

vuzion®

# Vuzion Cloud Discovery Package





# Helping Businesses Move to the Cloud

The move to the cloud is growing across organisations, regardless of size and industry.

“At its simplest level, cloud is all about enabling business transformation and efficiency by delivering core IT capabilities as a service, without having to own or maintain them. In doing so, internal IT teams are able to focus on delivering value to their organisations and can experiment with new initiatives without having to make big upfront capital investments.”

*White Paper No 21 Cloud: Unlocking transformation across the UK’s public sector, Cloud Industry Forum*

Navigating the cloud marketplace can be complex for your customers, particularly for those businesses where development teams lack the time to research and analyse the best ways in which to utilise cloud services. Vuzion’s cloud discovery package has been created to help you as partners support customers with their application modernisation. The package can be delivered either as a Vuzion service, or white-labelled to be branded as your service, with our engineers presented on-site as your employees.

Helping to drive the transformation of applications and services into the cloud, the Cloud Discovery Package comprises one of two streams – for:

- Lift and shift – migrating IaaS workloads into Azure
- or, Modernisation – converting on-premises in-house/bespoke apps to cloud native.





# Vuzion's Cloud Discovery Package

We believe that Microsoft Azure offers unequalled hybrid and public cloud capabilities, and with the most comprehensive AI (artificial intelligence) services, as well as the largest number of data centre regions worldwide, is the cloud platform for the modern business.

Providing individually tailored advice, our cloud experts will assess your customer's readiness to move to the cloud and draw up a cloud strategy to support the business's needs now, and into the future. We consider financial implications, in the context of the customer's budget, to create a realistic roadmap to enable them to obtain maximum advantage from their IT.

## One-day workshop

During the onsite workshop, we will meet with nominated stakeholders to review existing on-premises applications, systems and infrastructure, and discuss pain points, concerns and future plans. The customer may have a specific objective – for example, modernising applications to use Azure SQL or Azure Active Directory – or a more generic requirement, such as around disaster recovery, data analytics, or enhanced security.

During the workshop, we will cover these key areas:

- Understanding the customer's business
- Understanding existing applications/solutions/infrastructure
- Identity and access requirements
- Existing application architecture
- Integration requirements
- Pain points and current concerns
- Security/connectivity requirements
- Potential deployment technologies
- Any existing roadmap streams.

## Data collection and analysis

To be able to create a customised cloud strategy, the next stage is for us to gather and analyse data, performance and workload metrics.

## Cloud discovery report

The report will be presented Vuzion branded, or white-labelled for you to brand as appropriate. Costs and charges outlined below\* will be incorporated following discussion with you as customer solution provider.

The cloud discovery report incorporates:

- A summary of where the customer's business is now and where they want to be
- A high-level recommendation of applications/services that could/should move to the cloud, and the infrastructure required
- \*Indicative costs for these applications and/or services and infrastructure
- An outline of additional services, with an \*indication of charges for migration, integration requirements and ongoing support.



## Who from the customer's business should be involved?

We recommend that all relevant customer stakeholders are involved from the outset – from the CEO and the MD, to the IT department, etc.

## What are the benefits of the Cloud Discovery journey with Vuzion?

Customers receive an individually tailored cloud strategy, scoped in-house, and created by cloud experts with 20+ years experience.

As a partner, you have the confidence of knowing that you are helping to further the development of your customers' cloud journeys with the support of skilled professionals and a Microsoft gold partner.

## The Package

Vuzion's charges start at £2,500.

## Next steps

For more information about Vuzion's Cloud Discovery Package, call any of the Vuzion Team on 0333 009 5939 – or email [partners@vuzion.cloud](mailto:partners@vuzion.cloud).

We're here to help.



UK office

[www.vuzion.cloud](http://www.vuzion.cloud)

[partners@vuzion.cloud](mailto:partners@vuzion.cloud)

+44 333 009 5939

About Vuzion

A Microsoft Gold Partner, Vuzion is a modern, value-add cloud aggregator and Microsoft CSP indirect provider (CSP distributor).

We offer a complete cloud service delivery platform and smart ecosystem of cloud, managed and professional services, and a range of business success services to help partners grow a long-term, future-proof, profitable cloud based business.

Vuzion’s integrated marketplace of solutions and billing automation supports provisioning and billing, and our continually developing portfolio of cloud services, complementary professional and managed services, and partner-to-partner offerings, enables partners to build the solutions customers want, more quickly and with greater value and profit.

We provide comprehensive solution consultancy and pre-sales support, plus options for marketing provision, along with incident management processing (which includes monthly service reviews) to ensure partners are fully aligned to be able to deliver a great customer experience.

Founded in 2016, Vuzion grew out of Cobweb Solutions, the UK’s #1 provider of Hosted Exchange and leverages Cobweb’s 20 years of delivery, management and support experience across cloud services from partners which in addition to Microsoft include Acronis, BitTitan, DocuSign, Mimecast and Symantec.

For more information about Vuzion, contact the Vuzion team on +44 333 009 5939, email [partners@vuzion.cloud](mailto:partners@vuzion.cloud), or visit the website, [www.vuzion.cloud](http://www.vuzion.cloud). We’re here to help.



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- Gold Cloud Productivity
- Gold Small & Midmarket Cloud Solutions
- Gold Communications
- Gold Messaging
- Gold Datacentre

- #1 UK hosted provider
- UK top three Office 365 reseller
- 24\*7 support
- Simple monthly billing
- UK datacentre

Industry accreditations & awards



London, United Kingdom

1 Canada Square, Canary Wharf, Level 39, London, UK E14 5AB  
[www.vuzion.cloud](http://www.vuzion.cloud), [partners@vuzion.cloud](mailto:partners@vuzion.cloud), +44 333 009 5939