

Cloud Assessments

As organizations look to address rising costs and growing demands on the data center, the need for resources that can help them develop and implement cloud strategies are becoming a must have to achieve greater IT agility. From assessing current cloud and automation maturity, to building a clear roadmap based on the target cloud maturity level, these assessment offerings enable partners to recommend and deliver the appropriate products and services to best fit the customer needs.

Tech Data Cloud Assessments are designed to help develop an effective strategy toward fully integrating Cloud and hybrid IT while providing a lower risk and reduced complexity for your customers

How It Works

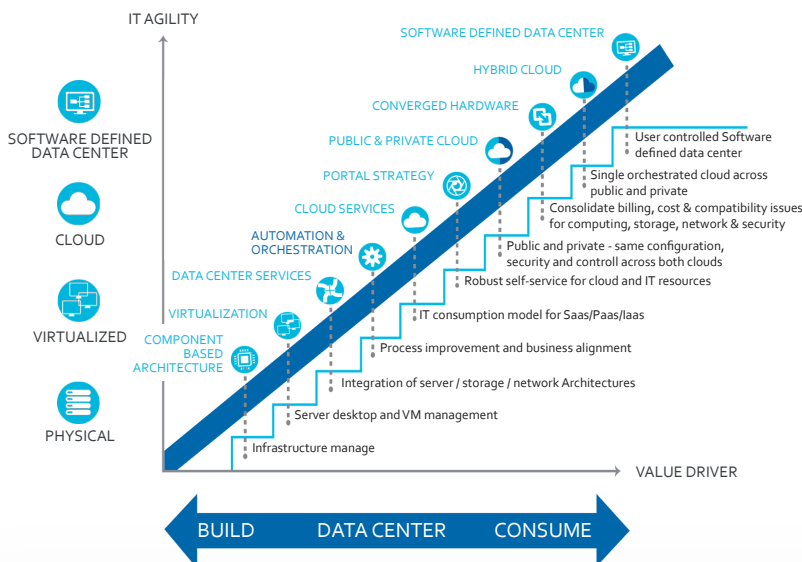
Cloud Assessments vary on scale, duration, cost and complexity and can be tailored to fit your customer's needs. Tech Data works hand-in-hand with partners to provide the necessary level of expertise needed. Utilizing a cloud and maturity scale to benchmark a customer's current environment followed by a proven assessment model, Tech Data, and partners are able to determine how to get to the customer's end goals.

Benefits to Your Customers

- ✓ **Understand Readiness:** Assess people, process and technology to document current environment.
- ✓ **Gain Alignment:** Define business goals and identify gaps across the organization that need to be addressed for success.
- ✓ **Reduce Complexity:** Rely on proven experts for guidance and technical skills to address complex requirements.
- ✓ **Lower Risk:** Provide recommendations with financial information to make informed decisions for the organization.

Benefits to You

- ✓ **Portfolio Expansion:** Capitalize on fast-growing market opportunity for hybrid cloud solutions.
- ✓ **Instant Expertise:** Leverage our experience with 200+ cloud projects successfully completed to date.
- ✓ **Brand Building:** Ability to white-label as your own value-added services that help your customers be more efficient.
- ✓ **Greater Profitability:** Enjoy higher margins while enhancing "trusted advisor" status with your customers.



Cloud Assessment Services Overview

Assessment	Overview	Typical Input	Duration/ Fee	Expected Output
Cloud Intro	Ideal for customers new to Software Defined Data Center /Hybrid Cloud and used to assess an organization's cloud readiness.	Remote engagement using a questionnaire to collect information with follow-up to validate information as needed. The survey includes questions about the organization's current technologies, experience level and processes.	Typically half day. Fee no charge.	3-4 page summary documents the customer's level of cloud maturity based on the model and makes recommendations for next steps / options.
Cloud Strategy	Customer has understanding of cloud technologies; needs guidance to optimize cloud strategy.	Onsite workshop with business and IT stakeholders / SMEs. Document "As Is" environment including technologies, processes, applications, gaps and pain points.	Typically 5-N days. Fee is \$10K - \$20K.*	"To Be" recommendations with a detailed roadmap helps customers make informed decision on cloud platform options and how to leverage existing investments.
Data Center Automation	Customer potentially needs operational process improvement.	Onsite workshop with business and IT stakeholders / SMEs. Document "As Is" operational process details including current technologies, IT processes and applications as well as service-level quality and integration requirements.	Typically 5-N days. Fee \$10K- \$20K.*	Set of recommendations with detailed "To Be" roadmap to help customer make informed decisions on potential operational process improvements and overall strategy.
IT Application Maturity & 3rd Platform Readiness	Customer wants to validate existing IT solution with current technology and/or best-practices.	Onsite workshop with business and IT stakeholders/SMEs. Document "As-Is" technology landscape and discuss leveraging existing investments or recommend new vendor solutions.	Typically 5-N days. Fee \$10K- \$20K.*	Set of recommendations with detailed "To Be" roadmap to help customer make informed decisions IT about solution upgrade or migration strategy.
Workload Placement and Cost Analysis	Customer wants to evaluate workload placement architectures options and costs.	Document organization's workload landscape and analysis with current billing data and reports for analysis.architectures options and costs.	5 – N days, depends on scope. Fee \$5K and scales up.	In depth billing report analysis with detailed output with recommendations report.

Vendor Specific Assessments at No Charge*

Customer wants to make informed decisions on costs and plan smooth migrations to target Cloud environment.

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| <ul style="list-style-type: none"> • Microsoft Azure Assessment powered by BitTitan, CloudPhysics, CloudGenera, and TechData IP | <ul style="list-style-type: none"> • AWS Assessment powered by CloudPhysics, CloudGenera, and TechData IP |
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Customer wants to gain visibility into their VMware environment and recommendations to optimize performance, right-size for upgrade or understand best deployment options for hybrid cloud needs.

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| <ul style="list-style-type: none"> • VMware Horizon • VMware Virtual Network Optimization | <ul style="list-style-type: none"> • VMware vSphere 6.5 Upgrade • VMware vRealize Optimization |
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Unparalleled Expertise

Tech Data focus is to help Business Partners build profitable revenue streams and create a community of happy customers. Armed with the best technology and extensive cloud development and integration expertise, we work with our partners to provide the right blend of public, private and hybrid cloud capabilities to accelerate business growth.

For more information contact us at enterprisecloudsales@techdata.com.