



**Your data-driven  
enterprise**

**Our Cloud  
& Security**

**Ready?**



**vodafone  
business**



# Why should you read this eBook?



**1** Help inform your cloud strategy

**2** Diagnose potential issues and obstacles hampering transformation efforts

**3** Understand the ways Vodafone can help your organisation

**4** Learn how others are already achieving success with cloud





# Contents

## 1

### Data-driven transformation

---

- Towards the data-driven enterprise
- Cloud as a key enabler
- Planning for the next generation of cloud
- Diagnosing your cloud issues

## 3

### Supporting your cloud journey

---

- Exploring where to go next on your cloud journey
- **ADVICE** need to know, challenges and solutions
- **BUILD** need to know, challenges and solutions
- **MOVE** need to know, challenges and solutions
- **MANAGE** need to know, challenges and solutions

## 2

### Choosing your cloud partner

---

- Choosing Vodafone as your Cloud & Security partner
- Unlocking the value of your data
- Keeping your data secure in the Cloud and beyond
- Cloud success stories

## 4

### Why Vodafone?

---

- Why Vodafone for Cloud and Security
- From 5G to the Cloud: Powering Innovation
- What next?





# Executive summary

Organisations are operating in a new normal. Heightened uncertainty is bringing new challenges and an urgency to adapt at speed.



This new environment has accelerated digital transformation plans – and brought with it a renewed focus on harnessing data to make the most informed decisions and drive the right organisational outcomes.

Cloud is a key enabler in helping organisations to become more data-driven. It's changing the way they capture, hold and add value to data, all to the benefit of their operations.

## Make the cloud work for you

At Vodafone we work with organisations at every stage of their cloud journey. We help them remove complexity and overcome barriers to unlock the full value of their data.

As a leading partner in connectivity, multi-cloud and security, we enable data to flow seamlessly and securely across organisations – between people, places, applications and things.

We're uniquely placed to help you capitalise on the opportunity that the convergence cloud and connectivity presents to fuel your innovation.

We can help you seize emerging digital opportunities across AWS and Azure Public Cloud, and Vodafone Private Cloud, over any network, edge and device, while meeting data sovereignty requirements, anywhere in the world.

In addition, we bring our world-class security expertise to bear, to help keep your data safe and secure, wherever you operate. We can provide you with ready access to the specialist skills, proven processes and technologies to give you the utmost confidence in the cloud.





Wherever you are on your cloud journey, this eBook will help you discover the solutions that will enable your organisation to make the most of the cloud opportunity:



**ADVISE**

Inform and shape your cloud strategy

Explore services >



**BUILD**

Build a cloud environment and applications to drive digital transformation

Explore services >



**MOVE**

Enable, accelerate and de-risk your migration to the cloud

Explore services >



**MANAGE**

Simplify the management of your cloud platforms to minimise cost and maximise value

Explore services >



Together we can make the cloud work for you, put data at the heart of your operations and accelerate your transformation.





# The path to data-driven transformation





# Towards the data-driven organisation

Organisations are operating in an uncertain, complex and constantly changing environment. More than ever, this requires them to:



**Be hyper-aware**



**Operate with digital intelligence**



**Act in real-time**

The organisations that succeed are those who are able to **unlock the value of their data**.

They're the firms who are able to **Capture, Hold and Add Value** to data to drive the right outcomes for their business.





# Cloud as a key enabler

Cloud provides the vital foundations that will allow organisations to make the most of the data opportunity – and realise the benefits of:

- Scale
- Speed to market
- Flexibility to adapt
- Low cost compute and storage
- Low latency to operate in real time



The Covid-19 lockdown has highlighted the critical role cloud can play in enabling businesses to rapidly adapt, at speed, to stay operational and meet new demands. It's allowed workforces to continue to operate remotely, with ready and secure access to the right systems and data. It's also enabled firms to reach and engage their customers and communities — deploying and scaling new virtual services, overcoming physical barriers and the constraints of legacy technologies. It's shown that a well executed cloud strategy can be truly transformative helping:

- Empower your people in new ways
- Drive new levels of efficiency and automation
- Increase resilience and business continuity
- Adapt to new customer demands and provide better experiences
- Open up new revenue streams





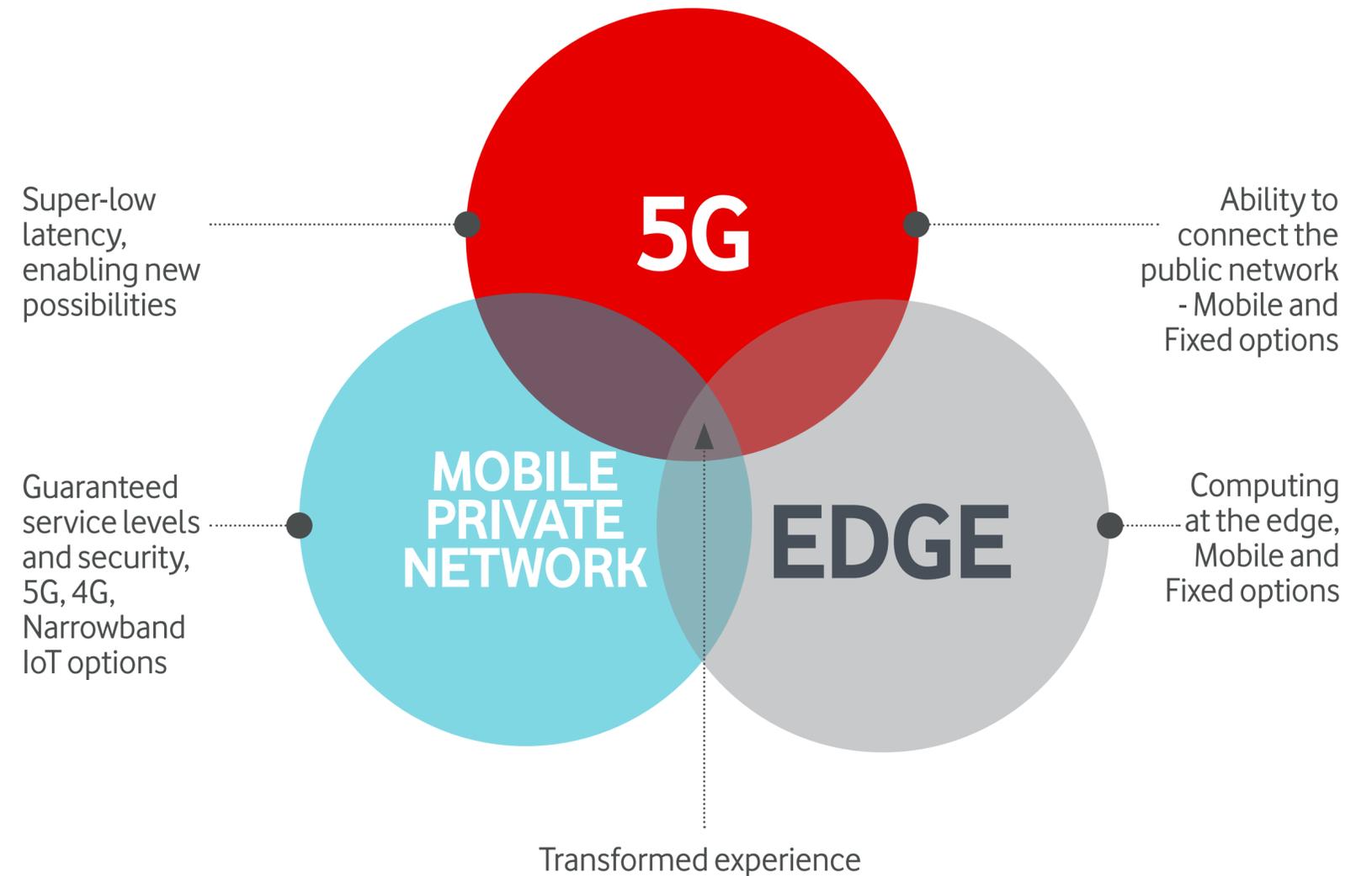
# Planning for the next generation of cloud

We're on the cusp of an exciting wave of new developments that are redefining the cloud as we know it.

This wave is being spurred on by the convergence of cloud and connectivity.

The combination of advances in connectivity, such as 5G, mobile private networks (MPN) and multi-access edge computing (MEC), are bringing the cloud closer to where it's needed.

## The transformation sweet spot



**Underpinned by a Secure, Connected Cloud Platform & Services**

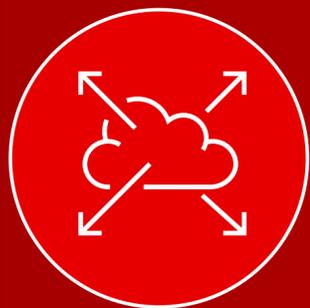




# What's the value of the transformation sweet spot?

- It's providing more choice in how data is captured, stored and acted on—further reducing latency to support time-critical applications.
- It's unlocking a new wave of innovation and use cases such as: powering automated production lines and robotics; supporting autonomous vehicles and drones; enabling new augmented and virtual reality experiences.

If you want to harness these new opportunities, you need a cloud strategy that's firmly in tune with your organisation's ambitions.



## Cloud is transforming

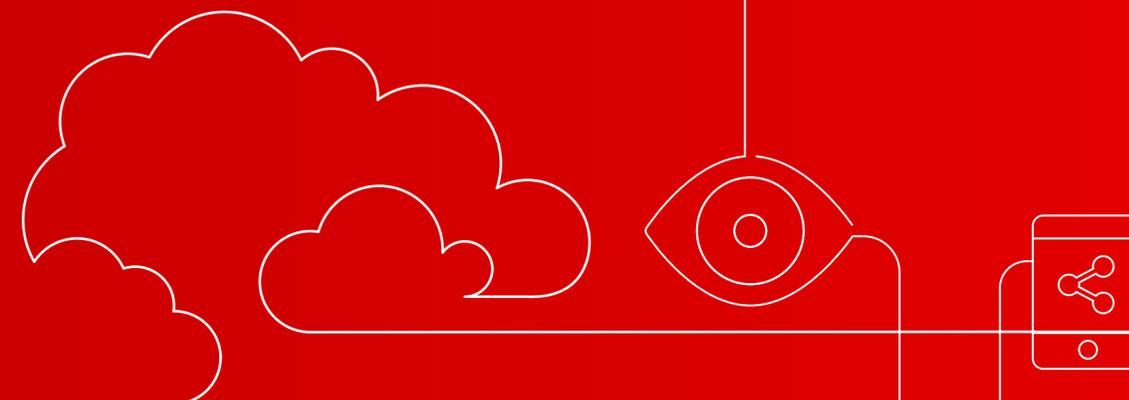
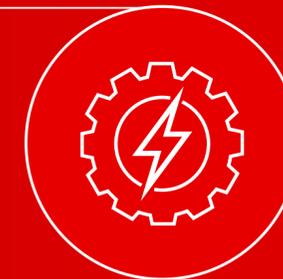
### Agriculture

When farm managers have access to cloud-based data analytics, combined with IoT connectivity, they can integrate data from drones, sensors and weather reports to improve crop yields by 30% and reduce waste by 40%.  
(Source: IBM customer impact analysis 2019)



### Energy

Field engineers are benefitting from AR-powered mobile experiences, harnessing data held in the cloud, enabling faster fault-detection and more efficient repairs. Productivity has improved by 10x.  
(Source: IBM customer impact analysis 2019)





# Diagnosing your cloud issues

In the race to adopt cloud, organisations are now facing a number of challenges that are affecting their ability to successfully execute.



## CHALLENGE #1

### Management complexity:

- Increased number of clouds within operations leading to greater complexity
- Burden of coordinating and managing multiple vendors – plus fears of lock in
- Difficulties sharing data between legacy and cloud estates
- Concerns about cloud governance



### The cloud opportunity:

Simplify cloud management with a strategic partner to deliver new levels of control, integration and agility, while ensuring alignment with your business strategy.

## CHALLENGE #2

### Rising costs:

- Cost benefits of cloud not being fully realised
- Inefficient usage – concerns about ‘zombie’ instances, live but not used
- Fears cloud spend is spiralling due to shadow IT instances
- Cost overruns associated with application modernisation and migration
- Challenges cost-effectively managing exponential data growth



### The cloud opportunity:

Optimise cloud utilisation, efficiency and resilience to gain greater cost control, targeting migration and modernisation efforts for success, and enabling faster time to value.

## CHALLENGE #3

### Security and compliance:

- Worries about the number and sophistication of threats
- More connected things and endpoints generating and accessing data
- Fear of migrating business-critical workloads to the cloud and putting data at risk
- Ensuring business continuity and resilience
- Concerns about data sovereignty – knowing where data resides and ensuring compliance



### The cloud opportunity:

Work with an expert partner who can help de-risk your cloud strategy – identifying vulnerabilities and ensuring the right protection and controls are in place to safeguard your data, support compliance and ensure business resilience.





.....  
Introduction

.....  
Data-driven transformation

.....  
Choosing your cloud partner

.....  
Supporting your cloud journey

.....  
Why Vodafone?

2

---

# Choosing your Cloud & Security partner





# Choosing Vodafone as your Cloud & Security partner

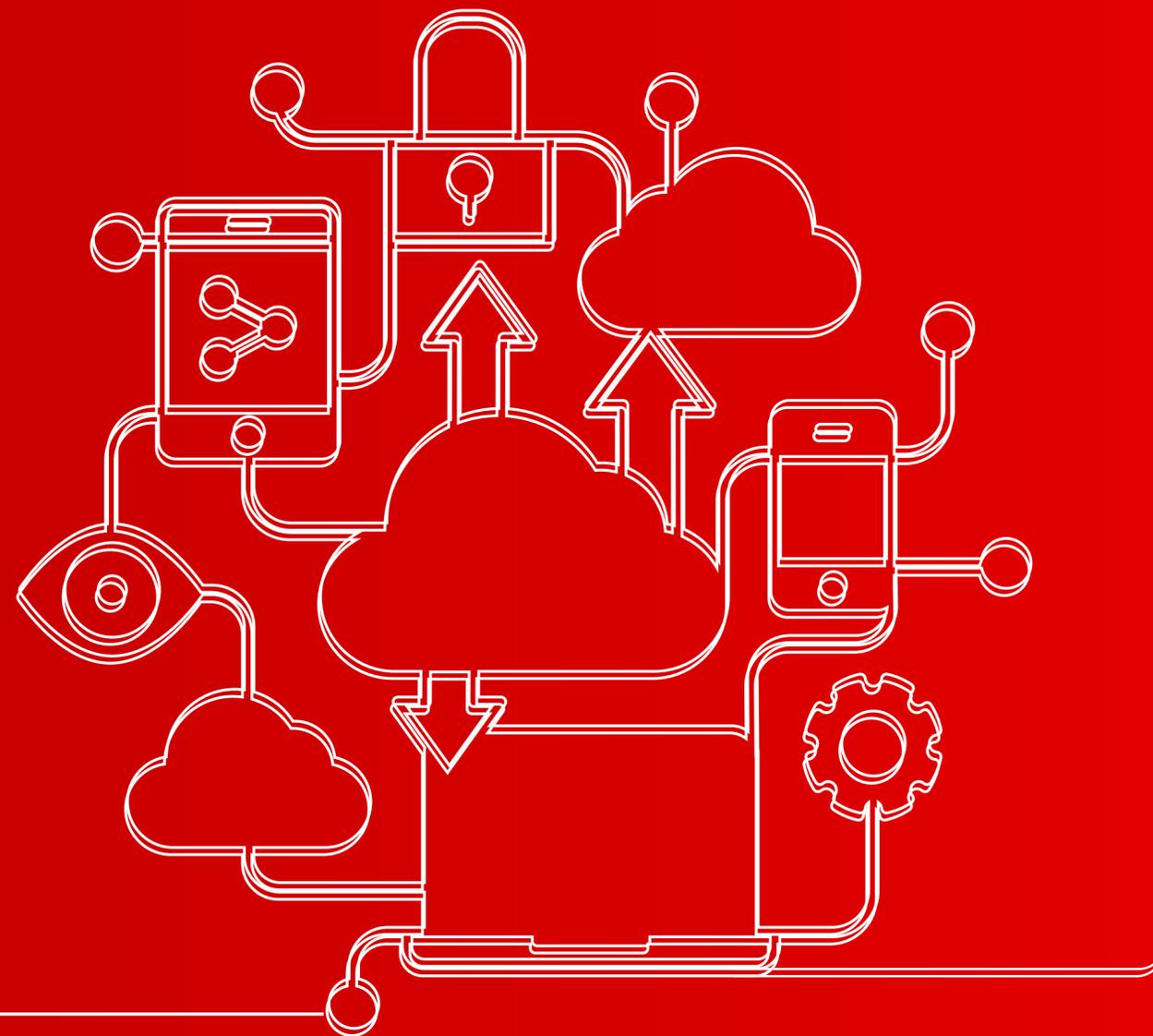
Our goal is to make cloud work for you – wherever you're starting from and whatever challenges you face.

For us, it's about removing the complexity and barriers from your technology choices so you can maximise the benefits – and de-risk your approach.

By enabling the seamless and secure flow of data across your organisation – between people, places, applications and things, we can help fast-track digital transformation.

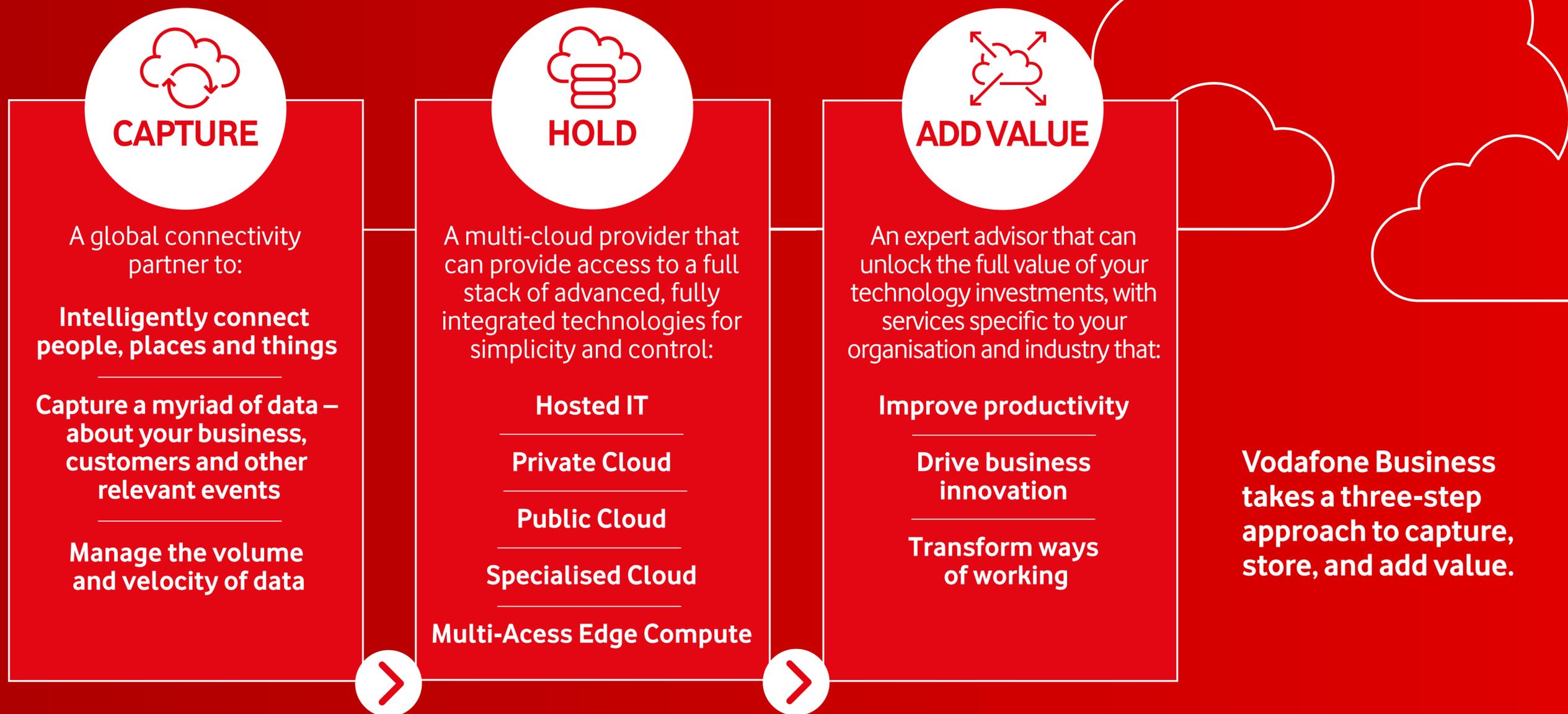
With the breadth and depth of our cloud-based services, we can bring our extensive skills, capability and experience to bear, working as a strategic partner with you and your team.

We can give you access to the full stack of advanced technologies you need – together with connectivity and multi-cloud services to create a dynamic, integrated and secure environment – delivering the right business outcomes and keeping pace with your changing needs.





# Unlocking the value of your data





# Simplifying multi-cloud management

At Vodafone, we're committed to making it even easier for you to manage the needs of your organisation – with agility, security and governance in mind.

We've developed Vodafone Business Multi-Cloud Platform to make planning, buying, managing and operating your hybrid cloud environments simpler than ever. Our easy to use self-service portal gives you ready access to a comprehensive, curated IT as a Service catalogue across all your clouds. It allows your users to browse, search, order and fulfil all the services they need – while giving you real visibility and control.

Integrating with various third-party vendor systems, it can operate as a single pane of glass – making managing IT costs easier, deploying new services faster and ensuring your organisation gets best value from the cloud.

---

**“Data and analytics leaders must prepare for a multi-cloud and intercloud world, where data management, governance and integration become more complex than ever before.”**

Adam Ronthal, Gartner, Dec 2019

---





# Keeping your data secure in the Cloud and beyond

Managing and maintaining the security of every aspect of your business can be challenging – especially given the ever-evolving threat landscape.

At Vodafone, we're committed to providing world-class security to enable and empower your business. We protect your day-to-day operations, while helping you digitally transform at speed with confidence.

We have a proven track record in delivering trusted mission-critical services to a wide range of customers – including government, utilities, retail and finance.

Our solutions benefit from proven good practice security across all aspects of IT and cloud environments, including physical, personnel, procedural and technical.



Specialist security services to support you at every stage of your cloud journey – from advisory, monitoring and incident management to fully bespoke cloud and IT managed services



Cyber Enhanced Services that offer defence grade technology, proven processes and highly experienced teams to Critical National Infrastructure organisations



Expert services that protect your mobile devices, IoT environment – and importantly your data – while reducing cost, complexity and risk

**Vodafone holds certification in the information security standard ISO27001. We were also the first TechComms Company to achieve Cyber Essentials Plus. A Government-backed and industry-supported scheme to help organisations protect themselves against common online threats.**





Wherever you are on your cloud journey, we can help

# VODAFONE CLOUD & SECURITY UK PORTFOLIO

## ADVISE

Services to Inform and shape your cloud strategy

## BUILD

Services to help develop a cloud environment and applications optimised to your needs

## MOVE

Services to enable, accelerate and de-risk your migration to the cloud

## MANAGE

Services to simplify and secure cloud management to maximise your return on cloud

Cloud Readiness Assessment >

Application Discovery & Assessment >

Security Assessment >

Design and Configuration of Cloud Environments >

Mobile Application Development >

Cloud Migration Services >

Public Cloud from Vodafone >

Hosted Private Cloud from Vodafone >

Application Modernisation Services >

Vodafone Business Multi-Cloud Platform >

Managed Hosting and Co-location >

Integrated Management Infrastructure AWS/Azure >

Security Professional Services >

Managed Security Information & Event Management >

Incident Response >

Offensive Security Testing >

Cyber Enhanced >

## CLOUD SUCCESS STORIES

### Enabling 3D scanners with high performance cloud computing

#### Doob 3D technology

- Dooblicator mobile scanning system takes 66 photos per second. Collects data transferred in real-time via our mobile and fixed network
- Data is stored in cloud platform
- Allows fast processing and creation of Avatars, reducing processing time from 60 to 15 minutes

#### Real-world benefits

- On-demand cloud ensures cost-effectiveness
- Single supplier for cloud and connectivity
- Scalable business model for rapid innovation
- Local language support



### Supporting precision motor racing

#### Motorsports

- Sensors onboard race cars collect data. Data is transmitted in real-time, via 4G, to our IoT platform. It's then securely transferred over our fixed network
- Data is stored in the public cloud platform
- Data is analysed to deliver business insight

#### Real-world benefits

- Predictive maintenance
- Race simulation
- Content distribution



## CLOUD SUCCESS STORIES

### Driving outcomes from data on the track

#### Hitachi Rail

- Sensors onboard trains collect data. Data is transmitted in real-time, via 4G, to our IoT platform. It's then securely transferred over our fixed network
- Data is held in Vodafone's specialised cloud platform
- Data is analysed to deliver insights into train performance

#### Real-world benefits

- Enabled a differentiated commercial model via predictive maintenance
- Optimises maintenance costs
- Maximises train uptime by allowing faults to be spotted before they impact performance



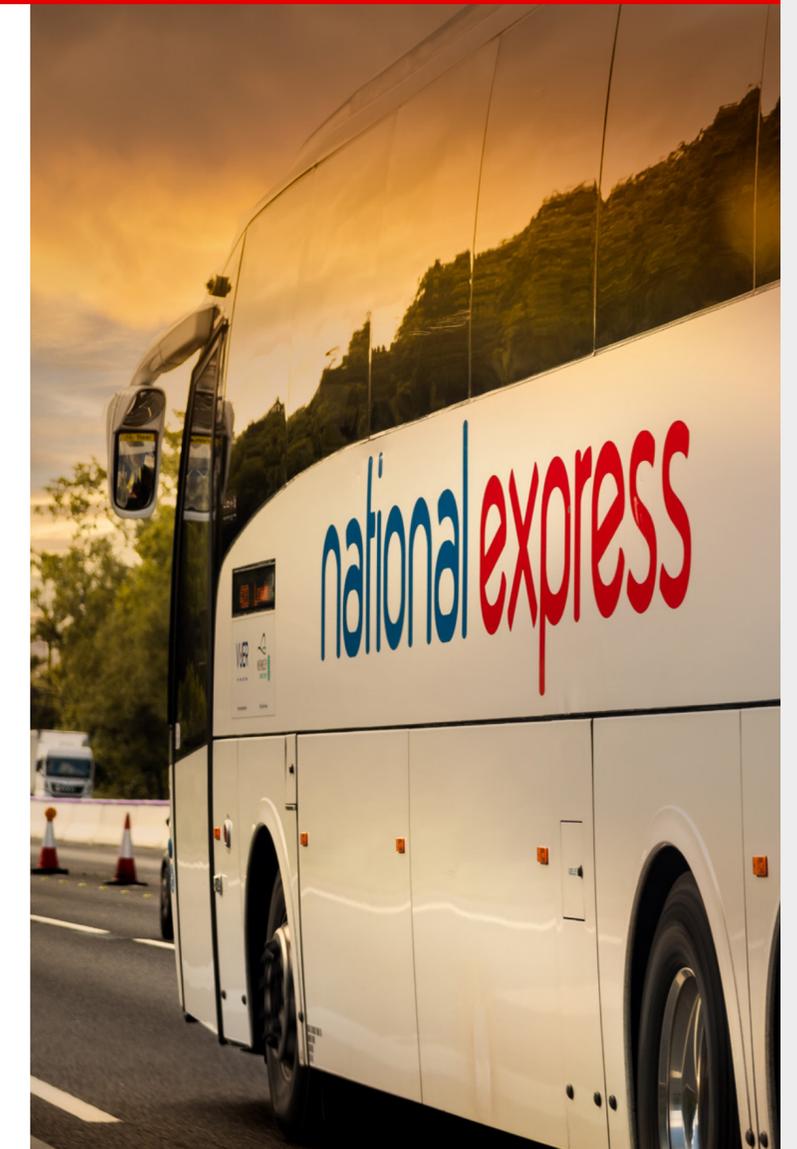
### Getting in the fast lane to digital transformation

#### National Express

- Strategic partnership with Vodafone and IBM – combining connectivity and multi-cloud to enable IT modernisation for the UK's leading coach operator
- Accelerated their ongoing transformation through: Integrated Managed Cloud, Backup as a Service, Disaster Recovery as a Service, Managed Citrix as a Service and Cloud Managed Security Infrastructure

#### Real-world benefits

- Increased flexibility and scalability
- Enabled operational excellence and agility by enabling predictive maintenance and vehicle placement
- Fast-tracked business innovation to better meet the needs and demands of digital savvy customers





# 3

## Supporting your cloud journey



# Exploring where to go next on your cloud journey



## ADVISE

Looking for expert help to inform and shape your cloud strategy?

[Explore services](#) ➔



## BUILD

Wanting to build a cloud environment and applications to drive digital transformation?

[Explore services](#) ➔



## MOVE

Needing to enable, accelerate and de-risk your migration to the cloud?

[Explore services](#) ➔



## MANAGE

Is simplifying the management of your cloud platforms to minimise cost and maximise value a priority?

[Explore services](#) ➔



# ADVISE Need to know

Expert advisory services to inform and shape your cloud strategy, wherever you are in your cloud journey.

Many organisations are struggling to take full advantage of the efficiencies and agility that cloud brings.

It can create barriers to further adoption and hamper digital transformation initiatives – slowing up time to market and full benefits realisation.

A big challenge is the resource and skills gap – with IT departments already under pressure, delivering complex deployments into multiple environments can put further strain on teams.



of organisations report a lack of skills in multiple cloud disciplines

Source: 451 Research

Knowing how best to proceed – navigating the risks, overcoming obstacles and keeping business stakeholders – can be challenging.

**Our expert advisory services can support you every step of the way. We can help you build a strategy or review your current approach, to ensure your cloud journey delivers on your business goals.**

## Driving the right outcomes for you

- Actionable plans with clear recommendations
- Expert evaluation of implications, risks and costs
- Empowering you with the ability to make the best decisions for your business



# What's right for you?

**1** **SCENARIO:**  
Starting out on a  
cloud-first strategy

## Issue

**Knowing how best to  
move to cloud**

## Example challenges

- Maximising value
- Optimising systems for cloud
- Simplifying IT ecosystem
- Prioritising workloads
- Selecting vendors

## Recommended service

Cloud Readiness Assessment  
[Learn more](#) ➔



**2** **SCENARIO:**  
Scoping approach  
to cloud migration

## Issue

**Identifying what to  
migrate and how**

## Example challenges

- No common enterprise strategy
- Lack clear application roadmap
- Rising IT costs
- Inability to scale
- Security concerns

## Recommended service

Application Discovery and  
Assessment  
[Learn more](#) ➔



**3** **SCENARIO:**  
Lacking clear cloud  
security strategy

## Issue

**Understanding how secure  
your data is in the cloud**

## Example challenges

- Sprawling cloud environment
- Unknown cloud instances
- Unsure as to how to achieve compliance
- Poor understanding of risks
- Lack of cost control

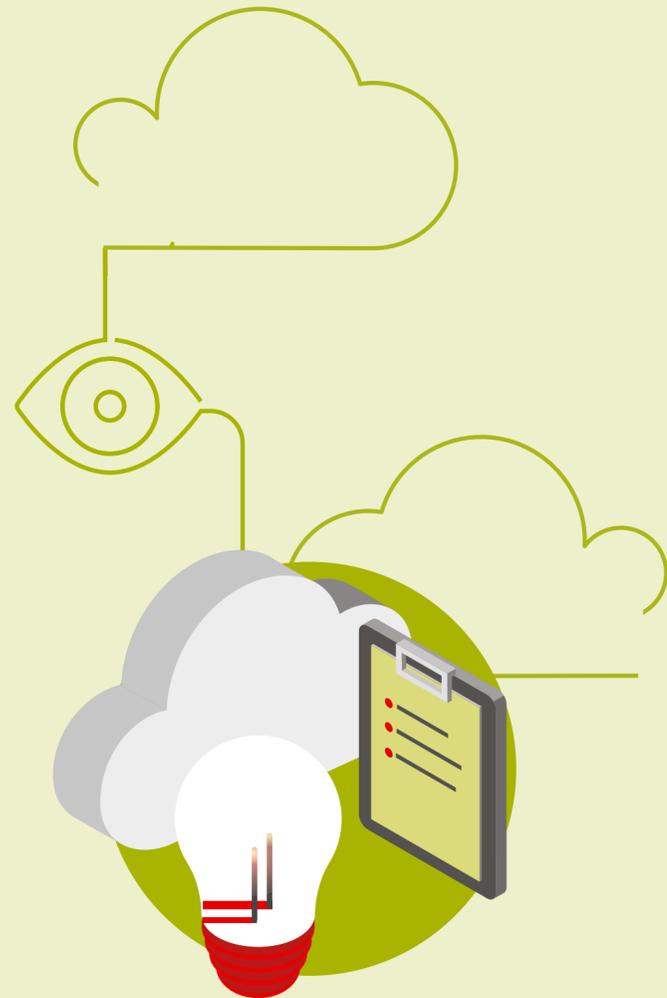
## Recommended service

Security Assessment  
[Learn more](#) ➔





# ADVISE Cloud Readiness Assessment



## In a nutshell

An expert advisory service that helps you understand how best to move your organisation to the cloud

## Purpose

- Define your current cloud state
- Identify how you can benefit from moving to cloud
- Understand what you need to do in order to achieve transformation

## Ideal for any organisation

- Starting its cloud journey
- That already has a premise-based server environment
- Looking to consolidate its server environments into a cloud-based solution (e.g. post M&A activity)

## Problems you may currently face

- Lack of knowledge on how to move workloads and go about underpinning infrastructure to the cloud
- Lack of cloud expertise and resource
- High complexity of on-premise workloads
- Selecting the right cloud service providers
- Recent M&A creating technical complexity

## Benefits

- Delivers a cloud computing migration plan designed to align IT with business requirements
- Identifies workloads best suited for cloud, enabling optimum benefits from investments
- Develops a roadmap with clear goals to help ensure a smooth, successful transition

## Outcomes

### A detailed assessment that:

- Identifies current and future cloud maturity level
- Explores scope of applications and technology ready for cloud migration
- Provides an actionable roadmap

## Related services to explore

[Design & Configuration of Cloud Environments >](#)

[Cloud Migration Services >](#)

[Integrated Management Infrastructure \(IMI\) for AWS & Azure >](#)



# ADVISE

## Application Discovery and Assessment



### In a nutshell

An expert advisory service that helps you understand what to migrate to the cloud and how

### Purpose

- Develop a structured and transparent migration approach
- Offer complete clarity of migration risks and how to mitigate them
- Gain an external expert view of the migration in order to de-risk it

### Ideal for any organisation

- In the early stages of their cloud journey
- That already has a premise-based server environment with digital aspirations
- Looking to streamline or change business processes

### Problems you may currently face

- Difficulty developing a common strategy and application roadmap across the enterprise
- Lack of skills, time and resources in-house
- Growing IT costs with an inability to scale
- Limited ability to provide agile and innovative services to the business
- Increasing complexity and security concerns

### Benefits

- Identifies quick wins and offers expert view on which applications to prioritise for optimisation
- Quantifies migration costs
- Provides clear understanding of the impact of cloud migration on your organisation

### Outcomes

#### A detailed assessment that:

- Offers a clear migration path to deliver on your goals
- Defines your target state
- Provides an actionable roadmap

### Related services to explore

[Application Modernisation Services](#) >

[Mobile Application Development](#) >

# ADVISE Security Assessment



## In a nutshell

An expert advisory service that helps you understand how to keep your cloud secure and your data safe

## Purpose

- Create a strategic security roadmap
- Help develop security protocols designed for the cloud
- Identify vulnerabilities before an incident occurs

## Ideal for any organisation

- Susceptible to cyber attacks
- Handling large volumes of customer data
- Requiring cyber certification

## Problems you may currently face

- Lack of security skills and know-how in-house to take full advantage of cloud
- Lack of understanding as to how to achieve compliance across cloud estate
- Sprawling environment with limited security controls
- Unknown cloud services and offerings in use within the enterprise
- Lack of control over costs

## Benefits

- Identifies and delivers quick wins – extending security controls across environment
- Identifies data protection, governance and transfer issue
- Provides insight to inform longer-term strategic plans for cloud security

## Outcomes

### A detailed assessment that:

- Offers actionable results in four key phases: Initiate, Analyse, Assess and Recommend
- Prioritises cloud security requirements at each phase to help improve security controls

## Related services to explore

[Offensive Security Testing >](#)

[Incident Response >](#)

[Security Professional Services >](#)

[Managed Security Information & Event Management \(MSIEM\) Services >](#)



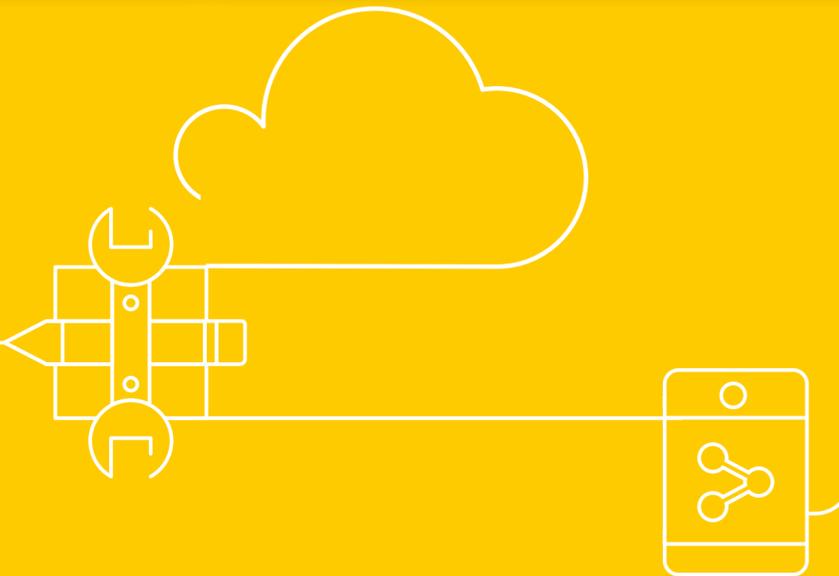
# BUILD Need to know

Building a cloud environment and applications to drive your digital transformation.

Digital transformation is firmly on the agenda of most organisations as they look to digitalise more of their operations.

It's fundamentally changing the way they operate and empower their employees to maximise productivity, best serve customers and enable innovation.

The right cloud environment enables IT teams to support and accelerate transformation – keeping pace with new business demands.



It also enables them to rapidly deliver new digital services that put data, and actionable insights, into the hands of the right people at the right time.

Ensuring success requires access to a full stack of technologies, fully integrated and optimally delivered to drive the right business outcomes.

**Vodafone's build services provide the specialist capability to support you with simplicity, business alignment and time to value firmly in mind.**

## Driving the right outcomes for you

- Simplify management – and ensure integration into existing environments
- Accelerate delivery and reduce risk
- Innovate by empowering your people with new mobile apps and tools



# What's right for you?

# 1

## SCENARIO:

Looking for help building your cloud environment

### Issue

**Delivering a cloud environment that best meets the needs of your organisation**

### Example challenges

- Short on time, skills and resources in-house
- Managing design and configuration of multiple clouds
- Integration with existing environment
- Reducing time to market
- Security and compliance concerns

### Recommended service

Design and Configuration of Cloud Environments

**Learn more**



# 2

## SCENARIO:

Wanting to develop new applications to support digital transformation

### Issue

**Rapidly delivering new digital services**

### Example challenges

- Legacy processes hampering agility
- Enabling secure mobile access to cloud data
- Supporting new ways of working
- Improving operational efficiency
- Ensuring business resilience

### Recommended service

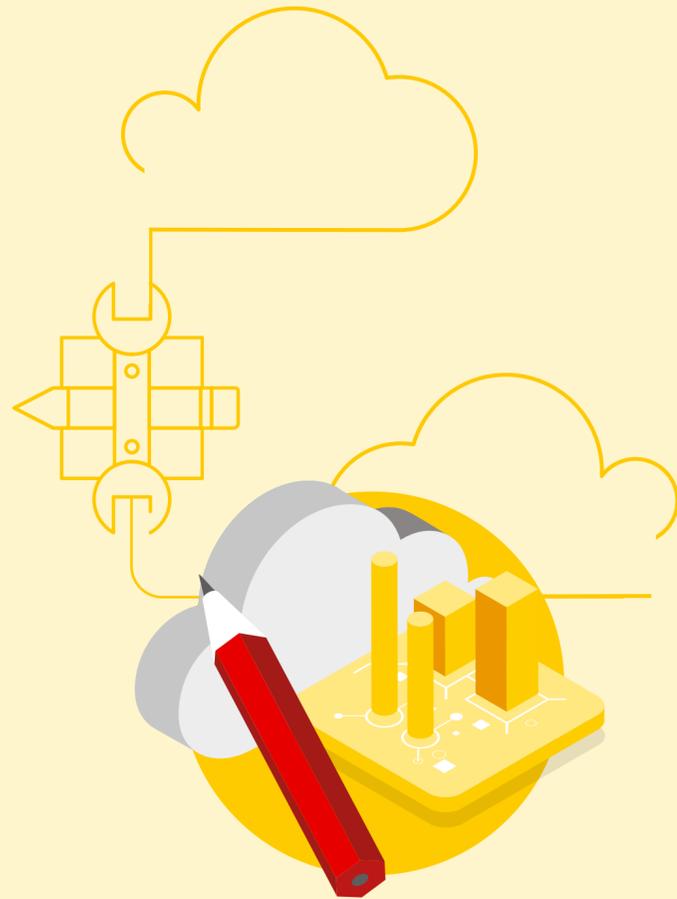
Mobile Application Development

**Learn more**





# BUILD Design and Configuration of Cloud Environments



## In a nutshell

Ensures a fully fit for purpose cloud environment – expertly designed and configured – to meet your organisation’s needs

## Purpose

- Deliver a fully configured development, test or production cloud environment
- Ensure cloud set up is suitable for build and deployment of applications

## Ideal for any organisation

- Starting their cloud journey
- Looking to consolidate server environments into cloud
- Already consuming public cloud services from other providers but keen to consolidate and secure their approach

## Problems you may currently face

- Lacking necessary skills, time and resource in-house
- Struggling to design and configure multiple public and private cloud environments
- Lack of standardised, repeatable approach – hampering time to market and benefits realisation
- Current deployments creating risks against business compliance and security policies

## Benefits

- Offers tried and tested methodology accelerating delivery and reducing risk
- Rapidly delivers a configured, secure landing zone to migrate applications into
- Frees up your team to focus on other strategic initiatives

## Outcomes

- Cloud Readiness Assessment to evaluate needs and build an action plan
- Selection of public or private cloud environment
- Configuration of cloud environment and connectivity
- Automated testing and validation of environment

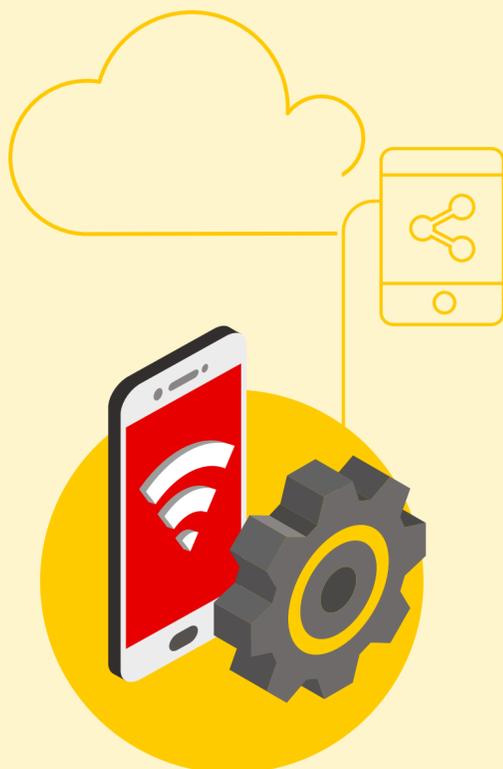
## Related services to explore

- Cloud Migration Services >
- Integrated Management Infrastructure (IMI) for AWS & Azure >



# BUILD

## Mobile Application Development



### In a nutshell

Delivering role-based applications that help transform the way your people work

### Purpose

- Ensure seamless and efficient workforce mobility
- Drive business value – improving productivity through new mobile applications and digital tools
- Support new ways of working, with co-created and fully developed solutions

### Ideal for any organisation

- Keen to deliver new digital services to enable their workforce
- Wanting to securely harness the cloud
- Wanting to break free of legacy, office-based processes

### Problems you may currently face

- Struggling to transform in a cloud-based world
- Lacking experience, process and people to deliver mobile applications
- Supporting successful process transformation and business change
- Keeping company sensitive data safe and secure

### Benefits

- Boost enterprise workforce mobility and efficiency
- Ensure the right network, latency, security, data, cloud and device management services are in place
- Fast-track innovation – accelerating development for faster time to value

### Outcomes

- A clear future vision defined through workshops, prototyping and proof of concepts
- User testing to build Minimum Viable Product and prove fitness for purpose
- Test environment to scale and optimise mobile applications
- Planning and deployment into your core service offering

### Related services to explore

Application Discovery and Assessment Services >

Application Modernisation Services >



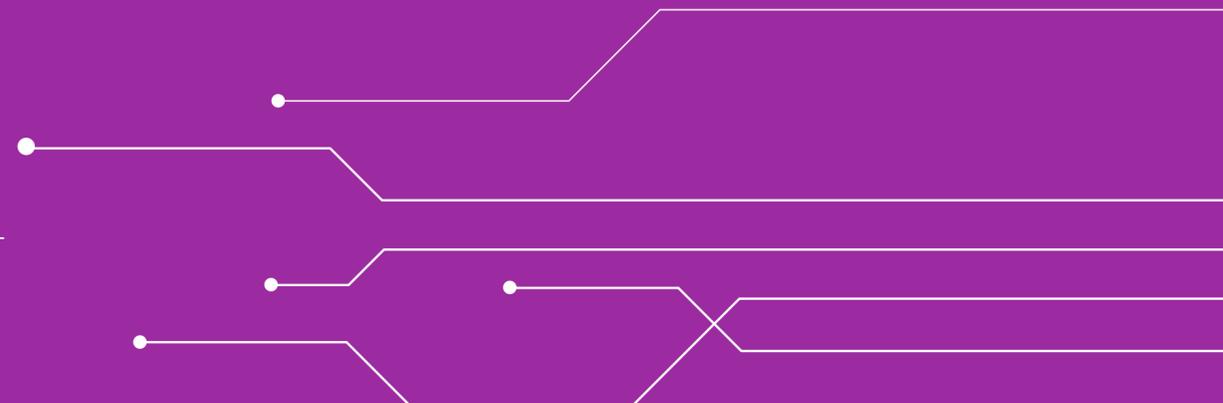
# MOVE Need to know

Enabling, accelerating and de-risking your migration to the cloud.

As organisations look to the cloud to lower operational costs and reduce time to market, complexity in migration and on-going management of multiple cloud estates can create inefficiencies.

These challenges can sometimes negate the return they were hoping to achieve from the cloud.

When it comes to moving to the cloud, not everything fits.



That's why alongside our managed hosting capability, we can offer services to adapt your existing processes and applications to take advantage of a cloud-based infrastructure.

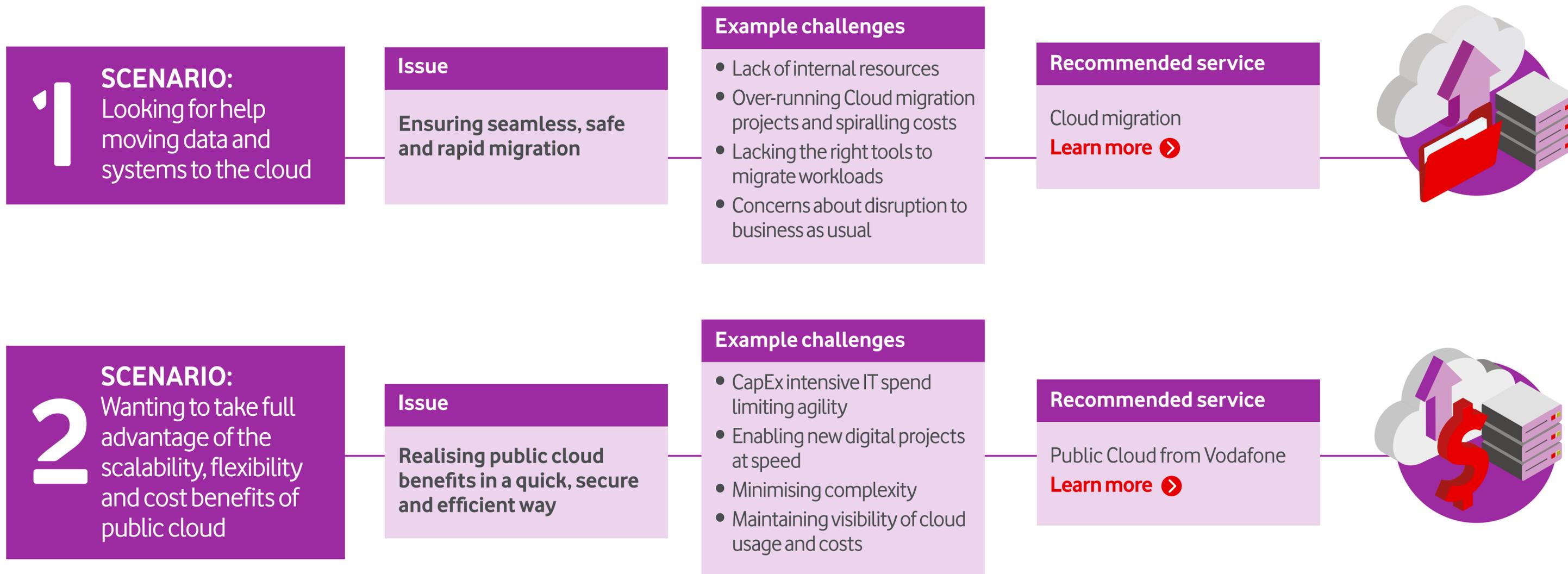
**For those applications that do fit, we have the tools and skills to move them rapidly and reliably to the right cloud.**

## Driving the right outcomes for you

- **Highly flexible and scalable cloud environment – optimised for your business**
- **Access to a wide pool of expert skills and resources to de-risk deployment**
- **Successful delivery of cloud-ready apps to increase time to value**



# What's right for you?



# What's right for you?

## 3

### SCENARIO:

Wanting to make it simpler to use, flex and scale virtualised private cloud resources

#### Issue

**Offloading infrastructure and management complexity, while staying in control**

#### Example challenges

- Providing the best fit, dedicated, secure compute and storage to optimise workload performance
- Data becoming increasingly dispersed as more clouds are deployed
- Knowing where data is located, governing its access and maintaining compliance
- Ensuring cost and resource efficiencies

#### Recommended service

Hosted Private Cloud from Vodafone

[Learn more](#) >



## 4

### SCENARIO:

Modernising existing applications to enable successful migration to the cloud

#### Issue

**Maximising value of legacy systems and key business process applications**

#### Example challenges

- Lacking skills to transform
- Infrastructure and software licenses at end of life or renewal stage
- High development costs
- Operational complexity

#### Recommended service

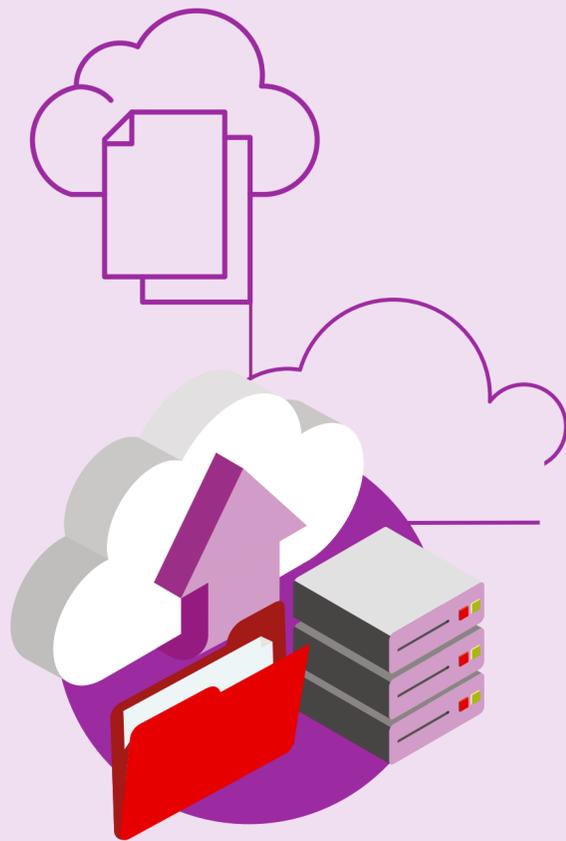
Application Modernisation Services

[Learn more](#) >



# MOVE

## Cloud Migration



### In a nutshell

Enabling you to move your data and systems to the cloud in a managed and coordinated way

### Purpose

- Deliver a fully tested and operational application environment in the cloud
- De-risk your approach
- Minimise business disruption and stay in control of costs

### Ideal for any organisation

- In the early stages of your cloud journey
- With a premise based server environment and digital aspirations
- Looking to streamline or change business processes

### Problems you may currently face

- Lacking in internal resource with experience of complex migrations
- Threat of business disruption as a result of failed migration
- Spiralling costs resulting from extended cloud migration projects
- Lack of tools to confidently migrate workloads to the cloud

### Benefits

- Ensure seamless migration while minimising the demand on your own team
- Dedicated team of subject matter experts to identify and manage risk
- Accelerated and predictable outcomes

### Outcomes

- Hybrid cloud migration roadmap
- Platform remediation
- Implementation of multi-cloud application workload migration

### Related services to explore

[Cloud Readiness Assessment](#) >

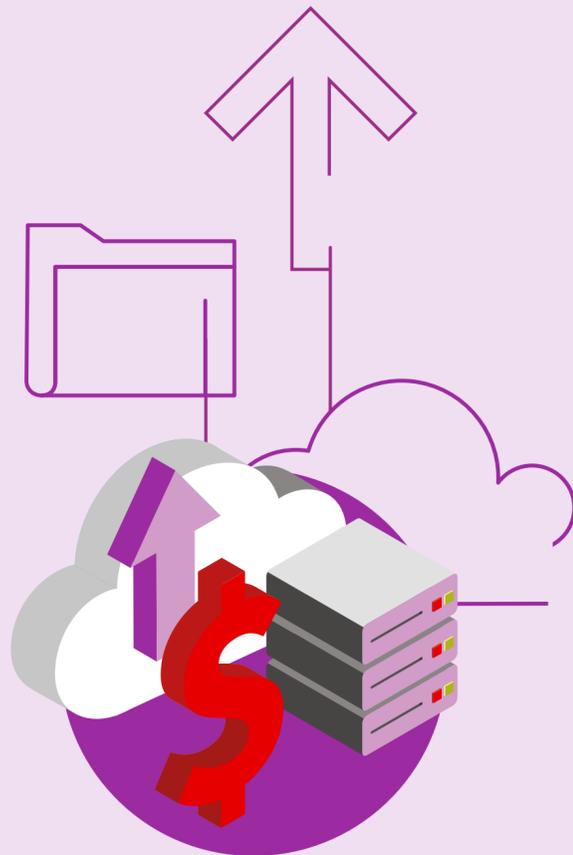
[Design & Configuration of Cloud Environment](#) >

[Integrated Management Infrastructure](#) >

[Security Professional Services](#) >



# MOVE Public Cloud from Vodafone



## In a nutshell

Making it easier for you to take full advantage of on-demand and pay-as-you-go public cloud computing platforms

## Purpose

- Deliver a flexible, scalable and secure cloud computing estate
- Bought via a catalogue of public cloud compute platforms – via Vodafone Business Multi-Cloud Platform
- Connect your people, places and things in the network in a quick, secure and efficient way

## Ideal for any organisation

- Starting their cloud journey
- Already consuming public cloud services from other suppliers – but keen to consolidate or secure their approach
- Looking to consolidate their server environments in the cloud

## Problems you may currently face

- Need to reduce costs by leveraging cloud services
- Selecting multiple clouds based on location and capability while maintaining visibility of cost and use
- Balancing increasing service expectations with reduced IT budget
- Minimising costs of moving data in and out of or between clouds

## Benefits

- Highly available, scalable and secure IT infrastructure in tune with your business needs
- Rapid and successful roll-out – freeing your staff to focus on more strategic tasks
- Reduced operational and infrastructure costs
- Reduced risk of Shadow IT across your business

## Outcomes

- Microsoft Azure or AWS Storage and Compute – fully fit for your business
- Virtual cluster of computers, databases, communication devices and innovative technologies – always available via IaaS
- A single view of spend to minimise waste and optimise usage

## Related services to explore

- [Cloud Readiness Assessment](#)
- [Design & Configuration of Cloud Environment](#)
- [Cloud Migration](#)
- [Integrated Management Infrastructure](#)
- [Vodafone Business Multi-Cloud Platform](#)



# MOVE Hosted Private Cloud from Vodafone



## In a nutshell

Ready access to virtualised compute, storage and network resources, via a single self-service portal to keep you in control

## Purpose

- Meet the performance, security and compliance needs of different workloads
- Offload infrastructure and management complexity, and have the agility to respond to market opportunities
- Create virtual machines, logical networks and security policies within minutes
- Maintain a single source supplier for multi-cloud management and connectivity – using Vodafone Business Multi-Cloud Platform

## Ideal for any organisation

- Wanting to bring an increasingly dispersed cloud environment under control
- That needs to know exactly where data is located to ensure compliance
- Looking to speed up time to market and flex resource up or down
- Wanting to find a trusted partner to help them deploy the right private cloud

## Problems you may currently face

- Rapidly scaling infrastructure in response to new business demands
- Ensuring optimal application and workload performance
- Losing sight of what data resides, and where, across different cloud instances
- Staying in control of cloud expenditure
- Lack of specialist skills, expertise and available resource in-house

## Benefits

- Ability to operate with speed, flexibility and efficiency
- Lets you choose the optimum platform for your applications, with flexible commercial models
- A consistent management and governance experience
- Access to a range of on-demand service expertise – from professional to managed services – to accelerate cloud adoption

## Outcomes

- Private cloud solution fully fit for your business
- Self-service portal that simplifies management and accelerates time to market
- Ability to scale resources up and down on-demand

## Related services to explore

[Cloud Readiness Assessment](#) >

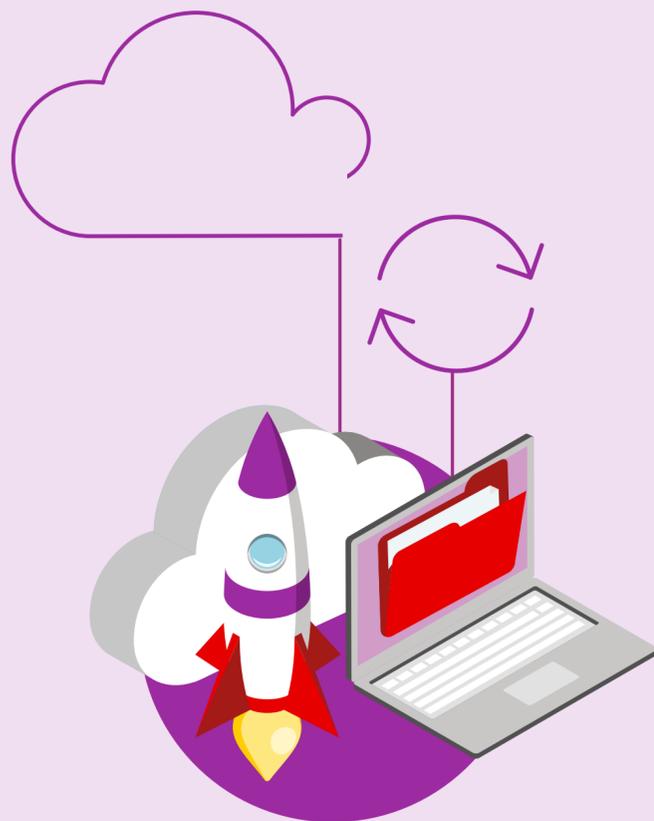
[Design & Configuration of Cloud Environment](#) >

[Cloud Migration Services](#) >

[Vodafone Business Multi-Cloud Platform](#) >

# MOVE

## Application Modernisation Services



### In a nutshell

Modernise your existing business applications for seamless migration to the cloud

### Purpose

- Convert single or multiple applications into a cloud-ready architecture
- Fully leverage APIs and micro services

### Ideal for any organisation

- With legacy office or business process applications that are end-of-life or no longer efficiently meeting business needs
- Already modernising their applications, but with concerns about their current approach

### Problems you may currently face

- Operational complexity and lack of required skills to transform
- Unable to leverage cloud flexibility and speed within current IT framework
- High development costs and slow deployments impacting current cloud strategy

### Benefits

- Access to a wide pool of specialist resources and skill sets
- Deliver cloud-ready applications without impacting your existing IT projects
- Provide cloud-ready hybrid architecture using micro-services that improve maintenance and extensibility
- Ensure alignment with business initiatives and plans

### Outcomes

- Delivers application modernisation including agile sprints, coding, testing, implementation and handover
- Optional proof of technology services to validate existing approach and confirm implementation plan and cost

### Related services to explore

[Application Discovery & Assessment Service](#) >

[Mobile Application Development](#) >



# MANAGE Need to know

Managing all the aspects of cloud operations, across multiple clouds, requires new approaches, thinking and skill sets.

Many organisations find they are increasingly lacking the much needed time, skills and resources in-house to effectively manage and secure their cloud services.

At a time when environments are becoming more complex and disparate, organisations are adopting more cloud services at pace, magnifying the problem.



**70%**  
of organisations today  
have 15 or more clouds  
in operation

Source: IBM Institute  
for Business Value

Wherever you are on your cloud journey, we can support you along that path. We can provide solutions to your business problems, reducing complexity and risk – and help you unlock data insights that will drive your business forward.

**Vodafone offers a range of managed services, to complement and augment the capabilities of your in-house team.**

## Driving the right outcomes for you

- Reduce management complexity and risk
- Ensure effective and efficient cloud utilisation
- Better protect data across your cloud environment
- Minimise business impact in event of a security breach
- Maintain regulatory compliance



# What's right for you?

# 1

## SCENARIO:

Taking control of a hybrid-cloud environment to deliver the right business outcomes

### Issue

**Growing number of clouds and vendors bringing cost and complexity**

### Example challenges

- Rising costs associated with managing multiple vendors and clouds
- Lack of governance around placement of workloads
- Ensuring cloud deployments are delivering value
- Gaining greater visibility and control of all assets deployed in the cloud
- Making it faster and easier to purchase and deploy new cloud services

### Recommended service

Vodafone Business Multi-Cloud Platform

[Learn more](#)



# 2

## SCENARIO:

New demands putting on-premise data centres under pressure

### Issue

**Finding a more cost-effective approach while ensuring security and resilience**

### Example challenges

- Managing complex systems
- Creating resilience at an affordable price
- Need to comply with stringent regulations on data usage
- Running critical applications that demand high performance
- Need to reduce CapEx and OpEx

### Recommended service

Managed Hosting and Co-location

[Learn more](#)



# What's right for you?

## 3

### SCENARIO:

Want help reducing the time and complexity of running multiple clouds

#### Issue

Ensuring standardised, highly available and secure IT environment

#### Example challenges

- Lack the in-house skills and resources to manage multiple clouds
- Improving operational efficiency
- Too much budget spent on IT maintenance rather than value add services
- Improving IT service quality and speed to market

#### Recommended service

Integrated Management Infrastructure AWS/Azure

[Learn more](#) ➔



## 4

### SCENARIO:

In-house staff spending too much time firefighting security issues and trying to minimise vulnerabilities

#### Issue

Finding the most effective way to protect the business against rising security threats

#### Example challenges

- Multiple security tools lacking integration
- Too much of a reactive approach to the protection of systems
- Concerns about high-risk gaps leaving the business exposed
- Increasing risk of cloud expansion without control
- Lack of actionable business insight

#### Recommended service

Security Professional Services

[Learn more](#) ➔



# What's right for you?

## 5

### SCENARIO:

Finding it challenging to detect increasingly sophisticated security threats

#### Issue

Organisation risks being exposed for greater periods of time

#### Example challenges

- Spotting security attacks
- Being able to respond quickly and effectively
- Capturing the right data and turning it into actionable insights
- Staying up-to-date to support current risks
- Knowing which threats to prioritise

#### Recommended service

Managed Security Information & Event Management

[Learn more](#) ➔



## 6

### SCENARIO:

Suffered or fear suffering a major security breach

#### Issue

How to provide a rapid and effective response to reduce the impact

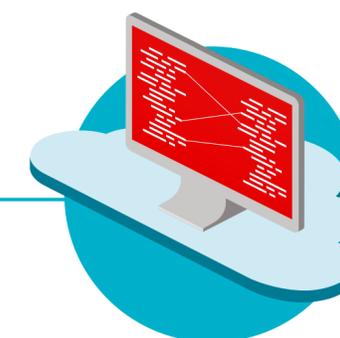
#### Example challenges

- Staying operational
- Managing and containing data leakage
- Lack of unified incident management process
- Ensuring rapid recovery
- Preventing future incidents

#### Recommended service

Incident Response

[Learn more](#) ➔



# What's right for you?

## 7

**SCENARIO:**  
Ensuring critical applications are secure by design

### Issue

How to ensure robust and effective application testing

### Example challenges

- Identifying and remediating security flaws
- Testing at scale
- Meeting regulatory requirements
- Delivering secure applications at speed

### Recommended service

Offensive Security Testing  
[Learn more](#) ➔



## 8

**SCENARIO:**  
Safeguarding the operations of Critical National Infrastructure

### Issue

How to ensure the highest levels of security are in place across environment

### Example challenges

- Skills shortages impacting security operations
- Concerns about a critical infrastructure breach
- Meeting growing regulatory burden

### Recommended service

Cyber Enhanced  
[Learn more](#) ➔





# MANAGE Vodafone Business Multi- Cloud Platform



## In a nutshell

Plan, buy, manage and operate your hybrid cloud environments, with a single 'pane of glass' that saves you time and puts you firmly in control

## Purpose

- Provide ready access to a catalogue of services – controlled and governed by your organisation's processes and rules
- Enable hybrid IT as a Service by integrating with various third party provider systems
- Deliver a unified 'shopfront' experience for procurement and operations governance

## Ideal for any organisation

- Keen to simplify cloud management and reduce time to deploy
- Concerned about lack of governance around placement of workloads
- Wanting to enforce and report on budget limits across departments

## Problems you may currently face

- Managing cloud sprawl and associated costs
- Regaining control of IT deployment processes
- Concerns about Shadow IT
- Getting the best return on cloud expenditure
- Lack of skills and expertise in multiple cloud platforms

## Benefits

- Simplify management – with all of your Vodafone Cloud & Security services in one place, for easy procurement and rapid deployment
- Implement governance and control of cloud spend via purchase workflows and customisable approvals
- Gain greater visibility of your cloud assets, through common inventory and discovery tools, to prevent sprawl

## Outcomes

- Access to your catalogue of services, controlled and governed by your processes and rules
- Controls in place to manage cloud spend and maintain visibility of all cloud assets

## Related services to explore

[Integrated Management Infrastructure AWS/Azure >](#)

[Public Cloud from Vodafone >](#)

[Hosted Private Cloud from Vodafone >](#)





# MANAGE Managed Hosting and Co-location



## In a nutshell

Enabling you to take advantage of purpose-built data centre capabilities to better meet changing demands

## Purpose

- Let you lease dedicated servers and associated hardware in a state-of-the-art data centre, expertly managed by Vodafone
- Give you secure, resilient and flexible data centre resources, while reducing your costs

## Ideal for any organisation

- With a sizeable and complex IT estate
- Placing high importance on data security
- Needing to comply with strict regulations on data usage
- Running critical applications that depend on high performance

## Problems you may currently face

- Managing and supporting multiple, complex environments
- Optimising costs with continued pressure on CapEx and OpEx
- Ensuring sovereignty and security of data
- Delivering compliance with local regulatory requirements

## Benefits

- Save capital costs of building and managing own data centres
- Market-leading security and compliance as standard
- Flexible infrastructure that can be scaled up or down as needs change
- Ability to provide the specific performance and availability required by applications

## Outcomes

- Flexible choice of IT infrastructure services
- Predictable monthly billing and OpEx model

## Related services to explore

Cloud Readiness Assessment [➤](#)





# MANAGE Integrated Management Infrastructure AWS/Azure



## In a nutshell

Supporting you with a fully managed service for multiple clouds firmly in tune with your business requirements

## Purpose

- Deliver operational efficiency and improved compliance through the effective monitoring and management of complex hybrid cloud environments
- Offer a scalable and cost-effective service to meet business needs while reducing IT costs

## Ideal for any organisation

- At the early stages of their cloud journey and lacking the experience to manage a server-based environment
- Wanting to offload the risk and expense of managing their server estate
- That's geographically dispersed and wants to centralise their data

## Problems you may currently face

- Lack of skills and resources to manage multiple cloud environments
- Low operational efficiency
- Too much IT budget being spent on maintenance
- Under pressure by other businesses or partners to improve IT service quality and speed of delivery

## Benefits

- Ensure standardised, highly available and secure IT environment
- More flexible delivery options
- Access to diverse expertise on demand
- Reduced operational and infrastructure costs
- Free IT staff to focus on more strategic tasks

## Outcomes

- A suite of managed services that deliver effective control of your infrastructure – delivered through multiple public clouds
- Ability to work across cloud-optimised and traditional business-critical applications
- Improved governance

## Related services to explore

[Cloud Readiness Assessment](#) >

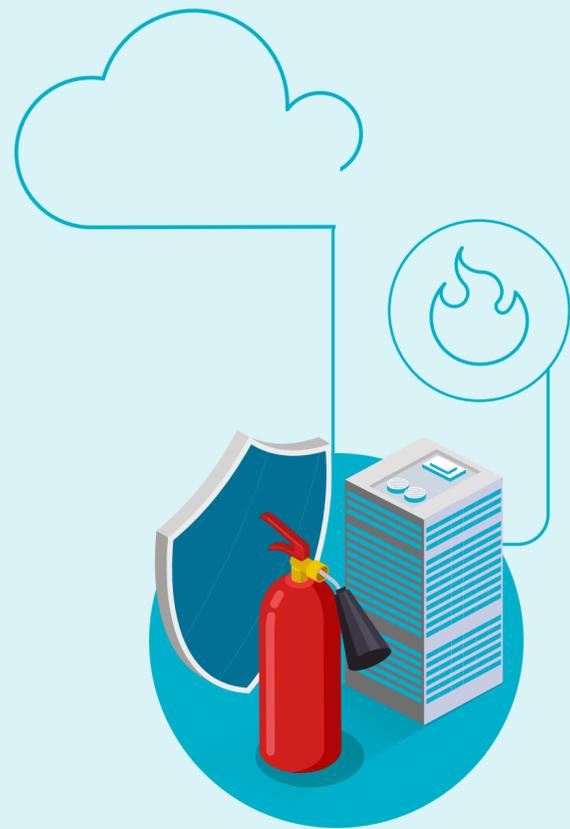
[Design & Configuration of Cloud Environment](#) >

[Cloud Migration](#) >





# MANAGE Security Professional Services



## In a nutshell

Delivers a proactive security service focused on maintaining, monitoring and managing key security infrastructure

## Purpose

- Deliver a fully managed service across security network infrastructure
- Centralise the management of cloud security services with visibility via a 'single pane of glass'
- Simplify and reduce the time to maintain and update systems

## Ideal for any organisation

- Obligated to comply with multiple security and data privacy regulations
- Needing to modernise security frameworks, policies and controls
- Moved to cloud but concerned about complexity and vulnerabilities
- Prone and susceptible to targeted attacks

## Problems you may currently face

- Multiple security tools that lack integration
- Failing to maximise value of current security investments
- Security staff spending too much time firefighting
- Escalating costs of running in-house security services
- Concerns about increasing risk exposure especially with cloud expansion

## Benefits

- Access to proven expertise, skills and techniques
- Scale and flexibility – with global delivery 24/7
- Defence and protection from advanced threats
- Increased visibility and intelligence into threat landscape and risk exposure

## Outcomes

- Fully managed security services designed to better protect your business
- Managed Network Security Services: offers health monitoring and management of network security agents across platforms and technology
- Server Workload Protection: provides active 24/7 protection for server devices
- Vulnerability Management: provides a platform to assess and report on the patch status of assets across the enterprise

## Related services to explore

[Security Assessment >](#)

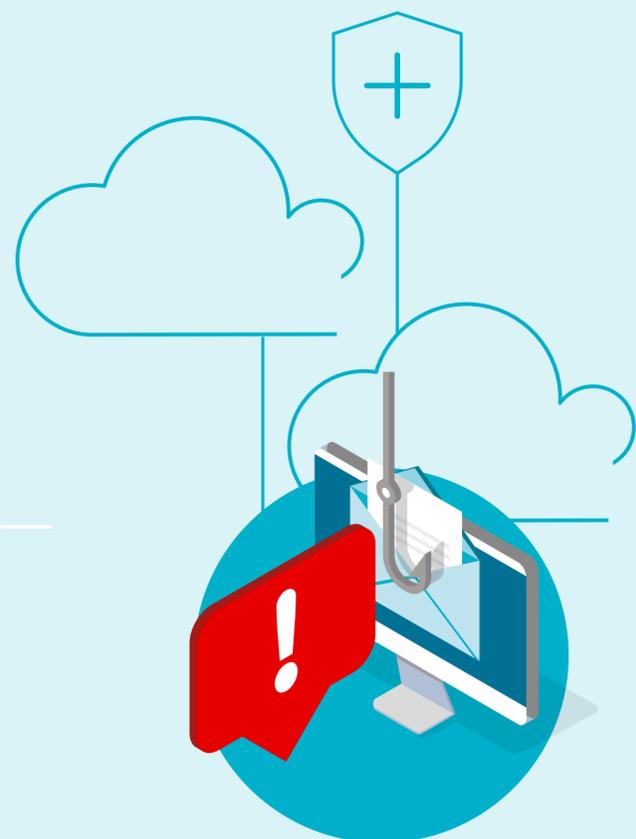
[Incident Response >](#)

[Managed Security Information & Event Management Services >](#)





# MANAGE Managed Security Information & Event Management



## In a nutshell

Enables your organisation to take a more proactive approach to security monitoring to accurately detect, prioritise and respond to threats

## Purpose

- Ensure proactive security monitoring, focused on trends across suspicious events and activities to deliver high levels of security
- Centralise the management of cloud security services with visibility via a 'single pane of glass'

## Ideal for any organisation

- Lacking full visibility of potential threats
- Challenged with staying on top of rising security attacks
- Overwhelmed by log events and network flow data from thousands of devices, endpoints and applications

## Problems you may currently face

- Concerns that security attacks are going undetected
- SIEM not optimised to capture data from across global operations
- Not keeping up-to-date to support current risks
- Difficulty knowing which threats to prioritise

## Benefits

- Design, deployment and optimisation of an advanced world-class SIEM for your organisation
- Real-time intelligent monitoring provides 24/7 security awareness
- Accurate detection and prioritisation of threats to support rapid response

## Outcomes

- A proactive approach to security monitoring, focused on trends across suspicious events and activities
- Delivers a higher level of security than purely monitoring for known vulnerabilities

## Related services to explore

[Security Assessment](#) >

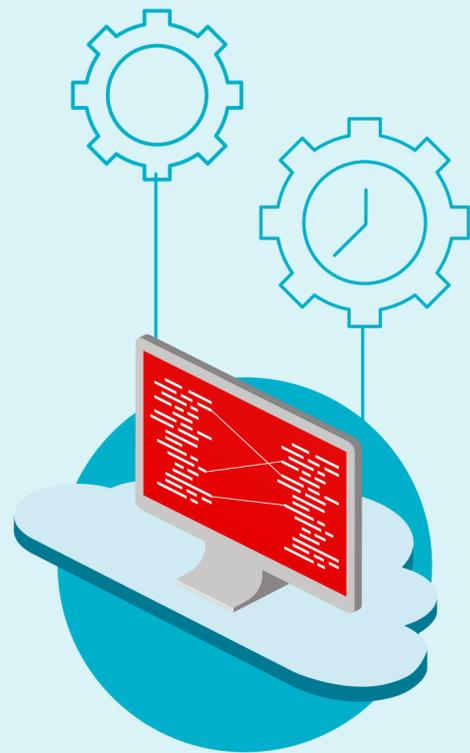
[Security Professional Services](#) >

[Incident Response](#) >





# MANAGE Incident Response



## In a nutshell

An incident response subscription service to ensure you're best positioned to respond in the event of a security breach

## Purpose

- Effectively respond to security incidents
- Deliver ongoing security management and future breach planning
- Ensure rapid remediation across complex infrastructure

## Ideal for any organisation

- Concerned about the impact of a security breach
- Facing an increasing volume of cyber attacks
- Operating in a highly regulated industry

## Problems you may currently face

- Planning for all eventualities should a breach happen
- Ensuring formal processes are in place to minimise the consequences
- Currently lacking a unified incident management process
- Lacking the specialist skills and expertise in-house

## Benefits

- Access to leading industry experts
- Effective and practiced response planning to reduce the level of breaches
- Mitigate brand and business impact
- Valuable insight to enable agile response to future threats

## Outcomes

- Support a proactive approach to cloud security
- Deliver analysis, intelligence, containment, eradicating, recovery and prevention
- Rapidly respond to incidents and mitigate the risks

## Related services to explore

[Security Professional Services >](#)

[Integrated Management Infrastructure AWS/Azure >](#)

[Offensive Security Testing >](#)





# MANAGE Offensive Security Testing



## In a nutshell

A suite of security testing solutions designed to help identify and remediate security flaws

## Purpose

- Deliver application penetration testing to gain a proactive view of security vulnerabilities
- Offer Automated DevSecOps assessment to identify key threats in development environments

## Ideal for any organisation

- Wanting to know about their application security position
- Operating in an industry that mandates application testing
- Delivering critical applications they can't afford to fail

## Problems you may currently face

- Concerns about security flaws in key business applications
- How to test at scale without compromising security
- Meeting regulatory requirements and compliance needs
- Delivering secure applications at speed to meet new business demands

## Benefits

- Identify and remediate security flaws before potential criminals
- Deliver secure by design applications
- Maintain industry best practice and meet regulatory requirements
- Valuable insight to enable agile response to future threats

## Outcomes

- Application Penetration Testing offers expert human testers who will manually discover and exploit vulnerabilities to simulate a real-world attack
- Reports on the application's overall security position, including level of risk and recommendations
- DevSecOps assessment uses an automated suite of tools to identify potential security vulnerabilities with the results reviewed by a human analyst
- Reports on vulnerabilities, their location and associated level of risk with clear recommendations

## Related services to explore

[Security Assessment](#) >

[Security Professional Services](#) >

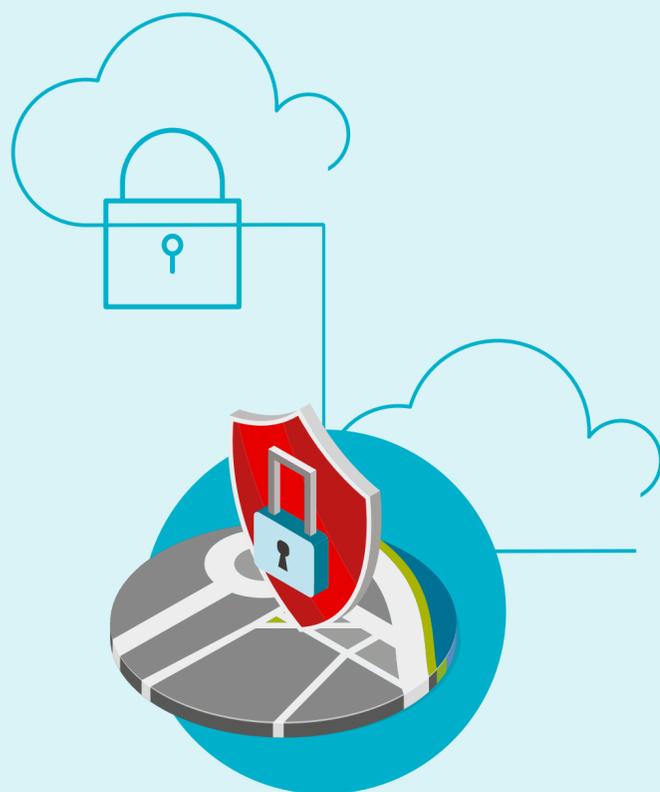
[Managed Security Information & Event Management](#) >

[Incident Response](#) >





# MANAGE Cyber Enhanced



## In a nutshell

High-performance cyber security solutions designed to protect the valuable resources and digital estates of critical national infrastructure providers

## Purpose

- Provide security incident detection across the full IT estate
- Ensure optimal strength and resilience of firewalls
- Deliver bespoke managed security services

## Ideal for any organisation

- Looking to safeguard critical national infrastructure services
- Handling high value transactions and data
- Finding themselves frequently targeted by hackers

## Problems you may currently face

- Skills shortages impacting your security operations
- Limited resources to provide rapid response to security incidents
- Facing an explosion of endpoints that may be at risk
- Building a business case for investment in security

## Benefits

- Find security incidents quickly and limit potential breaches
- Mitigate risk with Vodafone's deep network expertise
- Stay a step ahead of global threats
- Take advantage of best practices used by government and the military
- Bolster your knowledge with our 20 plus years of cyber security experience

## Outcomes

- Protective Monitoring: 24/7/365 surveillance delivers confidence in the strength of your network and systems
- Managed firewall: manages, monitors and supports your firewalls to ensure optimal strength and resilience
- Managed Security Services: bespoke solutions to deliver the right level of support, customisation and ongoing resourcing for your organisation

## Related services to explore

[Security Assessment](#) >

[Security Professional Services](#) >

[Managed Security Information & Event Management](#) >





# 4

## Why Vodafone?





# Why Vodafone for Cloud & Security?

We offer the most comprehensive portfolio of cloud, network, edge, IoT and security solutions tailored to meet your needs.



## Scale

**Globally delivering cloud and managed services across six regions worldwide.**

Broad choice of clouds and managed hosting services ensuring the right platform for your applications and the flexibility to move to the cloud at your own pace

Assured data sovereignty – local data centres to take care of in-country data sovereignty legislation

## Simplicity

**Strategic partnerships with IBM, AWS and Microsoft to bring you best-in-class.**

Single global provider for cloud, fixed and mobile networks – bringing together world leading connectivity, IoT and multi-cloud solutions

Contract simplicity – consumption-based pricing model provides simple billing and predictable, flexible commercials

## Trust

**Relied upon by over 10 million enterprises globally – including two-thirds of FTSE 100 companies.**

Resilient and secure Tier-3 data centres (ISO27001) – to meet business continuity needs and ensure mission-critical applications are always running

End-to-end data security – complete assurance from device to cloud without data ever leaving our network





# The path to data-driven innovation

Vodafone is ideally placed to help you unlock the value of your data to power innovation.

We're at the forefront of leading technology advances – from 5G to the cloud.

We uniquely understand how the convergence of these technologies can be applied by organisations across both private and public sectors, to deliver on business goals – now and in the future.

**Together we can help you manage your IT and data infrastructure more efficiently across AWS and Azure Public Cloud, and Vodafone Private Cloud, over any network, edge and device – anywhere in the world.**

**SDN**  
Bringing state-of-the-art software defined networks to 74 countries worldwide

**Multi-Access Edge Computing**  
Working with AWS to bring the cloud to the edge of the network – a first in Europe

**5G**  
Pioneering the roll-out of next-generation wireless connectivity – with a goal to reach 90% of the population in Europe

**IoT**  
A recognised global leader close to enabling 100 million IoT connections





# What next?



## Simply connect

Request a one hour virtual workshop with our experts to discuss your needs >



## Discover and imagine

Sign up for a half- or full-day cloud innovation workshop with key stakeholders to explore your next best move >



## Assess your estate

Contact us to explore how one of our advisory services can best meet your needs. We offer a:

- Cloud Readiness Assessment
- Application Discovery and Assessment
- Security Assessment



## Get in touch

Contact your Account Manager to discuss your next steps in your cloud journey





**vodafone**  
business