

#JOURNEYTOCLOUD



# JOURNEY TO CLOUD

**ARRIVE FIRST**

accenture

# READY. SET. LAUNCH.

**Transform your business.  
Start with a smart cloud migration.**

What do we mean by Journey to Cloud? With deep experience implementing and managing countless cloud migrations, Accenture has learned that no two migrations are the same. At the same time, we have discovered a series of common factors that, taken as a whole, help form a template that is key to launching a successful Journey to Cloud. So while no two journeys are identical—and indeed, no two organizations even begin from the same place—each company can expect common factors throughout the entire cloud migration experience.

**The question isn't if you should migrate, it's when-and how.**

From manufacturing to marketing, companies are no longer asking if they should move to the cloud. They are asking when they should move—and how to get there. Research shows that by 2018, 30% of all business applications will be migrated to the public cloud. More telling, a colossal 91% of companies say they will be in public cloud by 2019.<sup>1</sup>

## ...success means choosing the right partner

You can't just say "Hey, we're going to go to the cloud."

You say "Let's bring in Accenture." Jim Cramer, Host, CNBC Mad Money

<sup>1</sup>Source Morgan Stanley 2016 CIO Survey

# TIME TO MOVE

The benefits of cloud are plain—agility, speed to innovation and lower IT costs among them. But a cloud migration can be complex and disruptive. Enterprises are facing other mounting costs and entanglements with legacy apps as pressure builds to improve IT efficiency.

## AMID THE CHALLENGES THAT CAN INCREASE THE COMPLEXITY OF A CLOUD MIGRATION:

- IT budgets out of synch with demand
- Operating in a global environment
- Ensuring seamless connectivity among apps—and other assets
- Increasing internal and external customer expectations
- The need for a hyperscale, always-on environment
- Transitioning people, processes and tools to a cloud-fueled operating model

## MOVING BANKING TO THE CLOUD

### Challenge

A French bank with a portfolio of €125B+ in assets and €40B+ in loans was under government mandate to provide short-term lending while managing credit quality. This rigorous process required working with multiple data sources and adopting a technology released only a month before launch.

### What We Did

A team of Accenture digital, data, finance and analytics experts built a cloud-based platform for risk analysis. The resulting repository of accounting data became accessible via the cloud—as did rating tools and solvability indicators, which are calculated from multiple sources.

### Results

Meeting an aggressive project timeline, the system was handling 300+ loan applications worth more than €250M at launch.

# WHAT IS THE KEY TO A SUCCESSFUL CLOUD MIGRATION?

## START THE JOURNEY

Accenture is ready to help you navigate your Journey to Cloud. We have the tools, capabilities and experience to unravel the complexities of a cloud migration—and help you optimize your assets once they're launched. We help companies get there as quickly and effortlessly as possible through a rigorous series of carefully tested steps:



### 1. STRATEGY, ASSESSMENT AND ROADMAP

#### **PLAN: DEFINE YOUR OWN JOURNEY TO CLOUD**

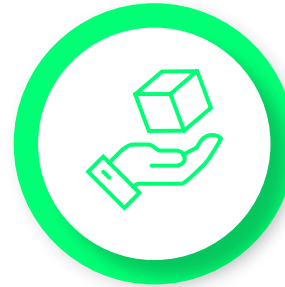
We start by helping organizations define their own Journey to Cloud, providing industry-tailored insights and prioritizing planning so that you can maximize cloud capabilities to help you reach the most urgent business targets. We assess your business requirements and current technology to create an actionable plan that gets you to cloud quickly.



### 2. CLOUD TRANSFORMATION AND MIGRATION

#### **MOVE: TO A NEW OPERATING MODEL AND CULTURE**

We offer the tools and processes to move and modernize applications, build new cloud-based apps and transform your architecture and infrastructure, helping ease the transition to a new technology operating model and culture by taking on the complexity so you don't have to.



### 3. CLOUD MANAGEMENT AND OPTIMIZATION

#### **MANAGE: TO MAXIMIZE VALUE FROM CLOUD**

In this phase, Accenture becomes part of your company's fabric, helping you to maximize the value from your cloud investments. We offer a cloud management platform, tools that provide cost controls, governance and accountability and help you evolve to a DevOps culture.

# WHY CHOOSE ACCENTURE?

**Our cloud-first approach emphasizes business outcomes. We carefully assess your business objectives and apply our industry and technical experience to help transform the way your organization operates with the cloud as its foundation.**

Many organizations offer cloud migration and management services. However, only Accenture is the No. 1 integrator for Amazon Web Services, Microsoft Azure and Google—in addition to a strong ecosystem of cloud software vendors. In fact, our vendor-agnostic approach is key to helping us ensure a tailored cloud migration experience for our clients.

A Journey to Cloud with Accenture is a swift, secure and smooth transition. Exclusive, automated management and migration tools translate to a smooth migration process. After “go-live” these tools deliver precise cost controls, governance and accountability in cloud consumption. Our DevOps approach helps your IT team adapt to the cloud environment to ensure your business maximizes its return on investment and continues achieving your goals as business evolves.

**“We’re excited to be on this journey. We are going to have the team transition from traditional IT to as-a-Service. It is an opportunity for IT to truly transform the business toward a steadier and integrated advanced analytics application.”**

Zhanna Golodryga, Senior Vice President of Services and CIO, Hess Corporation

[Read More](#)



# WE OPERATE AT A HIGHER LEVEL

Accenture has refined and synthesized its proprietary assets, industry-recognized methodologies and deeply experienced people into a set of deliverables that help produce real results.

## OUR CLOUD MIGRATION TOOLS ARE BUILT AROUND FOUR CORE PRINCIPLES:

### 1 Cloud migration designed for outcomes

Accenture starts a cloud migration by looking at your most urgent business requirements. Then, using our industry insight and experience, we help you chart a course for an individually tailored cloud journey to achieve those goals. We lay out an actionable strategy to craft a results-driven cloud migration—our engineers work directly with your engineers to make the experience more seamless.

### 2 Results driven data migration

Accenture does the heavy lifting through the most complicated part of the journey, data migration. Highly trained advisors at our [Cloud Factory](#) quickly and securely migrate your applications to the cloud using automated tools so you do not have to worry about the complexity of migrating or building new applications.

### 3 Scale and flexibility

Business requirements are constantly changing; the notion of a steady state is becoming outmoded. Accenture has the scale and flexibility to address your peak demands while offering pay as you go pricing that doesn't "break the bank." Accenture has the capabilities and global footprint to support you to and help quickly adapt to market conditions.

### 4 Transformation to a digital enterprise

Accenture begins the journey to cloud by focusing on applications and required business outcomes. As the No. 1 integrator for Amazon Web Services, Microsoft Azure and Google—and being a top-tier integrator with the leading cloud software vendors—Accenture has the relationships, experience and deep bench of experts get your business on the cloud faster.


Getting there faster means being able to let go of yesterday's operating models and embrace the new faster. Instead of reducing cost to serve, your organization can focus on increasing competitive capabilities using tools like mass personalization, total connectivity and availability of instant, accurate and actionable insight. Your resources become liquid – available to the degree necessary. Innovation is constant, and security is across the ecosystem.

**An effective Journey to Cloud is founded on a rock-solid, trusting relationship. At Accenture, it is among our core beliefs that our success hinges on our clients' success. This is why we tailor each cloud migration to your every requirement. We take a forward-looking approach embracing a business ethos that targets achieving business results and reaching the highest levels of performance.**

## ACCENTURE CLOUD QUICK FACTS:


### Experience and scale

 **40K+**  
cloud professionals

 **20K+**  
projects with **75%+** of Global Fortune 100


 **1.6M+**  
workloads migrated to private and public cloud

### Global delivery network

 **40+**  
innovation and delivery centers across the globe

 **17**  
industries we serve received Cloud blueprints and solutions

### Automation

 **75%**  
of migrations completed through automated toolsets

# WE ACCELERATE YOUR JOURNEY TO CLOUD

We carefully assess your business objectives and apply our industry and technical expertise to transform the way your business operates with the cloud as its foundation.



# INDUSTRY FOCUS

Our industry focus and deep experience in business process services mean that you're invested in a relationship that will produce results. Moreover, this venture will yield faster business outcomes thanks in no small part to our unique blend of business acumen and technical expertise. Accenture starts a cloud migration by looking at your most urgent business goals. Then, using our industry insight and experience, we help you chart a customized course for an individually tailored cloud journey to achieve those goals.

• In 2016 [IDC](#) named Accenture, the leader for industry cloud professional services. We have designed and developed a cloud vision, blueprint and solution for more than 30 industries.

# END-TO-END CAPABILITIES

Accenture is uniquely able to deliver an end-to-end spectrum of as-a-Service solutions to help get you up and running quickly.

## OUR OFFERING SPANS THE ENTIRE CHAIN OF SERVICES TO DELIVER CLOUD CAPABILITIES:

### STRATEGY, ASSESSMENT AND ROADMAP

Cloud Application Strategy

Business Goal Assessment

Application Migration and Assessment Planning

Infrastructure Assessment and Planning

### CLOUD TRANSFORMATION AND MIGRATION

Cloud Infrastructure Transformation

Cloud Native Custom Development

Cloud Application and Modernization

Cloud Migration Services

DevOps Services

Cloud Journey Management

### CLOUD MANAGEMENT AND OPTIMIZATION

Cloud Operations

Security Operations

Cloud Optimization

Analytics

Application Management

Business Process Operations

Culture Evolution

Cost Controls

## MOVING SPORTS TO THE CLOUD

### Challenge

BT Sport wanted to deliver a complex, multiplatform, live streaming and video-on-demand digital service.

### What We Did

Accenture offered integrated, digital solutions using:

- Accenture Video
- Live Events and Sports
- Cloud
- Mobility

### Results

BT Sport's live coverage of the inaugural Barclays Premier League game drew 764K peak viewers, and the BT Sport App passed 1M downloads within two months.

# ECOSYSTEM REACH AND RELATIONSHIPS

**The relationships Accenture builds among its vast, ever-growing ecosystem of vendors run deep and wide.**

We are heavily invested in training and continuously expanding our expertise with leading cloud vendors. The breadth of these alliances allows us to be vendor-agnostic when devising customer roadmaps. Each of our customers receives highly tailored, personalized service based on their required business outcomes. As the No. 1 integrator for the top three hyperscale providers—AWS, Azure and Google—we are confident in our ability to manage any situation that comes up. Additionally, we form relationships with emerging cloud leaders as the market evolves to help ensure our customers have expert access to the latest technology.

**We have strategic relationships with more than 150 alliance partners to help reduce risk, offering flexible matching of the right capabilities to a customer's needs, and speeding vendor evaluation.**



# AUTOMATED APPROACH

**With a long-term strategy and vision for the future, Accenture cloud migration tools are geared to integrate the vital components that help ensure long-term success.**

We have codified much of our experience in proprietary tools that deliver automated migration and management capabilities to help speed and smooth your transition. Accenture cloud migration tools are geared to integrate the vital components that help ensure long-term success. Automated management tools deliver precise cost controls, governance and cloud consumption accountability.

Among our core tenets is driving continuous value—through DevOps and automation. DevOps is also key in helping us deliver business value past go-live and to help ensure that IT technology, skills and culture evolve in line with your business requirements. Automated management tools deliver cost controls, governance and cloud consumption accountability.

## MOVING NATURAL RESOURCES TO THE CLOUD

### Challenge

[GRTgaz](#)—one of the largest natural gas operators in Europe—wanted to:

- Shorten release cycles
- Improve application availability and service levels
- Reduce IT infrastructure costs

### What We Did

Accenture helped move GRTgaz's testing environments from the company's data center to public cloud.

### Results

- Lowered operational IT costs by 30% with a cloud-based infrastructure
- Shortened time to provision testing environments from up to 12 weeks to about 10 days

# INNOVATION AT SCALE

**Accenture provides a liquid, scaled and flexible delivery model that is always available when you need it.**

We believe that expertise is only relevant when it is accessible. That is why we have developed a network of 40 innovation and delivery centers around the world to provide expertise where you need it, when you need it. There are 40,000+ talented professionals trained in cloud computing—people with exceptional industry, technology and functional experience available to help you 24/7/365. We think of our workforce as the very engine that powers innovation and ingenuity.



# MUTUAL TRUST

**Accenture offers as-a-Service capabilities, pay-as-you-go pricing, and aligned incentives.**

We want to ensure that you feel confident that your best interests are being looked after and don't experience unpleasant surprises.

We have more than 20 years of experience in business and technology consulting with a strong focus on staying current. We have completed more than 20,000 cloud projects and serve more than 75% of the Fortune 100.

# DIGITAL OPERATIONS

## Delivering real-time enterprise services

Accenture's business is currently 60% in the cloud with a plan to be 90% in the cloud by 2018. We are transforming ourselves so we can take clients on the journey by delivering real-time enterprise services that help our clients to quickly respond to business challenges. We use intelligent automation and data analytics to reduce the timeframe and costs to delivering tangible outcomes. Our liquid talent means that you will always have access to who you need, when you need them. We do all of this with a focus on continuous optimization and innovation to benefit clients.

## MOVING MINING TO THE CLOUD

### Challenge

Given declines in commodity prices and weak global economic conditions, this U.S. Mining Company needed to migrate their entire data center to reduce costs and capital expenditures.

### What We Did

Accenture resized workloads and scheduled the transfer of 90 workloads and 130 terabytes of data during non-business hours to minimize business disruption. In total, Accenture migrated 90 technical servers with 15 apps to the Azure cloud in just three weeks.

### Results

Migrating the data center to cloud in just three weeks helped the company save \$1 million per month on their lease agreement and contain costs ongoing to drive efficiencies needed for business growth.

# CONTINUOUS OPTIMIZATION

**In a world of constant innovation, there is no end-point on your journey to the cloud.**

In fact, we believe you can continue to experience new benefits as your adoption evolves, and that is why we stay with you for the long-term. Our [Accenture Cloud Platform](#) combined with the experience of our cloud professionals deliver the insights and controls to foster innovation within your business while ensuring precise cost controls, governance and accountability in cloud consumption.

**“A cloud management platform should operate like a ‘cloud Uber app’ for IT consumption and delivery that can help organizations navigate their journey to the cloud. As an integrated platform, it provides a range of functions and services concerned with accessing and optimizing the use of cloud services. Crucially, a CMP should enable operators to access and orchestrate assets that they own, as well as ones that they don’t—a strategy that Accenture embodies by tapping its ecosystem.”**

William Fellows, Research Vice President,  
[451 Research](#)



# FAST RESULTS. COMMITTED, CONTINUOUS SUPPORT.

**Our low-risk cloud migration and management tools help you move to market quickly and innovate faster—continuously, iteratively.**

This offers maximum control and flexibility in managing your cloud resources. The result? Efficient, agile, responsive and scalable capabilities that may give you an edge against the most disruptive competitors. Our commitment to you continues long past launch. We stay on board after go-live to help manage culture changes by employing tools and processes gleaned from dozens upon dozens of engagements. Our tailored approach helps you adapt more speedily to a DevOps operating mode.

## **MOVING HEALTHCARE TO CLOUD**

### **Challenge**

Laboratory benefit management company [Avalon Healthcare Solutions](#) wanted to accelerate service delivery with a 100% cloud-based claims editor.

### **What We Did**

Accenture helped develop a portal for providers, patients and health plans to provide appropriate access to data, claims and prior authorization.

### **Results**

Avalon can now edit up to 150K claims an hour (856 milliseconds) with 99% uptime and 99.5% accuracy. infrastructure, network and security devices from the cloud.



# ARE YOU READY TO TAKE THE JOURNEY TO CLOUD?

Cloud is not the future. It's already here, and more businesses are finding that the sooner they adopt cloud technology, the better positioned they will be to compete in an increasingly brisk, aggressive marketplace. Companies that want to achieve the type of agility they need to succeed in today's business climate migrate to cloud while embracing a robust ecosystem of cloud solutions. And they're teaming with Accenture to make the journey a safe, affordable and profitable one.

## FOR MORE INFORMATION

Learn more about Journey to Cloud:  
[www.accenture.com/journeytocloud](http://www.accenture.com/journeytocloud)

## ABOUT ACCENTURE

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world’s largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 401,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at [www.accenture.com](http://www.accenture.com).

## ABOUT ACCENTURE DIGITAL

Accenture Digital, comprised of Accenture Analytics, Accenture Interactive and Accenture Mobility, offers a comprehensive portfolio of business and technology services across digital marketing, mobility and analytics. From developing digital strategies to implementing digital technologies and running digital processes on their behalf, Accenture Digital helps clients leverage connected and mobile devices; extract insights from data using analytics; and enrich end-customer experiences and interactions, delivering tangible results from the virtual world and driving growth. To learn more about Accenture Digital, follow us @AccentureDigi and visit [www.accenture.com/digital](http://www.accenture.com/digital).

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