

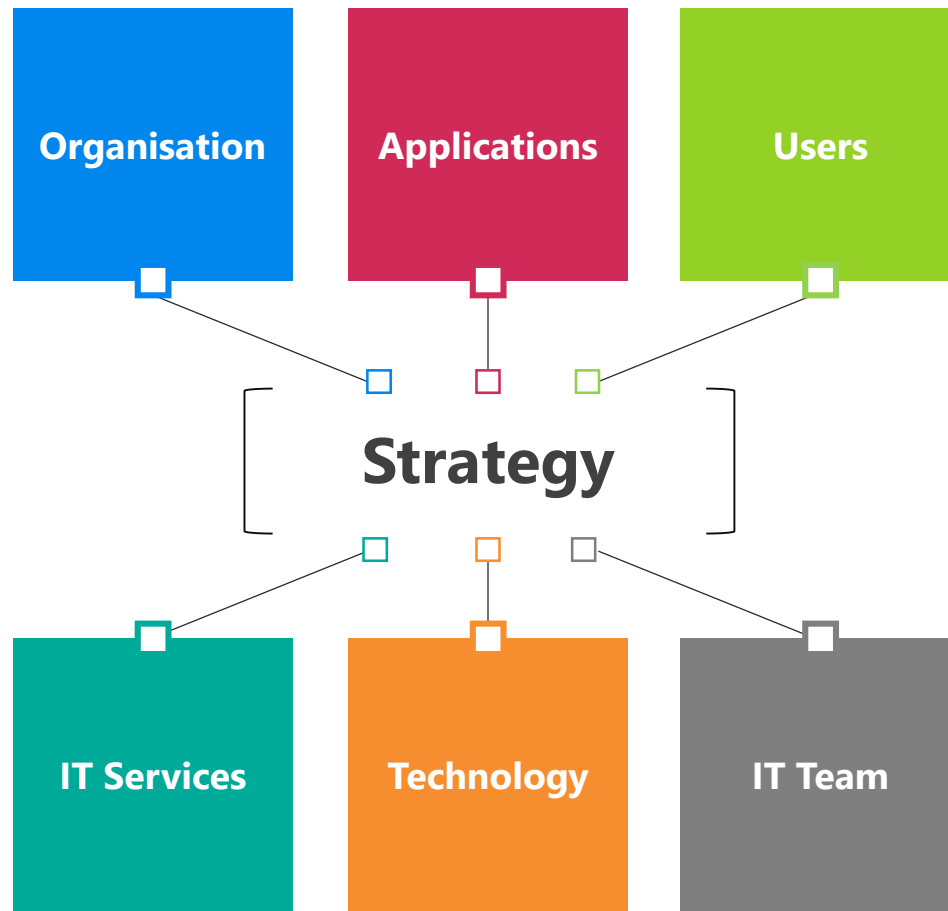
# iomart

Unleash the Power of the Cloud

## Cloud as a Platform for Change using the example of GreenSquare Group

Nick Martin, managing director of SystemsUp, an iomart company

# Why It's More Than Simply "Cloud First"



- Business situation and aspirations
- Competitive landscape
- Current shape of organisation
- Financial expectations
- Ecosystem and partnerships
- IT shape and resources
- Application portfolio
- In flight and planned initiatives
- Technology and IT landscape
- Cost certainty and predictability
- Service progression

# Customer example - GreenSquare Group

## The Requirements

- Integrate existing infrastructure with hybrid cloud approach
- Reduce Disaster Recovery costs
- Encourage IT innovation
- Upskill internal IT staff
- Improve business resilience

# GreenSquare Group - The Outcome

- Successful move to Azure Site Recovery
- Secondary data centre closed
- Annual DR costs significantly reduced
- Much better RTOs and RPOs
- Ability to live test software upgrades and DR environment
- Internal IT culture changed for the better
- Improved business focus

# Our Capabilities

## Strategy and Enablement

- ◆ Business aspiration
- ◆ Financial expectation
- ◆ Capability assessment
- ◆ Application roadmap
- ◆ Technology options
- ◆ Service progression



## Application Optimisation

- ◆ Define priority
- ◆ Understand construction
- ◆ Document dependencies
- ◆ Create scenarios
- ◆ Security requirements



## Data and Analytics

- ◆ Articulate business challenge
- ◆ Understand existing state
- ◆ Identify technology solutions
- ◆ Define architectural principles



## Security and Automation

- ◆ Establish visibility
- ◆ Secure workloads
- ◆ Orchestrate operations
- ◆ Protect data
- ◆ Knowledge transfer



## Modern Workplace

- ◆ Focus on user experience
- ◆ Increase productivity
- ◆ Secure access
- ◆ Anywhere anytime access
- ◆ Device support and security
- ◆ Reduce deduplication



## Managed Cloud

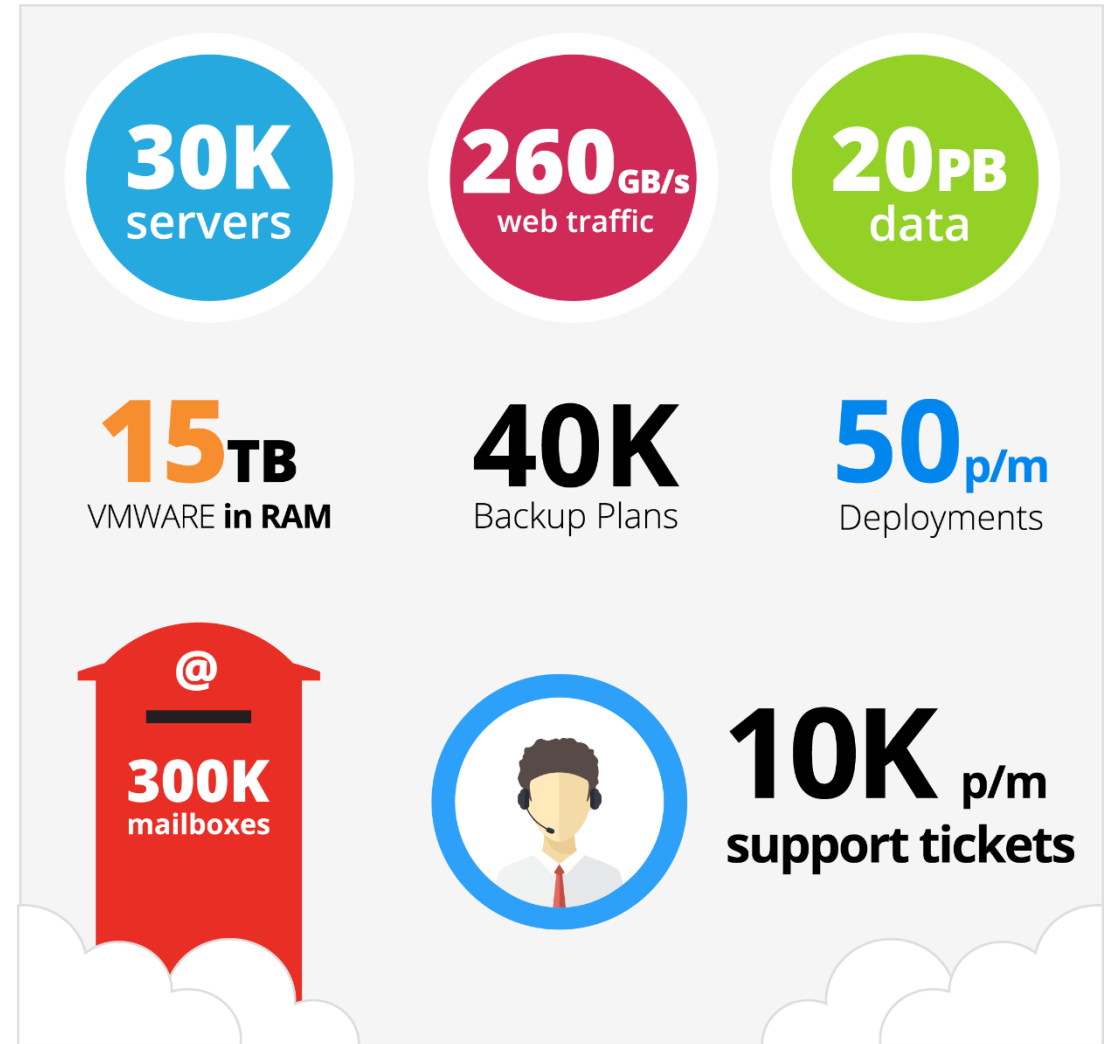
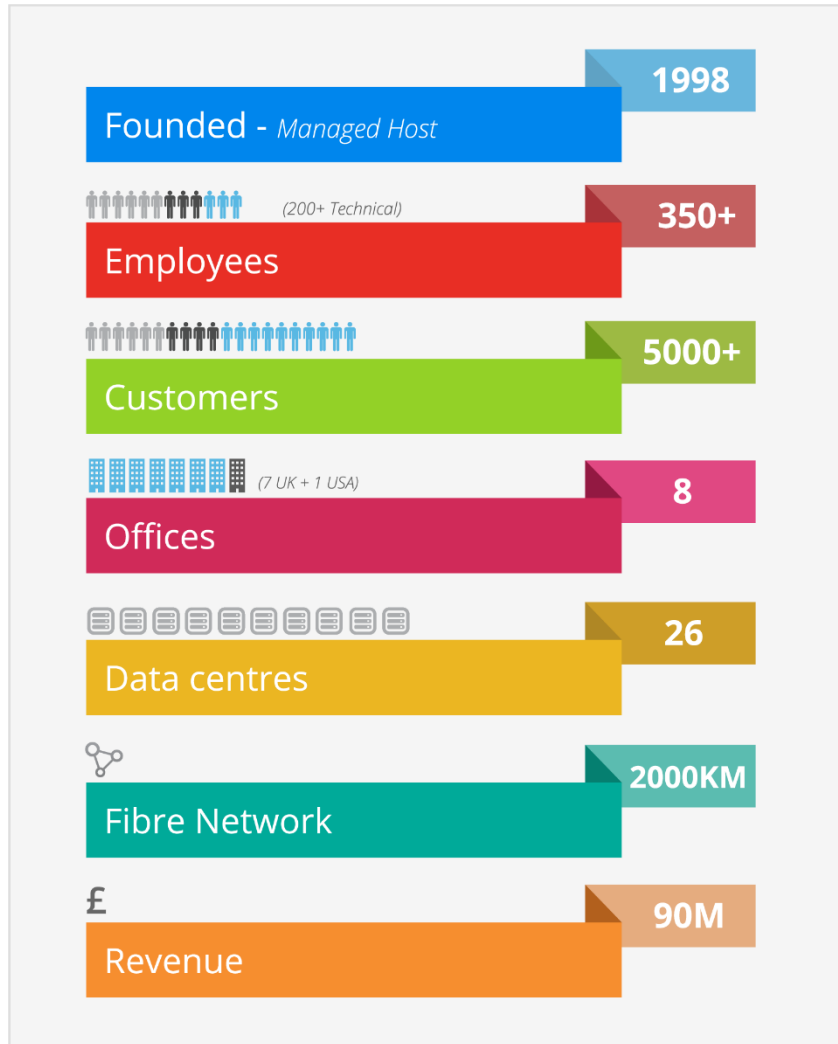
- ◆ Hybrid ready
- ◆ UK based
- ◆ 24x7 support
- ◆ SLA backed
- ◆ Microsoft CSP
- ◆ UK's most accredited cloud company



# Our Clients



# About iomart





Thank You

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