



CLOUD ADVISORY GREEN FLAGS



Whitepaper

Top 5 green flags to ensure you pick the right
Cloud Advisory Services



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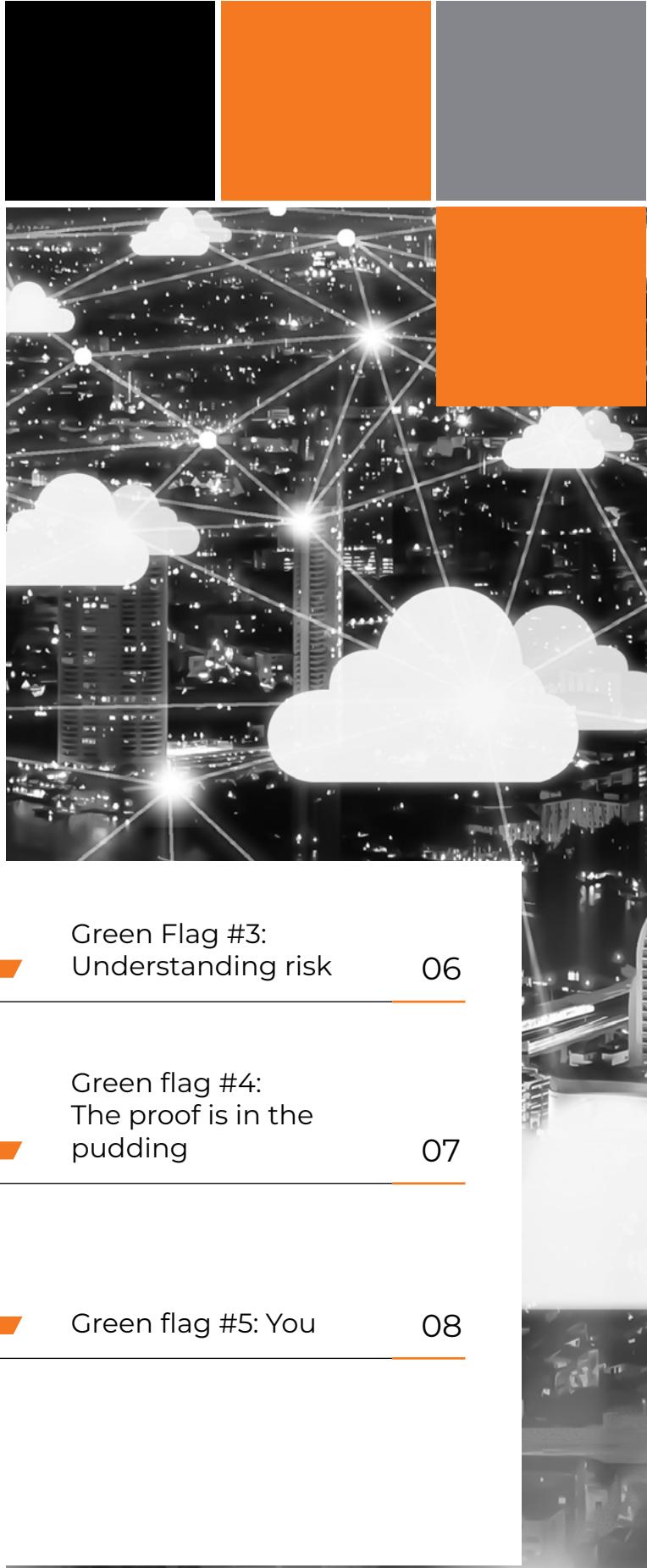


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Cloud Advisory Services and How to Make Choices

In their report, [Gartner suggests that 45% of all IT spending](#) will move from traditional solutions to the cloud. Unfortunately, many organizations are resistant to make the move, or make changes—because they are unfamiliar with the cloud solutions in the market.



Here are three statistics from Gartner that can get you thinking about why the choices are inevitable, and why it is so important that you make the right choice.

By 2024, more than **45% of all IT spending** will move from traditional infrastructure to the cloud

Between 2021 and 2022, there will be an additional spending of **\$88 billion on cloud infrastructure.**

It is expected that there will be a **10% YoY spending on traditional / archaic infrastructure** and a move to the cloud to increase operational efficiencies

We have met with many organizations over the years—those that moved from legacy technologies to the cloud, from one cloud to another, and those that used various models—including a mix of private and public clouds.

Cloud Advisory Services must help you get it right. They must provide you with solutions that are realistic, reliable, increase effectiveness, and improve efficiency. They should save time, but not put your business at risk.

Source : <https://www.gartner.com/smarterwithgartner/cloud-shift-impacts-all-it-markets>

The green flags you can rely on

Business leaders, specifically in IT teams, need to identify if organizations have the technical readiness and a strategy to make the move. They need to know if CTOs are willing to make the move, but IT teams are resistant.

Everyone realizes that a seamless cloud provides organizations and teams with more flexibility, agility, and productivity. They realize the importance of moving to the cloud—but are unwilling because of the technical challenges that they presumed they would face.

Your Cloud Advisory Service provider must address those challenges and give you good advice.



Green Flag #1:

A crystal clear strategy

It is crucial to know where you stand in the wide landscape of cloud technology. Are you a late adopter, or a new adopter of some specific cloud technology? In either case, a Cloud Advisory Service must provide you with:



01



02



03

Assessment:

A thorough assessment of your status today—of where you are and where you ought to be—must be developed.

Strategy:

The clarity you gain must be crafted into a comprehensive strategy—identifying both benefits and risks

Seamlessness:

Ask for a clear, sustainable cloud strategy for the next 12-24 months that allows for change to be as seamless as possible.

Ultimately, you should have a map of what your intentions are, and how you will want your organization to evolve. This is critical and crucial to your short-term and long-term success.

Green Flag #2:

Clarity on budgets and requirements

01

Budget: Your Cloud Advisory Service provider must ask you what your budget is. If you make changes, you may need to hire a team of experts who know how to deal with the cloud. In that scenario costs of operations might grow, instead of going down. Of course, you do not need to be completely transparent about your budget.

02

Transparency: A good Cloud Advisory Service will provide you transparent solutions that allow you to see if it really is worth it. However, you should get an idea of what you can get for the budget you have. Then, see for yourself if there is a reasonable ROI, and how long it will take for the ROI to bear the fruit you desire.

03

Priorities: Your Cloud Advisory Service must ask is if your “requirement” is really a requirement or a desire. They should help you understand the deliberate reasoning for decisions you are making—from a technical and a commercial standpoint.

If there is no substantial ROI, the Cloud Advisory Service must help you figure out what can be done to make it commercially profitable and technically feasible—and help you identify needs over wants.



Green Flag #3:

Understanding risk

A Cloud Advisory Service must never underestimate risk. When you tell them your requirements, they go back, perform detailed research, and come back to you with an assessment of risk, and its mitigation.



Risk Mitigation Plan:

A clear statement of risk management is essential. How is the Cloud Advisory Services provider recommending the identification, monitoring, and assessment of risk? Is there a risk mitigation plan for various scenarios? These are questions you must ask.



Change Management Plan:

You will face challenges and resistance across your teams when something changes in the organization. This is where Cloud Advisors must come in and provide those that resist with information about how their teams can adopt to the change.



Green Flag #4:

The proof is in the pudding

Realistic, reliable solutions. Is that not what matters most? A Cloud Advisory Service provides reliability and evidence to earn your trust. Even if they do not, here's what you can do:



Case Studies:

Ask them for case studies that document past successes. Did they work for customers that faced the same problems you do, and were they from the same industry?



Resumes:

Ask about their team. Get a hold of their resumes. Resumes indicate a lot of things. They indicate more than abilities of individuals. If you look carefully at resumes, you can see what they are incapable of doing.



Proof:

See if there really is proof in the pudding, not just on the PPT. Do they have the technical expertise they claim? Have they used the clouds they've mastered? Do they have in-depth expertise and experience in cloud-first technologies? And who doesn't love a good pudding?



References:

Ask if you can speak to their customers—just to get a hint of what collaborating with them might feel like. What you must do, therefore, is to ask for references. Can you get to speak with at least three of their customers who have experienced their services?



Mistakes:

Ask them about mistakes they've made along the way, and what they learned from them. Ultimately, ask them what benefits they can provide you with, based on their success stories, and the times the tide was against them. That gives you a holistic, reliable pudding.

Green Flag #5:

You

Just as you might be your own red flag, you might also be the greenest flag out there. No one—absolutely no one—knows how things run internally like you do. You are the client and the decision maker.

Never go with a Cloud Advisory Service provider just because your friend from another organization recommended them. It poses unnecessary risk since you become biased. Imagine project failure because of bias!

Ask others what they think. Ask your team. Get advice internally and externally. Speak to teams today that might resist this initiative tomorrow. Identify why they would resist it. Evaluate multiple options. Eventually, when the time comes and you have to speak to the service provider, you will be saving a lot of time, effort, and bandwidth for everyone involved.

And that is how you select a good Cloud Advisory Service provider. There's more content coming up. Visit our website soon!



If you'd like to get in touch, or have a question you would like us to answer, feel free to contact us by dropping a note here: www.feiji.com/contact

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