Business Track

Building a strong cloud business case

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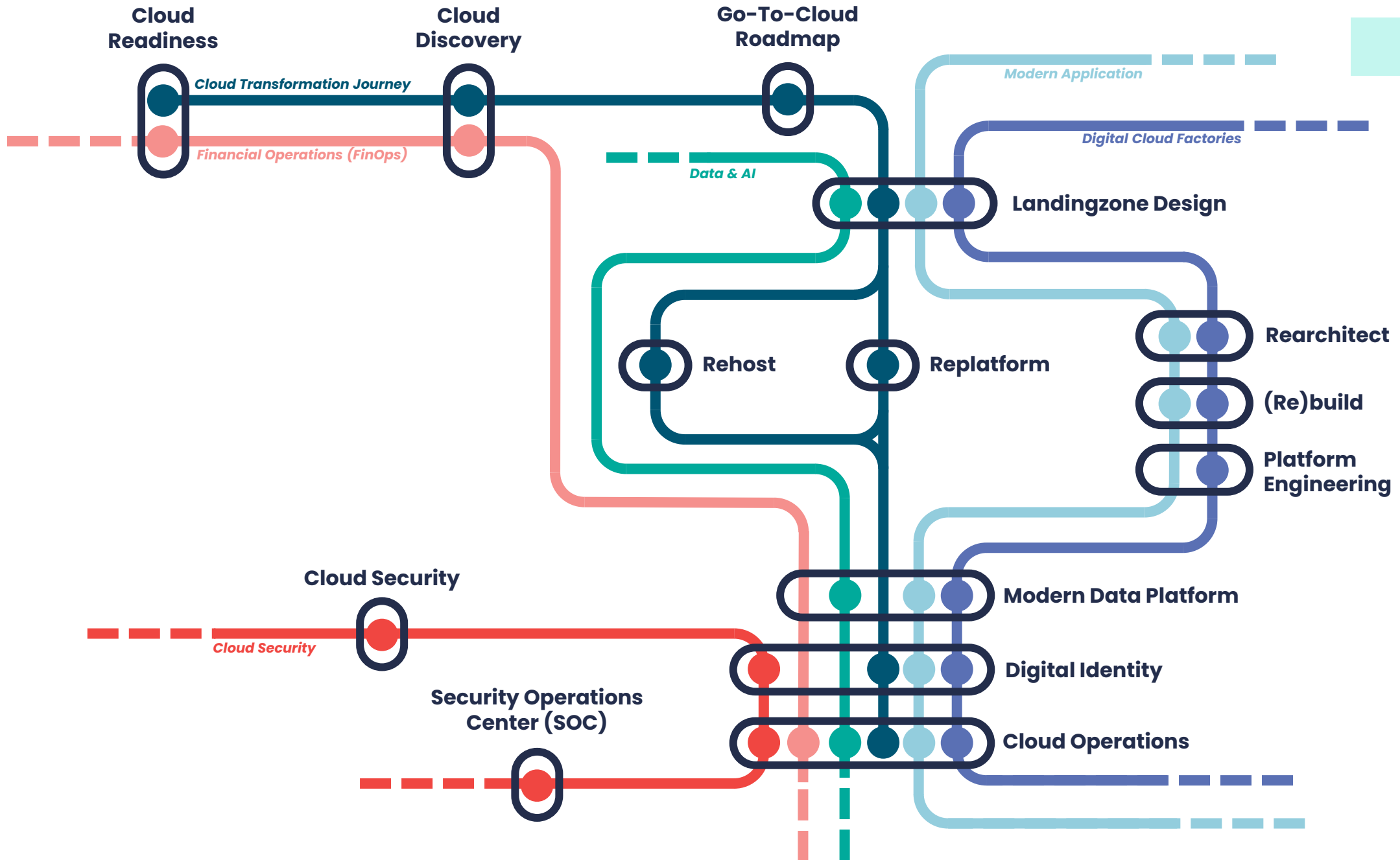
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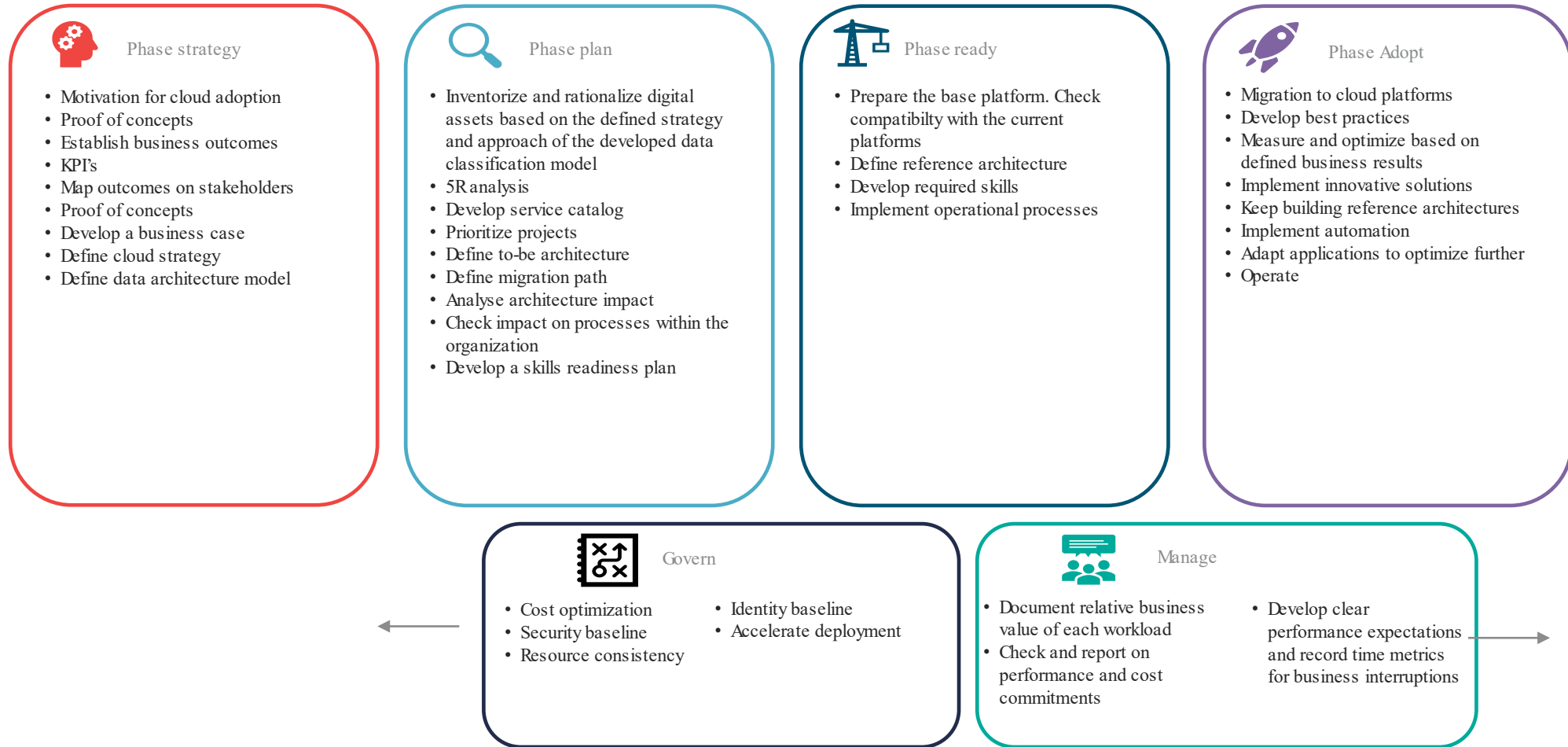
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Where are you now ?

Phase strategy

- Motivation for cloud adoption
- Proof of concepts
- Establish business outcomes
- KPI's
- Map outcomes on stakeholders
- Proof of concepts
- Develop a business case
- Define cloud strategy
- Define data architecture model

Phase plan

- Inventorize and rationalize digital assets based on the defined strategy and approach of the developed data classification model
- 5R analysis
- Develop service catalog
- Prioritize projects
- Define to-be architecture
- Define migration path
- Analyse architecture impact
- Check impact on processes within the organization
- Develop a skills readiness plan

Phase ready

- Prepare the base platform. Check compatibilty with the current platforms
- Define reference architecture
- Develop required skills
- Implement operational processes

Phase Adopt

- Migration to cloud platforms
- Develop best practices
- Measure and optimize based on defined business results
- Implement innovative solutions
- Keep building reference architectures
- Implement automation
- Adapt applications to optimize further
- Operate

Govern

- Cost optimization
- Security baseline
- Resource consistency
- Identity baseline
- Accelerate deployment

Manage

- Document relative business value of each workload
- Check and report on performance and cost commitments
- Develop clear performance expectations and record time metrics for business interruptions

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Tip #1 What exactly do you want to achieve

Faster available

Security

Focus on the core

Innovation

IT efficiency

Flexibility

- What you want to reach, and make it specific

- Translate your objectives

  in clear OKR's

"In the complete further trajectory will this be your guiding compass and will help you make further choices"
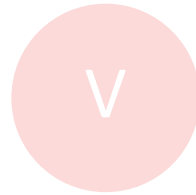
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# Tip #2 Manage the challenges

Data sovereignty / Information security

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An information classification framework is required to identify and mitigate the risks surrounding information security. The model describes all measures that must be taken to adequately protect (privacy-sensitive) data

Vendor lock-in

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The use of platform and application services usually creates a dependence on the supplier (vendor lock-in), certainly in the absence of standards. A choice for open standards if possible, is preferred

Cost control

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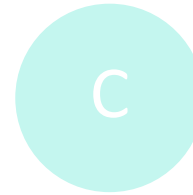
Cloud services operate at a variabl operating cost based on actual consumption. Dealing smart with the cloud capabilities can lead to cost optimization, but also can have the opposite effect. A cost management process must be organized to manage this

Knowledge gap

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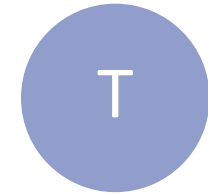
Working with cloud services requires new skills and knowledge. Education and training is required to work with these new services. A skills readiness plan will be realized according which training and other learning/coaching opportunities will be organized

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Tip #3 Is everything what it looks like ?

- Make it tangible

- Do proof of concepts and get specific

- Are your dreams as big as you thought ?

- Are yours fears a great as you thought ?

Tip #4 Find your cheerleaders

Cloud is not the goal – It is only a mean to an end

- Identify key stakeholders early
- Define business goals and value propositions
- Host workshops or brainstorm sessions
- What do your stakeholders need
- Communication plan
- Setup a cloud governance committee

- Use pilots to demonstrate value
- Address security and compliance concerns
- Provide trainings and support
- Establish KPI and success metrics
- Maintain flexibel – keep iterative
- Leverage executive sponsorship

"your reward: more align with business priorities, stronger stakeholder buy-in, more succesful cloud adoption outcomes"

Tip #5 Financial excercise and which alternatives are there

- **Make the financial exercise**
  - Direct cloud costs (cloud resources / mothly licenses, …)
  - Migration tools & services
  - Security & compliance
  - Support

- **Don't forget**
  - Staff training + required time to adapt
  - Governance
  - Change management
  - Data egress

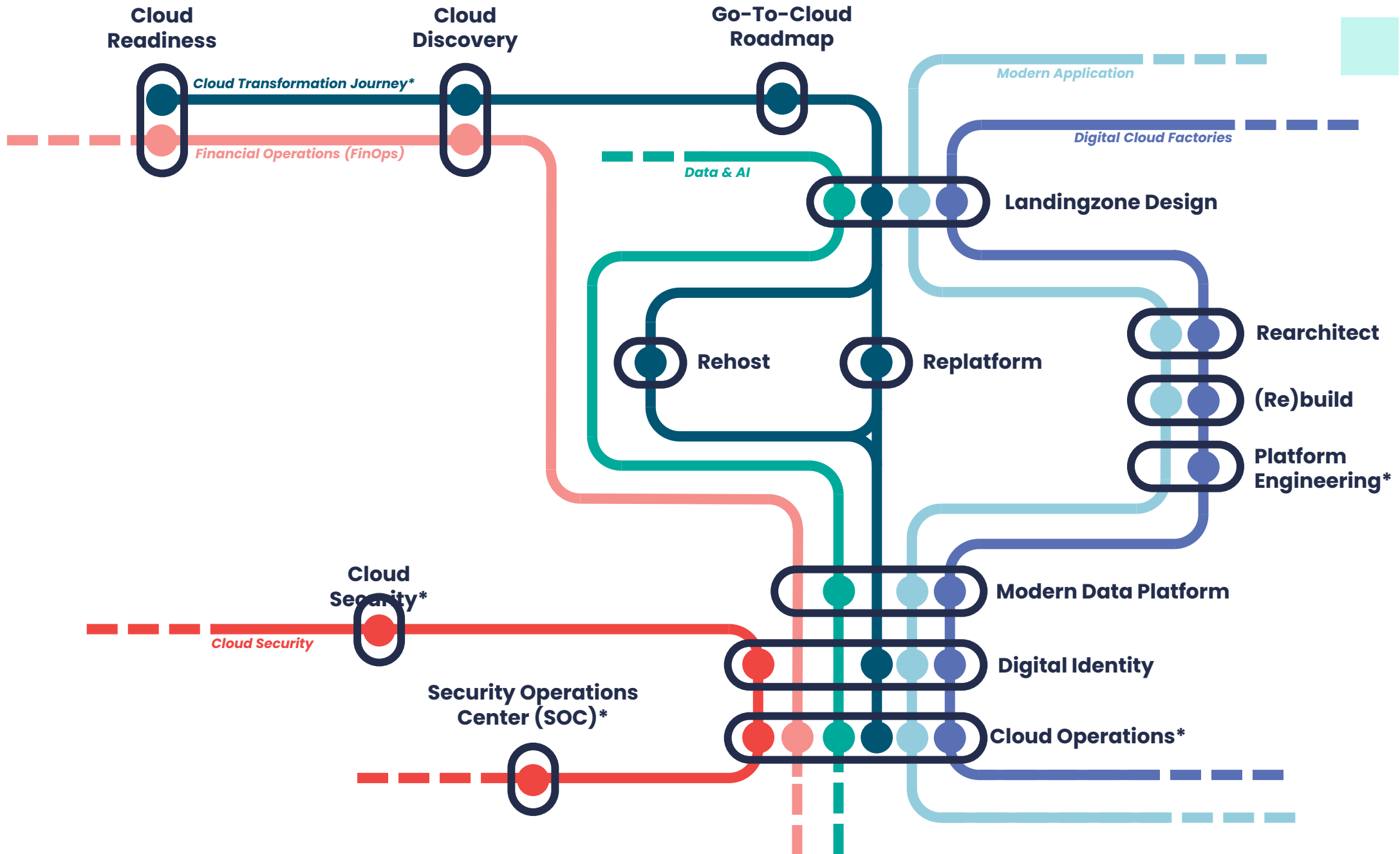- **Think about alternatives to lighten the required effort (they do exist)**
  - Cloud operating models
  - Example like Azure VMware solution, where VMware engineer keep using their same tools as before to lighten the change and upskilling

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Free bonus tip / Bring-it all together, form structure and re-use

- Business goals and value proposition

- Cloud principles

- Cloud operating model

- Cloud organisation & governance model

- Deployment phases

"Together this forms your cloud strategy. Keep it updated and use this as your guiding compass through your journey"