

# A partnership for accelerating cloud migrations

HPE and SteelPointe Partners



As more and more businesses begin to reap benefits from the cloud, others are realizing that it's not a matter of "if" they too, should migrate; rather, it's more an issue of "when" and "how." HPE Software and SteelPointe Partners have joined forces, combining HPE's Software-as-a-Service (SaaS) based tool set and SteelPointe's proven, fast, and cost-effective methodology for migrating. By combining a robust toolset with guidance from knowledgeable experts, companies can reduce their risk and accelerate time-to-value with cloud migrations.

#### **The cloud—what's in it for you?**

Part of the appeal of the cloud is that it offers a viable solution to many IT challenges plaguing businesses today—challenges related to budget pressures, low productivity, rapid technology change, and more. With constant pressure to do more with less, many IT teams and businesses are attracted to the fact that they can use the cloud to reduce capital outlay and transform to more expense-based cost structures.

Deploying and managing legacy systems consume a large portion of IT staff resources. The cloud can change that by simplifying, automating, and accelerating many application lifecycle management tasks—freeing resources for other priorities.

Building your own solutions just isn't viable for most of today's system demands. SaaS solutions offer an attractive alternative, enabling businesses to buy proven services and have them running far more quickly than previous custom solutions.

#### **Why consider Software-as-a-Service (SaaS) as a major part of your cloud strategy?**

Some of the most common benefits of selecting SaaS-based solutions include:

- Expense-based service model, minimizing—if not eliminating—the need for capital
- Significantly improved asset utilization—often from under 30 percent utilization to well over 80 percent
- Rapid implementation timeframes measured in hours or days versus weeks and months
- Added functionality, as well as proven and well understood application lifecycle management processes
- Typically a 90 percent decrease in demand for infrastructure, testing, and development resources
- Ability to support recognized and proven integrations to popular applications such as ERPs, infrastructure management platforms, integration buses, and Web portals often reducing deployment and integration costs by more than 50 percent



While these—and other—advantages are drawing more business into the cloud, the question becomes: when should you transition? Ideally the best time to plan a cloud migration is when:

- You are evaluating deploying a new application or service
- Sufficient skills are no longer internally available to manage dedicated infrastructure or applications
- You are considering building a new data center or buying additional hardware
- Systems availability is no longer meeting service levels required
- You are performing a major upgrade of an application with high costs and/or risk

#### **Be prepared to face the challenges**

Part of the migration process involves anticipating and addressing the challenges that you will encounter along the way. Do you have the skills to manage a migration? Have you thought about the training that will be required? How are you going to test this new environment? Do you have a plan for shutting down systems that have been migrated? And how are you going to deal with changes in cost allocation, or concerns related to loss of control with respect to privacy, access control, and security?

Stepping back, you also have to consider the cultural challenges associated with change. Organizational Change Management issues are most often one of the most significant risk factors associated with any new process or systems introduction. While you may be excited about cloud software, others within your organization might be resistant. How do you get buy-in and rally support for your migration project?

Experience indicates that some migrations fail because they're too focused on transformation only, while neglecting very important elements of pre-deployment and post implementation support that are integral to the SteelPointe model. SteelPointe typically establishes three independent teams to focus on the three different set of activities, and skill sets for each phase: pre-deployment, transformation, and post implementation support.



### **Get help when and where you need it**

Change is tricky, and cloud software is daunting for many. That's why it helps to have SaaS software tools and experts on hand who can guide you safely through the migration process.

To this end, SteelPointe Partners has proven Software-as-a-Service methodologies and best practices to assist businesses, like yours, every step of the way. SteelPointe starts by helping you clearly articulate the problem and develop a vision of the future state to align your organization. Their consultants will guide you through the various migration phases to help ensure both short and long-term success.

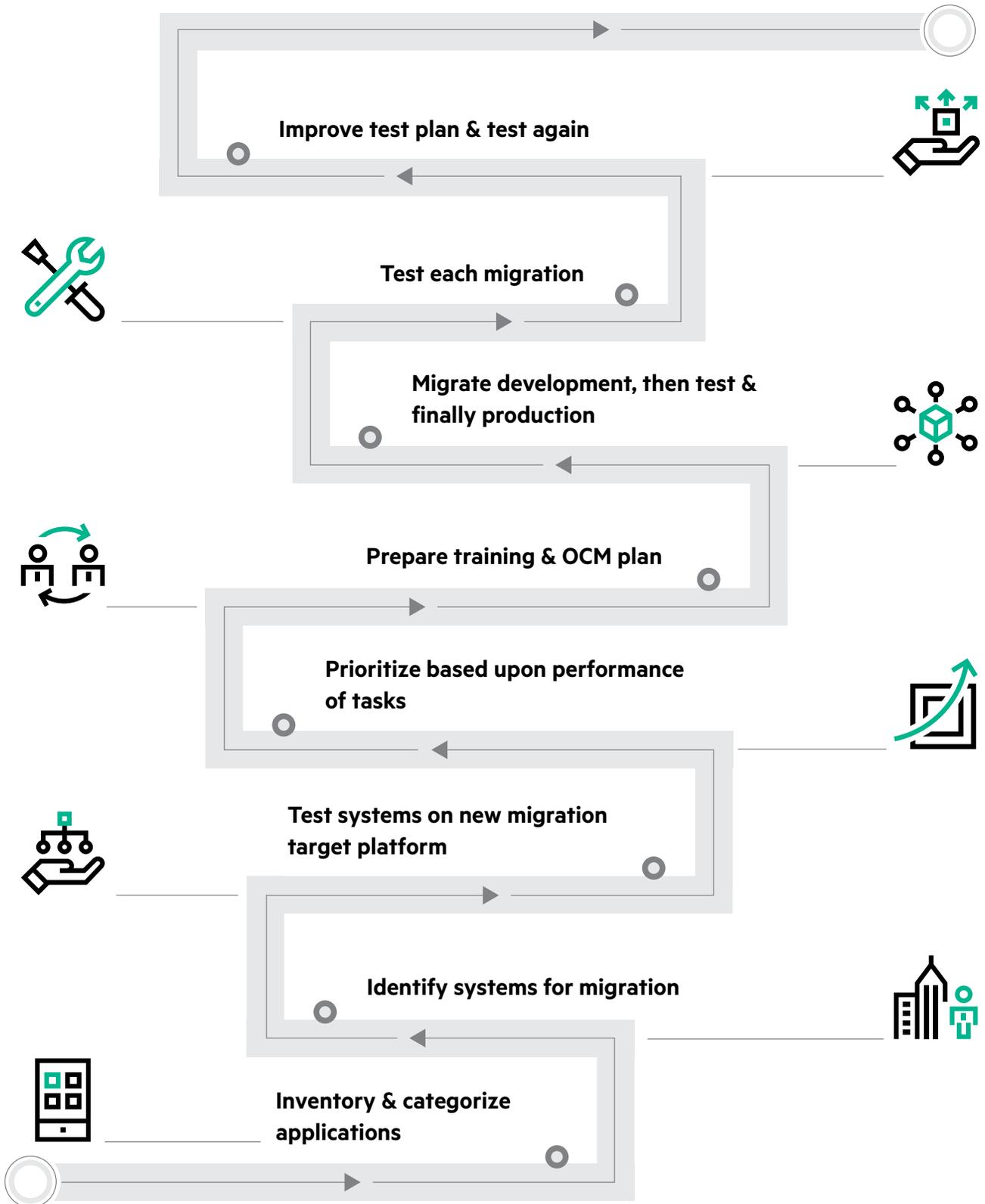
SteelPointe consultants have a long history of delivering SaaS solutions across global Fortune 200 companies and driving true business transformations. Their experience and techniques have allowed organizations to rapidly begin transition from one system to another, often in just two or three weeks. From this stage they develop a cadence of deployments that are typically aligned to the business, expanding to cover more employees and functionality. Regardless of whether you're focused on private or public cloud software solutions, each SteelPointe consultant brings, on average, more than a decade of experience to help guide you.

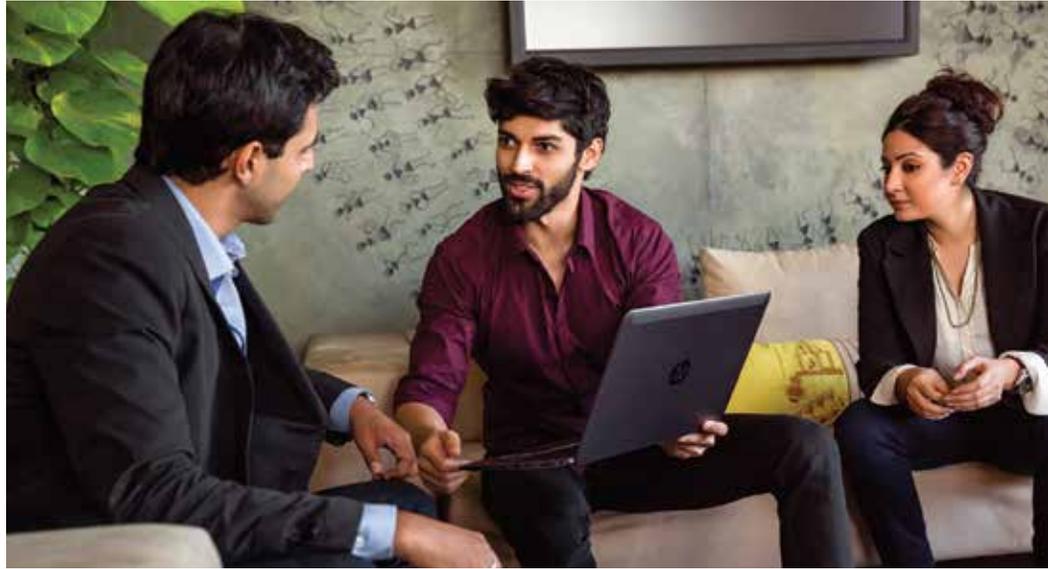
### **Steps to a successful migration**

Having had experience in migrating companies through the transformation process, SteelPointe has identified a series of key activities and best practices, including:

1. Categorize and Inventory applications, to evaluate utilization and application end user satisfaction.
2. Identify target systems for migration to cloud and integration with the new portfolio of systems.
3. Test systems for migration onto target platforms and integrations with other systems.
4. Focus on a limited set of functionality from newly acquired or introduced SaaS-based solutions.
5. Develop training and an organizational change management (OCM) plan.
6. Begin migration of computing environments in phases: development, test, and then production.
7. Test with each migration.
8. Modify test plans and scripts to include new tests for any quality escapes that were missed in previous testing.

### Steps for a successful migration process





**Look to HPE SaaS and SteelPointe Partners for services to accelerate your migration to cloud with lower risk.**

Throughout the migration process, SteelPointe leverages its experience, processes, and tools, but also makes great use of the powerful, yet flexible, HPE SaaS software solutions that can reduce migration risk and speed your time-to-value.

**Architecture and Strategy.** SteelPointe Partners can help you shape your migration strategy. They can look at your systems architecture, business priorities, available resources, and corresponding constraints. Together they can assist you in an applications rationalization strategy, system integration architecture, and establishment of the migration roadmap and supporting business case. A well thought out strategy and well executed application rationalization plan can often provide enough short-term cost relief to realize ROIs in less than a year.

**Organizational Change Management (OCM) and Program Management.** As mentioned earlier, such an initiative as migrating to SaaS and the cloud will generate organizational stress due to change. SteelPointe incorporates OCM into its overall approach to program management. OCM can make the difference between a smooth transformation delivering sustainable results as opposed to not meeting your initiative's goals. Most ROIs are based on rapid adoption of the proposed solution; and with SteelPointe's OCM approach, this goal can readily be achieved. SteelPointe has delivered to small teams implementing change to strategic processes like supplier management in less than a week, and for major corporations in less than six weeks. Lacking the focus on OCM is often seen as one of the primary contributors to deployment schedule misses and project failures.



**Testing.** The movement to a SaaS delivery model from most legacy implementations will cause a great deal of change to the configuration and deployment architecture of applications. To minimize business disruption, organizations will need to test many times. With a major migration or systems transformation, the economical and safest approach is to leverage automated testing. Automated testing can be run and reused with each change to the environment. This will reduce risk during the transformation, but can also provide long-term systems quality assurance assistance going forward. HPE offers a growing portfolio of SaaS public cloud offerings that enable organizations to leverage superior testing quality and productivity. The SaaS model from HPE provides for quick and economical provisioning of services at volumes directly aligned with your testing cycles. SteelPointe Partners offers services to accompany the HPE suite of tools to offer customers Testing-as-a-Service (TaaS). Now customers can build a tailored service that fits their risk tolerance and resource demands. The service from HPE and SteelPointe can range from a turnkey solution for all testing services to just off-loading peak testing demand.

## **HPE Software solutions**

The HPE-SteelPointe Partners Cloud migration solution takes advantage of HPE's best-of-breed software solutions including Application Lifecycle Management, StormRunner Load, Unified Functional Testing, and LoadRunner.

**HPE Application Lifecycle Management (ALM)**—is a set of software products designed to accelerate the delivery of secure, reliable, modern applications. It is a combination of a common platform and key applications in support of application development and testing—providing a dashboard targeted at managing the core lifecycle of applications.

**HPE StormRunner Load**—is a SaaS-delivered cloud load and performance-testing solution that makes it easy to plan, run, and scale Web and mobile testing.

**HPE Unified Functional Testing (UFT)**—is a solution that makes automated testing more efficient, while also helping developers and testers collaborate. This functional automated testing software—formerly QuickTest Professional (QTP)—helps deliver quality software at the speed your business needs.

**HPE LoadRunner**—is load-testing software that gives you an accurate picture of end-to-end system performance to identify and resolve issues before applications go live.

## Why choose the HPE-SteelPointe cloud solution?

There's no denying that the cloud is our future. While a lot of providers can help businesses, just like yours, capitalize on this opportunity, HPE and SteelPointe differ in that we each bring a level of expertise and complementary strengths. More than that, however, is our joint commitment to success—yours and ours. At HPE, we know software and we want to make sure you're gaining the most value from your implementation. SteelPointe understands migration strategies and processes, but also HPE's enabling software inside and out. Together we can help optimize your SaaS deployment as well as your entire transformation. Not only will we work with you every step of the way to define your future systems landscape, we can install the software; teach you how to use it; and configure it so that you gain the most value from your SaaS investment. Together we can help you quickly, efficiently, and safely migrate to the cloud—on your terms.

## About SteelPointe partners

At its core, the Houston, Texas-based SteelPointe Partners is a global IT management consulting, professional services, and outsourcing firm that focuses on transformation flexibility and speed. The award-winning provider redefines technology consulting and delivers business value through the optimization of IT strategies and operations—emphasizing business alignment and the incorporation of OCM practices to enable sustainable change.

## Next steps

Contact your HPE or SteelPointe Partners representative to learn how you can use SaaS solutions to accelerate your cloud transformation and speed your time to business value.

Learn more at  
[steelpointepartners.com](http://steelpointepartners.com)  
[hp.com/go/alm](http://hp.com/go/alm)



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