

# Cloud Transformation Consultancy

Node4’s innovative discovery tool enables you to transform your digital transformation journey.

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 a service provider is the best way to engage and create lasting value.

You want a rewarding affordable, disruption-free, efficient service. Without doubt, the best way to achieve that is with some prior preparation.

One of the biggest challenges within digital transformation is the lack of reliable data on which to draw conclusions. We 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, measuring your current application environment. That’s why when you are at the start of your digital discovery journey, looking at how and what technology can optimise your business, this 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 your very specific needs.

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.

## How?

Node4 have invested in technology that allows us to provide simple engagement units to your 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 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 presales consultants will support you to ensure 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 a transformation strategy.

## 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

***Each engagement unit measures up to 50 devices and is charged at £550 for environments of 300 Devices or under. Environments over 300 devices are priced on application.***

## What you can expect

- Node4 will provide the virtual appliance and presales support to you to get it installed correctly – this is a simple unobtrusive process.
- Our presales consultant will check in with you after a few days to make sure data is appearing in the tool and 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 business case. We will then work with you on decided strategies.

***It is important to note for customers new to the service that Node4 do not directly 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.***