Onix GCP Ramp Framework
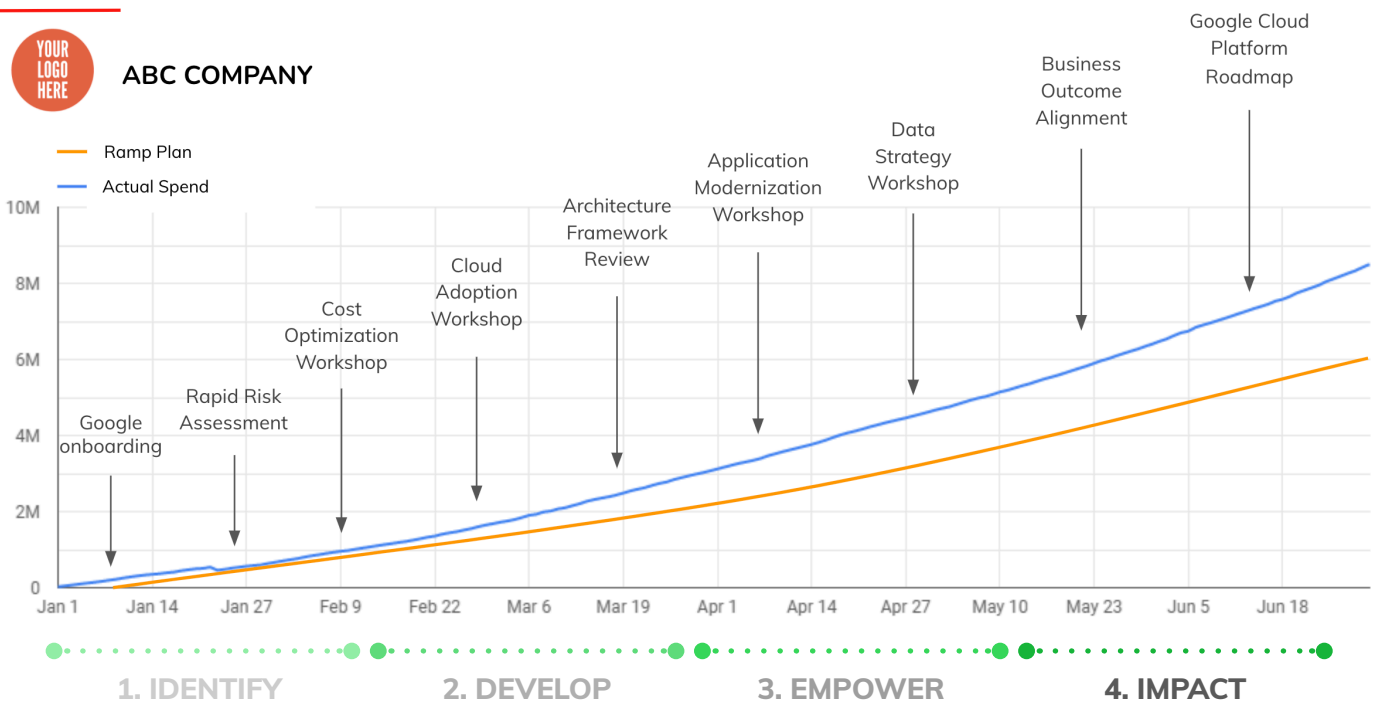
Onix is a cloud managed service provider leveraging resell to ramp our customers on Google Cloud.

1

IDENTIFY

Identify Security Risks and Cost Inefficiencies in order to establish steady state

- Rapid Risk Assessment
- Cost Optimization Workshop

2

DEVELOP

Enable and Develop confidence for customers to expand GCP use cases

- Cloud Adoption Workshop
- Architecture Framework Review

3

EMPOWER

Empower organizations to be data driven and enable them to be cloud first

- Application Modernization Workshop
- Data Strategy Workshop

4

IMPACT

Validate the impact of innovation and business agility

- Business Outcome Alignment
- Google Cloud Platform Roadmap

ONIX GCP RAMP FRAMEWORK - CUSTOMER EXAMPLE

ABC COMPANY

— Ramp Plan
— Actual Spend

Google onboarding · Rapid Risk Assessment · Cost Optimization Workshop · Cloud Adoption Workshop · Architecture Framework Review · Application Modernization Workshop · Data Strategy Workshop · Business Outcome Alignment · Google Cloud Platform Roadmap

1. IDENTIFY   2. DEVELOP   3. EMPOWER   4. IMPACT

1 IDENTIFY

RAPID RISK ASSESSMENT

Solves specific infosec and compliance issues in core security domains that present significant risk to the customer.

COST OPTIMIZATION WORKSHOP

Automated utilization reporting that informs right sizing decisions for cloud services.

CUSTOMER OUTCOME

Secure and Cost Efficient Cloud Environment that instills confidence to expand to additional use cases.

2 DEVELOP

CLOUD ADOPTION WORKSHOP

Discussions about delivering business outcomes are turned into actionable plans for cloud adoption.

ARCHITECTURE FRAMEWORK REVIEW

Review the customer's IT portfolio for operational excellence, security, compliance, reliability, and performance.

CUSTOMER OUTCOME

The customer will develop the people, process and tools needed to scale the GCP usage.

3 EMPOWER

APPLICATION MODERNIZATION WORKSHOP

Identify applications that can utilize cloud native services and build a roadmap to reduce complexity and improve deployment process.

DATA STRATEGY WORKSHOP

Ideation session enabling key business stakeholders to define problem statements that can be solved by breaking down data silos.

CUSTOMER OUTCOME

The customer will have an actionable path for their digital transformation goals.

4 IMPACT

BUSINESS OUTCOME ALIGNMENT

Key performance metrics are identified and incorporated into the digital transformation plan.

GOOGLE CLOUD PLATFORM ROADMAP

Quarterly review of new GCP platform services to ensure reduction of technical debt.

CUSTOMER OUTCOME

A customer's technical roadmap is aligned with business priorities and Google Cloud Platform technologies.