

# Tech Equity

## Transitioning to Cloud



# Tech Equity Cloud Services



## Strategy

We enable organizations to develop a clear cloud strategy and adoption roadmap for moving up the value chain.

## Business

We enable organizations to maximize their return on investment in adopting and delivering cloud services to their clients.

## Technology

We enable organizations to reduce costs and minimize risks associated with cloud technology implementation.

## Why Should Organizations Capture the Potential of Cloud?

Many organizations are seeking to improve the impact of IT on the business cost effectively. Inefficiencies in IT operations have been well document in recent studies. In a US Department of Energy study, as much as 85 percent of computing capacity was found to be idle in distributed computing environments. According to an IBM funded study, seventy percent of IT budgets are typically spent maintaining current IT infrastructures and operations, and only 30 percent are spent on new capabilities. The most agile and innovative organizations are those able to benefit from IT infrastructures that are more dynamic, as this enables

them to free up budget for new investments and accelerate deployment of superior capabilities needed by the business. Cloud supports these changing business dynamics.

As cloud computing experts, Tech Equity enables organizations to address the following questions:

- How can I keep pace with the rate of innovation needed to remain competitive against more nimble competitors?
- How can I ensure that IT is aligned with the business?
- How can I optimize IT costs?



- Do I have the right balance of fixed and variable costs?
- Is a cloud consumption model more appropriate for my organization?
- How can I get started with cloud today?



# Cloud Business Strategy

Tech Equity enables organizations to develop enduring competitive advantage by taking a holistic approach to building and integrating their cloud strategy with business imperatives and look beyond cost savings

Our consultants have technology and business leadership experience. We work with our clients to meet their current challenges through key cloud value drivers. Cloud value drivers provide a framework for building business and IT strategies. A key value driver is the dramatic reduction of IT costs that is achieved with dynamic IT services delivery enabled by the cloud.

When designing strategies, organizations should take a holistic approach to developing a cloud strategy due to the broad impact cloud has on an organization's business models, operating principles, processes, technology and organization design. Our Tech Equity team therefore includes business strategy consultants with significant experience in developing holistic business strategies and managing complex organizational change.

We believe that cloud is real and here to stay. The successful infusion of the right cloud strategy into a business

approach, including focused pilots into the overall IT roadmap, will result in significant business dividends.

## How Does Cloud Computing Create Business Value?

In addition to lowering the cost of IT, cloud can help provide access to new markets and enable new business models. The full potential of cloud is much more than a cost-focused return on investment model. Cloud game changing value drivers include:

- Shifting from a capital investment model to an operating expense model
- Increasing IT responsiveness to the business with new applications developed on agile cloud development environments.
- Increasing asset utilization and lowering IT operating costs by standardizing applications, infrastructure and service

processes

- Providing an open and elastic IT environment.
- Removing IT complexity from end users
- Enabling fine-grained IT services and faster provisioning
- Enabling resources to be globally available in real-time

The manifestations of these value drivers are usually realized through the adoption and use of private, public or hybrid cloud environments.

An experienced team that understands cloud business and technology





## Cloud Adoption Services

Tech Equity enables cloud service providers and consumers to develop cloud strategies, implement and adopt the most innovative cloud services, and realize the promise of cloud.

### Enabling Cloud Adoption

Most clients contemplating investment in IT pose the following questions:

- Should I consider cloud?
- What is the right strategy and timeline to adopt cloud?
- How do I get started with cloud?

We work with clients to determine the business case and the right starting point for cloud adoption. We consider the impact of cloud taking into account the size of the organization, industry dynamics, business performance gaps, existing IT capabilities and service delivery costs.

The initial assessment of the potential impact cloud may have on the business, informs the cloud strategy. In assessing the potential impact of cloud, we evaluate both the impact on the core IT operations and the impact on the broad business model. Our goal is to ensure that cloud supports business innovation rather than simply reducing cost.

The assessment enables decisions to be made on cloud service model scope and objectives. The roadmap is designed taking into account the need to enable adoption of emerging cloud capabilities and services.

We believe that cloud computing is a major paradigm shift, and now is the time for IT organizations to start learning about cloud computing. We have developed an extensive capacity building program supported by an online platform, [cloudclinique.com](http://cloudclinique.com) to support hands-on pilots. Pilots should be at the center of a comprehensive cloud strategy.

### What is Cloud Computing?

Cloud computing is a new consumption and delivery model for IT and business services. The greatest impact of cloud computing comes from its potential to enable new service consumption and delivery models that support emerging business model innovation. Cloud computing is characterized by on-demand self service, ubiquitous network access, location independent resource pooling, rapid elasticity and provisioning and pay-per-use.

# How Do I Get Started with Cloud Computing?



**Tech Equity is fully committed to enabling organizations to successfully adopt cloud**

*Dr Shiyghan Emmanuel Navti,  
Founder & Lead Cloud Consultant*

Tech Equity Ltd was founded by Dr Shiyghan Emmanuel Navti, a former IBM executive.

As IBM's Africa Expansion Strategy and Marketing Leader, Dr Navti was responsible for the launch of IBM subsidiaries in Kenya, Ghana, Nigeria, Senegal, Tanzania and Angola. He was a core member of the team that developed IBM's \$2bn Africa Strategy.

Following his Africa assignment, Dr Navti took on the role of Competitive Sales Strategy leader for IBM across Europe, before leading the launch of IBM's private cloud platform.

He possesses a rare combination of business and technical leadership experience in EMEA. Dr Navti is a Certified Cloud Trainer, Certified Cloud Architect and Certified Cloud Professional. He holds a PhD in Computational modeling. He is the Africa Cloud Ambassador for the Cloud Credential Council.

Cloud is a transformational and disruptive innovation. Organizations should develop a robust strategy and implementation plan for cloud adoption. Cloud should be embedded in the IT strategy, and aligned to the business model and organizational strategy.

Cloud implementation pilots enable organizations to cost effectively validate the best way of integrating cloud into existing business and IT environments.

Our three key steps to conducting a successful pilot are:

## Step 1:

Understand business imperatives and target appropriate workloads that support those imperatives. For example, if the goal is to reduce cost and improve performance of business applications, the pilot cloud service model should be Software as a Service.

## Step 2:

Evaluate cloud service model options for the pilot. For Software as a Service (SaaS), we develop an understanding of the level of cloud SaaS adoption and evaluate SaaS providers. This supports the rationale for defining the pilot design and objectives.

## Step 3:

Launch the pilot, collect and analyze experience with cloud delivery models. The insights are used to shape the overall cloud strategy development and provide the foundation to build a robust and actionable transformation roadmap.

## How Tech Equity Can Help

Tech Equity assists clients in getting started with cloud. We explore challenges and how others are using cloud to overcome similar challenges. We share our own cloud experiences. We work with you to find answers to the following questions:

- How do I innovate faster and how can cloud help?
- What business value will I achieve by moving to cloud?
- Which business areas and workloads should I consider for cloud?
- How can I standardize business processes using cloud applications and services?
- How ready is my existing application architecture to move to cloud environment?
- What cost savings can I expect by moving to cloud?
- How can I train my workforce on cloud?

In our experience, a cloud strategy must be driven from business requirements and not focus only on the IT efficiency benefits. A strategic approach to cloud is not solely about technology. A cloud strategy should address the process, services and people aspects as well. That is why the Tech Equity team is composed of experienced business and technology strategy consultants. Improving IT efficiencies, but continuing to approach the business and applications in the traditional manner, can result in missed opportunity to enhance business impact.



Tech Equity Ltd

[www.techequityltd.com](http://www.techequityltd.com)  
[www.cloudclinique.com](http://www.cloudclinique.com)

[cloud@techequityltd.com](mailto:cloud@techequityltd.com)