



Case Study

# Global Consumer Goods Manufacturer Implements Business Case, TCO, and Execution Plan for Cloud Transformation

## The client

The client is a top-five world leader in consumer goods manufacturing. The company employs more than 115,000 employees in 23 countries.

## The challenge: Provide crucial information and a roadmap for a major cloud transformation initiative

The company had set an aggressive goal of moving 80% of its global workloads to the public cloud by 2020. This initiative was due, in part, to its aging infrastructure, and one of the objectives was to achieve positive Total Cost of Ownership (TCO) in the cloud.

However, due to merger and acquisition activity, staff reductions, and other factors, there was limited internal knowledge of the organization's applications, which included legacy and highly customized systems. Plus, there were many complex, business-critical workloads among those to be migrated to the cloud. The company had previously worked with multiple third parties for cloud readiness, discovery, analysis, and planning efforts, but none could engage and document completely the client's entire estate after months of work.

## Industry:

Manufacturing

## CDCT provided:

- Comprehensive 10-year TCO analysis by workload
- Detailed application and IT inventories, and dependency maps enabled by proprietary SnapStart data collection tool
- Comprehensive Business as Usual (BAU) financial by workload
- Detailed application remediation roadmaps to replatform, refactor, replace, etc.
- CapEx/OpEx change forecast
- Investment cost estimate to transform workloads for public cloud compatibility

## CDCT services:

- Unix replatform assessment and findings
- Consolidation assessment and strategy

## The solution: In-depth analyses of operational needs and financial scenarios

Initially engaged on a small data center relocation, Cloud + Data Center Transformation (CDCT) was asked to prepare the client for the new undertaking by performing a comprehensive 10-year TCO analysis by workload. Our team also used our propriety SnapStart data collection tool to scan large numbers of servers and create detailed application and IT inventories and dependency maps. Plus, we delivered detailed remediation roadmaps for replatforming, refactoring, and replacing applications. In addition, we provided a BAU financial by workload.

We also produced a forecast on how the company's CapEx and OpEx scenarios could change along with an investment cost estimate to transform workloads for public cloud compatibility.

## The benefits: Full transparency into the costs, challenges, and benefits of cloud transformation and a plan for making the transition

The detailed plans we provided to the client have given them clear insight into how cloud transformation will affect their business. This includes the potential for millions in savings annually in terms of reduced OpEx costs and reduced CapEx refresh expenses.

With the financial analyses we have delivered, the client can move forward with budgeting for the transformation initiative. Just as importantly, this initial engagement has produced a shift to a cloud-focused internal culture and greater readiness for the operational changes to come.

### Benefits:

- Shift to cloud-focused culture and operations
- Plan for reducing OpEx costs by millions annually
- Plan for reducing CapEx refresh costs by millions annually
- Insight on how cloud transformation will impact the business
- Ability to move forward with budgeting based on financial analyses provided
- Data completeness improvement of 50% from SnapStart review
- Accuracy confidence increase from 70% to 98% from SnapStart review

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