



CLOUD ADVISORY RED FLAGS

Whitepaper

Top 5 red flags you must avoid when picking
Cloud Advisory Services

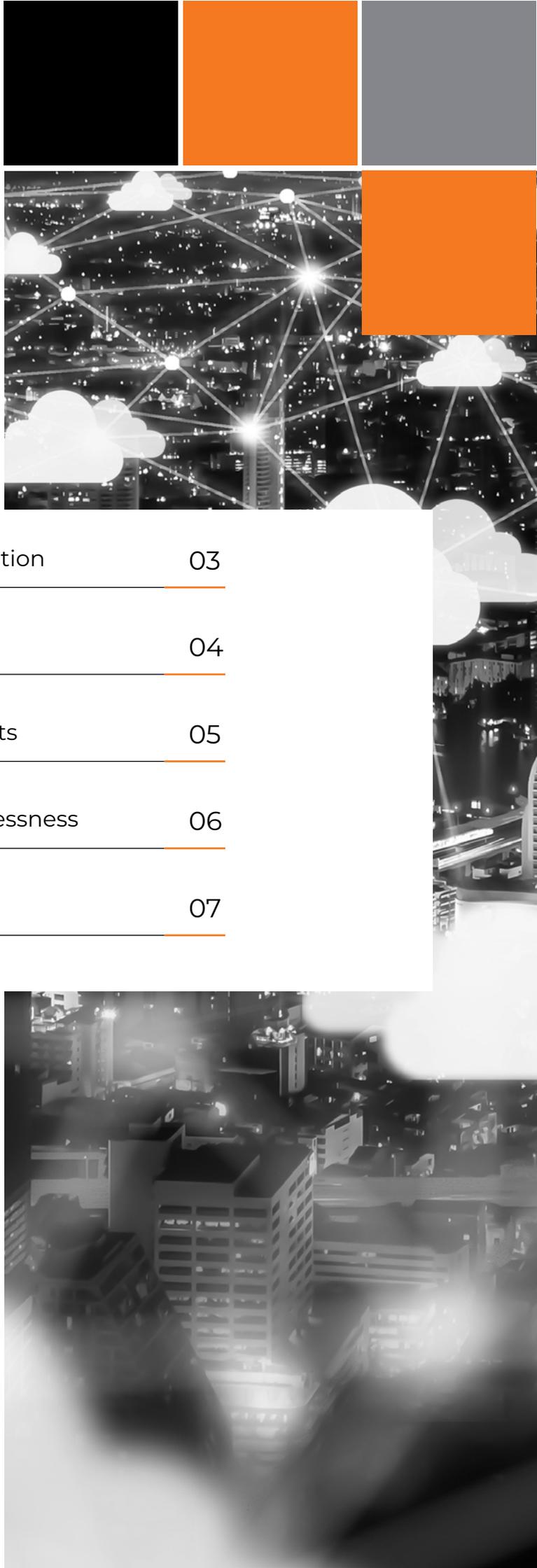


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No matter where you are with your cloud journey, there is a choice you have to make. The choice is whether or not you are going to depend (partially or in full) on a Cloud Advisory Service provider. But picking a good one can be challenging.

We'll first talk about the red flags. And we believe that there can be several red flags, but these are our top five.



In 2020 alone, the prediction is that

95%

of the failure of cloud security will be
the customer's fault

A senior director analyst at Gartner puts it this way. "Cloud services let smart business leaders respond quickly to opportunities— or threats. Businesses that successfully exploit cloud computing will have a competitive advantage, and it might even determine whether they survive"

Footnote: These statistics and opinions are based on Gartner's trusted research and can be found here: <https://www.gartner.com/en/information-technology/insights/cloud-strategy>



Red Flag #1:

The One Size Fits All Solution

It really tends to work with clothes, but it does not work with the cloud.

Some cloud advisory services tend to take a brief look at your existing infrastructure and come to a conclusion right away about what solution fits you best. And that is a huge red flag flying right in front of you. It is important to remember that conclusions must come at the end of an investigation. Not at the beginning.

We recommend you do not reveal your entire infrastructure right away. Give just a high level of information and see where the conversation goes. If the advisor tells you right away that there's a particular solution that will most certainly fix your problems— that is a red flag.

Instead, request for a brief detail on how the advisory is provided— preferably through a Proof of Concept (POC) driven project. That will allow you to anticipate red flags that you should be aware of with a specific advisory service.



Red Flag #2:

The Partnership Model

Unfortunately, most cloud advisory providers are actually just partners. Partners of the big-wigs — like Microsoft, Amazon, Google, Oracle, or the others. Frankly, there is nothing really wrong with that. Partnerships work well when there is cash involved and two parties— the advisory service and the cloud provider are on the same page. And the more solutions they sell to companies, the more they mutually end up gaining from the partnership model.

What's wrong is if THAT partnership is forced onto you, and you are sold solutions that you do not need. That is a very frequent problem often pushed under the rug, because the decision maker realizes it a little too late to go back and fix a problem.

It is really very important that your advisor provides you with a great deal of clarity.

<ul style="list-style-type: none">● What do they see that you haven't seen yourself? <hr/> <ul style="list-style-type: none">● Why solution X and not solution Y? <hr/> <ul style="list-style-type: none">● What are the security risks?	<ul style="list-style-type: none">● Are their solutions obvious? <hr/> <ul style="list-style-type: none">● Do they have credible experience in providing these services? <hr/> <ul style="list-style-type: none">● What is the risk mitigation system?	<ul style="list-style-type: none">● What can they genuinely improve? <hr/> <ul style="list-style-type: none">● What's going to happen 3 years from now? <hr/> <ul style="list-style-type: none">● What are the SLAs?
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There are so many questions that must be answered by a cloud advisor.

Red Flag #3:

The Abundance of Experts

Don't get us wrong here. Yes, we all want efficiency as much as we want effectiveness. But human beings are not really good at achieving both. Try moving your mouse when you are typing something, and you realize—it's not that simple. So, as much as we want to be effective, it's hard to be efficient.

When it comes to the cloud, human beings are prone to making mistakes even if they are cloud wizards, or cloud experts. That is where automation comes into play. Driven by machines, automation takes elaborate work and reduces the amount of effort and the enormous errors that cloud experts tend to make.

Again, automation can be very good at what it does. But there is no such thing as a one-size-fits-all model here. You should think twice before you rely on a provider who just wants to sell one thing—and not give you options, telling you the pros and cons of each.

You should know all about the automation your advisory service recommends (which often is a solution they want to sell), but a decision maker like you needs to know what the advisory service is not telling you.

- What is it that their automation solution cannot do?

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- What is a problem that the automation can solve with a quick POC?

- What is the automation that competitors can provide?

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- What is the level of reliability and credibility in the automation?

Answers to these questions are important and help you make decisions that are genuinely worth spending your money on. Knowing the answers to these questions is the only way you can arrive at a reasonable time and budget assessment to make a migration, reduce security threats, achieve goals, and make realistic estimation about feasibility.

Red Flag #4:

The Unbelievable Seamlessness



Here's the truth. Seamlessness has its limitations. The average F1 track is built to be seamless and smooth, but we've all heard of terrible accidents when one thing goes wrong, creating a butterfly effect—causing one car to crash, and then one more, and then one more, until the race comes to an abrupt halt.

Often, cloud advisory services want to ultimately win your project and deliver projects that are amazing, but if that was how simple it was, everyone would have been in the cloud business. Seamlessness combined with the smoothness of the world's best butter is often promised but is seldom experienced. Getting the wrong advice can destroy your company by disrupting crucial aspects of what you offer to your most loyal clients.

So, beware of advisors that tell you how seamless the migration is going to be, and how secure it is going to be. Your cloud advisor must always take risk into account, identify the odds, and have an open, honest conversation about potential risks and about what you (and they) can do to mitigate those risks. The best way to do this is to run a POC. We recommend that to all our clients whether they onboard us for the rest of their cloud journey or not. A Proof of Concept is always more reliable than a testimonial on the company's webpage.

Red Flag #5:

You



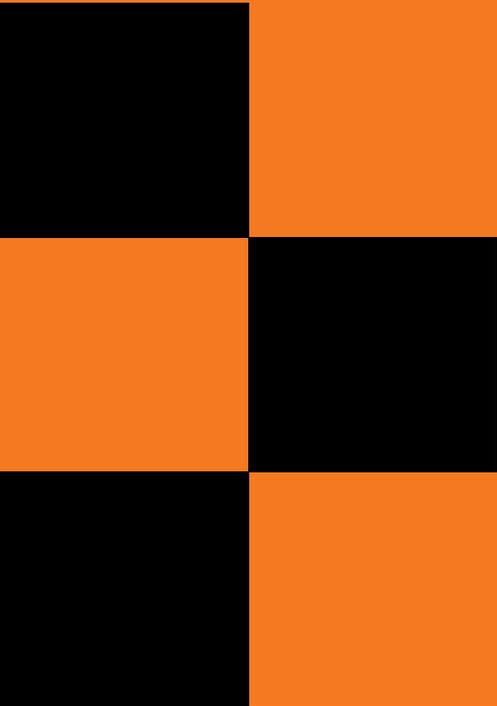
Yes. You read that right.

We all want to be right, and capable of making the right decisions at the right time and the right place. But as humans, we are prone to misjudgment. We are prone to making choices that are biased and belligerent. We need to accept this as a reality to progress, and help our companies move in the right direction. We need advisors. Not one, but often many of them. Not too many advisors, but a practical few—for otherwise, it will only end up confusing you.

It is important to listen to the options you have and make decisions based on the realistic budget you have, the time you have, and the risk you are bringing in. Companies that want to make the migration are not aware of the complexities and strategy that it takes to make migrations that are secure and mitigate operational risk.

Organizational decision makers that take pride in their own knowledge of the cloud, and their IT staff need to have the humility to listen to advice as much as they have the diligence to make a thorough assessment.

What about green flags? That's our next whitepaper! Stay tuned!



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