DATA SHEET

Microsoft Cloud Services
Strategy and Planning: Three simple steps to the cloud

Strategy and Planning for Microsoft Cloud Services enables you to identify opportunities and create a plan to optimize IT efficiency and reduce costs.

"Cloud" is a much-used IT industry term that means different things to different people. Does it mean Web applications, hosted services, centralized data centers, or platforms for running scalable applications?

In reality, the cloud can be all of these things. And more.

Our Cloud 1-2-3 Strategy and Planning offering will help you understand the benefits of Microsoft Cloud Services, and how you can capitalize on them to achieve your organizational goals.

Cloud 1-2-3: Three Steps to the Cloud

Whether you are completely new to the cloud or have already done some analysis and planning, Cloud 1-2-3 can help you accelerate your cloud strategy. The program consists of one or more of the following steps:

1. **Define:** A half-day to full-day strategy briefing to help you understand the cloud model, and identify potential opportunities to achieve efficiencies through the use of Microsoft Cloud Services.
2. **Explore:** A two-day to two-week workshop to analyze your organizational cloud capabilities, solidify opportunities to take advantage of the cloud, and create a roadmap for your cloud strategy.
3. **Plan:** A six-to-eight week strategy and planning engagement to create a formal architecture and implementation plan.

Increase Efficiency

In today's environment, the ability to manage resources with less cost and effort is critical. Our Cloud 1-2-3 offering will provide guidance on how to increase efficiency through:

- On-demand computing.
- Elimination of idle IT capacity.
- Lower total cost of ownership.

Software-as-a-Service (SaaS)

- Business Online Productivity Services (BPOS)
- Microsoft Dynamics CRM Online

Platform-as-a-Service (PaaS)

- Windows Azure
- Microsoft SQL Azure
- Windows Azure platform AppFabric

Infrastructure-as-a-Service (IaaS)

- Scalable storage
- On-demand computing
- Dynamic Data Center

Microsoft | Services

Transform your IT organization by capitalizing on Microsoft Cloud Services to support increased business agility.

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Increase Agility

Every business needs the capability to respond quickly to changing needs. Our cloud services platform can provide significant benefits in this area. Whether your goals are faster time-to-market, accelerated development, or simplified deployment, Cloud 1-2-3 will help you identify opportunities and create an execution plan.

Focus on the Business

Microsoft Cloud Services provides opportunities to focus on delivering solutions for your business needs, not infrastructure. Cloud 1-2-3 will show you how you can scale without complexity and lower the operational hurdles standing in the way of your business goals.

Program Deliverables

After each step of Cloud 1-2-3, you will receive tangible materials that represent the work product of each session.

1. Define

- Summary document describing findings and recommendations
- Plan for evaluating next steps
- Criteria and timelines for achieving further success

2. Explore

- Summary document including:
    - Assessment of where you are and where you want to be in the future
    - Cloud capability assessment
    - Broad risk and dependency assessment
    - Specific recommendations.
- Conceptual cloud architecture
- Defined scope and work breakdown structure for step 3

3. Plan

- Strategic cloud plan
- Defined cloud architecture
- Future vision technology roadmap
- Project details

For more information about consulting and support offerings from Microsoft, contact your Microsoft Services representative or visit www.microsoft.com/services.