

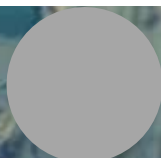
CASE STUDY



Client: A Saudi Arabia-based petroleum and natural gas company, with a daily production of 8 billion barrels per day



SGAnalytics
Solve. Synergise. Surpass.



3 months
Short turnaround
time



32+ vendors
evaluated



CHALLENGES

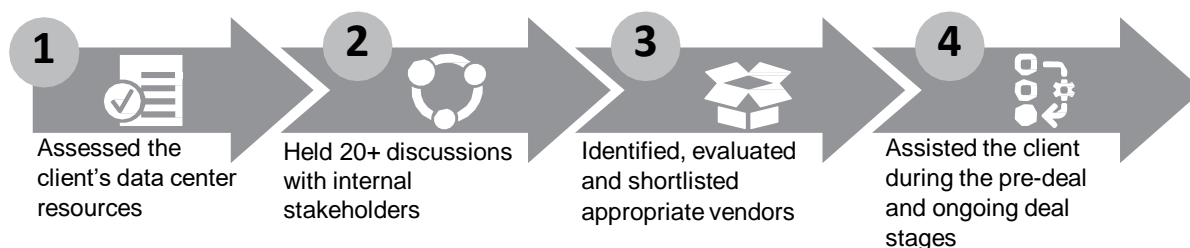
The client wanted to virtualize its data center within a span of three months and was on the lookout for a partner, who could identify the appropriate cloud computing vendors and help in price negotiation.



APPROACH

Based on a detailed understanding of the client's problem set, SGA's business consulting team developed a comprehensive research map to identify potential vendors:

- Assessed the client's existing data center resources to evaluate its storage, server details, network capabilities to understand the focus areas for implementing cloud computing solutions
- Held 20+ discussions with internal stakeholders of the virtualization project and understood the operational challenges in the implementation of the virtualization strategy.
- Conducted secondary research to understand the cloud computing landscape and business applications for cost optimization
- Identified 32+ vendors in the country in line with client requirements, and after gaining in-depth insights on their service portfolio and pricing, we shortlisted five. Fixed and attended meetings with the client and the shortlisted vendors
- Provided insights and guidance to help the client migrate all its key applications to the cloud platform



VALUE DELIVERED

“SGA worked as a thought partner with us. We appreciate their help in completing the project in a short span of three months” IT Director

Cloud virtualization helped the client achieve:

32% cost savings

18% space optimization

15.8% energy savings