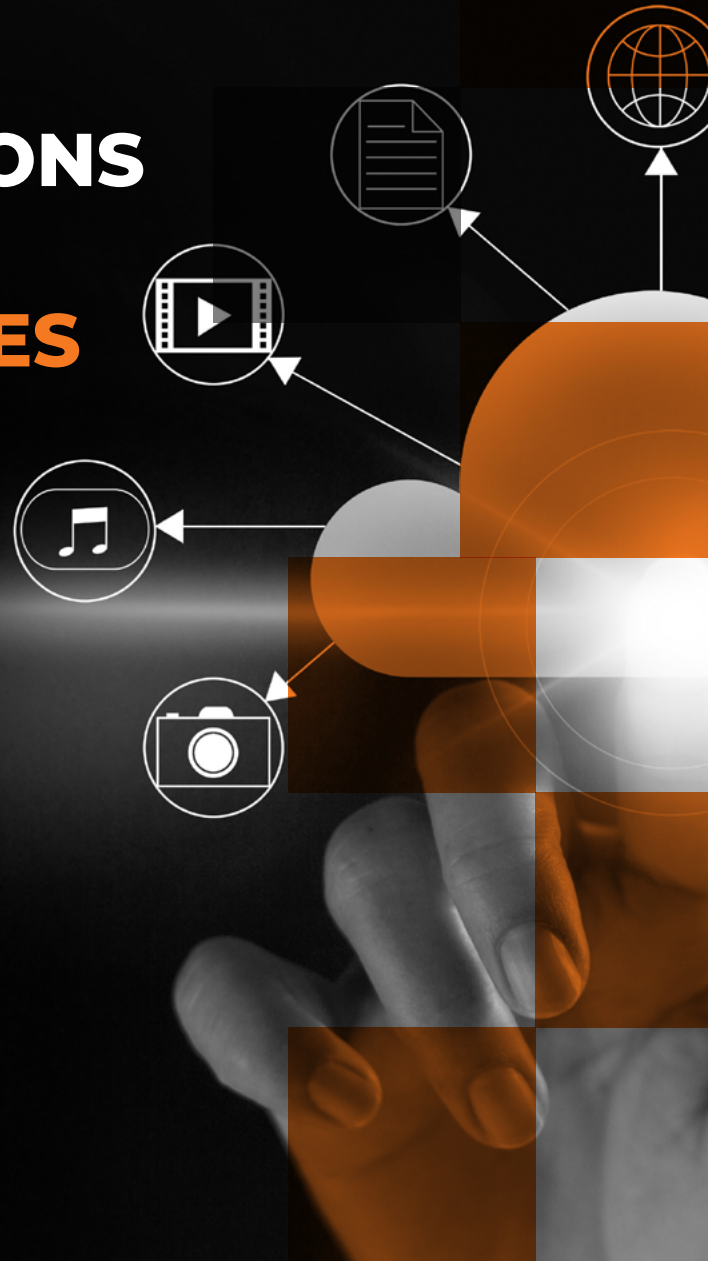




# WHY ORGANIZATIONS NEED CLOUD ADVISORY SERVICES



Whitepaper

Picking wrong Cloud Advisory Services can cause trouble. Prevent it.






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# Cloud Advisory Services

We once heard from a respected strategist—the story of a group of soldiers who got lost in the Alps without a map. The clouds were so dense, that the soldiers could not figure out where they were going – the North Star and its companions were practically invisible. The clouds were so thick that they hid the east from the west.

The person who told us this story concluded, with the audience waiting for the analogy to come forth. “Any strategy is better than no strategy,” he said, with thunderous applause that resonated within the walls of that room.

This was a long time back, when the world was in the early days of cloud adoption, a few of us were cloud enthusiasts. As the years went by, we realized that THAT particular analogy is probably the worst advice you could get in the context of the cloud solution you want to adopt, the migration you want to make, the services you want your vendors to manage—or the risk you want to avoid.

So, they decided to just walk. And walk they did. On and on they walked, carefully eating the little food they had left. Eventually, after about two weeks of wandering aimlessly, all their stock of food was gone. Just when they were about to die, they walked a little more and ended up reaching a little village where they found food to eat and homes to stay.



# What is a Cloud Advisory Service?

There is just so much information about the cloud all around us. And so many choices. It's almost like finding a panacea to overcome everything you could get sick from. And the search for the perfect cloud choice can be quite overwhelming. Irrespective of whether you are moving from a legacy data center to the cloud, or if you are moving from one cloud to another, the move is often not a smooth ride.



Ask a pilot of an airplane how they steer through the chaos of the clouds, the winds, and the birds— and you get the picture of how much goes into steering an airplane through a cloudy night. A single degree of change, a single data point miscalculated— can send you to the wrong country.

With so many cloud-related choices to make, you absolutely have to meet your company's vision, organizational strategy, compliance requirements, your department's capabilities, and ultimately, deliver positive impact to your clients. Try saying all that in one breath, and you realize how complex it can get! The cloud-related choices you make can impact your company and your businesses quite dramatically.

“Any strategy is better than no strategy,”— THAT particular analogy is probably the worst advice you could get in the context of the cloud solution you want to adopt, the migration you want to make, the services you want your vendors to manage.

And that precisely is why you need to think a lot before you make a choice. Before you make the choice, you need to examine which applications and services really need to be migrated. You need to create a clear inventory of what's there, and what needs retirement. You need to understand what has occurred in the past, what is the plan for the present, and where you want to be in the future.

# Why do I need cloud Advisory Services?



**You absolutely can do it on your own:** However, a Cloud Advisory Service will help you understand what you need to know about the solution, product or service, and navigate through your journey of adoption. It's a lot of hard work, and experts who have understood similar architecture before may be able to give you what you need the most—good advice that is focused on your specific requirements.



**What's you might not see:** A Cloud Advisory Service might be able to tell you what you do not know, and what you can do better, and sooner. They may be able to explain how to bring more value, and increase your ROI when you are making a purchase of a cloud product or a cloud service.



**What you can achieve:** The cloud, and the solutions it provides, is known for its ability to improve productivity, reduce risk, and bring in significant ROI. It can help you offer better products to your customers, and reduce the time to market. But doing all that is harder than it seems. How are you going to achieve all that with minimal effort?

According to Bain Consulting reports, experts forecast\*



A continued growth of cloud to the tune of **21%** YoY through to 2024.



**74%** of CIOs say there is a need for interoperability between on-prem and public cloud to the tune of 2024



**5%** of their revenue is spent by large tech enterprises plan to turn technology into a competitive advantage. That includes the cloud.

Sources :

<https://www.bain.com/industry-expertise/technology/cloud-computing/>

<https://www.bain.com/insights/bringing-order-to-chaos-in-the-hybrid-cloud-tech-report-2021>



That's where the Cloud Advisory Service comes in. While helping you improve the speed of implementation, they can also help you identify and mitigate risks. Public cloud? Private cloud? Hybrid models? Which cloud?

The gains far outweigh the pains that you might go through otherwise. Irrespective of you choosing to move from a legacy data center to a cloud ecosystem, or migrate from one cloud to another, or figure a way to improve the agility, and capabilities of what your cloud can bring to your office table (or your virtual table)—getting good advice is invaluable.

In a world that is changing fast (especially after the pandemic), getting good and reliable advice from a consultant might be a great idea. It can help your teams collaborate better—considering that we are moving to a world where hybrid work environments are more and more common. It can help you improve productivity. But there are red flags and green flags along the way when you are picking a Cloud Advisory Service Provider. It is critical to identify them. We'll talk about them in our subsequent whitepapers.



If you'd like to hear more from us, you can get in touch with us, and we'll let you know how we can support or answer more questions. We have more whitepapers on this subject too. Send your email with inquiries to [info@feuji.com](mailto:info@feuji.com).

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