cloud
playbook

Welcome

Play clever

The Cloud Playbook is our unique blueprint available to any business looking to move some or all of its IT estate to the cloud. The Playbook is all you'll need to successfully deliver what could be one of the largest business transformation investments your organisation is ever likely to make.

What's in the Playbook?

Every single thing you could possibly need!

We've consolidated everything from the strategic to the tactical including policies, processes and plans we've built ourselves (called aitems™), together with useful tips and advice on pitfalls we've encountered during years of large-scale Cloud programme delivery. The Playbook is supplied as an interactive e-book with aitem™ downloads along with a hard copy primer.

Where's the value?

If you're aiming to improve overall efficiency, make your business fitter for the future and give yourself the edge in today's competitive markets through digital transformation then the Cloud Playbook is the scalable, effective and proven solution you need. Built by experts using hands-on experience to mitigate as much risk as possible, it includes every technical aspect of migration you'll need to transform your IT estate as seamlessly as possible. And it's not just about the technology; little can be achieved without the right team in place and business buy-in so the Playbook also includes critical non-technical components such as organisation and resourcing structure, governance, planning and control, and change management.

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We also offer any level of support before, during and after your transformation programme, and are here to help you decide what you actually need from defining your vision, building the case for change, supplier strategy and negotiation, through to complete programme management and governance.

Shape your own Playbook

Of course, you may not need an end-to-end solution, so we've made the Playbook flexible. You can take as many or as few components as your unique business requirements and team capability/capacity dictate.

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The

three

main components
of the Playbook are:

- Strategy
- Foundation
- Execution

Enablers to transformation success

- Strong CIO/CTO leadership willing to challenge the status quo to benefit the business and its customers.
- Implementing relevant technologies that could genuinely transform both the business' capability and outcomes.
- Effective supplier negotiation and management.
- A willingness to stay agile and adapt to the changing requirements of the IT team/business.
- Creating a robust and collaborative transition between project delivery and BAU operations.

Hover for more info

Strategy

Global market volatility and the rise of challenger companies means the need to get your digital transformation right is more important than ever. Cloud offerings have matured and evolved, and adoption of a service-based technology solution enabling businesses to meet market demands has become the norm. However, success relies heavily on a clear understanding of your business ambitions and targets while taking legacy technology and processes into account.

The Playbook's strategy component provides the complete framework for:

○ Strategy

○ Investment and scope

○ Sourcing strategy

○ Sourcing and tendering

○ Board approval

○ Logistics

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Foundation

Foundation is the transition from formal confirmation that all the relevant inputs have been satisfied to the set-up phase, acting as the trigger for governance and discovery activities.

The Playbook's foundation component provides the complete framework for:

- ○ Business case

- ○ Programme initiation

- ○ Governance

- ○ Contract review

- ○ Change management

- ○ Discovery

- ○ Partner tender

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Execution

The Execution phase signals all the set-up activities have been completed, and the programme can now transition into delivery of the cloud migrations. This phase follows a number of consecutive stages; each one must be satisfied to allow progress to the next. The process includes multiple Quality Gates to ensure all relevant activities have been completed and deliverables approved by the appropriate programme body.
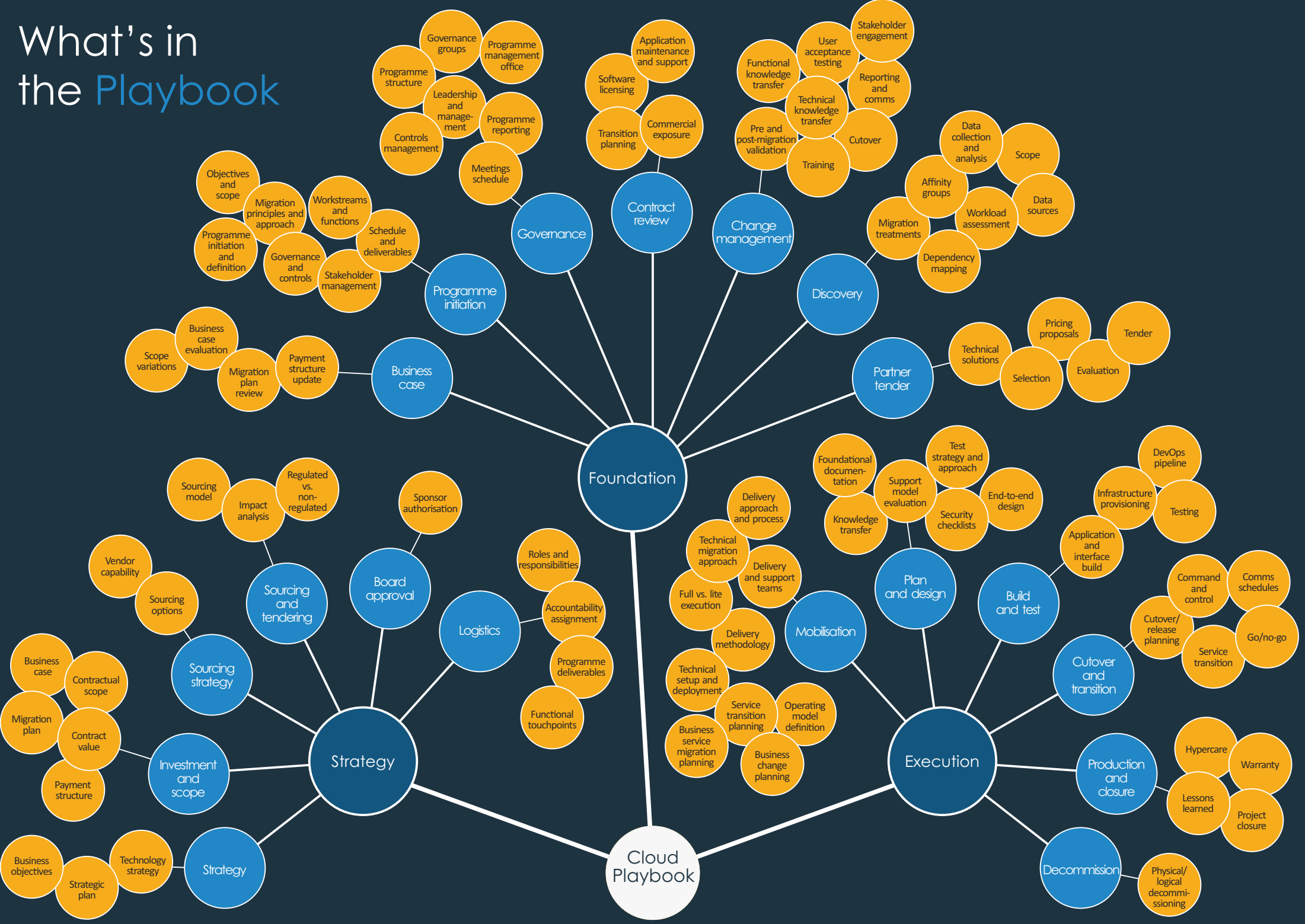
The Playbook's execution component provides the complete framework for:

○ Mobilisation

○ Plan and design

○ Build and test

○ Cutover and transition

○ Production and closure

○ Decommission

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What's in the Playbook

Cloud Playbook

Foundation

Programme initiation
- Objectives and scope
- Migration principles and approach
- Workstreams and functions
- Programme initiation and definition
- Governance and controls
- Schedule and deliverables
- Stakeholder management

Governance
- Programme structure
- Governance groups
- Programme management office
- Leadership and management
- Programme reporting
- Controls management
- Meetings schedule

Contract review
- Application maintenance and support
- Software licensing
- Transition planning
- Commercial exposure

Change management
- Functional knowledge transfer
- User acceptance testing
- Stakeholder engagement
- Technical knowledge transfer
- Reporting and comms
- Pre and post-migration validation
- Cutover
- Training

Discovery
- Data collection and analysis
- Scope
- Affinity groups
- Data sources
- Migration treatments
- Workload assessment
- Dependency mapping

Partner tender
- Pricing proposals
- Tender
- Technical solutions
- Selection
- Evaluation

Business case
- Business case evaluation
- Scope variations
- Migration plan review
- Payment structure update

Strategy

Sourcing and tendering
- Sourcing model
- Impact analysis
- Regulated vs. non-regulated

Board approval
- Sponsor authorisation

Logistics
- Roles and responsibilities
- Accountability assignment
- Programme deliverables
- Functional touchpoints

Sourcing strategy
- Vendor capability
- Sourcing options

Investment and scope
- Business case
- Contractual scope
- Migration plan
- Contract value
- Payment structure

Strategy
- Business objectives
- Technology strategy
- Strategic plan

Execution

Mobilisation
- Delivery approach and process
- Technical migration approach
- Delivery and support teams
- Full vs. lite execution
- Delivery methodology
- Technical setup and deployment
- Service transition planning
- Operating model definition
- Business service migration planning
- Business change planning

Plan and design
- Foundational documentation
- Test strategy and approach
- Support model evaluation
- End-to-end design
- Knowledge transfer
- Security checklists

Build and test
- DevOps pipeline
- Infrastructure provisioning
- Testing
- Application and interface build

Cutover and transition
- Command and control
- Comms schedules
- Cutover/release planning
- Go/no-go
- Service transition

Production and closure
- Hypercare
- Warranty
- Lessons learned
- Project closure

Decommission
- Physical/logical decommissioning

What we do

Our extensive consulting experience allows us to take a holistic view of your needs and advise accordingly. Regardless of the type of capability required, we know one size doesn't fit all; a tailored approach is always more effective and successful. We have no set agenda and are completely agnostic of specific vendors and products. We will only operate in your best interests to achieve your goals, be they strategic, technical or operational.

We can help you deliver effective change and transformation through:

- Innovation and technology.
- Management of complex projects and programmes.
- Improvement of business design and performance.
- Empowerment and mobilisation of human capital.
- Strategic management and engagement of stakeholders.

Behind the Playbook

aitemology.com

We are a small, dynamic team of business experts who live by our values to consult, collaborate and transform. Operating across the UK and internationally, we draw on the knowledge and experience of our team of SMEs whose skills extend from the initial generation of ideas, insights, solutions and new technology all the way through to detailed implementation. We're driven to transform your organisation by achieving the outcomes you want, in the manner you want.

We're always happy to talk

info@aitemology.com

aitemology®

creator of the Cloud Plug and Playbook