



Enterprise Landing Zone Package™

A Cloud Implementation Framework

AllCloud

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The Cloud Implementation Framework

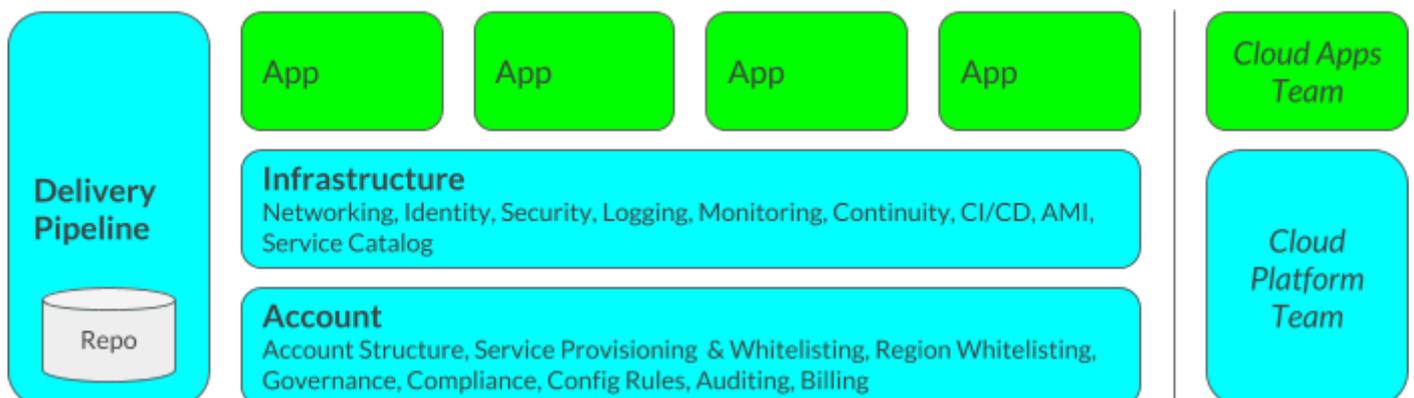
Introduction

AllCloud's Enterprise Landing Zone Package™ is an enterprise-grade cloud operations **technology** and series **methodologies** used by organizations to securely adopt, implement and operate their AWS environments at scale

Organizations use the cloud operations technology to automatically set up, monitor and govern their AWS environments. The cloud automation platform was developed by AllCloud Experts in order to automatically deploy complete AWS enterprise workloads, using the industry's and Amazon Web Services' best of breed automation tools. AWS' abundant service offering creates numerous implementation possibilities but never-the-less complexities and knowledge gaps can arise, the cloud automation platform offers enterprise companies a secured and automated AWS environment for various organizational purposes.

The automatic creation of a secured and scalable test and dev or production environment has never been so easy, and many more cloud environments types are available in the cloud automation platform. The cloud operation methodologies are a series of pragmatic "best practices" gathered from over 10 years of hands-on AWS experience. Organizations learn how to implement these methodologies, with guidance from our team of enterprise cloud experts, and promptly reach self-sufficiency in their cloud operations and adoption. The Cloud Implementation Framework™ shrinks the enterprises cloud adoption time frame, and addresses how to effectively manage organizational IT processes and procedures.

The Enterprise Landing Zone Package™ is available globally and handles more organizational aspects such as long term knowledge retention, cloud operational guidance and education



FAQ

What does the Enterprise Landing Zone Package include?

The package includes cloud automation technology and best practices, and complete guidance of organization's implementation. There are further processes we help our customers manage such as senior management mentoring, cloud team selection, organizational process implementation and more. Contact us for further information.

How much time does it take to have my enterprise running AWS cloud environments?

In order to securely create environment and effectively educate your operations team requires time. The use of our Enterprise Landing Zone Package™ vastly shortens this time. The specific period of time depends on the enterprise needs but can range from 2-8 weeks.

If AWS allows self-service then why do I need this platform?

AWS offers an abundance of services, however from our vast experience with enterprise customers shows that there is a gap between AWS' cloud building blocks and a complete enterprise solution. This means that you need to create environments, manage them, and learn how to govern your processes. Our package allows you to accelerate this process, shorten the time and effort and more importantly - reduce involved risks.

How much does the Enterprise Landing Zone Package™ cost?

Our Package is cost effective because we leverage automated tools and well defined repeatable best practices. We identify each enterprise's business requirements and status then provide a custom statement of work and cost estimation.

How do you monitor the project and measure your success?

We aim to deliver our customers 3 valuable results:

- 1. Immediately: Safe quick start**
- 2. Short term: Operational excellence**
- 3. Long term: Embedded methods and self-sufficiency**

Our success is measured by the time it takes an enterprise to become self-sufficient in adopting and operating cloud technologies atop AWS. We monitor KPIs such as: self-service adoption, pace of innovation, level of security, speed of workload migrations to new cloud environment.

Is the cloud environment financially controlled and monitored?

Yes! Our tools allow for transparency of budget and costs of platform's usage.

Can I see a demo of the cloud operations technology and discuss the package content?

Yes. Simply contact us. We will be happy to give you a demo.

Do you have public references and success stories?

Yes. We have many success stories categorized by vertical. Contact us for further details. We will do our best to match our public reference to your enterprise vertical.

Is your package and automation technology dynamically updated with new tools and methodologies?

Definitely. We take pride in staying ahead of technology, constantly adding and improving it based on our experience and customer feedback.

Do you offer this package to large or small enterprises?

Our experience shows that each enterprise, no matter small or large, has its own challenges. Please contact us so we can understand your business requirements and goals. We have experience with large and medium sized enterprises. The scope of project changes based on the complexity of the cloud adoption journey.

I am not sure I would like to commit now to the full package. Do you offer Sr. leadership (CXOs) mentorship or strategic consulting?

Yes. Please contact us for further details.

I would like to start, but I have a global enterprise. Does this package fit such an enterprise?

Definitely, and as a matter of fact, we've helped worldwide enterprises to start leveraging and adopting the cloud. The project takes into account multi-teams and countries. Please contact us for more information.

What do you mean by "guidance"? Do you actually have a team on-site?

Yes, we do. The team is combined by Sr. Technical Experts, and Sr. Cloud Adoption Consultants. The frequency of the on-site attendance is dependant on the enterprise's needs.

What is so special about your technology and gathered knowledge?

During the last 10 years, we've managed hundreds of AWS environments. The experience we've gained working with customers, from their early stages, up to fully operational secured AWS environments, helped us develop automation tools and on-site guidance methods.

What is your main competitive differentiator?

We strive for the enterprise's self-sufficiency and their AWS operational excellence. This is our main goal, we strive to reach the above in an efficient, secure and quick manner. AllCloud gains by achieving the well-defined KPIs set together with the customer at the beginning of the project rather than executing the actual deployment.