



# THE SUNDATA ROADMAP

Start



## 1 Asking Questions

The Sundata roadmap starts with an initial meeting to understand the needs of our client. Some of the key questions we ask are:

- Do you want to run IT on your own assets, or consume them 'As a Service'?
- Does your key business data need to stay in a private secure environment? E.G. On your own systems or at least in a Private Cloud.
- Are there any business, security or compliance imperatives that rule any options in or out?
- What is your IT capacity (resources, labour, etc.), and what option best suits that capacity?
- Would you rather deal with people local to you, or a self-service portal or store where the service is supported by an off-shore call centre?
- Do you have the resources to manage consumption under a rate card structure?
- What are the Disaster Recovery (DR) and Business Continuity implications of Private vs Public Cloud for you?



## 2 Discussing the Options

These initial meetings sometimes don't immediately give us a clear indication of the best approach for each client. So, we look at the options available; On-Premise, Virtual Private Cloud or Public Cloud.

We present these options with costs, pros and cons, risk and disruption information and a 'degree of fit'.



## 3 Cost Estimation

We provide our clients with an indicative estimate to help us ascertain interest levels and motivation.

## Detailed Assessment

At this point, we may do a detailed assessment of the client's current state, and work out in detail, what the transition phase would look like, to implement one, or all of the scenarios suggested in Step 2.



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## Implementation

Once the costs and plans are approved our technicians will migrate the environment.



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## Finalising the Plan

By this stage, a clear-cut preference has been developed and we can work with the client on finalising the costs, plans and business case.



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## Outcomes

After the migration has been completed, the client's goals are ideally achieved. The solution may not always be the cheapest outcome, but our goal, at Sundata, is to ensure that we find the best fit for each client's needs.



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## Regular Communications

Sundata continually work with our clients to ensure the solution remains relevant their business through regular operations meetings and discussions with the client.

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