

## The Great Migration Story (DC Migration)

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The Great DC Migration Story brings together our Cloud and CIS capabilities together to weave a compelling proposition of how FS Enterprises can reduce costly Capex overhead of Data Centers and adopt a cost-friendly approach to migrate fully or partially to the Cloud, or other flexible DC options. Explore this offer from the standpoint of cost-optimization, infrastructure modernization and achieving high agility by migrating to the cloud.

## **SYNOPSIS OF THE OFFER**

### **Why is Data Center Migration such an important Propel Offer?**

Data Centers, typically comprise of buildings or floors of real estate, that host hardware and software for networking, telephony, mainframes, platforms, applications, databases etc. These Data Centers have regular annual costs, they must undergo strict regulatory compliance and have high security needs. Often the equipment within these DCs has aged out, needs an upgrade or a migration to Cloud. In such cases, clients need an Expert who can take a look at their Data Center Migration Strategy holistically from all modernization angles such as an upgrade, consolidation, migration to Cloud, security, regulatory compliance, right up to a complete decommissioning of the real estate. The Data Center Consolidation & Divestiture market is increasing significantly and our Experts have seen a rapid increase in the number of RFPs they are responding to this year. Also, the Digital Operational Resilience Act, or DORA, is a European Union (EU) regulation that has mandated that all Financial Institutions, their technology service providers, cloud service providers and data centers must comply with DORA standards by **January 17th, 2025**. These opportunities are great ways to open new doors and spaces in both new and existing clients. The typical deal size can range from 100K and can easily run to 50-100 Mn USD depending on the actions needed in the Data Center Migration story. The opportunities can take 4 months to 2 years to close. This is a huge revenue opportunity to tap into a growing market because most of our clients have aging Data Centers that need some kind of small, medium or large migration, or DORA compliance in the EU.

### **Why should clients look at Capgemini's Data Center Migration Offer?**

Most banks, capital markets and insurance carriers have their Data Centers spread across multiple geographies of the world. Various factors, such as high annual costs, age of the equipment, local workforce availability, migration to cloud – all affect the clients' decisions to upgrade, consolidate or outright decommission these Data Centers. They need a strong and capable Expert who can look at the Data Center Migration Strategy holistically from an angle of infrastructure, real estate, hardware, software applications, cloud migration and cost reduction. Capgemini is very well-placed as an end-to-end player because we have strong capabilities and partnerships in the full range of services. We can start with a professional infrastructure assessment, create a transformation roadmap, do the implementation of taking over their network, hardware, software platforms, data and migrate them to the cloud, host their data centers at completely new or shared locations, and even decommission their existing data centers. For certain areas of Data Center to Cloud services, we complete with organizations like players such as HCL. However, with a Multi-Business line approach, we have force multiplied the effectiveness of our data center migration capability. This offering has best of class services from both CIS and Cloud teams.

## What does our end-to-end offer comprise of?

- POV on DC/Hybrid cloud architecture
- Data Architecture
- Network Architecture
- Cyber Security Posture
- Transformation Roadmap including the Business Case
- Implementation of all the actions determined in the Transformation Roadmap. including the real estate management

## How can we start client conversations with the CxOs?

It would be useful to study and discover the Data Center landscape of your client – the geographies, the typical spends, the age of the equipment, any pain points or challenges, and most importantly, when are the Data Center contracts getting renewed. Asking clients questions around the costs, challenges, compliance and security of the Data Centers can give clues. If you are the EU, then checking with the client about their DORA compliance can also kick off a conversation. Also connect with our Experts George Thomas and Ravinder Khokhar so they can figure out a workshop or an assessment to evaluate the infrastructure for your client. Alternatively, you can download the Client Deck from below, use the content here and send out an email to your client. Typical conversations happen with the CIO, CTO, CFO, COO and CISO.

## Key documents

The Great Migration(DC Migration)\_Webinar\_Oct 11 2023

The Great Migration Webinar – October 2023

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