## Business Drivers

The promise of adopting cloud technologies has an appeal to both business and technology leaders.
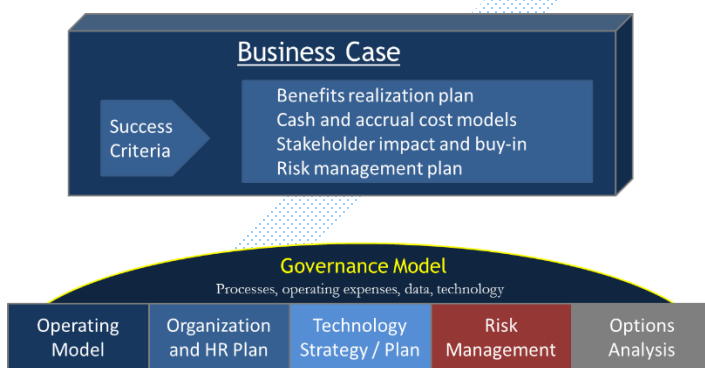
- Tremendous business agility
- Dramatically lower costs
- Limited capital requirements
- Upward and downward scalability
- Best-in-class service levels

Migrating to the cloud is not as simple as enrolling in a subscription for most enterprises. Actionable Strategies drives loud strategy from a business perspective and creates a sustainable operating model.

## Strategy and Model

Adopting the cloud involves a change in strategy and approach for both the selected technology and the adjacent applications and processes. The resultant strategy must define what a successful outcome will be and ensure that the organization achieves against the plan.

Key elements of formulating and executing a Cloud strategy are illustrated by the following model:



This model has been applied successfully across industries and in organization of varying sizes. It was adapted from a strategic planning framework developed by Actionable Strategies. It contains a broad range of business considerations that ultimately impact technology decisions.

## Risk Management

All initiatives entail varying degrees of risk. Strategic planning involves assessing and mitigating elements of risk that encompass the enterprise.
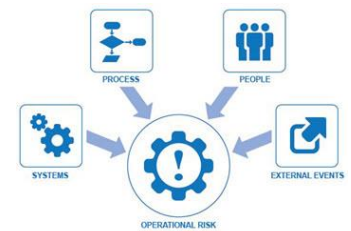
### Business

Changing any existing model at the enterprise level poses business risk. With a migration to the cloud, organizations place their data assets and business processes at risk. Our analysis typically involves evaluating the aspiration business model and identifying risks posed to the new model. We then devise appropriate mitigation approaches to maximize success. These risks can often involve counterparties in the value chain, especially customers and distributors.

### Operations

Operational risk in the Cloud becomes more pronounced as the organization cedes control to one or more vendors. Continuity of business is a key concern. This concern extends from a full disaster down to smaller interruptions in service.

Business disruption may also be an indirect result of movement to the Cloud. Disruptions are often related to cybersecurity as users adopt Web technologies, so there is an inextricable link between operating practices and IT.

We typically develop resilient process models to ensure operational integrity. Processes need to have a recovery option, even if it manual.

### Regulatory / Compliance

Compliance can be complicated and constrain businesses in heavily regulated industries.

Extending the technology architecture to incorporate

third parties increases risks from non-compliance. With potentially large penalties, these risks require ongoing attention. Organizations required to comply with the EU's General Data Protection Regulation have significant exposure. Our approach often involves extending a compliance regime to the vendors which can require difficult negotiations.

## Technology



Migration to a new technology platform involves risks which can generally be identified. With a proper implementation methodology that includes end-to-end process testing, the initial deployment should not jeopardize the business.

Risk management planning is required for future changes to the cloud platform. Technologies always evolve and vendors will inevitably advance their architectures and applications. Divergence of technologies can process breakage and ongoing integration challenges. Addressing ongoing IT integration needs drives up operating costs and crowds out investment in technology innovation.



Cybersecurity remains a primary concern with cloud computing. An increased reliance on cloud platforms will drive up risk exposure making cybersecurity an ongoing concern for the foreseeable future.

## Actionable Strategies' Value



Actionable Strategies is a recognized leader in cloud strategy and implementation. Our consultants bring the strategy, operational, financial and technical experience of forming and executing cloud models. Practical application of cloud models in both the customer and provider spaces provides our clients with unique insight into capturing the greatest value from the

cloud. Development of a realistic business case, achievable objectives based on sustainable metrics and a viable plan form the essential foundation for the success of our clients.



As a pure consulting organization, we do not resell any cloud products or services. Because we do not benefit from any element of cloud adoption, we maintain objectivity and always act with our client's best interests in mind.

## Deliverables

Actionable Strategies collaborates with client leadership to develop the overall plan and components. Engagements run several weeks, depending on client availability and depth of analysis.

Typically, the following are provided:

- Stakeholder analysis
- Business goals and objectives
- Executive summary presentation
- Operating level presentation
- Detailed business case including cash flows, financial analysis and multiple growth / shrinkage scenarios
- Risk management plan
- Implementation roadmap and plan
- Industry analysis
- Vendor comparison and options
- Internal ranking and fit to purpose

During implementation, our role varies to suit the needs and available capacity of our clients. We can support an existing team, fill in gaps or manage the program in its entirety.

Actionable Strategies will define a pragmatic approach for each client. For details on how we can help you develop and implement an effective cloud strategy, please contact your Account Manager.