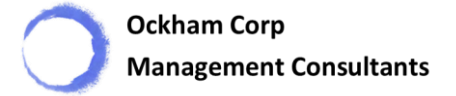


Cloud Service Provider Selection

Cloud Services that fits your business - Empirical and Non-Empirical Metrics Driven Selection



Topic	Description
Service definition	Document key drivers in cloud selection based on your company strengths. Develop evaluation criteria matrix and scoring method to develop analytical insight of each cloud vendor. Develop the cloud vendor evaluation scorecard with key stakeholders and selection decision process. Provide guidance in negotiations and closing of the cloud partner selection.
Key Decision Makers	CEO, CTO, CIO, CDO, CFO, COO, CLO, Business Leaders
Services Differentiators	We bring proven leadership in Cloud Services implementations on Microsoft Azure, Amazon Web Services, Google Cloud Platform and IBM Cloud. Direct involvement in choosing cloud services vendors with analysis going to board level for presentation. Fully involved in the evaluation, selection, negotiation, closing and on-boarding of cloud service providers. Flexible in our approach can engage at any stage of the process to ensure success cloud vendor partnership.
Service Delivery	Delivery mechanism will depend on the stages in the process – Evaluation process can involve participation in meetings with multiple cloud vendors, drive selection criteria process with key stakeholders to ensure all criterions are documented and scored to ensure a data driven selection process. Participation in negotiation covering pricing, credits, training, and support can ensure quicker implementation of the cloud transformation initiatives.
Duration	Depending on the Service requested – Evaluation – ~4 to 8 weeks, Selection - ~4 weeks, Negotiations - ~4 Weeks, Close - ~2 Weeks
Example Success Metrics	Cloud migration process, Cloud Implementations Cost Reduction Percentages (TCO), Project implementation Ease, Employee Satisfaction Scorecards
Cloud Partner Selection Tools	Vendor Checklists, Selection Criteria Checklists, Scoring Evaluation Checklists, Negotiation Scorecards, Approval Presentations