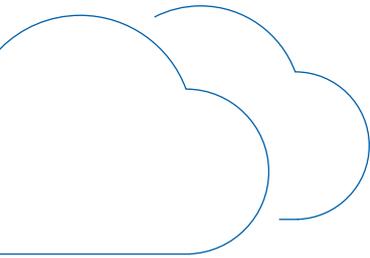
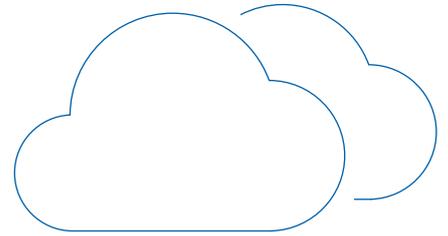




# HYBRID CLOUD SERVICES





# SEIZE THE HYBRID CLOUD ADVANTAGE

**From the workplace to the datacenter, the enterprise cloud footprint is growing. It delivers on-demand development resources. It accommodates new digital workloads. It powers analytics. And it enriches user collaboration.**

To maximise agility and minimise complexity, CIOs need to bring together disparate public services and private cloud environments to create a centrally managed and optimised hybrid cloud.

At Computacenter, we help organisations make the most of their existing cloud services and implement new ones. We advise. We design. We deploy. And we manage.

With our Hybrid Cloud Services, CIOs can establish and maintain the scalable cloud foundations needed to enable the business and its users.

Our pragmatic advice and comprehensive services help CIOs cut through the cloud noise and vendor hype to make informed decisions and investments. We define roadmaps. We aggregate resources. We make hybrid cloud an operational reality.

We provide support throughout the transformation lifecycle, helping CIOs bring together the people, processes and platforms needed to make a successful transition from traditional IT service models to cloud service models.

By helping organisations achieve an optimal balance between cost, performance and risk, we ensure cloud services and infrastructures deliver the best outcomes for today and tomorrow.

# REPEATABLE AND PREDICTABLE

**We draw on our infrastructure heritage and cloud expertise to ensure the CIO, the business and its users get what they want from the cloud.**

Our services combine skilled resources with proven processes and best-of-breed technologies to maximise flexibility and minimise cost.

We have developed repeatable blueprints for every stage of the Hybrid Cloud Services lifecycle – from defining management processes and planning implementations to orchestrating workload provisioning and automating utilisation reporting.

Our industrialised approach simplifies the transition of core enterprise applications, such as SAP, to hybrid cloud environments.

Our services enable CIOs to bridge the gap between public and private cloud resources, so they can provision workloads smarter and respond faster to business demand. This is all supported by our end-to-end managed service to leverage single cloud management platforms, performance monitoring, billing and authentication.

By providing end-to-end expertise and end-to-end visibility, we enable CIOs to manage cloud infrastructures and services more efficiently and cost-effectively.

## WHY COMPUTACENTER'S HYBRID CLOUD SERVICES MATTER



### FOR THE CIO

- Accelerates and simplifies cloud adoption
- Maximises resource utilisation
- Reduces transformation costs and risks



### FOR THE USER

- Reduces the risks of using unauthorised public services
- Provides self-service access to cloud resources
- Increases productivity and agility



### FOR THE BUSINESS

- Faster time-to-market for new business initiatives and applications
- Greater cost control and transparency
- Better strategic alignment with IT

# FROM ROADMAP TO REALITY

**Computacenter's Hybrid Cloud Services bring certainty and consistency to the adoption, implementation and optimisation of private and public cloud resources.**

## **SOURCE & DEPLOY**

Computacenter helps CIOs build, buy and deploy hybrid cloud infrastructures. With extensive logistics and configuration capabilities, we get infrastructures ready faster.

We simplify sourcing from multiple vendors. We de-risk deployment with our staging services. And we safeguard the migration of workloads in and out of the cloud.

To help CIOs maximise the value of hybrid cloud infrastructures, we facilitate their integration with existing IT systems, processes and management tools.

## **CONSULT & CHANGE**

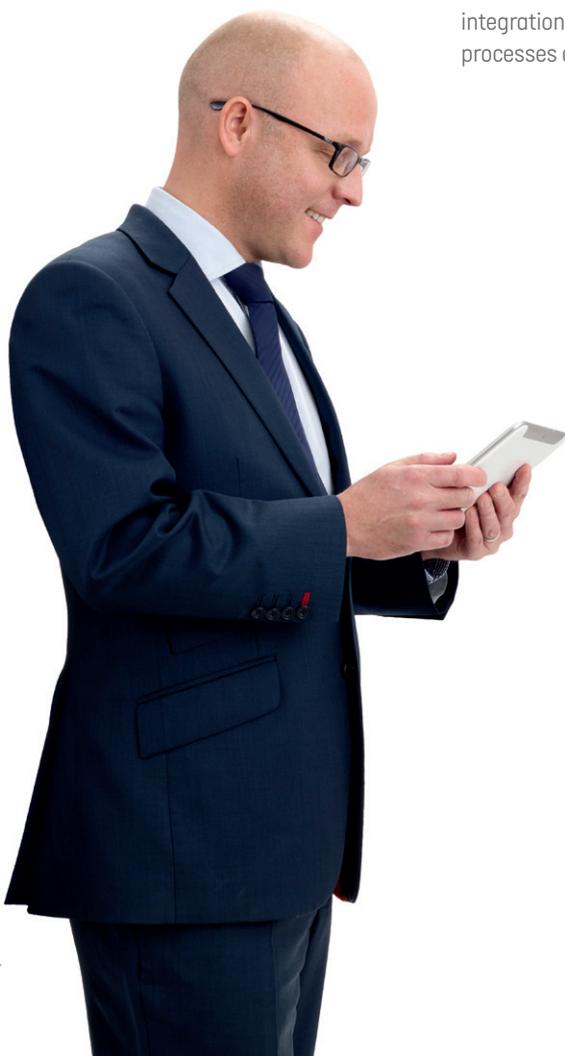
From discovering the use of shadow IT resources to defining optimal cloud operating models and identifying the best-fit vendor solutions, Computacenter brings greater clarity and velocity to cloud decision-making. Our pragmatic advice and standardised blueprints help align cloud roadmaps to the needs of the business and its users.

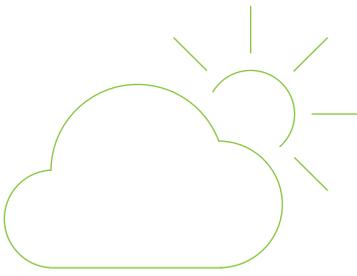
Our consultancy and advisory services highlight the operational impact of hybrid cloud and simplify the transition from traditional IT service models, helping CIOs bring together the right people, processes and platforms to deliver the right outcomes.

## **MANAGE & TRANSFORM**

We simplify the management of public and private cloud environments through service automation and orchestration. From problem resolution to performance management, we assist CIOs with the day-to-day running of the hardware and hypervisors that underpin their on-premise private clouds.

Our Operational Command Centers monitor customers' cloud infrastructures 24x7 to safeguard capacity and availability. We unify customers' public and private cloud resources via best-of-breed Cloud Management Platforms, helping to standardise administration, maximise utilisation and centralise provisioning.



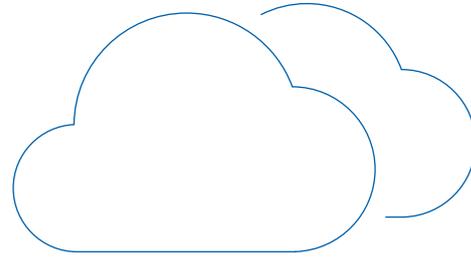


# CLOUD SOLUTIONS

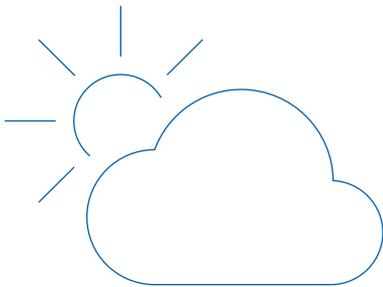
 <b>CONSULTANCY &amp; ADVISORY SERVICES</b>	 <b>HYBRID INFRASTRUCTURE</b>	 <b>CLOUD MANAGEMENT</b>
<ul style="list-style-type: none"> <li>• Shadow IT Analysis</li> <li>• Cloud Service Model Definition</li> <li>• Cloud Sourcing Strategy</li> <li>• Cloud Technology Selection</li> <li>• Cloud Implementation Blueprints</li> <li>• Cloud Service Model Enablement</li> </ul>	<ul style="list-style-type: none"> <li>• Multi-Channel Sourcing</li> <li>• Logistics</li> <li>• Staging and Configuration</li> <li>• Cloud Integration Services</li> <li>• Cloud Migration Services</li> <li>• Maintenance Services</li> </ul>	<ul style="list-style-type: none"> <li>• Managed Infrastructure Service</li> <li>• Managed Hybrid Cloud Service</li> </ul>

## HYBRID CLOUD – SERVICES

<p>Shadow IT Analysis</p> <p><b>A</b></p> <p>Discovery of existing use of 3rd party cloud services</p>	<p>Cloud Service Model Definition</p> <p><b>A</b></p> <p>Definition of optimal future state cloud operating model</p>	<p>Cloud Sourcing Strategy</p> <p><b>A</b></p> <p>Identify cloud delivery options to fit customer goals</p>	<p>Cloud Technology Selection</p> <p><b>A</b></p> <p>Alignment of cloud goals with cloud technologies and service providers</p>	<p>Cloud Implementation Blueprints</p> <p><b>E</b></p> <p>Proven blueprints to accelerate cloud technology building</p>	<p>Cloud Service Model Enablement</p> <p><b>T</b></p> <p>Instantiate cloud service against defined model</p>	<p>Managed Hybrid Cloud</p> <p><b>M</b></p> <p>Automating and orchestrating private and public clouds</p>
<p><b>A</b> Advise    <b>E</b> Enable    <b>T</b> Transform    <b>M</b> Manage</p>						



# 10 REASONS WHY WE ARE DIFFERENT



**Computacenter's Hybrid Cloud Services help unify private and public cloud resources to maximise agility and minimise complexity.**

1. Computacenter has more than 30 years' experience of helping organisations source, deploy and manage datacenter technologies.
2. We leverage our relationships with public cloud providers and infrastructure vendors to enable greater automation and standardisation for our customers.
3. Using our Tempo project management methodology, we deliver hundreds of infrastructure transformation initiatives on time, on budget and on scope every year.
4. We ensure regulatory controls, such as PCI-DSS, ISO27001 and data sovereignty, are incorporated into our Hybrid Cloud Services.
5. Our Global Solutions Center provides a risk-free environment for organisations to test and prove hybrid cloud solutions.
6. Computacenter has worked on more than 750 projects.
7. Our industrialised processes and methodologies ensure a consistent approach to IT transformation and deliver guaranteed outcomes for our customers.
8. We manage 28,000-plus physical and virtual servers and seven million events every year as part of our Global Infrastructure Operations.
9. We have partnerships and accreditations with all the major datacenter vendors, including Microsoft, VMware, Cisco, HPE, IBM, EMC, NetApp, VCE, Red Hat and Amazon web services.
10. We are a certified Cisco Master Cloud Builder and were named Cisco's Global Cloud Builder Partner of the Year, HP's PartnerOne EMEA Cloud Solution Partner of the Year and VMware's Global SDDC Partner of the Year in 2015.

# PROVEN SUCCESS

With hundreds of certified datacenter professionals, we can assist with single country projects or strategic programmes across multiple geographies.

## Media company validates new cloud-based content delivery platform:

### BUSINESS CHALLENGE

With an increasing number of users consuming content from mobile devices, the leading media company needed to satisfy the on-demand needs of millions of customers simultaneously. To cope with the growing volume of content and support its internet streaming service, it needed to adapt its datacenter architecture.

### OUR SOLUTION

Computacenter played a pivotal role in helping the customer make the optimal technology choice, providing straightforward advice and liaising with the vendor. The customer hosted a proof of concept at Computacenter's Global Solutions Center to de-risk the deployment of the cutting-edge open-source cloud platform. Computacenter went on to pre-build the private cloud infrastructure prior to deployment at the customer's two datacenters.

### RESULTS

The new infrastructure will allow the company to continuously scale datacenter capacity on a linear basis, meaning it can provision new capacity in hours instead of weeks. As well as increasing agility and time-to-market, the private cloud is likely to be more cost-effective and will boost the media giant's competitive advantage.

## The Hut Group safeguards online revenues with disaster recovery cloud service from Computacenter:

### BUSINESS CHALLENGE

The Hut Group is the UK's leading, multi-website online retailer. A disaster recovery solution is imperative for its consumer-facing websites as any downtime could directly result in lost revenues. The existing solution provided limited flexibility, and was time-consuming to invoke.

### OUR SOLUTION

Computacenter worked with The Hut Group to leverage VMware's disaster recovery cloud service – vCloud Air Disaster Recovery. By integrating its on-premise deployment with the cloud service, virtual machines could be replicated and protected in hours. Computacenter provided consultancy, delivered a proof of concept and solution design, and was responsible for the implementation and orchestration of the solution.

### RESULTS

The Hut Group now has a resilient and cost-effective disaster recovery solution for all production workloads. Successful testing has demonstrated The Hut Group's ability to recover its systems and continue trading in the event of disaster.

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## GET IN TOUCH

For more information on how Computacenter can help you achieve your goals, please contact your Computacenter Account Manager, call us on 01707 63100 or email us at [cloud@computacenter.com](mailto:cloud@computacenter.com)

[computacenter.com/cloud](https://computacenter.com/cloud)

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## **Enabling users and their business**

Computacenter is Europe's leading independent provider of IT infrastructure services, enabling users and their business. We advise organisations on IT strategy, implement the most appropriate technology, optimise its performance, and manage our customers' infrastructures. In doing this we help CIOs and IT departments in enterprise and corporate organisations maximise productivity and the business value of IT for internal and external users.



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