

Cloud Portfolio Mapping (Cloud PMAP)

Today's situation

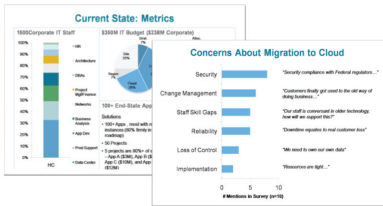
- In the current economy, IT leaders are capital-constrained and under constant budget pressure
- IT leaders recognize the business case for cloud computing - address emerging business requirements 2-3x faster at 30-40% lower cost with minimal capital expenditures
- However, the complexity of current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

Appirio Solution

Appirio's Cloud PMAP 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 PMAP is typically between 1-4 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
- Joint prototyping of 1-2 opportunities



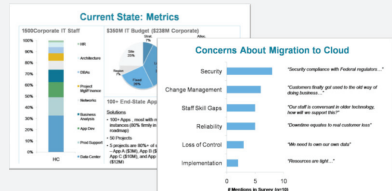
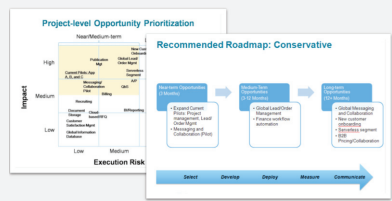



- Opportunity prioritization based on risk/reward (with IT management)
- Business case quantifying migration ROI
- Migration roadmap and organization transition plan



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 Force.com 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> 
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> 
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> 
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), a cloud solution provider, offers both products and professional services that help enterprises accelerate their adoption of the cloud. With over 2500 customers, Appirio has a proven track record of implementing mission-critical solutions and developing innovative products on cloud platforms such as salesforce.com, Google Apps, and Amazon Web Services. From offices in the U.S. and Japan, Appirio serves a wide range of companies including Avago, Hamilton Beach, Japan Post Network, Ltd, Pfizer and Qualcomm. Appirio was founded in 2006, is the fastest growing partner of salesforce.com and Google, and is backed by Sequoia Capital and GGV Capital.

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