

Cloud Migration Assessment Services

Ease your customers' transition to the cloud with expertise and a well thought out plan. Drive additional cloud services revenue through assessment services.

45% of customers implementing the cloud prefer that their connection to the public cloud go through a service provider¹, creating tremendous opportunity for you to partner with them as their trusted cloud advisor. Effectively manage and ease their transition to any cloud model and propel their business transformation goals. Demonstrate multi-cloud expertise, with minimal cost and effort, on all major public and private cloud providers including AWS, Microsoft Azure, GCP, VMware Cloud, KVM, VMware vCenter and Microsoft Hyper-V.

Transform your business and differentiate with HyperCloud™. Help your customers through complex cloud choices while increasing your services revenue. Add a new high margin service offering to your portfolio with customized assessment offerings with minimal effort and resources. Create upselling opportunities that can increase your monthly recurring revenue (MRR) streams through other managed cloud services such as cloud management, cost optimization, intelligent workload placement etc (Learn more at www.hypergrid.com/msps).

Managing Your Customer's Migration Experience

Migrating applications and workloads can be complex, and not every enterprise has skill-sets and/or resources to build a sound cloud strategy. Most of them will face challenges around

- » Visibility and Inventory of their existing IT infrastructure that include VMs, applications, workloads and possibly shadow IT
- » Cherry-picking workloads and applications that are cloud-ready. Identifying and modernizing workloads that can be moved to the cloud with minimal effort.
- » Right-sizing for the public cloud. Identifying the right cloud that meet SLAs, and the right instance options that meet performance and compliance requirements for the workload without over-provisioning.
- » A financial assessment of what the end state looks like, decisions around what is the right fit for the long term

As customers look to you to provide guidance around a number of these key decisions, HyperCloud™ provides capabilities that allows you to perform a comprehensive evaluation of your customers current environment, and help you build a robust cloud strategy. Powered by insights from HyperCloud™ Analytics, recommend the best-fit financially and technologically based on your customer's requirements.

Benefits



Simple and Efficient Migration: Assessments that provide efficient paths to the cloud with minimal impact on user experience



Custom Insights : Automated cloud insights that empower you to make the right choices for your customer



Unlock Opportunities: Offer high-value cloud services such as intelligent workload placement post-migration

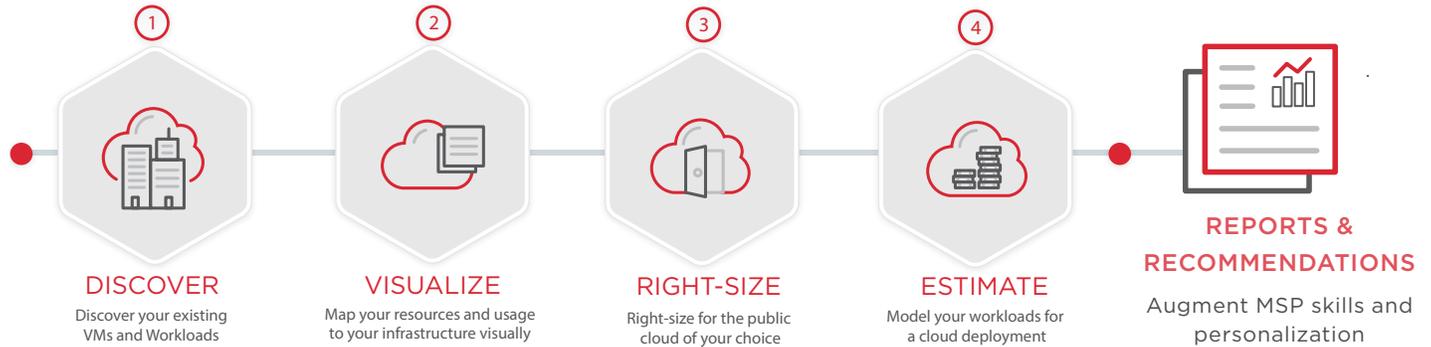


Scale across clouds : With a minimal learning curve, offer services on any cloud of your customer's choice

¹ Source: IDC CloudView Survey 2016;

Migration Assessment with HyperCloud™

Utilize the Migration Assessment capability to help your customer build a plan. Evaluate their IT environment and to aggregate resources in use and build a TCO estimate based on the customer's cloud preferences (cloud provider, instance choices etc). A migration assessment framework will include the following four steps.



- » **Discovery:** Get granular visibility into your customer's environment. HyperCloud™ auto-discovers existing resources, import all existing IT infrastructure (hosts, VMs, workloads etc) into HyperCloud™ to begin the assessment process.
- » **Visual Mapping:** Once the resources are imported, HyperCloud's dashboard provides a great summary for you to visually map resource utilization to physical infrastructure. Use this to build a comprehensive inventory for your migration plan.
- » **Right-sizing:** Capacity planning and right-sizing is critical to cloud planning and helps you build a efficient cloud strategy. HyperCloud™ identifies zombie (unused), and under utilized resources to help you right-size for the cloud. Match resources to actual workload needs to advise on a cost-optimized cloud infrastructure.
- » **Estimate:** Public cloud costs will vary based on instance type choices. With millions of combinations, identifying the right fit is challenging. HyperCloud™ provides instance recommendations based on current usage to help you estimate costs post migration. Run TCO multiple analysis and pick the one that makes the best business sense.

Name	IP Address	Host	Status	CPU%	Mem%	Days
vm1	10.10.10.10	Host-01	Running	15%	20%	10 Days
vm2	10.10.10.11	Host-02	Running	10%	15%	5 Days
vm3	10.10.10.12	Host-03	Stopped	0%	0%	30 Days

Instance ID	Year Use	Hourly Price	Total Price	VM Config	Total Cost
vm1	100	\$0.05	\$5.00	1 vCPU, 1GB	\$5.00
vm2	100	\$0.10	\$10.00	2 vCPU, 2GB	\$10.00
vm3	100	\$0.02	\$2.00	1 vCPU, 512MB	\$2.00

Get started today!

Choose HyperCloud™ as your technology partner to help you grow in a multi-cloud world.

Signup for a free 30 day trial to try out our migration capabilities at www.hypercloud.hypergrid.com.

Visit us at www.hypergrid.com/hyperstart to see how we can help you proactively engage with customers.



US - 855.786.7065 | UK - 44(0)203.553.3662 | @hypergrid | www.hypergrid.com

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