



# Getting started with the Cloud



Your IT solutions team  
Outstanding · Trusted · Driven · Personal

**KCOM**

# An overview of our cloud adoption services

MBA IT, in partnership with KCOM, is here to support you – wherever you are on your journey to the cloud. Our specialists deliver a comprehensive portfolio of cloud services for mid-sized and enterprise clients.

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*The [cloud] technology has become a mainstay in IT 93 percent of businesses use the cloud in some fashion – CIO.com*

*The cloud is the new normal for enterprise apps, with 70% of all organizations having at least one app in the cloud today – Forbes.com*

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Over the past few years, the cloud has evolved from being perceived as an IT industry hype with limited relevance to certain company sizes and industry verticals, to become the “new normal”.

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*55% of participants signalled that a Cloud business model provided them competitive advantage – Cloud Industry Forum*

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Today, a growing number of organisations are exploiting the power, agility, and predictable costs that cloud offers to accelerate their digital transformation. Whether you're considering moving existing enterprise applications into the cloud, looking to develop new cloud-based services for your customers or adopt an agile “DevOps” approach to new service development, we can help.

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*Analytics and Data Storage Will Lead Cloud Adoption In 2017 – Forbes.com*

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KCOM's highly-experienced team in partnership with leading public cloud providers such as AWS and Microsoft Azure, currently manages more than 1,000 cloud instances on behalf of our customers, so we're ideally placed to help you on your cloud journey.

KCOM's consultants are on hand to assess the cloud readiness of your organisation and then recommend the right strategy for you. They can then design and build new cloud-native applications, migrate and cloud optimise your existing applications and provide a fully managed service around the cloud environment of your choice be it Public, Private or Hybrid.

# Our services

## Architect for cloud

This service gives you the ability to do as much or as little as you require, but we always take a big picture view. This allows us to help you make the right strategy choice from the outset.

We always advocate design principles based on open standards and we architect using "Infrastructure as Code" (e.g. Amazon CloudFormation; Azure Resource Manager) which means faster builds and repeatable deployments.

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*Lack of resources/expertise is now the #1 cloud challenge – RightScale.com*  
*Cloud architects are essential – CIO.com*

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### **Benefits of engaging MBA IT and KCOM:**

- We can support you to confidently move key services and applications into a full production instance in the public cloud
- We will give your stakeholders confidence and proof of value when moving to a public cloud production environment
- We'll help you to take control of "skunk works" cloud-based projects and stem their proliferation by enabling customer IT teams to plan and create a cloud environment as part of a more controlled digital strategy
- Our team will underpin and accelerate a phased approach to your IT refresh/modernisation plans
- By architecting for cloud, you will benefit from improved business continuity and disaster recovery capabilities
- Our solutions will give you the ability to deploy not only code but also the changed infrastructure within a release, reducing maintenance costs over time and securing the storage of your whole environment setup outside of the AWS or Microsoft Azure Console

# Workload migration

This service gives you the ability to do as much or as little as you require, but we always take a big picture view. This allows us to help you make the right strategy choice from the outset.

We always advocate design principles based on open standards and we architect using "Infrastructure as Code" (e.g. Amazon CloudFormation; Azure Resource Manager) which means faster builds and repeatable deployments.

## Benefits of engaging MBA IT and KCOM:

- We'll help you fully exploit all the capabilities and features offered by AWS or Microsoft Azure within your cloud migrations
- You'll benefit from access to cloud experts who can advise you and your team on the most effective and efficient migration plan
- Our team will optimise the performance of any migrated workload
- We'll help you to fully understand and mitigate potential risks and impacts when migrating workloads

Our partner KCOM with leading public cloud providers AWS and Microsoft Azure continually ensures that you have access to the most highly trained team of architects and consultants anywhere in the UK. This is reflected by KCOM as an AWS Premier Partner and Microsoft Azure Silver Partner.

## Programs:

- Authorized Government Reseller
- AWS Channel Reseller
- AWS Direct Connect Partner
- AWS Managed Service Program
- AWS Marketplace Consulting Partner

## Ask our experts today

Contact us today and one of our experts will talk you through our solutions or answer any questions you may have.



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