

HPE Transformation Office for Cloud

Cloud Transformation Maturity

HPE Transformation Office for Cloud enables clients to create or accelerate their cloud program and ensure its continued success by providing the guidance needed to define their structured decision making, communications, training, standards, and expertise in the use of cloud capabilities. The service leverages the experience and IP from Cloud Technology Partners, a Hewlett Packard Enterprise company curated through hundreds of successful enterprise-centric cloud transformation engagements.

Elevator pitch

Moving to any cloud provider involves more than just addressing technology and automation. For a program to succeed, it must also address the hardest part of moving to cloud: the people and process aspects including skills and training, organizational change, workflow changes, communications, and ongoing operations. Transformation Office for Cloud is a holistic and prescriptive framework that addresses the people, process, and technology aspects of transformation that breaks down silos, accelerates cloud capability, and synchronizes with cloud technology and automation advancements.

Value proposition

Cloud adoption has an enormous impact on business, touching almost every department within an organization. This results in the need to evolve processes that may not have been updated in decades.

As it relates to cloud migration and cloud adoption, we have found that many clients are overly focused on technology. We partner with our clients to review their capabilities across the dimensions of people, and process along with technology. This service includes both an analysis of a client's

cloud maturity level and the establishment of a Cloud Business Office (CBO) to ensure strong governance.

What do I sell?

The HPE Transformation Office for Cloud service facilitates evaluation of the client organization, identifies maturity gaps, and develops a cloud roadmap to prepare people, processes, and technology for holistic cloud transformation. The service has two phases:

Phase A: 4–6 weeks

Phase A will analyze current cloud maturity and define desired future state using the CTP Cloud Maturity Framework and produces a roadmap to achieve the desired maturity level for each of the domains.

Phase B: 8+ weeks

Phase B will establish the CBO and perform target domain assessments to guide success criteria, transparency, and effective operations in key areas. Typical assessments may include security, application portfolio, cloud economics, and DevOps.

We can also provide on-going support of the CBO as needed/requested by client.

Customer pain points and solution benefits

Pain: Client's IT and development teams may be allowed too much control, without a clear understanding of the organization's business objectives. The team may not be properly trained about the differences between on-premises and cloud solutions, processes and practices, resulting in inefficient cloud operations.

Solution: These issues arise due to weak cloud governance—in other words, the organization needs to increase their cloud maturity and establish an effective CBO. In the absence of such an entity the cloud can become unmanageable.

Pain: Cloud economics are not as anticipated. Too many projects going in too many directions can lead to Cloud sprawl which increases cost beyond forecasts.

Solution: Having a foundation/baseline for cloud financial management and continuous cost control is very important. This service will help plan for unanticipated demand. We will evaluate client's current state costs and benchmark future cost. We will also help clients to tag and establish standards in the cloud environment, to appropriately tie costs to cost centers and projects.



Quick reference card

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Key selling points

Most organizations are focused on their core business, with no time to become cloud transformation experts. That is where we come in. We have done hundreds of successful cloud engagements, for some very impressive clients. We take a holistic approach, with a proven framework.

CTP has developed a Cloud Maturity Framework—an end-to-end model that helps organizations think about all aspects of moving to the cloud—people, process, and technology. We help foster cross-team collaboration, to start operating in a new way, and to deliver transparency and visibility across all components of a Cloud Transformation program.

We provide the client with:

- Training for engineers, to better understand new DevOps models
- Process changes—going from a Software Development Lifecycle (SDLC) approach to a more Agile methodology
- Communication plans—to ensure everyone understands how cloud transformation is going to affect them. This helps to alleviate fears, and therefore improve acceptance and buy-in from everyone
- Ongoing operations in the cloud as it relates to customer service

Overcoming objections

Objection: What is the benefit of Cloud Business Office?

Response: The CBO serves as the central point of decision-making and communication for your cloud program—both internal and external to your company. It ensure the success of your cloud transformation.

Objection: Do I need your help to move up the levels of maturity?

Response: Yes, once clients have a baseline understanding of their maturity levels, we will provide a small team of experts to help our clients stand up the CBO, guide the client's team through an Agile methodology to groom and execute stories and tasks. We often stay on to ramp up/enable the client's CBO team to function independently.

Qualifying/Discovery questions

- What were your biggest barriers to your previous cloud adoption journey?
- Do you want to reduce risk from cloud capabilities?
- Do you feel confident if you were to start your cloud journey that you have implemented security and controls using a comprehensive, best practices approach?

- Are you confident that your company can successfully adopt, implement, and manage cloud in your organization?
- Do you have the skills to accelerate cloud innovation?
- Do you have organizational support for your cloud program?

HPE advantages

CTP and HPE, have been successfully implementing cloud solutions for years. Through that experience we have:

- Cloud Maturity Framework was designed based on our experience with hundreds of cloud projects; the transformation model has hundreds of epics and stories across each domain and level which helps to accelerate our client's cloud maturity process
- Transformation Office for Cloud engagement is staffed with an experienced team of cloud professionals who have over 10+ years' experience and take our client's through our prescriptive approach
- CTP has depth and breadth of experience across cloud, DevOps and organizational change management
- Deep experience in cloud-based projects, therefore our IP is all based on extensive cloud experience

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