

Cisco Cloud Enablement Services for Adopting Clouds



Cisco® Cloud Enablement Services for Adopting Clouds help you understand which applications you need to migrate; build business justifications for migrating your applications to a public cloud model; and expedite your cloud migration while maintaining the security and performance of your network, storage, and data center environment.

Accelerate a Cloud Migration Strategy Based on Your Unique Business Goals

Realizing Your Cloud Strategy

Businesses are looking for cloud solutions to solve some of their biggest business and technology challenges: reducing costs, creating new levels of efficiency, and facilitating innovative business models.

To enable the best cloud model for your business, you need to understand where to start in terms of transforming your data center, network, and storage environments based on your business needs and goals. While you might imagine a cloud working the same way for every business, your implementation of a cloud model, including private, public, and hybrid clouds, as well as communities of clouds for markets such as healthcare, finance, and government, is unique to your business.

With the right approach, your chosen cloud model can enable your business to operate more simply and efficiently, without having to compromise on security, flexibility, or functionality. The right cloud model, whether a private or public cloud providing infrastructure as a service or software as a service, can enable your business with flexible total cost of ownership (TCO) and a compelling return on investment (ROI) with a faster time to business value, regardless of geographic or operational diversity.

Yet many organizations that have implemented some level of cloud have encountered business-affecting challenges around security, reliability, and application performance and customization, as well as around interoperability with internal applications and systems. As a result, these organizations have encountered barriers to migrating business-critical applications, such as collaboration, video, customer relationship management, payroll, content management, and human resources, to cloud environments.

Often companies focus on simply the technology associated with implementing cloud models. Instead, the focus should be on what a business wants to get out of the cloud, what cloud models will help achieve those goals, the effect of the various cloud models on existing data centers with virtualization and automation, and which business applications should or can move to what type of cloud. In short, you need a cloud adoption strategy.

To facilitate a smooth transition to potentially revenue-generating cloud models and services appropriate for your business, Cisco Cloud Enablement Services for Adopting Clouds focus on the strategy, structure, people, process, and systems to provide your business with the level and type of support required for adopting a cloud model and planning and managing a successful migration to a public cloud.

Preparing for Your Cloud Adoption and Migration

Cisco Cloud Enablement Services for Adopting Clouds deliver the expert help you need to accelerate the adoption of a cloud model based on your current environment and business goals. The services address how cloud adoption promotes changes in your business application portfolio, data centers, and borderless network (BN) infrastructure and the re-architecture of data center, network, and storage environments.

The services help you understand:

- Your state of readiness to adopt a cloud model and the challenges, implications, and benefits of adopting a cloud model
- How a cloud model aligns to or affects your business, IT goals, and operational objectives
- How a cloud model affects business partners, such as vendors, suppliers, resellers, and customers
- How a cloud model can enable the ability to provide new user services with optimal service delivery or consume new business services from others

Cisco Cloud Enablement Services for Adopting Clouds Approach

To facilitate your decision making around a cloud migration, Cisco Cloud Enablement Services for Adopting Clouds provide two services modules: Cloud Adoption Strategy Services and Cloud Adoption Planning Services.

Cloud Adoption Strategy Services

The Cloud Adoption Strategy Services recognize the importance of developing a cloud strategy with expert guidance and preparing a business justification based on requirements, business and financial needs, and other success factors. These services include:

- **Cloud Strategy Workshop for XaaS Adoption:** Cisco Cloud Adoption Strategy Workshop utilizes a collaborative discussion process to examine and evaluate industry-leading practices around cloud adoption, as well as identify the areas of interest and importance for you to successfully adopt a cloud model. This two- to four-hour session, which can be virtual or face to face with Cisco cloud subject matter experts, as well as partners if applicable, helps you to frame and understand your current situation, challenges, implications, and benefits before migration to a cloud model. The workshop also will introduce a cloud migration approach recommended by Cisco for your environment and your business needs and goals.
- **Cloud Strategy and Business Justification Service for XaaS Adoption:** Cloud Adoption Strategy and Business Justification Service introduces an interview format and process as a forum for assessing and evaluating your application, network, compute, and storage architectures. The emphasis of the service is on the application portfolio as well as gathering success factors; cloud use cases; and financial, business, and technology requirements from your business and IT teams. In addition to collecting these requirements, the service provides the business case and justification for a cloud migration and discovers any business and/or technical effects that would result from implementing the cloud model. Finally, this service helps define the risk and dependency analysis for your cloud model.

Cisco Cloud Adoption Planning Services

The Cisco Cloud Adoption Planning Services help businesses take a comprehensive approach during which application, infrastructure, and network elements are discovered, dependences mapped, application performance and latency models developed, server consolidation and virtualization projects analyzed, and the security infrastructure assessed for a simplified cloud migration. These services include:

- **Cloud Application Assessment Service for XaaS Adoption**
During the Cloud Application Assessment for SaaS Adoption, Cisco experts and your team identify and capture existing application, infrastructure, and network characteristics and develop scenarios for future cloud-based application needs. Understanding your environment, as well as the implicit and explicit dependencies between the physical and logical components and business applications, is vital to any data center migration to a cloud model to avoid any unforeseen effects or events. The resulting application performance and latency model, developed from an end-user perspective, can be used as reference when the application is moved to the cloud or shared with a service provider.

Cisco uses in-house and third-party tools for infrastructure discovery, application characteristic analysis, and dependency mapping of applications to server and then server to network. This service also enables you to proactively detect application response time problems for faster diagnosis and resolution of service issues, thereby minimizing business effect. The assessment report can be used as a reference and recommendation for LAN/WAN infrastructure changes and for approaching a public cloud provider to establish acceptable response times for cloud models delivering software as a service (SaaS). A combination of data collection, application

characteristics analysis, and dependency analysis, coupled with technical input from Cisco subject matter experts, results in a recommended approach for application, infrastructure, and network dependencies during a cloud migration.

- **Cloud Infrastructure Assessment Service for XaaS Adoption**

During the Cloud Infrastructure Assessment for IaaS Adoption, Cisco experts and your team identify and capture existing application, infrastructure, and network characteristics and develop scenarios for future cloud-based application needs migrating to IaaS. Understanding your environment, as well as the implicit and explicit dependencies between the physical and logical components and business applications, is vital to any data center migration to a cloud model to avoid unforeseen effects or events. Cisco works with you to successfully implement server virtualization projects within the data center for cloud migration by performing a server consolidation and virtualization analysis. As a result of this analysis, you can develop scenarios for future cloud-based virtualization needs by identifying existing physical (standalone) workloads (P2V) and rebalancing existing virtualized workloads (V2V).

Cisco uses in-house and third-party tools for infrastructure discovery, application characteristic analysis, and dependency mapping of applications to server and then server to network. This service also highlights potential savings from server virtualization to achieve the best possible virtualization ratios based on workload characteristics. In addition, it reveals the business-level and process-level compatibility for migration to a cloud model that helps to avoid issues or events. The combination of data collection, dependency analysis, server consolidation, and virtualization analysis coupled with technical input from Cisco subject matter experts results in a recommended approach for application, infrastructure, comprehensive virtualization approach, and network dependencies during a cloud migration.

Cloud Security Assessment Service for XaaS Adoption

Using Cisco proprietary tools, this service evaluates and benchmarks the technical controls of security infrastructure against a predefined control framework. The control framework defines a vendor-independent control set, based on industry and international best practices and standards. Cisco provides detailed documentation covering current gap analysis, recommendations, and guidelines to securely migrate the current infrastructure to your cloud model. As a result of this engagement, you understand your integrated security needs and risks, as well as the steps necessary for mitigating security threats and protecting your business assets as part of your migration to a cloud.

Benefits

Cisco Cloud Enablement Services for Adopting Clouds meet the needs of businesses that need expert help, analysis, and recommendations in developing a cloud adoption strategy.

Cisco Cloud Enablement Services for Adopting Clouds help you to:

- Quantify, qualify, and justify your public cloud initiative based on your unique business situation and goals
- Improve the quality and delivery of applications and services by selecting the most appropriate applications for migration to your cloud
- Improve service performance by determining the effect of migrating to cloud on the data center infrastructure in terms of virtualization, dependencies, and application latencies
- Improve infrastructure resiliency and performance by understanding the effect of a cloud migration on your LAN/WAN infrastructure
- Protect and secure the user experience and the business in terms of security imperatives and regulations as you migrate to the cloud

Cisco Expertise

Cisco and our industry-leading partners use best practices and proven methodologies to help you quickly and efficiently plan and deploy a high-performance, resilient, and scalable, virtualized architecture for your business.

The Cisco Cloud Enablement Services for Adopting Clouds are delivered by Cisco experts who hold a wide array of industry certifications and are subject matter experts in business and technology architecture and data center technologies. They have direct experience in planning, designing, and supporting virtualization solutions. The team of experts might include the following:

- Data center solutions architect
- Layer 2 and Layer 3 infrastructure architect
- SAN architect
- Layer 4 to Layer 7 architect
- Virtualization architect with service orchestration expertise
- Cloud automation solutions architect
- Information security architect
- Network management architect
- Customer system architect and administrator
- Project managers

Cisco product and technology expertise is continually enhanced by hands-on experience with real-life networks and broad exposure to the latest technology and implementations.

Why Cisco Cloud Enablement Services?

Today, your data centers are strategic assets in a world that is changing rapidly with the emergence of new cloud models and growing user expectations around information-rich services on demand. Cloud is fundamentally changing business and how people collaborate and consume content. Cisco enables you to offer cloud services and applications by providing solutions for private, public, and hybrid clouds that uniquely combine our expert services, the power of the Cisco Unified Data Center within and across data centers, and the flexibility of the Cisco Intelligent Network providing a consistent and secure user experience independent of user location and the number of clouds.

Cisco and our industry-leading partners together deliver intelligent, personalized cloud-based services that accelerate the transformation of your data centers, resources, and assets to take advantage of new cloud models and increase your time to value. Using a unique, network-based perspective and an integrated unified view of your data centers, application assets, virtualization opportunities, and security and storage needs, Cisco takes a comprehensive, strategic architectural approach to help you assess, plan, build, optimize, and secure your private IaaS cloud, as well as prepare for and reduce the risk in migrating applications and services to the public cloud. Cisco supports rapid deployment of your cloud solutions and services with a comprehensive portfolio of professional and technical Cloud Enablement Services to help you quickly deliver a compelling, assured, and consistent user experience with every cloud service, anywhere, any time, on any device.

Service Availability

Cisco Cloud Adoption Services are widely available. Contact your Cisco account manager about availability in your area.

To Find Out More

For more information about Cisco Cloud Computing and Cisco Cloud Enablement Services, visit www.cisco.com/go/cloudenablement.

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