PERU
CONSULTING
Strategy & Architecture

A **clear strategy** is essential before committing to implementation programmes and tactical action plans. Time is well spent developing an effective strategy and Peru can help you **build, refine and communicate** it within the organisation.

Does your organisation….

Have the **right information** to help you make the **right business decisions**?

Struggle to **break free** from current **constraints**?

Have a **clear vision** that you are investing in?

Cloud Adoption Strategy

Organisations may believe that simply stating that they have a '**Cloud first**' strategy is enough justification and rationale to move services to the cloud. At Peru Consulting we believe there is a bit more to it than that. The Cloud can be a **powerful enabler** of business strategy and can prove a **competitive advantage**, but this will not happen on its own and some hard thought and cool heads need to be engaged to find the **best cloud adoption strategy**, and deliver it.

What should the future look like?

- The **right services** are in the right Cloud
- The Cloud service provider is **a true partner**; there may be more than one
- The on-premise applications footprint is minimised.
- People's time can be increasingly spent on exciting projects rather than system maintenance

Service Outcomes

- **Evaluate** what business strategy drives the need to operate services from the Cloud. It could be: reduce costs, increase revenue. improve customer service, make development of services more agile, beat the competition etc.

- Obtain a **consensus view** from a broad range of stakeholders across the business and IT function of the strategic priorities, and use this as the basis for setting the direction for the Cloud services adoption journey.

- Assemble **the right tools and processes** required for the journey, and plan to generate allied benefits along the way in terms of: an optimised services portfolio, decommissioned legacy or redundant applications and better business and IT function engagement

DLA PIPER

Surprise result: The rationale for moving ahead with cloud services seemed clear, until completion of our Adoption Toolset added further insight…

Approach

Structured approach; evidence based

- **Critically evaluate** the current rationale for considering adoption of Cloud services.

- **Identify the stakeholder community** that should form the core of a refreshed approach to matching business strategy to the IT strategy

- Gather **a case for change** by deploying Peru's proprietary Cloud Adoption Strategy Tool (CAST). This captures the spectrum of opinions and evidence about the direction, readiness and challenges that need to be overcome

- Build **a consensus view** from all the input on the strategy driving Cloud services adoption and how best to achieve it. This can form the core of the business case for change

- Critically evaluate: the **organisation's readiness** and constraints, what obstacles need overcoming and how to achieve the 'quick wins' along the way
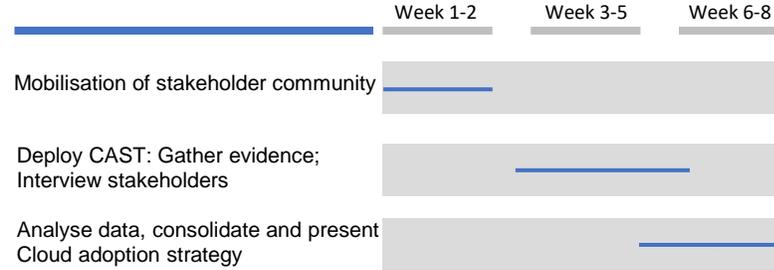

What's the right balance?

Cloud Adoption Strategy

Timeline

Cloud Adoption Strategy: three key steps:

	Week 1-2	Week 3-5	Week 6-8
Mobilisation of stakeholder community			
Deploy CAST: Gather evidence; Interview stakeholders			
Analyse data, consolidate and present Cloud adoption strategy			

1 **Mobilisation** of stakeholder community:
- Identify Stakeholders
- Tailor the CAST tool for the organisation's specific needs
- Organise the logistics for the following stage

2 **Deploy CAST**:
- Deploy the tool and instructions
- Gather responses and supporting documentation
- Conduct confirmatory interviews

3 **Analyse and develop strategy**
- Analyse the response
- Form a consensus view on priorities and limitations
- Prepare and present evidence-based Cloud adoption strategy

Outcomes

PERU CONSULTING

Clearly defined quantifiable results:

Quantified assessment
- CAST assesses three key dimensions:
    - **Imperatives**: what's driving the need
    - **Readiness**: the organisation's capability
    - **Constraints**: key consideration that may impact adoption
- The assessment provide a **consensus based view** of the issues, helping to form the right strategy and delivery roadmap for cloud services adoption

Benefits
- **Evidence** and consensus based results
- Generates the core of the business case for change
- Brings different stakeholders together to **agree actions** and priorities
- **Output that can be tailored** for all audiences to create an organisation-wide understanding of the way forward

Ph1 Strategic Roadmap

Preparedness

Engagement

Obstacles