

# Cloud Consulting

Customized, enterprise-level Cloud transition strategies and ROI analyses mapped to your company's business objectives.



Cloud Computing is a game changer in the IT space – bringing new opportunity, flexibility and efficiency. The time is “now” for companies to start planning their Cloud strategy; however, it’s difficult to know exactly where to begin. Questions weigh heavily on the minds of many CIOs: “What’s the best approach?”, “Which Cloud strategy brings the greatest returns?” and “What’s the ROI?”

Cloud Consulting was created to guide companies through the process of developing their individual Cloud strategies. Our team of experts studies your environment to identify how you can realize the greatest benefit from Cloud services. Then, we create a detailed roadmap for the future. Just as important, our team also will conduct an ROI analysis, so you can see the financial impact of your specific Cloud strategy before you decide to make the change.

# Cloud Consulting

Cloud Consulting services are unique in the market because we truly understand the hosted utility and virtualization space. Our Cloud consultants are trusted experts in enterprise-level virtualization and the Cloud. We understand technology and security, and we listen to your needs – and translate all of this knowledge into a customized plan that maps to your specific objectives and requirements.

## What We Deliver

Xerox takes a four-phase approach to our Consulting Services – Analysis, Planning, Implementation and Operational. This meticulous, staged approach ensures that you get the best returns and optimum results.

During the **Analysis Phase**, we delve deep into your needs and current situation, in which our team:

- Discerns the best way for Cloud to be aligned to your business strategy
- Identifies which applications would provide the greatest returns in a Cloud environment (including the creation of an ROI analysis), and categorizes which business applications should remain on premises and which should be moved to a hosted model
- Creates an enterprise-level adoption roadmap, including technology and resource requirements

In the **Planning Phase**, our team:

- Documents technical requirements and key dependencies
- Creates a detailed implementation plan and specific timelines for achieving the roadmap objectives

This becomes our plan of action.

The **Implementation Phase** is next, during which our team:

- Installs, configures and deploys the required hardware and software to meet the pre-defined objectives for operational management
- Transitions the existing environment to the Cloud or virtualized state

In the **Operational Phase**, our staff manages your Cloud environment on your behalf, using our Xerox Management Platform (XMP), which follows ITIL V3 standards. This phase continues through the life of the engagement.

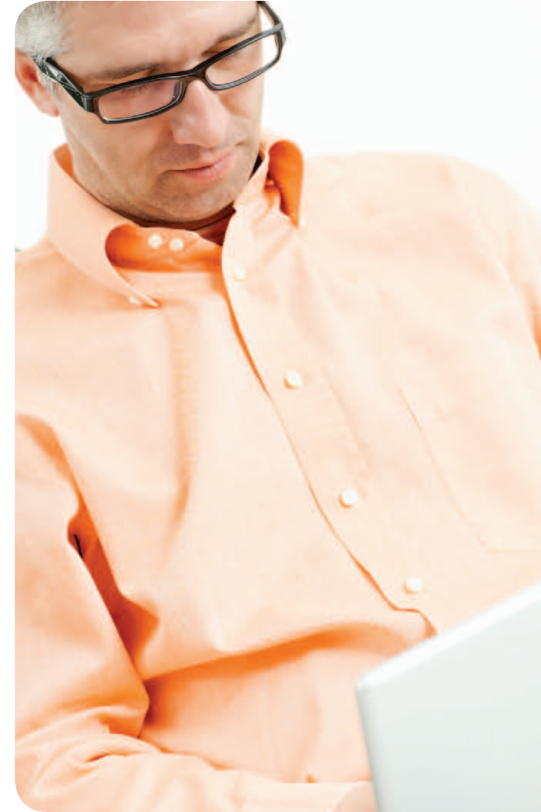
Although we recommend the complete four-phased approach for optimum results, you can choose all four, or a subset of the four, depending on individual situations and needs.

## Where We Add Value

Xerox brings a unique perspective to Cloud for a number of reasons. First, we're not newcomers to hosted utility services and virtualization. For the past 20 years, we've been involved in the space, from mainframe hosting to ASPs to Wintel and Linux with VMware. All of these aspects of virtualization have matured into our current Cloud offering.

Our Cloud Consulting teams are truly experts in enterprise-level virtualization and Cloud. We understand the technology and security and are skilled at devising a plan that maps to each individual company's needs. In some cases, we may recommend virtualization as the first step. In other scenarios, you may have a significant number of applications that are currently Cloud-ready.

It's also important to note that our services don't simply focus on the Xerox Cloud. Whether you're interested in building out your own Cloud infrastructure, using a secure public Cloud, leveraging the Xerox Cloud or using a combination of all three, our team can recommend the optimum strategy and deployment techniques to get you where you need to go.



## Contact Us

### Cloud Services

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## About Xerox

Xerox is the world's leading enterprise for business process and document management. Its technology, expertise and services enable workplaces to simplify the way work gets done so they operate more effectively and focus more on what matters most: their real business. Xerox offers business process outsourcing and IT outsourcing services for commercial and government organizations. The company also provides extensive leading-edge document technology, services, software and genuine Xerox supplies for graphic communication and office printing environments of any size.