

Presented with

Affigent
An AKIMA Company



Fail Fast: A Practical Guide to Cloud Migration

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ORACLE[®]

The Future of Cloud is Now

Oracle predicts that by 2025...

100%

Second-generation cloud providers will offer all of the tools required for **100 percent data center replacement**

90%

of enterprises will use a **single identity platform** to bridge premise systems and the cloud

80%

of all **enterprise (and mission-critical) workloads** will move to the cloud

Cloud will offer complete enterprise scale solutions for most customers

Agenda

- Introduction to Affigent & Tharseo IT
- Our Unique Approach to Cloud Migration – Fail Fast: an Entrepreneurial Method
 - Assess Your Current Environment
 - Define Your Total Cost to Operate
 - Plan & Migrate!
 - Transition to a steady state
- Q&A – Feel free to ask questions throughout the presentation

Unrivaled Synergy



Federal Expertise & Strong Infrastructure

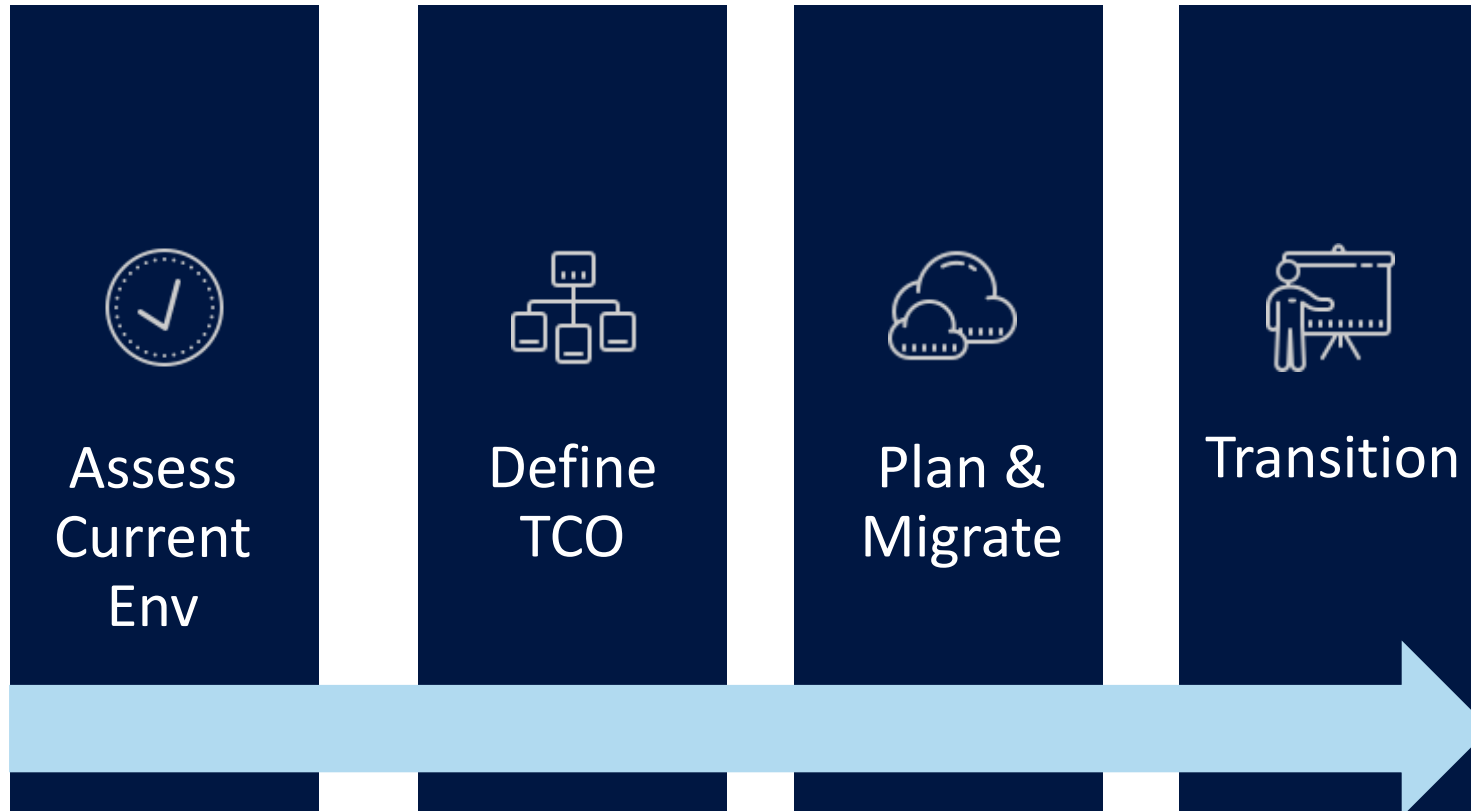
- Oracle Platinum Partner for 10 years supporting the entire stack
- Cloud-ready contracts: SEWP V, CIO-CS, ITES-3H
- Backed by the strength of Akima, a \$1.2 billion enterprise with 30 years of federal contracting expertise



Pure Play Oracle Cloud Expert

- 1st partner to take a public sector agency to the Oracle Cloud (DC Health)
- Tharseo IT resources are currently delivering two of the largest Oracle Public Sector cloud migrations within HHS (DHCF and DC Health)
- Dedicated to maximizing Oracle Cloud competency
 - Have migrated customers to OCI Classic, OCI Gen 1 and Gen 2
 - Certified Oracle Cloud Excellence Implementer (CEI)
 - Technical delivery team members are certified Oracle Cloud Architects within 6 months of hire
 - Have invested in our own OCI that we use for demos, projects and for troubleshooting issues with customers.

Unique Approach to Cloud Migration



1/3 of the Time

Migrate in a third of the time it normally takes

50-80% Savings

Quickly see between 50-80% cost savings

1 Organization

Eliminate organizational silos and operate as one

Assess Your Current Environment



- Identify a single point of contact that embraces Fail Fast methodology. Willing to admit gaps and clear obstacles!
- Identify talent & capabilities
- Clearly define what the customer is expected to provide:
 - Detailed architectural diagrams
 - Excel spreadsheet of VMs by environment
 - Hardware specifications for existing system(s)
 - Software license costs associated with applications

Example: Review On-Premise Network Topology

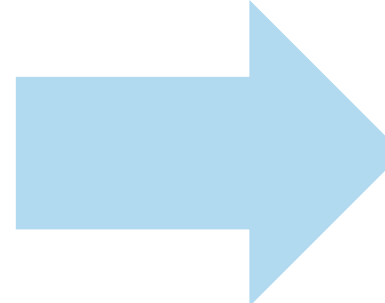
- Technical compatibility issues (route-based vs. policy, IPSEC VPN tunnel, etc.)
- Connectivity (internal-external endpoints, access by location)
- Network security requirements (firewall settings, dev, test, pre-prod requirements)

Define Total Cost to Operate



DATA CENTER TCO = PLATFORM + SERVER + STORAGE + NETWORK + IT LABOR
HIGHLY FIXED CAPEX/OPEX

Platform Costs	DBA Admin Weblogic Admin Orchestration/Tooling Monitoring		
Server Costs	Hardware Server, Rack/Cabinet, PDUs, Switches, Local Disk	Software OS, Virtualization, Hardening OS	Facility Overhead
			Space Power Cooling
Storage Costs	Hardware Storage Arrays, Disks, HBAs SAN, FC Switches	Storage Admin	Facility Overhead
			Space Power Cooling
Network Costs	Hardware Network, Core/Aggregation Switches, Cabling, Bandwidth	Network Admin	Facility Overhead
			Space Power Cooling
IT Labor Costs	DC Admin Virtualization Admin Security Admin SOC: 24x7x365 Tier 1-4 Helpdesk Product Specialists Operational Compliance/Governance Capacity/Change Mgmt		



CLOUD TCO = USAGE OF CLOUD SERVICE ONLY
OPEX COST MODEL

Platform Costs	IaaS/DBaaS JCS Containers ICS/SOA Mobile IoT
Server Costs	Public Cloud Dedicated Cloud
Storage Costs	Block Object Storage Archive Storage Network Attach Storage
Network Costs	VPN Partner Exchange Direct Connect
IT Labor Costs	

Plan & Migrate – Fail Fast, Finish Faster



Example Plan from DC Health

Application	Phase	Task	Status	Start Date	End Date	Notes
Immunization	Plan	Define Cloud Migration Strategy	Complete	14-Jan	21-Jan	
Immunization	Design	Cloud Migration Design	Complete	17-Jan	28-Jan	On-Prem
Immunization	Implement	Sandbox – Configure & QA	In-progress			
Immunization	Implement	Dev – Configure & QA	Planned			
Immunization	Implement	Staging – Configure & QA	Planned			
Immunization	Implement	Staging – User Testing	Planned			
Immunization	Implement	Staging – User Testing Sign-off	Planned			
Immunization	Implement	Production – Configure & QA	Planned			
Immunization	Implement	Production – Cutover & Migrate	Planned			
Immunization	Transition	Go-Live Support	Planned	22-Apr	26-Apr	

Only 3 months from Plan and Design to Implement and Transition

Plan & Migrate –

5 tips to Failing Fast and Finishing Faster with OCI Gen2!



- 1) **Fail to Access** – Establishing access control quickly leads to:
 - 1) Better documentation
 - 2) Better diagrams
 - 3) Better PW management
 - 4) Reduced silos
- 2) **Fail to set up an end-to-end environment.** OCI Gen2 GovCloud is evolving quickly, create simple network, skeleton environment and migrate dummy data
- 3) **Fail to govern the network.** Establishing governance of the network quickly leads to:
 - 1) Transparency
 - 2) Redundancy and reliability
- 4) **Fail to establish a migration path from on-prem DB to Cloud DB** – there are a variety of ways to migrate, find which works best.
- 5) **Fail to Integrate** - Establish Integration points and business processes

Transition to Steady State (up to 1 year)



- Transition to a steady state and provide cloud support as needed for future development
 - 6 to 8 months post implementation plan
 - Re-train staff, grow staff
 - Other products, other vendors, evaluation period
 - Testing DR/Backups, development, etc...
- Train onsite resources (DBA, app developer, network admin) to access and use the cloud the way it was designed to be used: **flexible, elastic, and secure**

Thank you!
Any Questions?

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MORE

Stop by our Kiosk
(#6)



Hard Rock Café
5:30 – 7:30 p.m.

999 E Street NW