Why a Multi-Cloud strategy is your ally against uncertainty

Expert insights from Fujitsu cloud thought-leader, Sanjeev Kamboj

Living through the pandemic has forced businesses around the world to confront how resilient they really are. Organizations of all shapes and sizes have had to rapidly figure out how to keep their employees operational from home, and many have adopted new service models or leapt ahead with Service 4.0 concepts and technologies. With businesses having had to react in any way they can, it’s been a case of responding to a crisis on demand.

Many organizations have also had to consider how much technical debt they’re carrying. Before COVID-19 hit, many were taking a “we know we need to do X, Y and Z at some point in the future, and we’ll get to it eventually,” approach. Now, it’s more like: “we need to do this now.” As such, processes have been pushed through in double, triple, quadruple time. And, services that might’ve previously taken years to implement have been set up in months or even weeks which puts potential strain on existing business, operations, and service processes.

Sanjeev Kamboj is the Head of Sales & Pre Sales for Fujitsu’s Applications & Multi-Cloud Business in Northern and Western Europe. He is responsible for enabling organizations and international Governments to adopt and leverage cloud services.

In addition to holding leadership positions at Fujitsu for the past six years, he has over 25 years’ experience in the technology services industry. He holds a degree in Electrical Engineering from Manchester University and an Executive MBA from Cranfield University.

shaping tomorrow with you
Exiting your current data centers by migrating to a cloud service.

Using the cloud for disaster recovery, via a migration pathway.

Making the step to the public cloud, by migrating without majorly reworking your apps.

Fully jumping to public cloud and transforming your apps estate.

Multi-Cloud makes it possible

A Multi-Cloud environment allows businesses like yours to scale and innovate fast. With a Multi-Cloud approach, options become available that allow you to become more efficient and resilient, and calculate total economic impact (TEI) across dimensions such as total cost of ownership (TCO), operations, services and skills, and innovation. You can enhance your services to meet your customers’ changing needs, and address the market with new, better offerings. You can respond to disruption in your industry including social, economic, and digital forces. What’s more, you can go on to disrupt your industry when the time is right. All of which allows you to respond today—and evolve tomorrow. Of course, when making the move to Multi-Cloud, you’ll want to make sure that you’ve considered every potential security stumbling block, so you can keep your infrastructure and data safe and secure and thus protect your customers, business, and brand. Your technical risk will be under scrutiny from governing bodies too. With the right cloud providers, and the right partner by your side, you can strengthen your compliance against various standards and potential threats. A consideration that’s particularly important in this changing world we’re living in.

Moving towards the cloud and modern applications

VMware knew that virtualization was the best approach for organizations looking to make the most of their existing platforms. While their original offering was groundbreaking in its day, they are aware that they need to maintain momentum, and evolve with and drive changes in technology. Thus, they switched focus to provide customers with a route to the cloud too.

We know that migrating to the cloud is only the start. By transforming your apps at the same time, and by leveraging new technologies to build the next wave of cloud-native applications, you can respond to today’s uncertainty and evolve when the time is right. Projects involving migrating to the cloud might include:

Pace and agility in practice

So, many businesses have successfully managed to accelerate plans that’ve been in the pipeline for years. In addition, they’ve somehow expedited all of the conversations, implementations, and upskilling required to get such projects moving. It’s amazing to see how different teams from across these organizations have come together to work towards a common goal.

Such a change of pace has been tough on everyone, but many businesses have proven that it can be done - especially with the right support - and the right technology, of course. At Fujitsu, for instance, we’ve helped many organizations adopt a cloud-based approach to transform their businesses in a remarkably short space of time.

At Fujitsu, the vast majority of the businesses we’ve worked with have wanted to tackle the first two projects. But we’ve also encountered organizations with multiple departments which, for business reasons, have ended up evolving in different areas at different speeds. In this way, we’ve helped many businesses mature and move towards their desired goals, in a way and at a pace that feels right for them.
Avoiding complexity

Undertaking the aforementioned projects can be hugely complex, especially for enterprises. So, why do some Multi-Cloud projects fail?

The answer is: with such a rich tapestry of services on offer, it can be hard to identify the best options for your business, and just as easy to take a wrong turn along the way. If you’re considering the move to Multi-Cloud, there are three main issues you’ll need to navigate:

Emergent technology
By its very nature, emergent technology is always changing. The right partner will ensure you’re harnessing all the right technologies and gaining the maximum benefit.

Structural considerations
You’ll need to have the structure, teams, SLAs, and KPIs in place to steer and support your move to Multi-Cloud. For this, you'll need a partner that can support you every step of the way, from planning and deployment through to governance and management.

Supplier ecosystem
Involving many parties in migration and transformation projects means that every little change is likely to affect multiple providers, stakeholders, service constructs, and so on. The right partner will help you find your way around all these tricky complexities.

So, what does the right partner look like?
A good cloud transformation partner like Fujitsu will, first and foremost, guide you through these complexities, so you can have far less to worry about. They will also:

- Use up front analysis and modelling based on real assets - so you can learn how the cloud can help you through this period of uncertainty and beyond, and build a solid business case.
- Have demonstrable experience of working with organizations of all industries and sizes.
- Consider your existing business assets, and how these might work within a Multi-Cloud environment.
- Make everything simpler with, e.g., a unified management interface and billing system. This will allow you to manage - and keep track of payment for - all of your cloud platforms, together.

They’ll also help you avoid ‘OSINTOTs’ - those being the things that make you think “oh sugar, I never thought of that.” Trust me, Multi-Cloud projects, if not approached correctly, have the potential to be an absolute minefield for OSINTOTs...

My top tip for Multi-Cloud success
Which leads me on to my final point. With the world on pause, there’s never been a more opportune time to think. To consider. To learn. To plan.

My top tip is that you should use this time to consider how Multi-Cloud could benefit your business. Not only in terms of responding to short-term challenges, but as you evolve in the future.

»"Service 4.0 is an adaptive model for the delivery of technology and service for the business, customers, and partners. It is a human- and technology-centric model built for the digital era and beyond, and embraces technology development, consumption, and deployment and service. In doing so it provides the ability to adapt at pace, keeping in sync with business demands and technology innovations.«

Marcus Robbins
Head of Consulting & Professional Services, Fujitsu NWE

We'd love to help you explore your specific requirements, or to book you in on an online workshop at our Digital Transformation Center. If this sounds good to you, please don’t hesitate to get in touch with us on askFujitsuHQ@ts.fujitsu.com

©Copyright 2020. Fujitsu, the Fujitsu logo, are trademarks or registered trademarks of Fujitsu Limited in Japan and other countries. Other company, product and service names may be trademarks or registered trademarks of their respective owners. Technical data subject to modification and delivery subject to availability. Any liability that the data and illustrations are complete, actual or correct is excluded. Designations may be trademarks and/or copyrights of the respective manufacturer, the use of which by third parties for their own purposes may infringe the rights of such owner. All rights reserved. ID-6963-004/09-2020.