell Services enables you to adopt and expand a flexible cloud computing approach that matches your infrastructure to demand. Our consulting expertise will help your organization find the quickest path to achieve your business goals.



Key service steps	Description
Workshop <i>Understand the potential</i>	<ul style="list-style-type: none">• Complimentary half-day consultative session with key business and IT stakeholders.• Facilitated discussion on business transformation, application, infrastructure, and operational considerations to shape cloud strategy and understand risks.• Help you understand how best to leverage cloud solutions that delivers business value.• Introduce Dell's cloud methodology, solutions, and best practices and outline next steps.
Assessment <i>Make informed decisions</i>	<p>Cloud Roadmap Accelerator:</p> <ul style="list-style-type: none">• Help clearly define your business, operational, and IT objectives.• Analyze business processes, applications, operations, and infrastructure.• Deliverables include:<ul style="list-style-type: none">• Cloud adoption strategy, investments, risks, and roadmap.• Analyze shortlisted applications for suitability of public, private, or hybrid clouds.• Recommend applicable cloud platforms and the right mix of IaaS/SaaS/PaaS for your organization.• Executive briefing and transformational blueprint clearly defining the "AS IS" and "TO BE" environments.
Design <i>Lay the path for success</i>	<ul style="list-style-type: none">• Comprehensive design including impact of cloud solution on major areas of enterprise architecture: business, data, application, and technology.• Cloud Application pilot to understand needed changes, and validate benefits, security, and performance before committing to long term change.• Deliverables include:<ul style="list-style-type: none">• Design specs for your applications, infrastructure, and operational processes.• Implementation plan
Implementation <i>Capture the value</i>	<ul style="list-style-type: none">• Translate your cloud design into a successful deployment — to build a private, public, or hybrid cloud.• Application migration and development to tailor existing or new applications to the cloud environments.• Integration of cloud solution with on-premise and other cloud services.• Testing, on-site deployment and roll-out of the cloud solution.• Guidelines for operational best practices, governance, knowledge transfer, and implementation reporting.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.

