

Cloud Presentation

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Company Profile

- ❑ Mid-sized consulting firm headquartered in New Jersey
- ❑ Specializes in HR, strategy, and IT consulting services
- ❑ Employs approximately 200 professionals
- ❑ Serving small and medium-sized businesses
- ❑ Focused on delivering tailored business solutions

Company Vision & Growth Plans

- Preparing for regional expansion across the East Coast
- Plans to open 5 new offices within 18 months
- Seeking flexible, scalable IT solutions to support growth
- Committed to improving collaboration and data security

Company Struggles

- ❑ Scaling IT operations across multiple new regional offices
- ❑ Managing costly and hard-to-maintain on-premises servers
- ❑ Ensuring secure and reliable data access for remote and in-office staff
- ❑ Limited tools for real-time collaboration between teams in different locations
- ❑ IT staff overwhelmed by manual system maintenance and troubleshooting

Impact of These Challenges

- Frequent downtime and slow system performance
- Delays in deploying updates and software enhancements
- Reduced employee productivity and communication bottlenecks
- Increased risk to client data security and compliance
- Inhibits ability to grow efficiently and serve new clients

Current Infrastructure

- Primarily on-premise infrastructure with physical servers at each office
- File storage is localized, with limited cloud backup in use
- VPN set up for remote access, but often experiences lag and downtime
- Staff rely on Microsoft Office desktop apps with minimal real-time collaboration
- IT team is burdened with hardware maintenance and manual software updates
- Infrastructure not easily scalable to support planned regional expansion

Top Three Cloud Services Providers

Amazon Web Services (AWS)

- **Service Models:** Offers IaaS, PaaS, and some SaaS
- **Core Services/Tools:**
 - *Compute:* EC2
 - *Storage:* S3
 - *Databases:* RDS, DynamoDB
 - *Developer Tools:* CodeBuild, CodePipeline
 - *Analytics:* Redshift, QuickSight
 - *Networking:* VPC, Route 53, CloudFront

Amazon Web Services (AWS)

- ❑ **Pricing:** Pay-as-you-go model with a generous free tier; pricing can become complex
- ❑ **Support:** Tiered support options; includes Trusted Advisor for optimization
- ❑ **Infrastructure:** Largest global cloud infrastructure with availability zones across continents
- ❑ **Accessibility:** Highly flexible, but may require technical expertise to manage effectively

Microsoft Azure

▣ **Service Models:** Offers IaaS, PaaS, SaaS

▣ **Core Services/Tools:**

- *Compute:* Azure Virtual Machines
- *Storage:* Blob Storage
- *Databases:* Azure SQL, Cosmos DB
- *Developer Tools:* Visual Studio, DevOps Services
- *Analytics:* Azure Synapse, Monitor
- *Networking:* Azure Virtual Network, Front Door

Microsoft Azure

- **Pricing:** Flexible pricing options; strong cost-management tools
- **Support:** Enterprise-grade support with extensive documentation and live help
- **Infrastructure:** Highly developed global presence, including hybrid cloud and off premise compatibility
- **Accessibility:** Seamless integration with Microsoft 365 and existing Windows environments

Google Cloud Platform (GCP)

□ **Service Models:** Supports IaaS and PaaS

□ **Core Services/Tools:**

- *Compute:* Compute Engine
- *Storage:* Cloud Storage
- *Databases:* Bigtable, Cloud SQL
- *Developer Tools:* Cloud SDK, Firebase
- *Analytics:* BigQuery, Looker
- *Networking:* Cloud Load Balancing, Cloud CDN

Google Cloud Platform (GCP)

- ▣ **Pricing:** Transparent pricing with sustained use discounts and free tier
- ▣ **Support:** Role-based support plans; helpful for developers and startups
- ▣ **Infrastructure:** Rapidly expanding network; fewer global zones than AWS or Azure
- ▣ **Accessibility:** Clean, intuitive user interface; very developer-friendly

Recommended Provider: Microsoft Azure

- Best fit for Don & Associates Microsoft-based workflow
- Easy integration with Microsoft 365 and Windows tools
- Strong security, compliance, and hybrid cloud options, and off premise support
- Scalable services for storage, computing, and data analytics
- Reliable global presence and enterprise-level support

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- Transparent pricing tools and cost management options
 - Supports gradual migration without disrupting existing systems

Conclusion

- Cloud adoption is vital for Don & Associates regional growth and competitiveness
- Microsoft Azure offers the best balance of integration, security, and scalability
- Azure's hybrid and off-premises support allows smooth transition from current infrastructure
- Choosing the right cloud partner empowers business innovation and future readiness
- Strategic cloud investment today builds a strong foundation for tomorrow's success

References

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