

# EQUINIX – KBQUEST

## Move to the Cloud. Just the Way You Like It.

Simplify your cloud migration with KBQuest Cloud Assessment and Planning Service, backed by Equinix Cloud Exchange™.



To better meet fast-changing customer demands, businesses are turning to the cloud for its agility, flexibility and savings. However, to ensure that you truly enjoy the specific business and IT objectives you hope to achieve with cloud, there are multiple considerations to maximise your investment results.

**We help you answer questions about your cloud journey.** From considering available cloud deployment options and their pros and cons; looking at your current applications and their fit for hybrid cloud deployment; to migrating legacy applications to the cloud and more – KBQuest helps you gain clarity to all these and more. Our deep expertise, wide experience and long history with cloud implementation uniquely positions us to guide you towards a successful adoption, migration and operational journey to the cloud.

Our experts are here to walk with you through the **Discover, Assess, Analyse and Plan** process to:

- Lower the complexity of your cloud migration
- Build a strong business case, taking into account both current and future business needs and IT objectives
- Perform budgetary planning on the cloud transition
- Examine the Return On Investment (ROI) via a Proof of Concept (POC)

### Offering: KBQuest Cloud Assessment and Planning Service

KBQuest Cloud Assessment and Planning Service is a 10-day engagement aimed at helping you build a solid business case for migration to hybrid cloud, backed by Equinix Cloud Exchange. Conducted by KBQuest's cloud consultant and architect, this customised service guides you through all key considerations to: *discover your objectives, assess your readiness, analyse key considerations, perform budgetary exercise, and propose next steps from adoption, transition to completion.*

Service	Description
<b>2-Day Discover</b>	Review business and IT objectives, identify focus areas, perform engagement planning and schedule on-site visits.
<b>3-Day Assess</b>	Conduct on-site interviews with relevant IT and business stakeholders to understand goals, policies, technologies, and practices. Discover and assess current applications, IT infrastructure and systems.
<b>3-Day Analyse</b>	Identify the best-fit cloud service to meet business requirements. Determine if moving to cloud can meet the necessary security, compliance, availability and performance for IT platform and storage facilities. Establish possible cloud governance approaches. Devise go-to-cloud solution proposal and assist with budgetary considerations.
<b>2-Day Plan</b>	Create and present written report with executive briefing on findings, feasibility and roadmap

### Key Deliverables

We are fully committed to help you maximise what cloud has to offer — so you can streamline service delivery, speed up customer responsiveness and more. The key deliverables of the KBQuest Cloud Assessment and Planning Services are:

- **Written report** with hybrid cloud migration recommendations, to provide better clarity on the feasibility of hybrid cloud transition
- **Executive briefing** of the assessment, with discussion on effort and resource requirements, implementation timeline, budgetary considerations and more.
- **Next steps:** Feasibility of POC to better measure ROI.

# PARTNER JOINT SOLUTION BRIEF

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### Why KBQuest

- **Ease cloud migration journey to maximise results:** Provide expert assistance to assess current IT infrastructure and systems, resolve cloud transition difficulties, study feasibility of cloud migration, and work through cloud transition budgeting and ROI. Offer guidance on varied cloud deployment approaches and POC feasibility to build a strong business case for cloud.
- **Proven cloud expertise:** Proven and tested cloud expertise on numerous major, enterprise-wide cloud transition planning and delivery services projects for varied sectors including public sector, airlines and more. Backed by multiple certifications in various technologies and project governance areas, including latest Microsoft Cloud professional certifications; with adoption of best practices and methodologies of cloud architecture, and implementation from the cloud vendor team; reinforced with direct access to the cloud vendor product team
- **Award-winning Microsoft competence:** Deliver award-winning Microsoft Gold competence in Cloud Platform, Data Platform, Application Development, Collaboration and Content with numerous accolades including best .NET consulting partner, 3-time Best Microsoft Azure partner, and Microsoft country partner of the year in 2015.

### Leverage Equinix Cloud Exchange™ to Accelerate Your Hybrid Cloud Journey

Is it time to move to the cloud? Look to KBQuest Cloud Assessment and Planning Services, riding on Equinix Cloud Exchange (ECX), to help you answer that question with confidence.

Rely on KBQuest's cloud, software development and solution architecture design expertise to discover, assess, analyse and plan your cloud transition journey. Leverage on Equinix's leading global data centres and globally available cloud exchange for secure, on-demand, reliable and private high-performance connections with Platform Equinix™ to multiple public cloud vendors for your geographically-dispersed users. Together, the Equinix and KBQuest partnership delivers the best solution architecture and infrastructure offering of a hybrid cloud deployment.

**Talk to KBQuest today — before taking your leap to the cloud.**

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