

Softcat

# MAKING THE MOST OF HYBRID INFRASTRUCTURE

TRANSFORM YOUR SYSTEMS AND OPERATIONS WHILE DRIVING BUSINESS SUCCESS, WITH A HYBRID INFRASTRUCTURE SOLUTION FROM SOFTCAT.



## YOUR JOURNEY BEGINS HERE...

Rather than thinking of hybrid infrastructure as a solution, we believe it should be a journey – one in support of you defining and selecting the right balance of interconnected and secure technology platforms across datacentre, edge, private, public or hybrid cloud.

This journey will often centre around common IT strategies and traditional business goals, but it's important that the decisions you make for today can evolve based on tomorrow's requirements. This is critical in creating a foundation for success.

Your hybrid infrastructure should enable you to increase the pace of change; optimise the use of existing investments; modernise the datacentre; achieve sustainable development goals; reduce cost; develop new products and services; address a skills gap; and re-focus the time spent supporting IT toward innovating for the business.

*"A hybrid infrastructure can help future-proof your operations to ensure competitive advantage and meet the demands of continually evolving technology."*

Because almost any number of technology platforms can be brought together as part of a hybrid infrastructure – and tailored to your exact needs to ensure maximum efficiency and effectiveness – we're here to help you identify the right ones based on your unique requirements.

At Softcat, we can recommend value-added, customer-focused services, and support you on your journey with our framework for success.

## HOW SOFTCAT CAN HELP

Here's a brief outline of some of the technology platforms you can combine to build an effective hybrid infrastructure.



### Public cloud

As both a technology platform and a change in operation model, public cloud enables you to achieve the innovation, reach, performance and efficiency you need to remain competitive.

#### How we help:

##### Commercial management and intelligence

We analyse your requirements and provide recommendations to ensure efficiency and cost-effectiveness.

##### Migration and modernisation

We review, consult and manage services that can evolve and transform your workloads.

##### Operations and optimisation

We evaluate your skills and expertise to ensure suitability and responsiveness.



### Private cloud and datacentre

Not all systems are cloud ready, which is why it's important to modernise your datacentre and private cloud capability to provide maximum flexibility, security and operational excellence.

#### How we help:

##### Modernised datacentre

We can apply workloads to sit within a datacentre or an edge location to evolve your use of compute, storage and network.

##### On-demand infrastructure

We can transform how you financially and operationally consume technology to make it more scalable and efficient.

##### Platform software

We can work with you to ensure greater portability of applications, security and flexibility of your technology platforms.



### Networking and connectivity

Connectivity is king when it comes to linking your people to the systems, applications and information they need to get the job done – so it needs to remain reliable at all times.

#### How we help:

##### Wide area and edge

We seamlessly interconnect all your data, systems, customers and staff.

##### Site and campus

We connect your people and platforms locally to office and business environments through wired and wireless connectivity.

##### Cloud and datacentre

We provide a range of options to securely interconnect all your platforms to optimise user experiences.



### Management layer

Storing and backing-up data properly has always been vital. But the real value of data resides in the insight you can gain, and how this can be leveraged to optimise your business.

#### How we help:

##### Visibility

We evaluate your infrastructure availability, application performance and development performance.

##### Automation and orchestration

We orchestrate and test the infrastructure deployment and application configuration.

##### Data and governance

We cover the basics, such as how to store, backup and recover traditional datasets.



### Hosting and edge

As more and more people work remotely at greater distances from their offices, it's vital that you ensure your data, users and workloads can reside where you need them to.

#### How we help:

##### Hosting

We can consolidate your technology investments into a facility that enables you to out-task the responsibility for availability.

##### Edge and modern workplace

We can provide infrastructure solutions for your workload systems that produce or consume data from various locations.

### Saving time

*"Nuffield Health has saved around three FTE hours each day, and now spend less than one FTE hour each day checking issues."*

A spokesperson for Nuffield Health

*"The support I received was also exceptional. I was presented with a workable solution that saved me hours of potential work."*

A spokesperson for Citadel Chambers



### Reducing cost

- Softcat enabled a £270K cost saving for Splash Damage, using a cloud data management solution vs traditional on-premises technology.
- Softcat recently reduced public cloud spend by 27% for The AA.

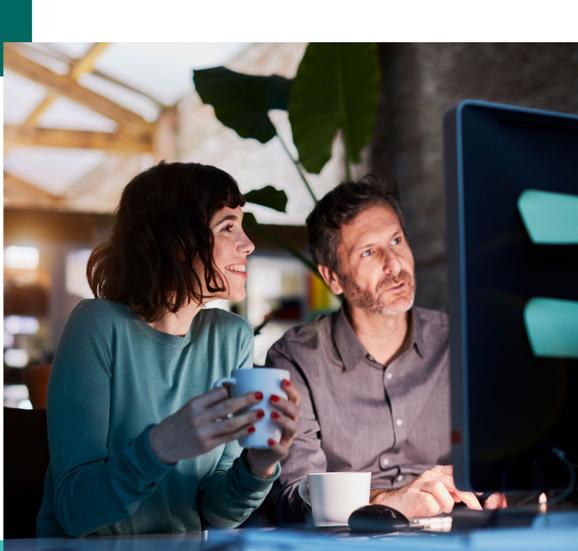


### Increasing the pace of change

- Softcat reduced forensic analysis time from days to hours with a digital forensic platform on AWS for a UK Government organisation.
- Softcat delivered a 30% reduction in the deployment time of a previously similar solution to AWS meaning for Neueda.

## OUR APPROACH

At Softcat, we have devised a tried-and-tested framework to help you successfully procure and implement the technology solutions you need to optimise your hybrid infrastructure quickly and effectively. It consists of four stages, which can be applied together or independently.



## THE SOFTCAT FRAMEWORK



### DISCOVER

We provide proactive and independent advice on the latest hybrid infrastructure developments in context to your industry and specific business. We also help with:

**Planning** – understanding your strategy for adoption, including technology landscape, target operating model and budget, in order to define a roadmap to transform how your IT works.

**Assessments** – analysing your use of, and investments in, data, applications, software, licensing, infrastructure, networks and overall cloud use – allowing us to provide intelligence on best practices.

**CTO advisory** – specialist advice and guidance, provided to your technology leaders via our own Chief Technologists, Solutions Architects and specialist teams.



### DESIGN AND DELIVER

Once we understand your current state and where improvements can be made, we'll help you prioritise and deliver against your business, technology and IT operations objectives:

**Accelerators** – leveraging our services to establish a secure public cloud environment within hours for when you need to get up and running as quickly as possible.

**Design and implementation** – working with our engineers and programme management teams to accelerate your deployment and ensure the technology is integrated into your business.

**Migration** – supporting you with migration and/or the modernisation of systems and data to the chosen destination.



### OPERATE

Enjoy the benefits of a new hybrid infrastructure solution without the operational overheads by outsourcing key IT activities to us. These could include:

**Managed services** – providing you with skills and expertise on infrastructure support, SD-WAN, security, backup and disaster recovery as a service and public cloud native operations.

**Marketplace services** – commercial management and central procurement of both your cloud spend and software solutions with Softcat via the AWS Marketplace.

## WHY SOFTCAT?

1

#### We're all about people

Our culture is focused on ensuring our employees love what they do, and our customers receive excellent service.

2

#### Investment in skills

We invest in our people to ensure the right balance of skills, from senior technologists and architects, to specialists, consultants and cloud native engineers.

3

#### Investment in relationships

And we invest in our customer relationships, such that we have a customer satisfaction score of 95%.



TAKE THE NEXT STEP TOWARDS BETTER INFRASTRUCTURE ACROSS YOUR ORGANISATION.

CONTACT YOUR SOFTCAT ACCOUNT MANAGER TODAY.