

## Overview

Our service provides clients with defined methodology, expertise and resources needed to assess, plan and execute a complex migration project. Using our comprehensive discovery tools and subject-matter experts, we help identify IT infrastructure, utilization and application interdependencies. This approach creates a cost-effective, risk-averse migration strategy for both virtual, cloud migrations and physical relocations.

## Customer Challenges

Whether you are in a business or technical role, below are some common needs and pain points we solve.

Customer Need   Pain Point	Business	Technical
Post Mergers & Acquisitions	✓	✓
Migrating to a colocation facility	✓	✓
Migrating to the cloud	✓	✓
Moving to a new data center	✓	✓
Consolidating multiple data centers	✓	✓

## Business Benefits

- Outsourced turn-key service, or in partnership with your staff
- Frees up IT resources
- Lowered OpEx from reduced footprint
- Avoid costly landmines by leveraging our experience

## Key Features

Here are all the migration service we offer. With a proven methodology and sophisticated tools, we simplify the task of:

Methodology	Resources	Deliverables
<ol style="list-style-type: none"><li>1) Discovery</li><li>2) Planning</li><li>3) Build</li><li>4) Readiness</li><li>5) Execution</li><li>6) Decommission</li><li>7) Handover</li></ol>	<ul style="list-style-type: none"><li>• Project Managers</li><li>• Consultants on design, strategy</li><li>• Engineers to build, execute</li><li>• Migration Analytics tool</li></ul>	<ul style="list-style-type: none"><li>• Asset &amp; Application Inventory</li><li>• Dependency Map</li><li>• Project Plan</li><li>• Change Management Plan</li></ul>



**Choose what you need à la carte,**  
or use us as your turn-key migration provider



## Differentiation

- **Migration Analytics** purpose-built tool for planning and end-to-end project management, with real-time dashboards
- **Mature, standardized methodology (Method 7)** - draws consistent results
- **20+ years of experience** specializing in reducing risk while operating efficiently in business-critical environments with minimal impact to your IT infrastructure
- **Technical expertise** covering any data center platform
- **Manufacturer independence** provides clients with vendor agnostic solutions
- **Flexible service model** provides numerous options for delivery and cost control
- **Global reach**
- **800+ field technicians** experienced in physical hardware support globally

## Case Studies

### Consolidation for Healthcare Fortune 50 Company

Post-merger, a healthcare Fortune 50 company planned a consolidation of eight corporate data centers to a single primary data center and DR site, both new colocation facility. The company's IT infrastructure consisted of over 8,000 servers, 7 petabytes of data, 500 applications, IBM Mainframe systems, tape backup, and numerous network appliances and subsystems.

We assisted with application discovery and dependency mapping, with an additional focus on developing a migration strategy and roadmap for the 36-month project. We provided program and project management for this strategic initiative, and worked with the company on IT infrastructure design and architecture for server/storage platforms.

During execution, we virtualized over 1,000 physical servers (P2V), including critical applications, migrated over 6,000 virtual servers (V2V), and physically relocated 900 systems (P2P).

### Migration Support for Global Pharmaceutical Company

A global pharmaceutical company divested a \$2 billion business unit and needed to separate applications, systems and data, while migrating to a new data center. They hired us to guide them through their challenging project.

We began with application discovery, asset discovery and application dependency mapping which fed our Migration Analytics tool. We then developed a migration strategy that identified new hardware architecture, and a data center migration plan to map the execution.

In total, we conducted 275 application mapping sessions across multiple countries, including the US, Poland, Brazil, Canada, Japan, Australia and Germany. We migrated over 650 application instances, including 225 production applications, into the new IT infrastructure.

