

EMC CLOUD ADVISORY SERVICE FOR THE PUBLIC SECTOR

Optimize your cloud strategy to lower costs and improve business agility

ESSENTIALS

Develop an executable strategy to achieve your cloud vision by:

- Determining application placement in an optimal cloud model
- Building the business case
- Defining your cloud architecture to deliver IT as a Service

Public sector IT executives, like their private sector counterparts, are defining cloud strategies to leverage the flexibility, scalability, and economies of scale offered by various cloud models, while still maintaining the security, efficiency, and control they enjoy in their current data center environments.

To realize their cloud vision, agencies and departments throughout the government must address fundamental questions about how IT is managed, delivered, and consumed: "What are the quantifiable benefits of cloud to the business needs of the organization?" "How much change will this mean for the agency?" "What's the best model for our key application workloads?" Government organizations need a plan that shows how to transform people, process, and technology to achieve these strategic advantages. The question is not whether to use the cloud, but how to maximize its benefits.

SERVICE DESCRIPTION

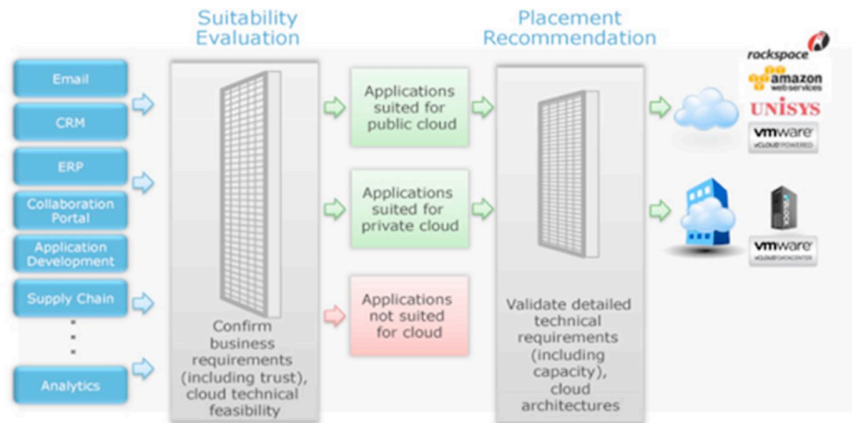
The EMC® Cloud Advisory Service helps organizations achieve the right cloud vision by defining a cloud strategy, including a business case and a roadmap to cloud implementation. We take an innovative approach to workload analysis, placing workloads in the optimal private, public, hybrid, or community cloud model by analyzing your economic, trust, and functionality requirements.

The EMC Cloud Advisory Service provides a cloud strategy that is specific to the needs of your organization, recognizes your current IT capabilities, and understands the rate of change your organization can sustain. Service deliverables include:

- **Workload Assessment**—EMC toolsets consistently analyze selected application workloads to determine their optimal cloud delivery model, addressing your mission and technology considerations
- **High-level Cloud Architecture**—EMC creates a service catalog that defines a comprehensive set of cloud services and associated architecture to deliver IT as a service.
- **Economic Analysis**—EMC provides a business case, including return on investment, to establish your investment and benefit timeframes.

Place Applications in the Right Cloud

Satisfying Mission and Technology Requirements

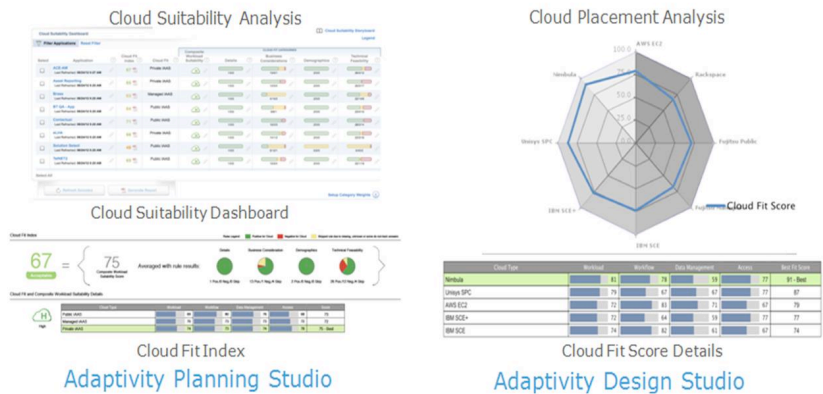


TOOLSETS TO ANALYZE WORKLOADS RAPIDLY

The Cloud Advisory Service incorporates Adaptivity, a toolset that accelerates enterprise cloud transformations by evaluating cloud suitability of application workloads based on mapping of applications and supporting business operations. Adaptivity tools also recommend placement with specific private and public cloud delivery options, expose the risks of cloud transformation before making the transition, and help transformation programs to become more impactful with stakeholders.

Accelerating Workload Analysis

Sample Deliverable from EMC Global Services Adaptivity Suite



WHY EMC FOR CLOUD STRATEGY

EMC Global Services understands how to apply technology to solve the unique cloud needs of government organizations. We use field-tested tools, proven methodologies, and best practices gained from engagements across both public and private sectors to minimize risk and optimize time to value in our engagements. With experience in delivering cloud projects to customers around the globe, EMC Global Services takes a holistic approach to cloud, encompassing infrastructure, application, and governance.

We leverage years of information infrastructure and data center experience to offer a comprehensive range of cloud services to help you at every stage of your cloud journey—from strategy and design to implementation and operations.

EMC GLOBAL SERVICES DELIVERS RESULTS

EMC Global Services enables customers and partners to transform IT, realize the agility and efficiency of a trusted cloud, and capitalize on the competitive advantage of Big Data. Our 15,000+ services experts worldwide, plus global network of partners, deliver the skills, knowledge, and experience organizations need to accelerate their cloud, Big Data, and trust initiatives and get the maximum value from their EMC technology investments—with an unending commitment to an exceptional total customer experience through service excellence.

CONTACT US

To learn more about how EMC products, services, and solutions can help solve your business and IT challenges, [contact](#) your local representative or authorized reseller—or visit us at www.EMC.com.

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