

A variation of the approach is to deliberately sweat the legacy (i.e. minimise investment) whilst you build the new world. In the case of cloud, this is where enterprise cloud services might have some benefit. By shifting a legacy environment to an “enterprise cloud” provider with minimal architectural changes then you move any responsibility for capex investment to the provider. You sweat the legacy whilst preparing a new environment with components that you have built or use from third parties. What you want is for the “enterprise cloud” service to provide utility based charging with no long term contract. Despite the empty words you might have given the provider regarding long term future, when you are ready you unceremoniously start dumping the legacy. By such an approach you’re shifting future capex investment to the provider and reducing this cost for yourself. This method is unlikely to make you friends with the provider so plan accordingly.

## **pig in a poke**

By far the best approach is to convince someone to pay you for your legacy. Just because you are aware that the environment is changing does not mean everyone else is aware. You’ll need a bit of misdirection here such as generating a future story for the legacy. In the case of the communication platform above, you might convince another company that enterprise application stores are the future. If you have a pre-existing home grown application store then you can sell it to them including some of the underlying environment (from infrastructure to staff) as a “future business” whilst ensuring you have access ideally on