

Complexity Made Simple

A Better Cloud
Adoption Strategy





The Cloud Adoption Challenge

The benefits of moving to the cloud are well documented—from increased efficiencies through to the elimination of capital infrastructure costs. It's no surprise then that recent years have seen an influx of enterprises moving to the cloud. Globally, public cloud services and infrastructure spending is expected to hit \$370 billion by 2022.¹

But many are finding that their cloud migration might not deliver the cost-savings hoped for. In fact, a recent report found that many cloud migrations were over budget and well

past their deadline—62% said their migrations were harder than expected or failed altogether.²

When done properly, the total cost of ownership of cloud solutions is dramatically less than the equivalent on-premise service, delivering an average savings of 40%. But the reality is that without the right approach to your cloud adoption strategy, achieving these results can be challenging.

The approach you take to moving and operating in the cloud determines your ROI. We've compared three approaches.

73%

of tech leaders expect their cloud migrations to take more than one year to complete.²

\$14B

is misspent every year on oversized or idle cloud resources.³

55%

of cloud projects run over budget.²

1. <https://www.idc.com/getdoc.jsp?containerId=prUS44891519>

2. <https://www.techrepublic.com/article/73-of-cloud-migrations-take-a-year-or-longer-report-says/>

3. <https://devops.com/cloud-waste-to-hit-over-14-billion-in-2019/>

Three Approaches: A Comparison

	In-house Tackle the project internally with your IT team.	Outsourced Seek assistance from system integrators or managed service providers.	FuseForward Our pre-packaged subscription service, maintained and operated for you.
Deployment Time	 <p>8-12 months</p>	 <p>1-2 months</p>	 <p>As little as 2 days</p>
Staffing Requirements	 <p>71% have lost revenue due to a lack of cloud expertise.¹</p>	 <p>55% say a managed cloud provider has freed up IT staff time.¹</p>	 <p>Deployed and operated for you. No new hires required.</p>
Vendor Management	70+ vendors ²	5+ vendors	1 vendor
Security	 <p>High risk, with costly skills required</p>	 <p>Custom build with support provided by third party</p>	 <p>Proven, tested, monitored and maintained</p>
Budget Management	45% over-budget expected ³	25%+ over-budget expected ⁴	1 easy subscription fee
Total Cost	\$\$\$ Requires skilled hires, licensing & maintenance.	\$\$ Includes consulting fees, custom design & skilled support team.	\$ A packaged approach means you pay only for what you use.

1. <http://www.lse.ac.uk/business-and-consultancy/consulting/assets/documents/the-cost-of-cloud-expertise.pdf>

2. <https://www.zdnet.com/article/security-landscape-plagued-by-too-many-vendors-cisco/>

3. <https://www.mckinsey.com/business-functions/mckinsey-digital/our-insights/delivering-large-scale-it-projects-on-time-on-budget-and-on-value>

4. <https://www.cio.com/article/3330611/5-dirty-little-secrets-of-your-system-integrator.html>

About FuseForward

With traditional cloud delivery, it is up to the customer to source and integrate technology from multiple vendors, or hire a team of consultants to undertake a time-consuming integration project. Once the project is complete, customers are left to maintain and operate technology from multiple vendors themselves—a task that requires skilled and costly IT resources.

FuseForward takes a different approach. We eliminate the need for time-consuming consulting projects with the FuseForward Cloud Suite—a pre-built library of tested components and templates that streamline the delivery of complex cloud environments. This approach enables us to deliver an environment five times faster than our competitors, and we also continue to operate it for you, eliminating the need for costly new hires.

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