

Cloud Roadmap and Business Case

Current Situation

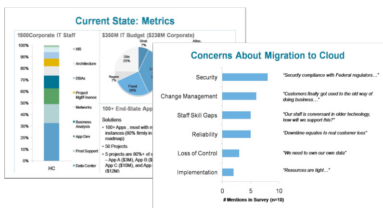
- In the current economy, IT leaders are capital-constrained and under constant budget pressure
- IT leaders recognize the business case for cloud computing—build business agility by addressing emerging business requirements 2-3x faster at 30-40% lower cost, with minimal capital expenditures
- However, the complexity of current application environments, the multitude of cloud computing choices and organizational barriers make it challenging to chart a path forward

Appirio Solution

Appirio's *Cloud Roadmap and Business Case* enables IT leaders to quickly demonstrate the business case for cloud computing and develop a coherent and comprehensive roadmap to transition their application portfolio and IT organization to the cloud. We use the broad 3 three phase approach outlined below but tailor the project to the particulars of each customer. Timing for a Cloud Roadmap is typically between 3-6 weeks depending on the desired functional scope, number of IT/stakeholder interviews, depth of business case analysis as well as the number and type of proof-of-concept/prototypes.



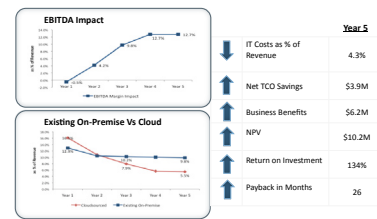
- IT mgmt/stakeholder interviews and surveys
- IT budget and staffing analysis
- IT project and architecture analysis



- Opportunity identification based on current pain points and fit with cloud
- Opportunity prioritization based on risk/reward (with IT management)
- Joint prototyping of 1-2 opportunities





- Migration Roadmap
- Business case quantifying migration ROI
- Organization transition plan



Getting Started

For more information, email cloud@appirio.com or visit www.appirio.com/contact.

Offering Overview

Deliverable	Description	Example Outputs														
Current State Assessment	<ul style="list-style-type: none"> Assessment of each application or functional area Identification of biggest cost drivers – functional areas and projects Identification of biggest pain points Understanding of migration drivers and concerns 	<p><i>Identification of Cost Drivers, Pain Points and Migration Concerns</i></p> 														
Application Migration Roadmap	<ul style="list-style-type: none"> Identification of best opportunities for cloud migration based on needs, fit with platform and organizational readiness Prioritization of opportunities based on risk and potential reward Sequencing of opportunities to ensure success 	<p><i>Prioritized Opportunity List and Migration Roadmap</i></p> 														
Business Case	<ul style="list-style-type: none"> 3 or 5 year business case model showing ROI impact of recommended initiatives 	<p><i>Business Case Output</i></p>  <table border="1"> <thead> <tr> <th></th> <th>Year 5</th> </tr> </thead> <tbody> <tr> <td>IT Costs as % of Revenue</td> <td>4.3%</td> </tr> <tr> <td>Net TCO Savings</td> <td>\$3.9M</td> </tr> <tr> <td>Business Benefits</td> <td>\$6.2M</td> </tr> <tr> <td>NPV</td> <td>\$10.2M</td> </tr> <tr> <td>Return on Investment</td> <td>134%</td> </tr> <tr> <td>Payback in Months</td> <td>26</td> </tr> </tbody> </table>		Year 5	IT Costs as % of Revenue	4.3%	Net TCO Savings	\$3.9M	Business Benefits	\$6.2M	NPV	\$10.2M	Return on Investment	134%	Payback in Months	26
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1 or more Working Prototypes	<ul style="list-style-type: none"> Identification of one or more areas to prototype Development of working prototypes built in collaboration with client teams to demonstrate “proof-of-concept” and build momentum for cloud adoption 	<p><i>Working Prototypes</i></p> 														
Organization Transition Plan	<ul style="list-style-type: none"> Integrated communication and change management plan 	<p><i>Organizational Change Plan</i></p> 														

Appirio (www.appirio.com) is a cloud solution provider offering products and professional services that help enterprises accelerate their adoption of cloud applications and platforms. Appirio’s innovation and expertise has been recognized by BusinessWeek as one of America’s Most Promising Startups and by AlwaysOn as the On-Demand Company of the Year. Appirio has helped more than 180 leading enterprises implement, build and manage mission critical cloud solutions using salesforce.com, Google and Amazon. We are proud to serve a wide range of customers such as Avago, the City of Los Angeles, Diversey, Dunkin Brands, Flextronics, Japan Post Network, Ltd., IMS Health, Motorola, Qualcomm, RehabCare, Starbucks and VMware, as well as the 5,000 companies that use Appirio’s products to connect and extend cloud platforms. Founded in 2006, Appirio has offices in the U.S. and Japan, and is backed by Sequoia Capital and GGV Capital.