



Managed Cloud Transformation

An overview of our
end-to-end managed
cloud transformation
process.



Cloud Transformation

At Ekco, our end-to-end cloud transformation service supports you at every stage of your cloud evolution.

We work in partnership with you to evolve your infrastructure for good, enabling your organisation to adapt to new market trends, take advantage of new ways of working and position itself for success. From defining your strategy to managing and optimising your environments, we're by your side at every step

The Ekco logo is displayed in a stylized, white, glowing font against a blue gradient background. The letters 'E', 'K', and 'C' are stacked vertically, while the 'O' is a single large circle. The 'E' and 'K' have a unique, geometric design with multiple parallel lines.

01. Discover

The discovery phase of our engagement helps you create or refine your strategy for cloud success. After evaluating your current infrastructure, your goals and how you operate, we combine cloud budget tooling with our deep expertise to define the optimum cloud-first strategy for your company.

04. Migrate

Here, we transfer your workloads and carry out migration testing to ensure all data is migrated, and that the new environment handles the load correctly. We follow a tried and tested framework honed across hundreds of cloud migration projects. We can lead a full-scale strategic migration or take care of a specific part of the migration. The result is always the same; a smooth transition to the cloud that supports the future of your business.

02. Design

No two businesses are the same, and the same goes for cloud platforms. That's why we support a wide range of environments – including public, private and on-premise cloud platforms. This enables us to support your goals with best-of-breed solutions that safeguard your data. Our network services bring everything together, enabling hybrid and multicloud solutions.

05. Manage

Managed cloud services from Ekco provide you with a proactive, hands-on management layer for new and existing cloud platforms. As a born-in-the-cloud managed service provider, we have the rich experience and understanding to deliver best-in-class cloud management. Our cloud experts continuously ensure optimal performance, improve resilience and security.

03. Build

The proof is in the pudding. That's why at Ekco, we have a rigorous process to ensure that what we build (and manage) matches your requirements and exceeds your expectations. Depending on the complexity of your environment, we either start with a Proof of Concept or go straight into a staging environment to evaluate the feasibility of the solution. Once you have tested your environment and given us the green light, we

06. Optimise

With your new environments live and operational, it's time to capitalise on your newfound flexibility, functionality and scalability. Whether that means improving your cloud resilience, application modernisation, right-scaling your environment or implementing the latest cloud-native security services, Our local experts ensure you get the most out of your shift to the cloud both today and in the future.

01

Cloud Readiness

Assess where you are today.
Plot the best path forward.



Evaluating Your Cloud Readiness

Successfully transforming your IT begins with an assessment of your current technology provision. Our Cloud Readiness Assessment outlines your organisation's best path forward, regardless of where you are today.

The Assessment

Our Cloud Consultants perform a thorough assessment of your entire IT estate to identify how ready you are to evolve your operations with the cloud. This includes a tooling assessment, cost vs benefit analysis and a security and risk assessment. The resulting report outlines exactly how ready you are for the cloud, including your options, a migration project plan and costing information.

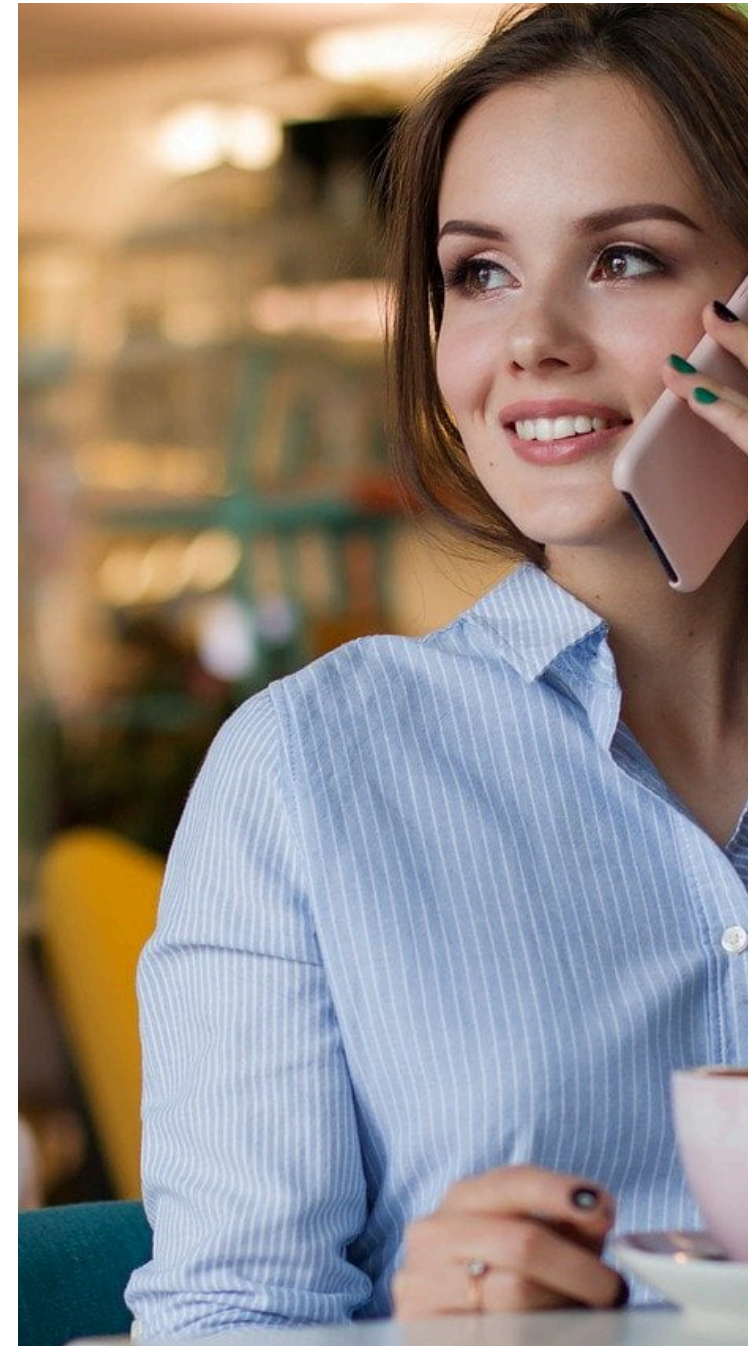
We aim to give you a clear understanding of the requirements and complications of your journey ahead. At this point, you can carry out the project(s) yourself or partner with us to deliver the next steps.

Our Approach

At Ekco, we evolve your approach to technology over time so that your entire business becomes more flexible, agile, efficient and resilient. We're vendor agnostic and aim to have a cloud solution for every use case. This means we can make the best decision by your needs, and not our preference, every time.

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Your entire business becomes more flexible, agile, efficient and resilient.





Key Features

- ✓ Understand what's needed to get cloud-ready
- ✓ Get a cloud-agnostic analysis of your current environments
- ✓ A cost-effective and low touch engagement that provides clarity
- ✓ Get a detailed report including migration plan and cloud costings
- ✓ Understand the ins, outs and complexities of your existing
- ✓ Get the input of cloud experts on your environments

[TALK TO AN EXPERT](#)

Ekco Cloud Best Practice Assessment

For businesses already in the cloud, our Cloud Best Practice Assessment looks at your current position to ensure you're on the right track.

In order to make the cloud work its hardest, every cloud service needs to be deployed with best practice in mind. Over time, it's easy for slight differences to appear, which can lead to operational, financial or administrative inefficiencies.

The Engagement

Our Best Practice Assessment takes care of all three common inefficiencies, helping you maximise investments at all levels. Focuses initially on a technical assessment but looks at security, cost and operational processes along

The Outcome

The resulting report outlines where efficiency gains can be made and how you can use the cloud better in general. This helps you realign with best practice to begin moving with more confidence in the cloud, enabling faster decision making and speed to market.

Delivered as an agile engagement, you will feel the value of our expertise from the very beginning and not just when we deliver the final report. This means you can begin ticking off quick wins and delivering outcomes in less time than you might expect.

We have hands-on experience helping organisations at all stages of their cloud journey, giving us the breadth and depth to help you progress along the path of cloud maturity while driving bigger outcomes from your existing investments.





Key Features

- ✓✓ A light-touch way to get leading insights
- ✓✓ A cost-effective and low touch engagement that provides clarity
- ✓✓ Get a cloud-agnostic analysis of your current environments
- ✓✓ Understand the pitfalls and complexities of future cloud environments
- ✓✓ Get the input of cloud experts on your environments
- ✓✓ Get more out of your cloud investments
- ✓✓ Reduce risk through best practice

02

Cloud Platforms

We manage the world's leading cloud platforms.

Endless scale meets expert care.



With Ekco as your cloud partner, you are guaranteed to get a solution that fits your needs perfectly, today and in the future.

We support a wide range of platforms and deliver managed services across a range of technologies and specialisms, enabling us to make the best decision by your needs, and not our preference, every time.



We are a VMware Principal Partner, so it will come as no surprise that the Ekco Cloud is built on VMware's industry-leading technology. Ekco customers get access to the experts that built our high-performance platform, ensuring your environment is designed with cloud best-practice baked in. The Ekco Cloud is a fully redundant platform with multiple geo locations, enterprise-grade hardware and an integrated backup and disaster recovery service, ensuring your applications are always-on and exceed your performance criteria.

Organisations operating in regulated industries can ensure the location and integrity of data by selecting a specific data centre from the Ekco Cloud. Alongside our ISO 27001 security framework, it's easy for you to maintain (and prove) compliance to regulators.



Do you have specific functional, technical or compliance requirements? Then the Ekco Cloud can be customised to your precise needs.

Using the Ekco Cloud's standard services for networking, monitoring, backup and Disaster Recovery, you get a platform with best practice baked in, along with expert management, but tuned exactly as you need it. This makes for a cost-effective yet bespoke

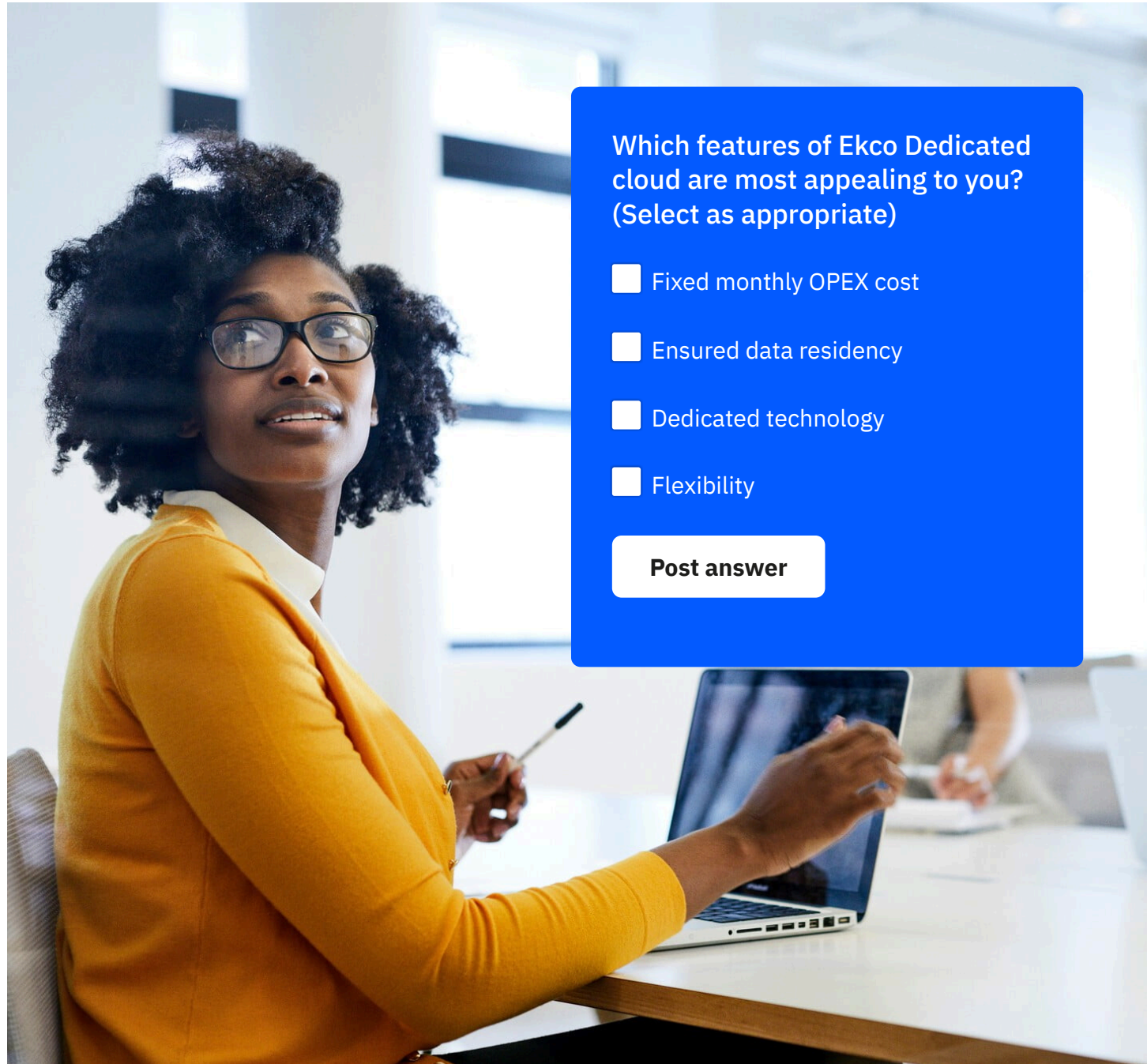


Ekco Dedicated Cloud

Our Dedicated Cloud platform delivers a flexible approach to infrastructure that extends cloud functionality back to the data centre or onpremise environments. A fully engineered and managed solution for dedicated deployments, it gives a stepping stone into the cloud without large investments in time, skills or budget.

Delivered as a fixed monthly OPEX cost, it's far less of a strain on IT budgets that delivering a platform yourself. Dedicated Cloud ensures data residency and is ideal for regions outside of availability zones. The nature of dedicated technology, along with Ekco's ISO 27001 security framework, ensures compliance with even the strictest regulatory requirements.

[LEARN MORE](#)



Which features of Ekco Dedicated cloud are most appealing to you?
(Select as appropriate)

- Fixed monthly OPEX cost
- Ensured data residency
- Dedicated technology
- Flexibility

Post answer

With a clear pricing policy and no hidden costs, the Ekco Cloud offers you a safe, familiar and predictable way of thriving in the cloud.



Hybrid and Multi-Cloud

What's your cloud of choice? Whether public, private or hybrid, the answer will be driven by a range of organisational and technical requirements. The big question for companies planning to move to the cloud is: where do we deploy to give us the most significant advantage, and how do we future-proof our existing environments?

There's no silver bullet for this, but the next iteration of your infrastructure needs to bolster customerfacing services, enable remote working at scale and address any changes to your business process. If that means more than one cloud environment, then so be it. With our cloud-agnostic managed services onhand we are ready to design, build and support your hybrid or multi-cloud platform.



Ekco Connectivity

Using our privately owned network, we're able to provide network interconnects and SDN virtual wires to seamlessly connect your workloads between multiple locations. As our data centre facilities are carrier-neutral, we can provide direct circuits to other providers and span leased lines from on-premise environments to the Ekco Cloud and any Public Cloud provider of your choice. This delivers a comprehensive and consistent managed infrastructure solution for your business, regardless of where you host.



Key Features

- ✓✓ Enterprise-grade, latest gen technology
- ✓✓ Hybrid cloud capability
- ✓✓ Stepping stone for digital
- ✓✓ Pay as you go Billing
- ✓✓ Simple administration
- ✓✓ Immediate ROI
- ✓✓ Highly bespoke
- ✓✓ Fast onboarding and deployment
- ✓✓ 24x7x365 remote managed services
- ✓✓ Multi-cloud connectivity

03

Build

Test and learn with Ekco by your side.



Cloud Proof of Concept Service

After our cloud experts have translated your technical needs and business goals into a bestpractice design, it's onto the Proof of Concept phase*, which ensures you get the most out of your future investments. This allows you to test the required functionality and firm up the business case for cloud investment, which includes user testing and confirmation of monthly costs.

The MVP

We start by defining a Minimum Viable Product (MVP) with you that our experts can rapidly deploy on your preferred cloud. No long lead times and no big investments – just fast results and timely adjustments that form a solid base for your production environments.

Staging Environment

The next phase involves setting up a staging environment that will enable you to test full functionality. This is a collaborative process where we make the adjustments you need, as you need them. Once you approve the platform, we're ready to go into production.

Cloud-Agnostic

Regardless of whether you utilise the Ekco Cloud, the public cloud or a mixture of the two, we ensure the design, build, and management exceeds your expectations every time.

For smaller or less complex projects, we'll skip this phase and move straight onto staging



Benefits

- ✓✓ Minimise the risk of making the wrong investments
- ✓✓ Rapid definition and delivery of your MVP.
- ✓✓ Ensures technical solutions are fit for purpose.
- ✓✓ Proves the business case for larger projects.
- ✓✓ Ability to ramp up successful pilots into full delivery projects.
- ✓✓ Increased confidence in functionality.
- ✓✓ Minimises the risk of making the wrong cloud investments

[CONTACT US](#)

04

Migrate

Ensuring every cloud migration goes off without a hitch.



Cloud Migration

Each company and IT setup is different, which is why every cloud migration requires a different approach. No matter if your rehosting, replatforming or refactoring, our experts apply the best technology and methodologies to real-world scenarios to ensure a successful migration every time.

The Approach

Whether your migration is taking place to scale operations, consolidate data centres or transform applications, we follow a tried and tested framework honed across hundreds of cloud migration projects. We design a detailed cloud migration plan for transferring your apps, databases and other components to the chosen cloud environment. We can lead a full-scale strategic migration or take care of a specific part of the migration. The result is always the same; a smooth transition to the cloud to support the future of your business.

Discovery and Analysis

Using proprietary tools, we scan and assess your infrastructure, application & data to determine best fit services based on strategic business needs.

Migration Strategy

Leveraging data from discovery and analysis, we assess your business needs, identify opportunities, and recommend the optimal migration strategy.

Migration Planning

We help you reduce risk, time and cost by creating a thorough transformation management plan encompassing dependencies to prioritise applications and identify required remediations. You can be sure that no stone is left unturned.

Execution

We transfer your workloads and carry out migration testing to ensure all data is migrated and the new environment handles the load correctly. We use automated cloud management and migration tools to support a smooth transition.



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**We help you reduce
risk, time and cost.
No stone is left
unturned.**

05

Manage

Proactive, hands-on management,
tailored to your needs.



Manage

We provide a proactive, hands-on management layer for new and existing cloud platforms. This enables you to free up valuable internal resource or take advantage of cloud-native technologies without heavy investment in hiring or training.

With a simple, clear service level agreement (SLA), we're right at the end of the phone just as much as you need us, ranging from business hours to 24x7 support. Whether you want to offload all management to Ekco or leave your team with some responsibility, we offer different levels of management to fit your needs.

From infrastructure management through to full application performance monitoring (APM), we can find a level of engagement offers the most value to your business.

Infrastructure Management

Our basic layer of support, ensuring your cloud platform is up and running as you need it. We will monitor performance, keep it up to date and manage the platform security settings. If a platform incident occurs, you can rely on our engineers to perform fast, accurate troubleshooting.

Platform as a Service

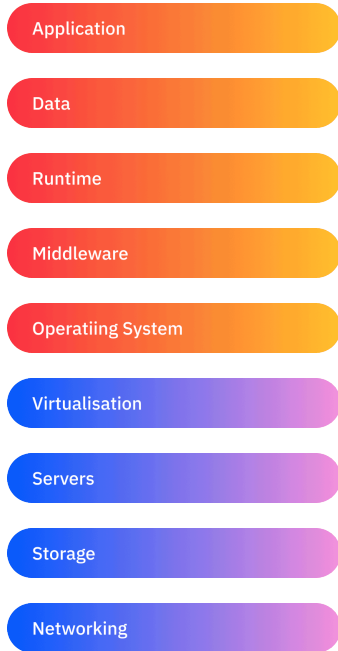
If you want your environment to be fully optimised and hyper efficient, without the hassle, then our PaaS management is for you. Our experts will manage your environment to ensure optimal performance, right-sizing and ongoing resilience. We'll continually improve and advance your platform every single month.

Application Uptime

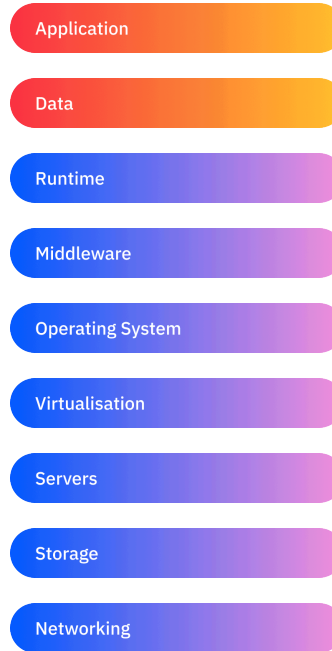
Everything our experts do, they do to ensure your application is always on and performs as expected. All that effort and expertise gets elevated with our Application uptime Management service. By implementing our full-stack monitoring system, we have full visibility of your application performance and uptime and take measures pro-actively.

Our Management Tiers

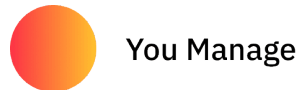
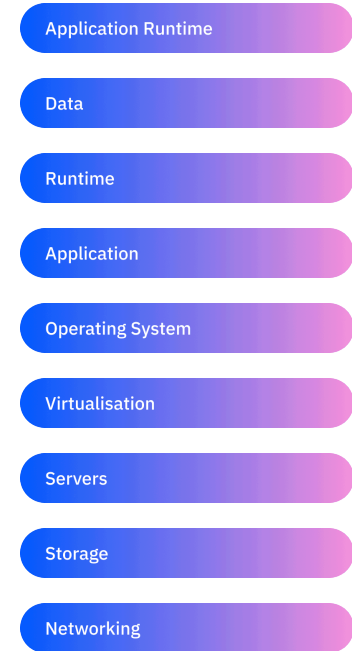
Infrastructure Management



Platform as a Service



Application Uptime



06

Optimise

Continue to put the cloud to work



Cloud Optimisation

Once your environment is migrated, it's important to capitalise on your newfound flexibility, functionality and scalability. Our Cloud Optimisation service supports a variety of initiatives from application modernisation to right-scaling and security hardening. Our local experts are here to help you make the most of the cloud – both today and in the future.

Resilience Audit

Our resilience audit combines Business Continuity and Cloud Security into one audit covering compliance, risk, threats and user experience.

Business Continuity

Scan with your business continuity goals in mind, we carefully analyse your current infrastructure to identify flaws, delivering a clear report highlighting areas of risk. Based on your priorities, our experts take pre-emptive action to remove issues before damage is caused. This also includes DR testing to ensure your plans remain fit for purpose.

Ekco partners with a range of DR and backup solution providers – including Zerto, Veeam, StorageCraft, Ahsay and Asigra – so we can mix and match technologies to build a bespoke solution that fits requirements across your entire business.



Cloud Security Scan

Our Cloud Security scan ensures you're always following security best-practice. Over 95% of cloud infrastructure has exploitable vulnerabilities, so it's advisable to regularly carry out a security scan to overcome security risks that you aren't aware of. The scan is cloud-agnostic, covering the Ekco Cloud, AWS and Azure as well as hybrid environments. Other clouds are available on request.

Our experienced experts take a methodical, holistic approach, reporting back vulnerabilities and recommended changes. This scan can be coupled with a CREST-accredited penetration test from one of our trusted partners if required.



1.

Requirements Discovery Stage

Before we can do anything, we need to know your requirements and specific concerns.

2.

Creating a Plan

Collaborate with our experts to delve deeper into your environments and create a detailed

3.

Security Scan

Our experts will undertake a detailed security scan of your environment(s), including a penetration test done by one of our trusted partners.

4.

Security Report & Debrief

We send a detailed Security Scan Report and arrange a debriefing session with your team.



Application Modernisation

Relying on legacy applications and IT infrastructure in a cloud everything world could mean you are slowly bleeding market share (and customers) to more modern, agile competitors. Application modernisation involves rehosting, replatforming or refactoring at-risk apps so they can run comfortably in modern environments. This enables you to deploy agile and modular approaches to software development and deployment to revolutionise your IT further, bringing many benefits to your organisation, including:

- ✓ Greater organisational flexibility and agility
- ✓ Lower hosting costs
- ✓ Improved performance
- ✓ Faster release lifecycle
- ✓ Improved end-user experience

How it Works

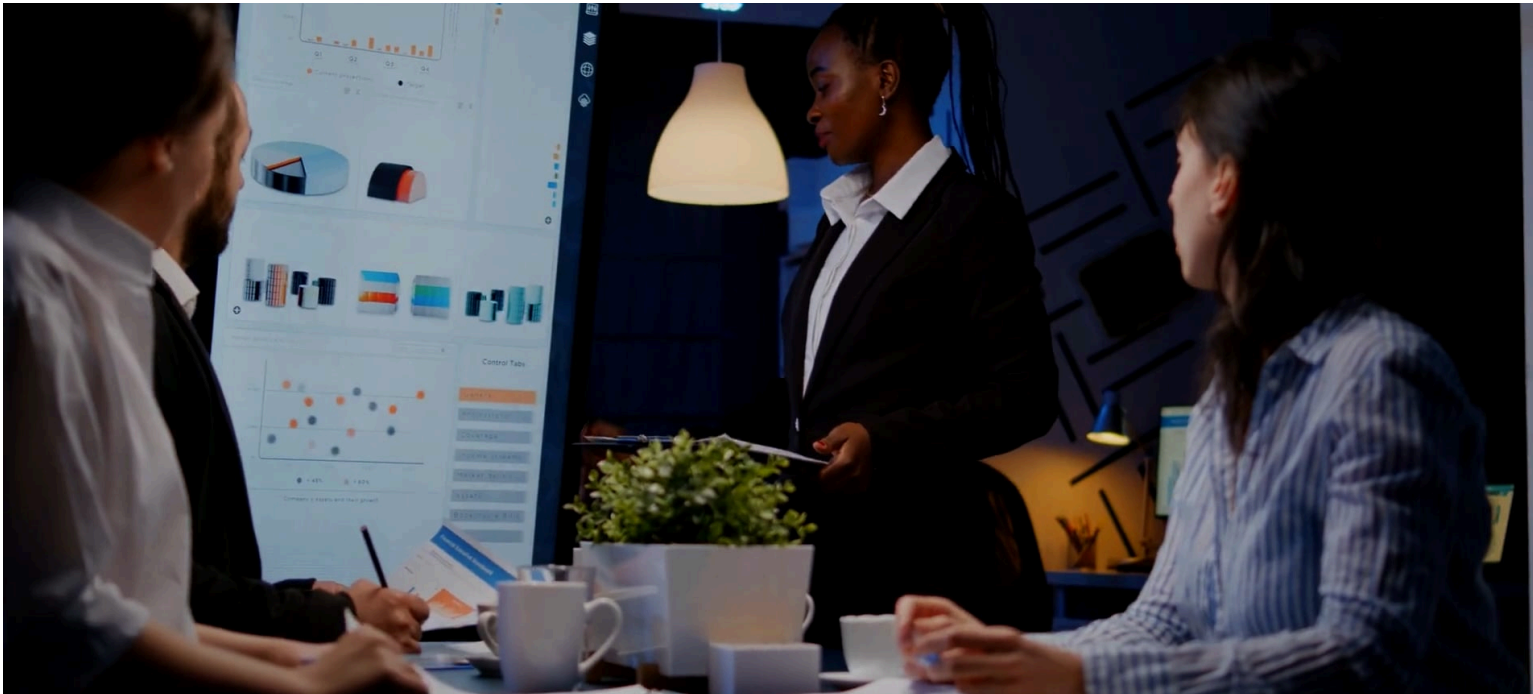
We assess how cloud-ready your applications are in line with the 12-factor app methodology, understanding the app and how it works, whom it supports and how critical it is to your business. This enables us to build a roadmap for your application and support you in making a case for change. Not all apps can become fully cloud-native, and many don't need to either. From truly transformational outcomes, complete with auto-scaling, containerisation and CI/CD pipelines, to delivering SaaS-like experiences without touching the application source code, Ekco can support a range of goals and scenarios.

Case Study



CASE STUDY

A bespoke cloud platform for Alvarez & Marsal



[Alvarez & Marsal](#) is the leading independent global professional services firm, with offices across the US and Europe. Notable for its work in turnaround management and performance improvement for a number of high-profile businesses, A&M needed a partner with technical expertise and experience in the insolvency sector. Ekco provided A&M with a bespoke cloud platform allowing their UK branch to get up and running and scale quickly.



It all starts with a conversation...

Get in touch with our team today to get the ball rolling.

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