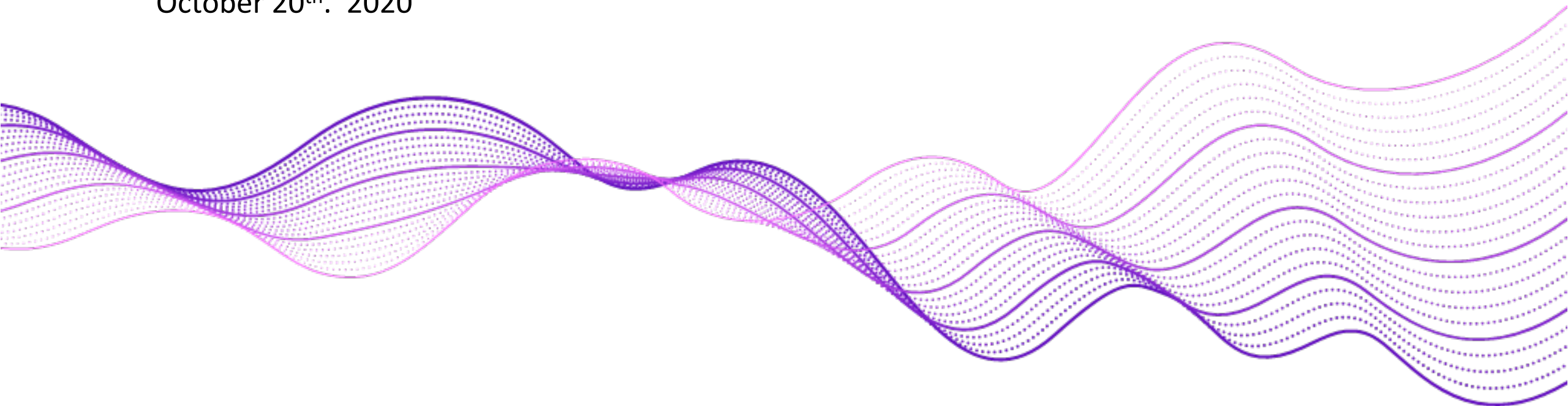


# NOKIOS 2020

**What characterizes successful Cloud journeys?**

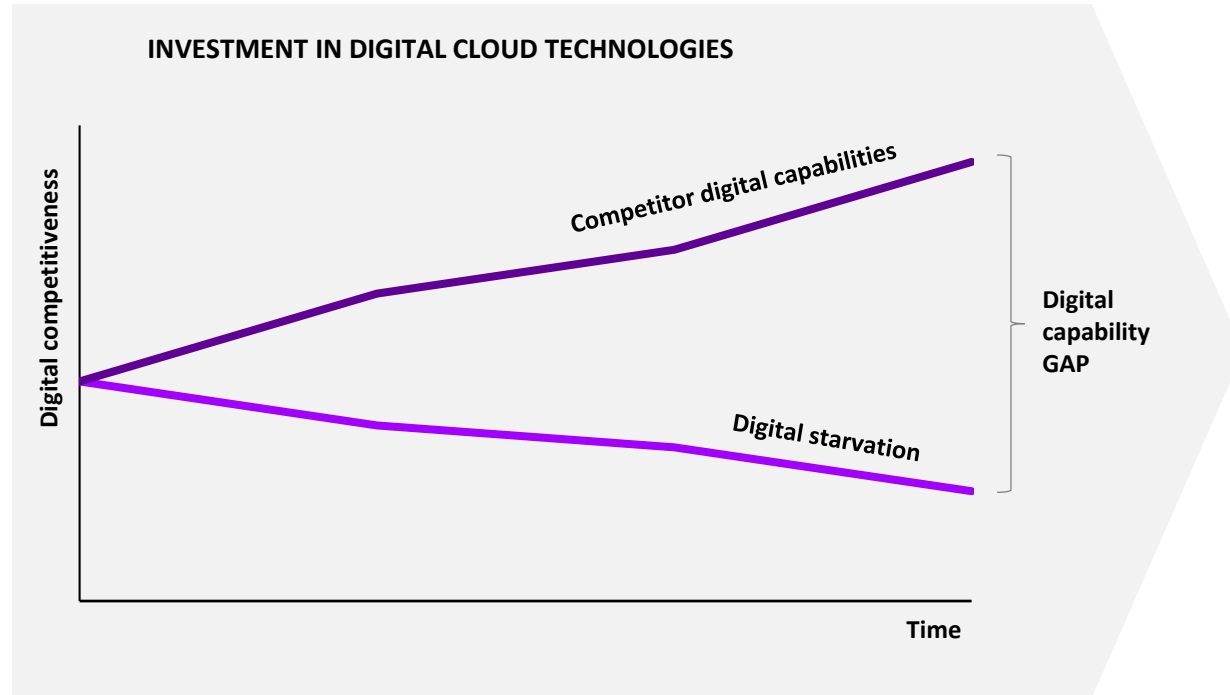
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October 20<sup>th</sup>. 2020



# Accenture believe that today's investments in cloud technology will determine tomorrow's competitiveness

Leveraging cloud based technologies is a pre-requisite to remain competitiveness



... WILL BE AN IMPORTANT FACTOR TO ENSURE COMPETITIVENESS GOING AHEAD

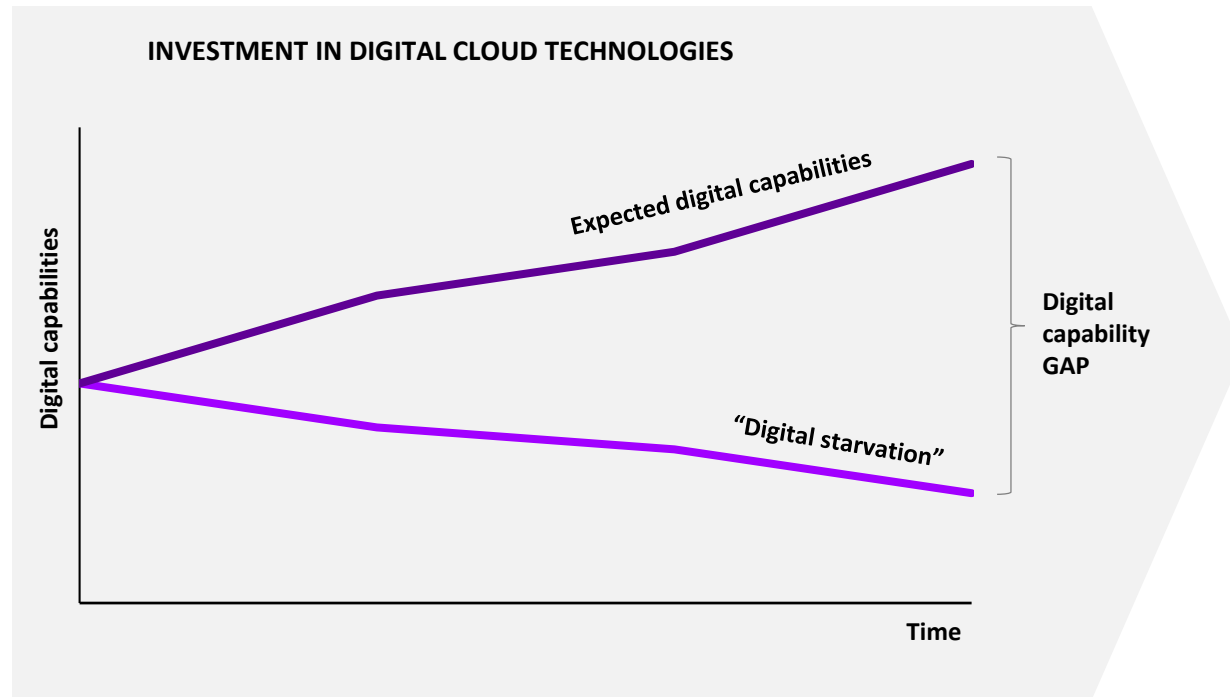
**2X**  
GROWTH

Since 2015, leading companies have seen a **double revenue growth** compared to technology laggards.

Key question: How do you leverage cloud based technologies to **ensure competitiveness?**

# Accenture believe that investments in cloud based technologies is required to meet citizen and politician expectations

Leveraging cloud based technologies is a pre-requisite to enable expected digital capabilities



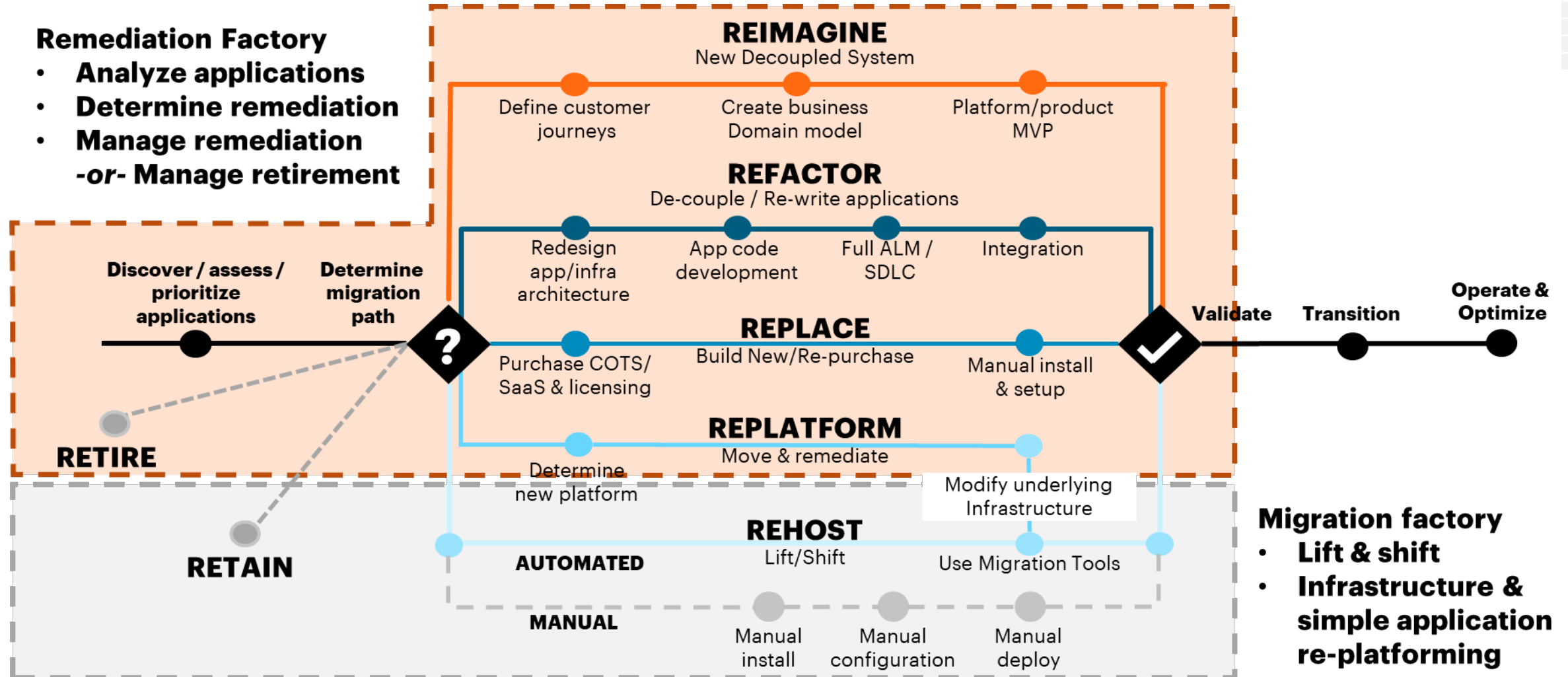
Key question: How do you leverage cloud based technologies to fuel the digitalisation?

# Based on Accenture experience and research, we believe there are some key characteristics of those who succeed

## Key success characteristics

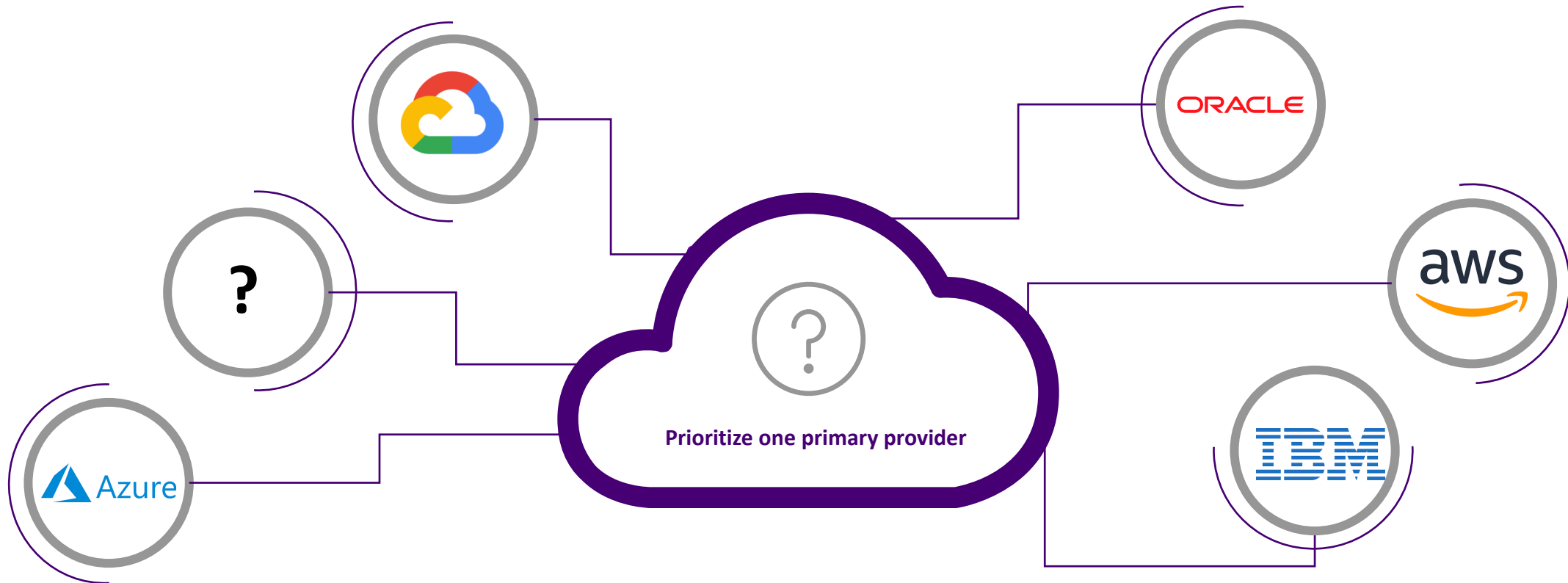
-  A clear cloud **strategy**
-  Focus on the **applications and use business use cases – beyond IaaS**
-  Track and report on **value realisation**
-  **Select one primary** public cloud service provider
-  Select the right levels for **high availability** and disaster **recovery**
-  Ensure compliance of **regulatory requirements**
-  Get **the right vendor contracts**
-  Evolve the **IT-operating model** hand-in-hand with introducing cloud based solutions

# Application migration and the «7R's»



# To begin with, choose one primary public cloud provider, and avoid having too many providers

## Primary cloud provider

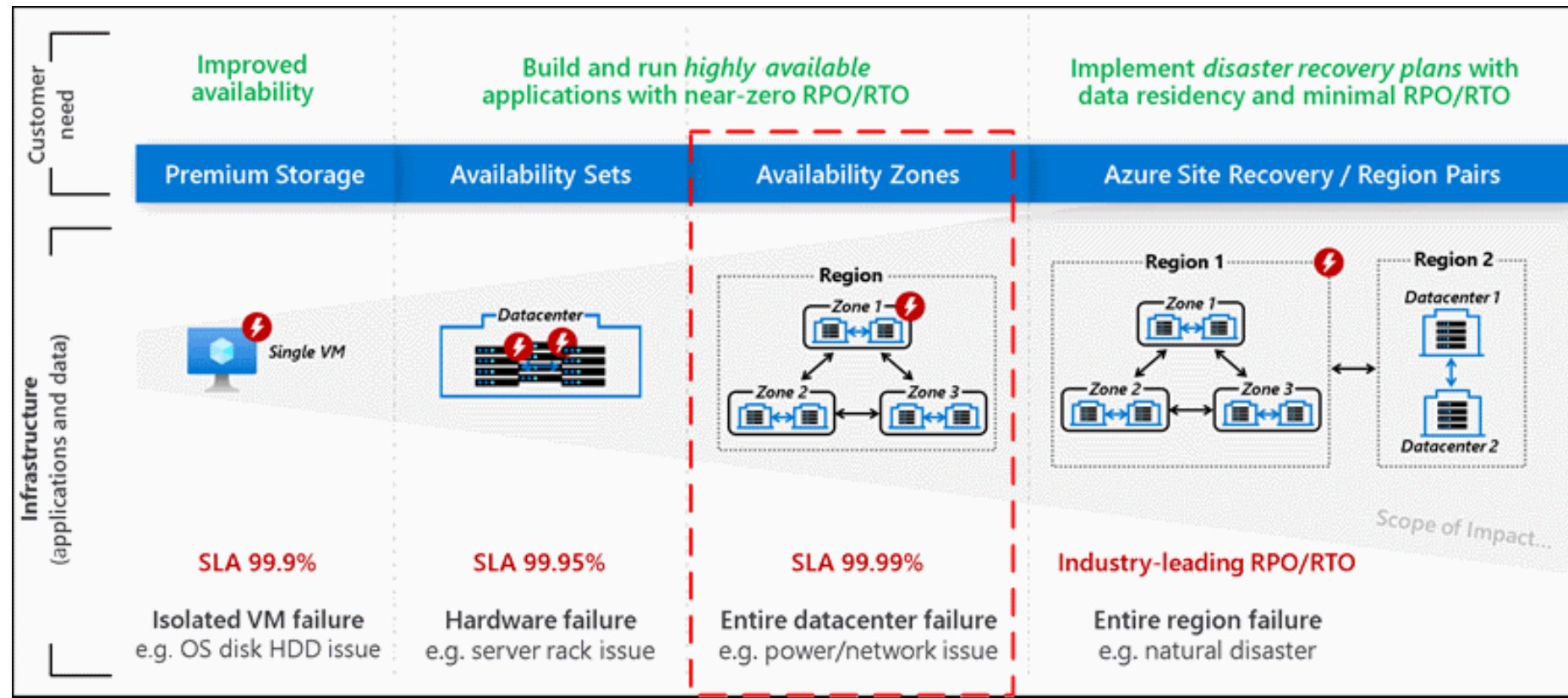


Select one primary provider in order to focus internal skills. There may (will?) be multiple secondary providers for specific functions

# Solutions for high availability and disaster recovery should be incorporated in the cloud solutions

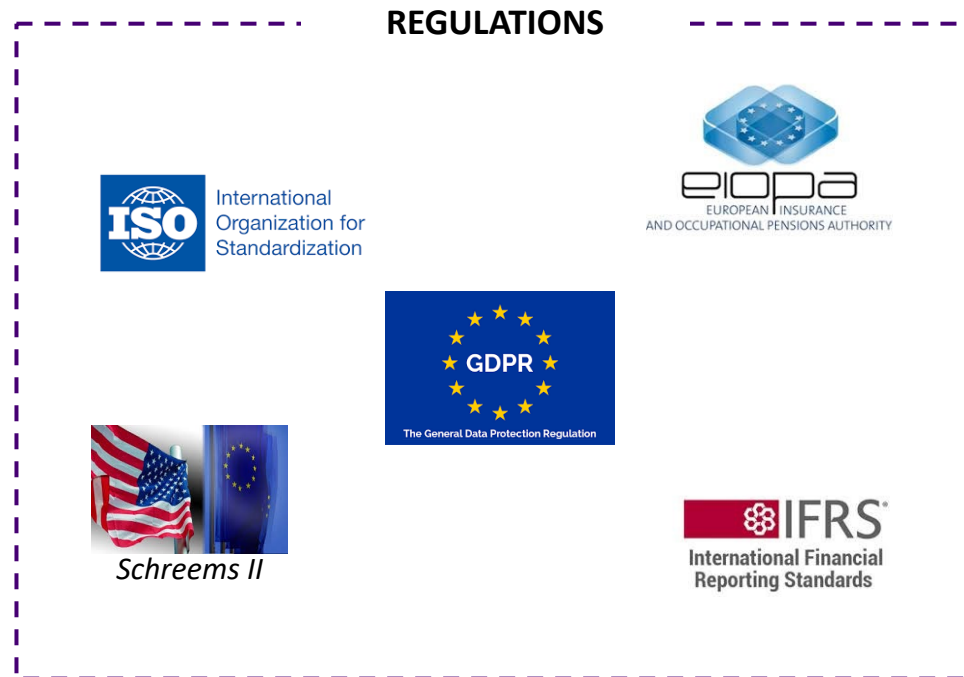
Be clear on the requirements, and leverage cloud based solutions to resolve it

## EXAMPLE SETUP



# The company need to understand the relevant legal requirements and the implications for their solutions/set-up

## Understanding of legal requirements

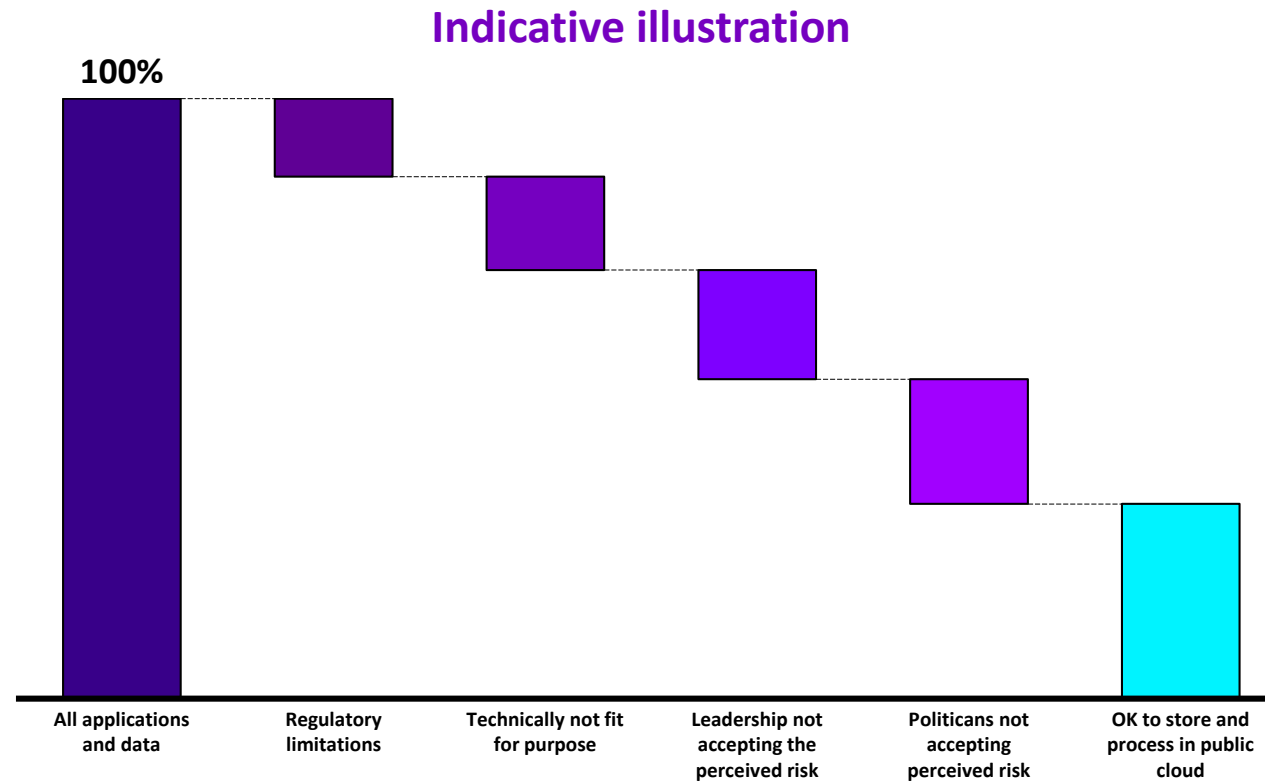


**IMPLICATIONS FOR WHAT YOU CAN PROCESS AND STORE WHERE, AND WHERE FROM CAN PEOPLE ACCESS THE DATA**



# Regulatory requirements limit what is possible, but leadership and political accept is the main limiting factor

You need to get to the bottom of the facts, then the rest is anchoring and decision making



# There will be challenges and opportunities related to skill development and new ways of working

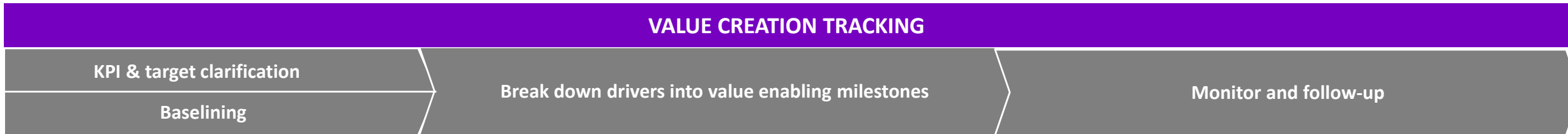
## Key questions to consider re the IT-operating model

-  Organisation consolidation?
-  People redundancies?
-  New skill requirements?
-  What to build up internally?
-  What to buy from the market, and how?
-  Changes in the business-IT interface?

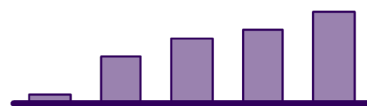
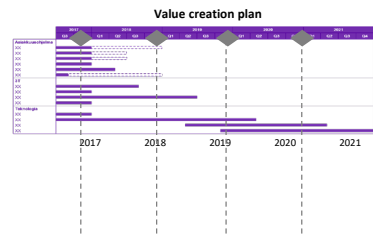


# You should track and report value realization, not at least to create a positive momentum

Value realization is a key factor in the execution



- Determine the KPIs to be followed on different levels
- Break down financial targets to value levers
- Conduct baselining to set the comparison point for value creation
- Understand how projects enable value in practice
- Allocate value enablement for project milestones
- Monitor and analyze progress, update value creation status
- Leading companies follow a rigorous value tracking plan covering identified, verified, projected, enabled and realized benefits (at least identified, projected and realized is required)



**Questions?**