



REGAL CLOUD

Your Cloud Transformation Solved

Whatever stage of the journey you're at,
our **Nimbus** product can help.

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Navigating the Cloud

With the right partner, no part of your journey needs to be daunting and could quickly be a profitable investment

As a true partner we work hard to understand your business needs, its the only way we know how to succeed

Our highly experienced and skilled team and daily experiences across clients helps us keep pace with the rapidly evolving public cloud landscape

Your business plans and models are at the centre of our flexible cost model that always seeks to reach the highest standards of delivery and quality

Our belief in a compact and responsive sized organisation consistently; outperforms even the most powerful giants in this landscape

We work hard to scale to the right size to; help you achieve your business goals to gain and maintain the hard-fought edge required in the competitive global economy

Introducing Outcome Based Delivery

Outcome-based delivery is the growing model that has come to define modern program delivery across public and private sectors.

Most often this is driven by a Statement of Work (SoW). This is the future and the natural replacement to traditional and expensive consultancy practices or time and materials contractors.

Our SoW's are not an off-the-shelf product, they are an offering to address your problems, challenges or brand's opportunities efficiently and effectively. Achieved by engaging with exceptional talent to deliver outcomes that few can match for ROI or agility.

Every SoW is led by a world-class subject matter expert and the program will be fulfilled by a hand-picked team of specialists in parallel to current project priorities or in parcels of work to support large-scale cloud transformation change, efficiency or optimisation projects.

Result first thinking	Change and Engage	Technology	People
In-built project management and governance tied to payment by deliverables model.	Best in industry ways of working - Agile, DevOps Prince2, Lean, Scrum and Kanban.	Proven success of delivery, tool-sets including training documentation and knowledge transfer.	Wider access to the best talent in the marketplace, with reductions in both management overhead costs and risk.

Nimbus Explained: The Methodology

Nimbus has been designed to fill the gap between the traditional and expensive models of consulting partners and the alternative of adding contractors to deliver programs.

Nimbus addresses the growing demand for organisations of all sizes to outsource parcels of work to speed up delivery. Also, it is an alternative solution to perpetually adding staffing costs.

This is the proven methodology that has brought considerable success for Nimbus clients.

As mentioned, our SoW programs are not an off-the-shelf product, they are an opportunity to solve a problem and deliver a specific outcome for you.

These outcome-driven services and projects are exactly that - contracts that define success both day-to-day and by the results they deliver.

Such outcomes are clearly defined and agreed during the procurement and contracting phases, then implemented into

the project and service management methodology as goals and milestones.

This approach ties successful project outcomes to reporting metrics, KPIs SLAs and other critical-to-quality metrics - typically defining payment to suppliers as well.

Additional costs and budget transparency are realised via a fixed-price payment model for the entire project - with payment released upon quality and progress milestones being achieved - thus significantly reducing the risk profile of long-term projects to your business.

It is also worth noting that, outcome-based delivery models are inherently **100% outside IR35** (applies to the UK only).



Why are we Different?

By leveraging our professional services associates you can implement your technology transformation and cloud operations initiatives with complete trust and visibility of project outcomes.

- Multi-cloud expertise and relationships
- Unbiased cloud agnostic approach
- Transparent and flexible cost model

Our practical approach will help you complete your business technology goals working with a team of Technical Consultants, DevOps Engineers, Architects and Cloud operations Project and Programme Managers.

We will take the time to understand your technical objectives and then work with you and the internal teams to ensure business continuity.

Service Comparison Table	Self Managed	Regal Consulting	Traditional SI
Cost Profile	✓ Low cost initially, rising over time	✓ Flexible, transparent and optimised over term	✗ Fixed term contracts, change control hell
Services provided	✓ Implement & operate	✓ Implement, operate, optimise & innovate	✓ Implement & operate
Approach to service delivery	✗ Reactive, maintain status-quo	✓ Tech-enabled, proactive & customer focused	✓ Time and materials
Contracts	✗ Complex, multiple vendors	✓ Outcome-based, single vendor, flexible contracts	✗ Labour-based, multiple vendors. Tied-in, minimum terms/spend



Our Service Offering

Regal Cloud will work with you to understand what business drivers should shape your cloud adoption and discuss the benefits this will have across your organisation and people.

Our model allows you to answer the key questions:

- How long will the transformation take?
- What can this transformation deliver and what business value will it add?
- What are the risks and how do we ensure business continuity?
- Investment required and long-term financial gain?

Regal Cloud will deliver a blueprint that summarises the action plan required to deliver this transformation project and highlight the challenges your business will need to overcome.



Multi-Cloud Consulting



Transformation Advisory



Enterprise Architecture



Application Migration



**Cloud Readiness
Assessment**



**Patch Management
Automation**

All provided on major CSPs

(Cloud Service Providers AWS, GCP, Azure and Hybrid multi cloud models)

Cloud Readiness Assessment

Regal Cloud will work on a full cloud readiness assessment that enables you to save time and money when a transformation project starts. Working with your technical teams and internal departments, this approach will ensure when the time comes there are no surprises. And typically we find our clients realise a **10x cost saving** when undertaking their cloud transformation journey.

x10
SAVING



Proven Methodology

We tailor our approach to deliver your business outcomes.

The Successful Journey



Choose the right cloud service, agile and flexible. Switch at a time that suits your need from one to the other.



Ensure you are on the right platform at the right time for the right cost.



Strategic alignment and risk mitigated change programme.



Customised programme designed to meet your specific needs.

Cloud Migration



ASSESS

Understand current state, augment existing audit, detailed migration and target platform assessment.



DETAILED PLANNING

Dependencies, priorities, compliance & security.



RECOMMENDATIONS

Define migration approach and replay to you.



MIGRATION & TRANSFORMATION

Commence and deliver migration and transformation activities.

Application centric, Risk mitigated; Priority driven; Business aligned and Outcome focused

Successful Projects

CLOUD STRATEGY

Led the cloud strategy, cloud enablement, Cloud services and end to end security architecture capability for enterprise customers across EMEA & LATAM for a leading Professional Services organisation. Accountable for all Financial Services engagements across the Professional Services business unit delivering multiple concurrent engagements. Accountability for revenue generation and P&L with enterprise class companies. Responsible for proposition creation, go-to-Market strategy and execution. Multi cloud delivery across EMEA onto Google Cloud (GCP), Amazon (AWS), Microsoft (Azure) and Alibaba including IaaS, PaaS, Analytics & ML. Led multiple teams & partners to success.

AWS CLOUD

Led the technology arm of a global insurance provider for a transformation programme to the Cloud (AWS) Complete end to end transformation of people, process and technology. Worked alongside the business and technology stakeholders to shape the delivery of a new operating model to Amazon's public Cloud. Acted as a strategic advisor to help with the the cultural transformation challenges. Accountable for the £10M budget

GOOGLE CLOUD

Led the Cloud Data Transformation to Google Cloud Platform for a one of the largest media organisations globally. Built new capabilities in the Data, Technology and Operations line of business using GCP. This helped remove previous constraints from legacy technology platforms to unearth new data analytics. Total budget over 3 years £30 million and had complete accountability for £30million Cloud OPEX. Leadership of 60+ headcount, (Programme managers, PM's, product owners, scrum masters,

PATCHING AUTOMATION

Patching Automation Service - Automating the patching of the infrastructure via Ansible. Data shows the majority of data breaches (57%) can be directly attributed to attackers exploited a known vulnerability that hadn't been patched. The average time to patch is currently around 102 days, increasing the risk of attack. Unfortunately, the risk unpatched systems pose is increasing. Once a vulnerability has been disclosed and a patch has been released it's a race for organization for apply the patch before attackers begin actively exploiting it.

That window of time is shrinking dramatically, with numerous examples in 2018 where attackers were able to launch attacks abusing new vulnerabilities just days following their disclosure. By automating this process we reduce risk, overcome complexity, increase compliance and free up internal staff to focus on strategic projects.



Discovery call or meeting to understand how Regal Cloud can help you achieve your business goals.

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