

Cloud Consulting and Professional Services

# **Gaining** a fresh perspective

Business focused, technology inspired IT transformation



# Get the answers you need **to accelerate**

Only those companies that adapt fast will thrive and survive. To win you now need to exploit the best strategies to progress at pace. Our experts will work with you to explore your options and challenge you with new perspectives, helping you find the best solutions to achieve your business outcomes. However tough the test, we will discover and advise what's right for you, with you.



## **For every phase of your journey**

**Competitive Edge is Claranet's flexible and modular framework for delivering professional services, that gives you what you need, when you need it.**

# Exploring the opportunities together, **making progress fast**

You need to get the most from the latest cloud technologies, tools, automation and development practices to solve your toughest business challenges. But this only takes you so far. To get the results you need means taking your people with you. Our dedicated expert teams are passionate about working closely with you to navigate new ways of operating and smooth your transition. What is more, we do the heavy lifting, so you don't have to.



DEFINE YOUR  
CLOUD STRATEGY



DATA CENTRE  
MIGRATION



DATA AND  
INFRASTRUCTURE  
MODERNISATION



TRANSFORM  
AND MIGRATE  
APPLICATIONS



IT SPEND AND  
MANAGEMENT



VULNERABILITY  
AND COMPLIANCE

**Reboot your digital strategy for better business outcomes**

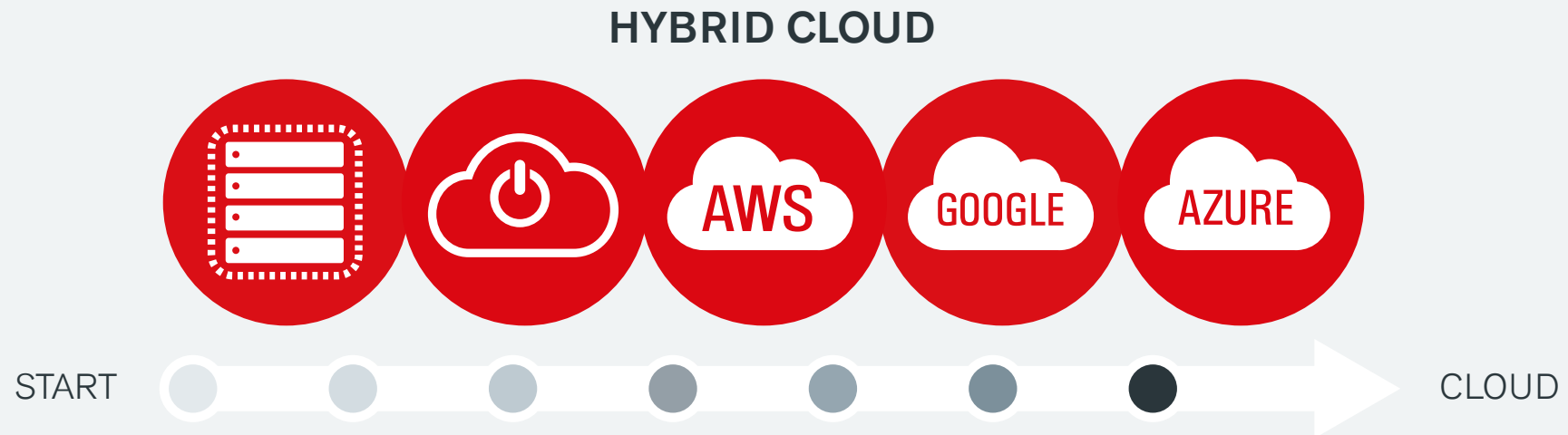
# Wherever you are on your journey, we've been there



# The right place for your applications and data

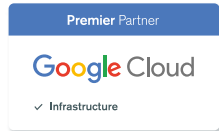
Paralysed by the complexity? Many organisations are uncertain about how to move forward. Our experienced consultants, architects and engineers help you understand which solution will suit each application workload, how to architect your future, and transform the way you deliver software – ultimately modernising your operations and reducing your time to market.

**Together we execute the strategy. Once you're there we'll continue to optimise your services with you.**



# World leading audited credentials

Claranet is one of only five companies in the world that hold the highest audited certifications from the top three hyperscalers. We are the only company that in addition has 20 years network and cybersecurity capability.



# Change is inevitable, growth is optional

Gaining a 360° view of your business is integral to understanding where you are now and how to achieve the right project and programme prioritisation. We combine pioneering technologies, practices and expertise to propel your business ambitions.



## Overcoming your inhibitors to change

We will help you overcome your inhibitors to change. Whether it's:

- **How your application services roadmap compares to business functions**
- **Which platforms best suit your business and can deliver long-term benefits**
- **How your future environment impacts data protection and compliance policies**
- **Comparing the business case and risk against existing investment in infrastructure**
- **Identifying constraints in resources and service delivery**

# Helping **our customers** do amazing things

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EN PROVENCE

**pets**  
at home

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LONDON

極度乾燥(しなさい)  
Superdry.

LUSH

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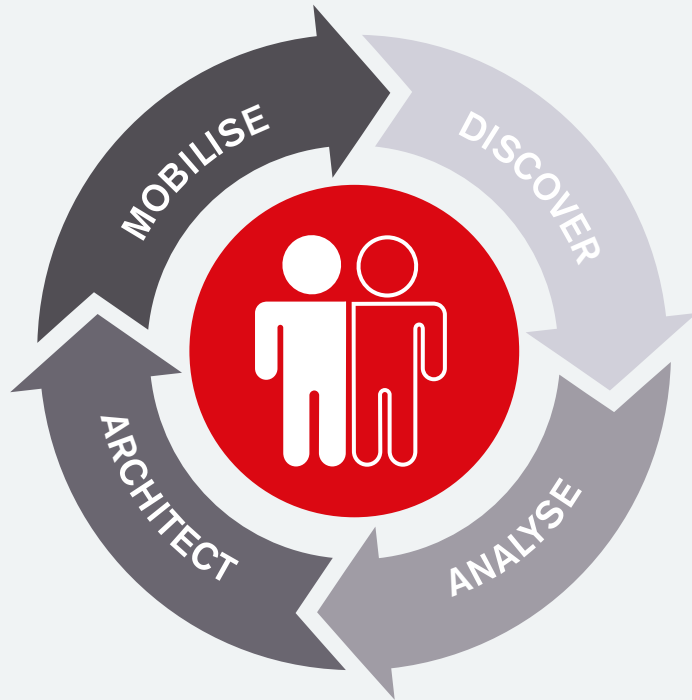
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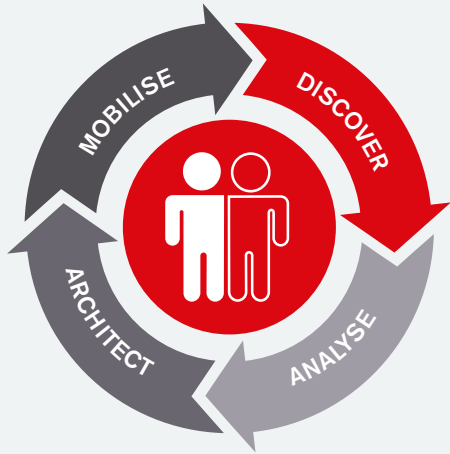
# Competitive Edge framework



Competitive Edge is delivered in four phases, with each phase comprising of optional modules that can be tailored to your specific requirements:

- **Discover:** Gain insight into the current state of your infrastructure and view how applications and services are delivered to the user community.
- **Analyse:** Identify how people, process and technology are performing and pinpoint where there are constraints in resource utilisation and service delivery that need.
- **Architect:** Model the future state considering different architectures; the system that continues to drive business insight through monitoring, reporting and business intelligence; and a migration process sensitive to timescales and required risk mitigation.
- **Mobilise:** Execute the strategy defined during the Architect phase of this process, validated by the insight derived from the discovery and analysis phases.

# Competitive Edge framework



## Discover

Gain insight into the current state of your infrastructure and view how applications and services are delivered to the user community through your existing digital methods.

**Typical deliverables:** Audit data output files, audit summary reports, dependency mapping report, vulnerability scan report, contractual report.

## MODULES

Data Centre Audit

Infrastructure Audit

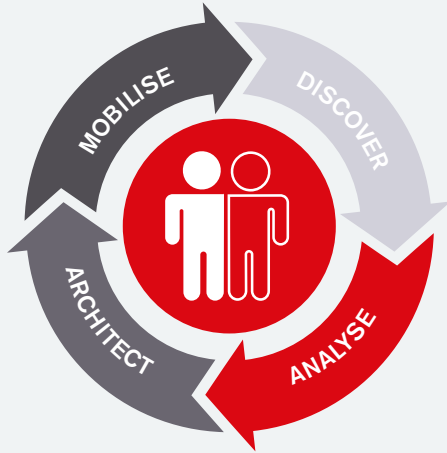
Storage and Data Protection Audit

Application Stack Discovery and Dependency Mapping

Vulnerability and Compliance Assessments

Maintenance Liability and Contractual Alignment

# Competitive Edge framework



## Analyse

Identify how people, process and technology are performing and pinpoint where there are constraints in resource utilisation and service delivery that need to be addressed.

**Typical deliverables:** Business service performance report, service analysis report, candidate platform report.

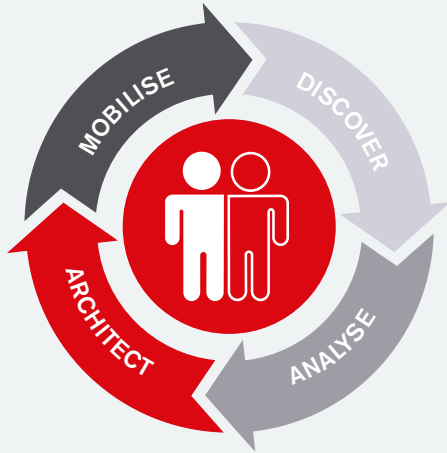
## MODULES

Business Service  
Performance

Service Analysis

Candidate  
Platform Analysis

# Competitive Edge framework



## Architect

Model the future state considering different architectures; the systems that continue to drive business intelligence; and a migration process sensitive to timescales and required risk mitigation.

**Typical deliverables:** Service assessment data output file, service alignment report, platform cost model, high level design(s), business case document.

## MODULES

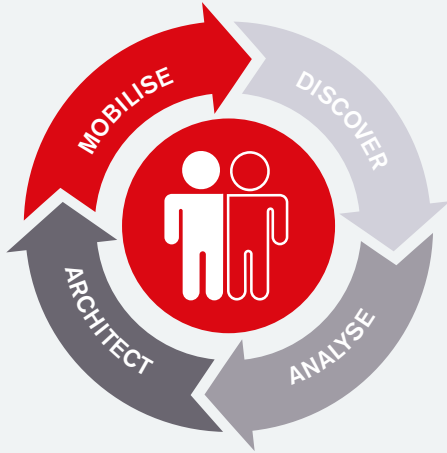
Define Service Assessment Framework

Platform Cost Modelling

High-Level Design

Business Case

# Competitive Edge framework

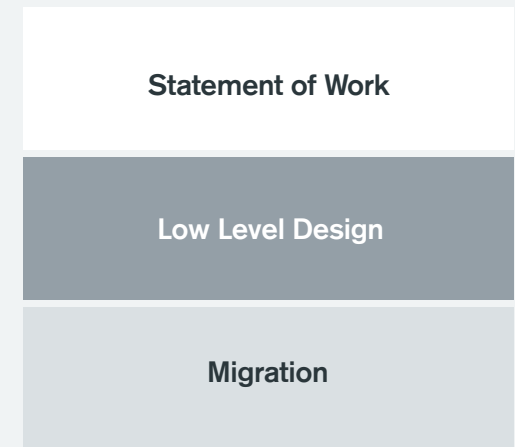


## Mobilise

Execute the strategy defined during the Architect phase of this process validated by the insight derived from the discovery and analysis phase.

**Typical deliverables:** Statement of work, low level design document, project initiation session, workload test plan workshop, migration and implementation.

## MODULES



# About **Claranet**

## Quick facts:

- Founded in 1996
- £350m/€400m annualised revenues
- Over 6,500 business customers
- Global reach with operations in nine countries
- Over 2,200 staff in 24 offices
- Featured in the Sunday Times Profit Track 100
- International Track 200 and Tech Track 250



# Get ready to do **amazing things** with **Claranet**

For over 20 years, we've helped our customers get the most from pioneering technologies and practices to rapidly propel their business ambitions. We combine world leading experts, technology platforms and a game-changing partner ecosystem. Our expertise and experience in combining cloud, cybersecurity, network and communications is what sets us apart.



**claranet**

helping **our customers**  
do amazing things



competitive  
**edge**