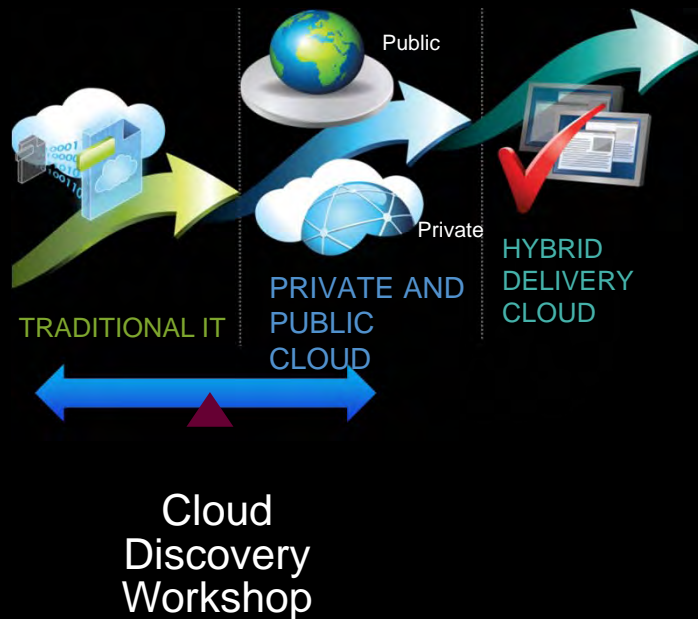


# CLOUD DISCOVERY WORKSHOP

Build organizational consensus, self-discovery, and next steps high-level roadmap to enable cloud services as a part of your IT transformation.



Beyond the technology, understand best practices and methodologies.

Assess your organizational capability business needs and preferences

Review cloud opportunities, implications, and economic impact

Align IT and business teams around overall strategy and business outcomes

Develop high level cloud journey next steps roadmap



# HP CLOUD DISCOVERY WORKSHOP

## KEY FEATURES

- **ALL VISUAL, INTERACTIVE** workshop format with **HUMAN-SIZE DISPLAYS** covering **top ten** cloud topics
- **CUSTOMIZED** discussion for your industry and business
- Delivered by HP Cloud **EXPERTS** bringing real life examples and best practices
- **ACTIONABLE** recommendations summarized in report delivered after the workshop



## KEY BENEFITS

- **COMMON VISION** built on facilitated discussion
- Increased **SPEED** to offer cloud services
- **OBJECTIVE** evaluation of cloud risk and opportunities
- **BEST PRACTICES** for cloud infrastructure and application transformation
- Prioritization for **STRATEGIC** cloud related initiatives
- HP Architecture and technologies for cloud **OVERVIEW**



## HP KEY DIFFERENTIATION

1-day / 2-day HP Cloud Discovery Workshop provides **comprehensive** view on multiple cloud topics including cloud concepts, financials, governance, security using **over 1000 visuals**.

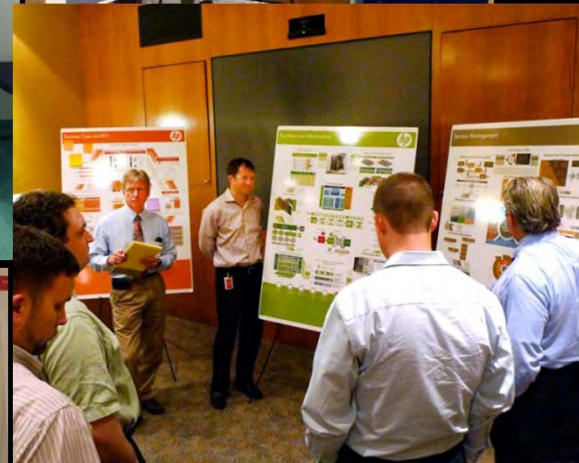


# HIGHLY INTERACTIVE - FACILITATED DISCUSSION

Best Practices/Methodologies



Build Team  
Consensus  
----  
Align  
Business <> IT



Define a  
Next Steps  
Roadmap



Beyond the Technology

# CLOUD WORKSHOP CONTENT AND CONTEXT

## Context and Terminology



Business Context



Concepts

## Service Definition



Services Portfolio



Business Case & Financials

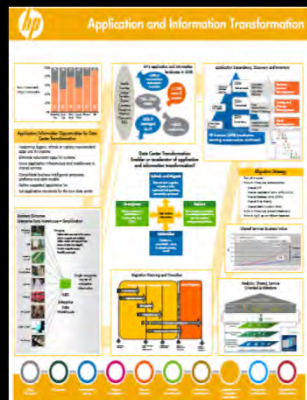


Service Management

## Underlying Technology



Facilities & Infrastructure



Applications

## Business Issues



Security & Reliability



Governance & Organization



Transformation Journey

# Overall Workshop Objectives

- Build team consensus and understanding
- Understand current organizational capability and goals
- Identify strategic cloud related initiatives that **promise** quick and/or solid business value
- Gain stakeholder buy-in and give traction to any project
- Realize the benefits, scope, scale and all critical success factors
- Leverage best practices
- Make informed business strategy decisions
- Lay out your next steps in a high level roadmap



# Cloud Discovery Workshop Objectives

## Benefits to clients

- Rapidly discover “cloud” related projects that are strategic, transformational and which hold the biggest promise for quick and/or good ROI/business value
- Realize the benefits, scope, scale and all critical success factors for adopting cloud/becoming a cloud service provider
- Gain stakeholder buy-in and give traction to any existing cloud initiative
- Leverage best practices around data centers, IT infrastructure, applications and service management/delivery
- Understand current situation, future aspirations and to define a high level roadmap
- Take an holistic approach to Cloud Services/Computing including technology, process, people and governance

