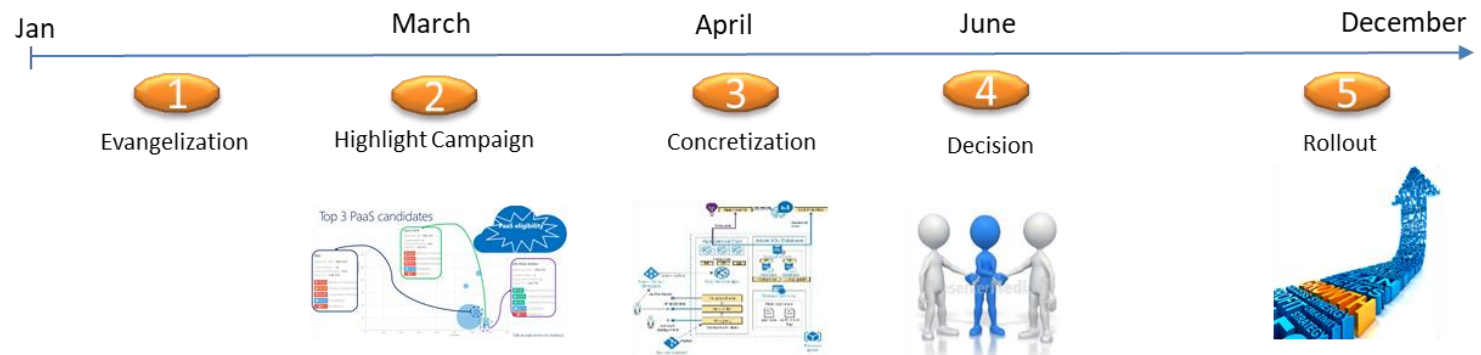


CAST HIGHLIGHT

CloudReady Case Studies

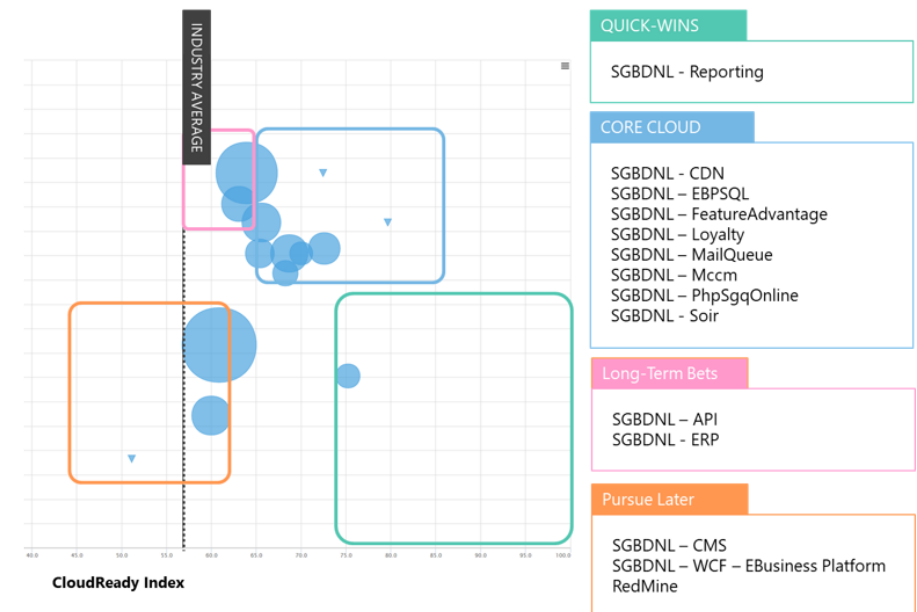
CAST - Microsoft Azure Customer Case Study: Manufacturing

- **Challenge:** Customer did not know where to start and initially estimated 1 app could be migrated to IaaS in 18 months.
- **Solution:** Microsoft partner worked with the customer CIO and CAST to perform an application cloud readiness assessment identifying multiple apps that had a business case and a clear code modernization roadmap to Intelligent Cloud (DBaaS, Cloud App Engine, API, IOT, Authentication services).
- **Outcome:**
 - Customer Business/Apps/Infra teams jointly committed a plan to modernize 5 on-prem apps per year to Intelligent Cloud after an intermediate IaaS step.
 - Customer committed a 1-year consulting mission to the partner and \$600K+ per year over three years on pure Azure PaaS workloads.



CAST – Microsoft Azure Customer Case Study: Retail

- **Challenge:** Retail client wanted a comprehensive cloud migration strategy defining which applications shall move to intelligent workloads and how.
- **Solution:** Client initiated an RFP to select one Managed Service Provider (MSP) and one/several public CSP (e.g., AWS, Azure) to implement the cloud journey for 100 applications involved in the customer experience (Retail CRM).
- **Outcome:**
 - Microsoft invested in a Highlight subscription as part of a “Cloud Journey consulting service” to help the client, showcase Azure PaaS Competitive advantage, and strengthen CIO relationship.
 - 15 applications were rapidly onboarded with great feedback from client business, apps & infra teams on the actionable intelligence.
 - Client decided to move completely to Azure focusing on PaaS and engaged the RFP winners on a clear modernization roadmap including DbaaS, App Services, FaaS and IOT workloads.
 - Client plans to replicate across entire portfolio of hundreds of apps.



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Thank you