Cloud Transformation Consultancy

Help your customer with their digital transformation journey. Node4's digital innovative discovery tool.

In the world of Cloud Services and Hosting, the IT industry never stands still for long. For now, more than ever a consultative relationship between you and your customer is the best way to engage and create lasting value.

Your customers want a rewarding affordable, disruption-free, efficient service. Without doubt, the best way to achieve that is with insight and preparation.

One of the biggest challenges when working with customers across digital transformation is the lack of reliable data on which to draw conclusions. You need to capture everything from the physical power consumption and rack space through to the processor, ram and storage utilisation figures.

The only way to work towards digital transformation, DevOps and Bimodal IT efficiently is to budget accurately, basing your work on real world data, regarding your current application environment; and by working with a partner that can help you deliver this value-added service.

When your customers are at the start of their digital discovery journey, looking at how and what technology can optimise their business, should be your first step.

"Our consultancy work is built on detailed knowledge and data about your current IT environment. This tool makes that happen. Node4 has invested in technology which optimises consultancy time and offers our clients a totally transparent roadmap to digital transformation."

Steve Denby, Head of Solution Sales, Node4.

Key Benefits

✔	Low Entry Cost
✔	Simple & Easy Set Up
✔	Secure Data Collection
✔	Advice based on real world customer data

Why?

It's practically impossible to plan the right budget and project plan for your business if you don't have a detailed view of your current environment and what changes will deliver most ROI. This affordable tool lays the foundation for a smooth transformation, planned on the very specific needs of your customer.

Our state-of-the-art tool doesn't just measure capacity, it captures everything from physical power consumption and rack space through to processor, RAM and storage utilisation figures.

In many projects, there will still be physical migrations of hardware to co-location, alongside the collapsing of virtual infrastructure into IaaS, PaaS or hyperscale platforms such as Amazon AWS / S3 or Microsoft Azure.

For more information on Cloud Consultancy or other products and services we offer please call our Sales Team today on 0845 123 2222 or email us at info@node4.co.uk

node4.co.uk   Empowering business to do more

How?

We have invested in technology that allows us to provide simple engagement units that can be utilised by you to provide valuable insight into your customers' business. These engagement units provide both the tools and the consultancy time to analyse the data we collect. We place an agentless tool into your customer's environment in the form of a virtual appliance. We typically run data gathering for 34 days to capture month-end routines and their effect on the environment.

Throughout this process, our consultants will support you to ensure that the correct operation of the tool and usable data is gathered. Once we have data, we can begin to group and analyse it. Based on this information and coupled with intelligence gathered by our consultants about your required outcomes, we can offer sound advice on your customers' transformation strategies.

Each engagement unit measures x1 physical server (including any virtual servers running on it) and is charged at £150 for environments of 20 servers or under. Environments over 20 servers are priced on application.

Tools & Data Analysis

Hardware Data Enrichment

- Serial Numbers
- Asset Tags
- Warranty Status where available from Vendor, estimated where not
- Rack Space used in U
- Annual Power Costs
- Annual Carbon Footprint

Normalising Compute Workloads

- Identify Processor type and quantity
- Server Names both physical and virtual
- Operating Systems
- Processor Utilization in GFlops
- Memory Utilization
- Storage Capacity
- Storage IOPs Performance
- Storage Volume Layout

What you can expect

- Node4 will provide the virtual appliance and presales support so it is installed correctly – this is a simple unobtrusive process.
- Our presales consultant will support you as you check in with your customers after a few days, ensuring data is appearing in the tool, allowing us to draw some initial conclusions to support discussion.
- Key metrics will be charted and graphed to provide easy-to-understand figures.
- A full report will be generated and explained with advice which is relevant to support your customer's business case. We will then work with you on next steps.

Why Node4 Partner Markets for your customer transformation?

The Node4 Partner Markets' ambition and passion is to deliver a channel without challenge - enabling our partners to negotiate the mid-market business community and the challenges these organisations face and navigate cloud transformation with their own customers. We know that one size and service does not fit all. We also know that digital transformation is on most of mid-market organisation's business roadmaps. How do we know? We've been out into the business community and asked the questions. We help the Channel tackle these mid-market customer challenges, enabling our partners to better understand and monetise the top three priorities of Cloud Transformation, Collaborative Workplaces and Security.

It is important to note for those new to the service, Node4 do not di-rectly install the data collector application. Node4 never has access to login credentials and is never able to see user data only performance and capacity metrics returned by the various system counters.

Empowering business to do more

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