

A man and a woman in a server room. The man, wearing glasses and a white shirt, is holding a laptop. The woman, also in a white shirt, is pointing at the screen. They are both wearing lanyards with ID badges. The background shows server racks and blue lighting.

HEXAWARE

# Doing More with Less

Driving Business Evolution Through  
Cost-Effective Cloud Migration

[www.hexaware.com](http://www.hexaware.com)

In an increasingly complex economic climate, cost is the most significant roadblock preventing clients from accelerating value, driving innovation, and opening new business avenues. While discussions about cultural change, customer experience, and talent shortages are important, they become moot without the necessary financial wiggle room. This fact may seem simple, yet it underscores the urgency of cost-effectiveness in driving digital transformation. The answer isn't merely acquiring additional budget, but rather reprioritizing and reallocating current resources. The enemy? Outdated and inefficient systems that devour their budgets.

## Identifying Cost Pressures

In a tight budget, the fundamental question is, how can we allocate resources more effectively to make the next steps in our digital journey within reach? Here are some key areas where expenses may balloon:

- The extended support for expired Oracle licenses, adding a whopping 22%-34% of your license cost.
- The widespread use of Windows 2012 and the astronomically high cost of its extended support.
- The strain on resources due to replacing unsupported hardware and managing on-premises data centers, both of which have seen their costs skyrocket due to supply chain constraints if possible, even at all.
- The enormous expense of keeping local data centers highly secure and constantly available.

## Unlocking the Budget Bottleneck

The solution lies in reducing the costs that are currently consuming the budget. To achieve this, we partnered with Microsoft to create a structured approach to change for the better—faster, with less risk, and enabled by automation.

The areas covered include cloud migration to improve licensing, reduce technical debt, establish a solid foundation, and allocate budget for future investment needs. As part of our commitment to your success, we offer a complimentary initial

analysis to help you identify the potential savings areas as a first step. The next step is to drive change through migration, modernization, or even application replacement, using an outcome-based and step-wise model.

The risk to you as a client is minimal, however, the potential payoff could be enormous – greater budget flexibility without needing to abandon your ongoing initiatives and avoiding lock-in.



# Our Framework: “Do More with Less”

To maximize your returns, we recommend three core strategies:



## Migrate and Save

Use automated insights to reduce staff burden, down time, security vulnerabilities, cost, and operational inefficiency.



## Optimize Cloud Costs

Achieve 50% faster migration and optimization for cost-efficient cloud operations.



## Reinvest to Grow

Our dedicated Cloud Native Practice can help you reinvest your savings to grow your business.

Doing more with less translates into these three major areas

# 01

## Less Budget

Reduced cloud cost by 40% leveraging comprehensive optimization levers, right fit technology choices and automated optimization actions for a Global Lifesciences and Healthcare Leader

# 02

## Less Time

Automated SPOT platform enabled a US based manufacturing and IT firm to leverage SPOT for over 2000 workloads on the fly, thereby reducing time by 70% as well as save cost by more than 30%.

# 03

## Less Risk

Our Wellness Review Framework along with Continuous Cloud Compliance Platform enabled a Leading Legal Consulting Firm to be compliant across NIST, CSA, GDPR, and CIS standards across their US and Europe operations.



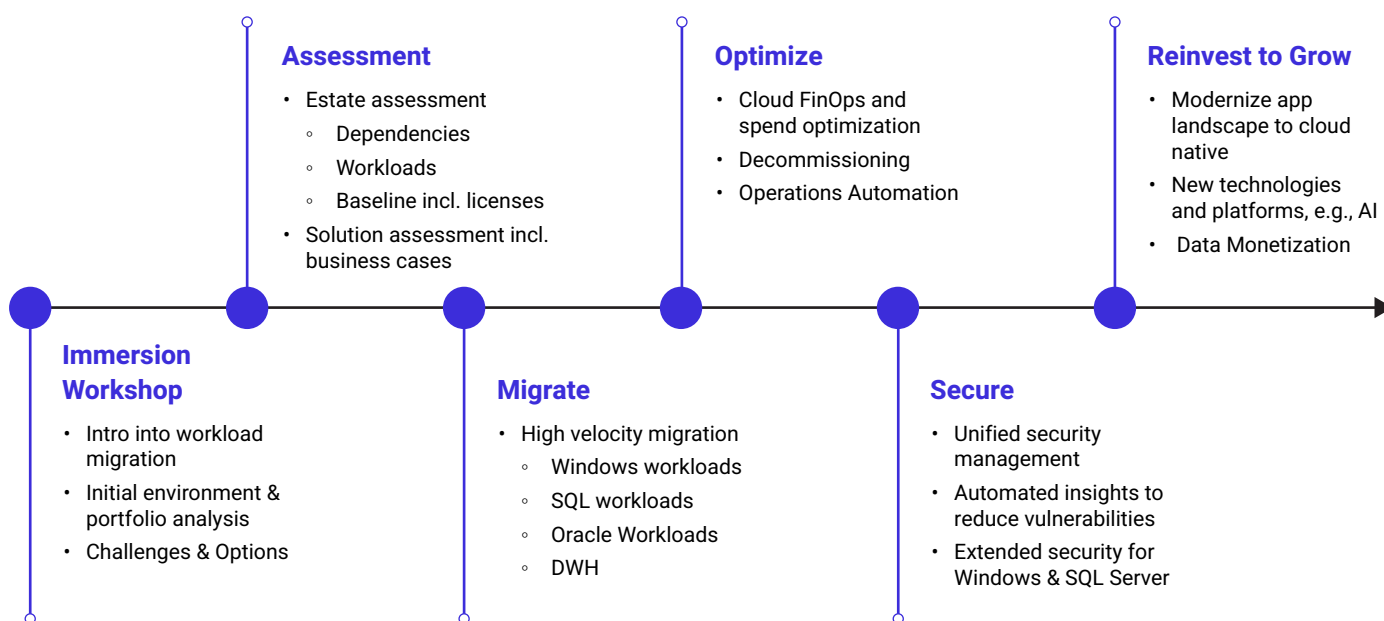
According to Matthias Popiolek, AVP & Head of Cloud Consulting, Europe, Hexaware: **Cloud technology stands as the principal catalyst for driving digital transformation within enterprises. The challenge lies in expediting the cloud journey while safeguarding business-as-usual integrity and maneuvering within the constraints of budget and personnel availability.**

# Realize your Business Potential with Azure

Modernizing your infrastructure on Azure unlocks growth and expansion opportunities. Its analytics and machine learning capabilities offer invaluable business insights, while its scalable infrastructure can support evolving needs.

Azure helps streamline processes, cut costs, and drives innovation, giving businesses a competitive edge.

We follow a structured migration approach, with defined deliverables at each step.



## Immersion Workshop

Your journey to the cloud begins with the Hexaware Immersion Workshop, an integral first step in understanding the Azure ecosystem. Our team helps you navigate the migration and modernization of your infrastructure, outlining the benefits and unique approaches that Azure offers. We delve into the architecture, structure, pain points, and blockers of your current environment, assessing any existing cloud usage and planning for improvements. We then map out the optimal cloud options - compute,

database, the 7Rs - demonstrating the potential benefits of different migration paths.

This paves the way for defining your unique cloud trajectory during our whiteboarding sessions, identifying quick wins, prerequisites, and next steps. Through all this, we offer a window into a day in the life of a typical cloud journey, showcasing how we interact and engage with our clients.

Assessment

Your cloud migration journey commences with a strategic 2-week Cloud Migration Roadmap Assessment. This phase is comprehensive and methodical. We delve into your current digital ecosystem, analyzing the intricacies of your digital assets, current expenditures, & potential readiness for cloud migration. This includes an analysis of your current spending, estimated cloud TCO, potential ROI, & a detailed cloud migration roadmap.

Whether your current scenario involves an impending data center lease termination or managing challenges related to obsolete applications & infrastructure, our role is to provide strategic advice. This allows you to harness the benefits of Azure's cloud platform effectively. This guidance extends from initial assessment to financial planning, roadmap creation, prioritization, & execution.

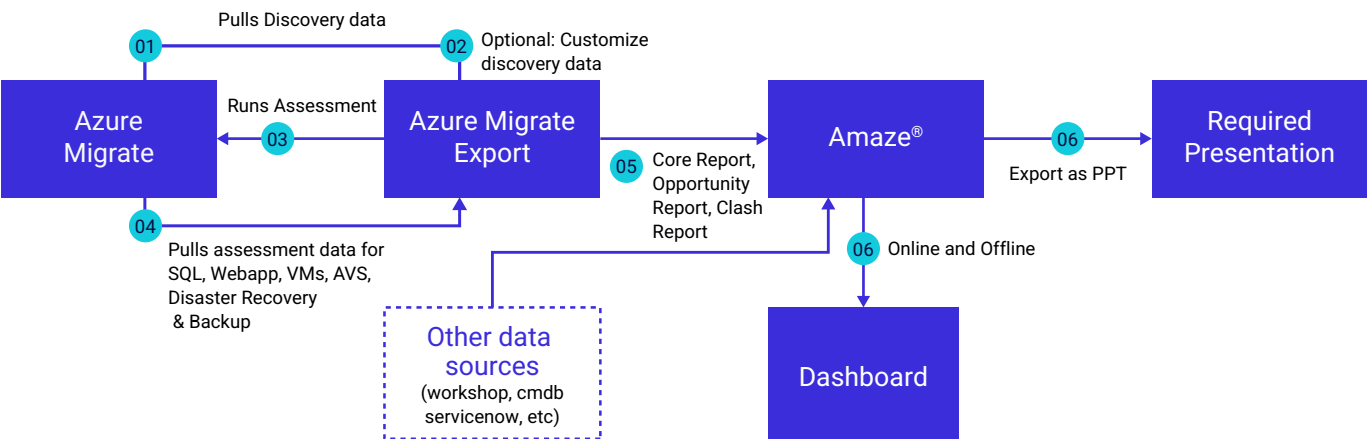
Upon completing the assessment, you'll receive a comprehensive readiness report that identifies possible roadblocks and offers practical solutions. The deliverables also include a 5-year financial business case, highlighting the TCO, ROI, payback period, Net Present Value (NPV), an in-depth R-treatment, and your cloud migration roadmap.

We manage this process with the aid of various tools and platforms. One such tool is our proprietary Amaze® platform, which helps streamline and enhance the overall assessment procedure. With its advanced automation capabilities, we're able to conduct assessments with greater efficiency and speed (70% faster), outpacing conventional manual methods. This capability saves time and costs and helps avoid potential inefficiencies, ensuring your cloud transition is smooth and seamless.

Migrate to IaaS and Save

Azure offers ultimate choice and flexibility when migrating your infrastructure and applications to the cloud, significantly reducing your IT expenses in the process. Recognized as the ideal cloud for Windows and SQL Server workloads, Azure lets you realize savings of up to 85% with Azure Hybrid Benefit for Windows

Server & SQL Server combined with Reserved Instances. For Linux users, expect savings up to 76% with Azure Hybrid Benefit. Plus, if you're leveraging pre-existing Red Hat or SUSE software subscriptions, you'll only be paying for VM infrastructure costs on Azure.





By leveraging Azure and Hexaware, you can move away from being bogged down by high costs and start enjoying the flexibility of being able to innovate and drive value within your current budget constraints.

Hexaware's Amaze® for Infrastructure and Azure Migrate Export work cohesively to simplify your digital journey and help you unlock the potential of a "do more with less" economy. With our combined strength, we ensure that your journey to the cloud is seamless, efficient, and impactful.

At the heart of Hexaware's methodology lies automation, analytics, & Agile principles. Built on a foundation of real-time data analytics, this innovative collaboration facilitates agile & robust decision-making, crucial in today's rapidly evolving business landscape.

Key benefits that have sprung from this fusion include:

- Accelerated migration, catapulting the norm of 100 servers to an impressive 500 servers per week.
- Minimized downtime, ensuring business continuity, and eliminating major disruptions.
- Enhanced project efficiency, culminating in quicker completion and considerable cost savings.

By paving the way for operational effectiveness, this distinctive approach has enabled businesses to adapt, evolve, and thrive in a digital-first world. Through this approach, you can also unlock IT staff productivity, improve security & resilience, customize your cloud experience to suit your needs, and, most importantly, reduce cost.

## Empower IT Staff Productivity

The top blockers to the productivity of your IT team are lack of readiness, overlapping tools, and the absence of architectural guardrails. Hexaware helps you to address all three areas.

- Working hand in hand with Microsoft, we collaborate with you to prepare your team for the future. This encompasses technology, such as Kubernetes; architecture, like 12-factor apps; or processes, such as Agile.
- With so much choice, where do you start? Hexaware addresses this challenge for you in two major ways. First, we use Tensai™, our operational and AI-driven platform, to [boost automation, increase observability, and drive insights beyond infrastructure](#) in an end-to-end manner, extending up to Value Streams. Secondly, we take away the burden of managing toolsets & organizing operational processes by offering managed services. For instance, a major insurance client uses [CI/CD as a](#)

[managed service](#), allowing the team to focus entirely on value delivery instead of tool management.

- Discussing architectural guardrails goes beyond just technology. To empower your team and prevent creative chaos from becoming unmanageable, Hexaware applies Microsoft's best practices, such as the Cloud Adoption Framework, combined with our own experience and consulting practice. This approach addresses the [organization, process, and the architecture](#) itself, ensuring smooth-running operations that are fully compliant. At the same time, it provides creative teams with an environment in which they can thrive and [drive business value](#).

## Bolster Security and Resilience

Security and resilience are no longer an afterthought but a critical business necessity. Microsoft Defender for Cloud encapsulates your system with unified security management and advanced threat protection, offering a solid defense against evolving digital threats. Paired with the cloud-native SIEM, Microsoft Sentinel, your server workloads will be proactively

safeguarded. Add to this the industry-leading confidential computing capabilities of Azure, encrypting data even while in use, and you have a comprehensive cybersecurity strategy. Azure also ensures reliable connectivity between your edge file servers and Windows Server on Azure with SMB over QUIC.

## Cloud on Your Terms

Azure Arc is pioneering the ability to bring Azure security, management, and governance to any infrastructure, redefining the boundaries of the cloud. Migration is also made effortless, as you can easily move your on-premises VMware and Nutanix environments with Azure VMware Solution and Nutanix Cloud

Clusters on Azure. The seamless integration of on-premises systems with Azure is facilitated by tools such as Windows Admin Center in Azure, Azure File Sync, Azure Active Directory, and Extended Network for Azure, making your transition to the cloud as smooth as possible.

## Reduce Cost

The cost-efficiency of Azure is truly transformative. Offers such as Azure Hybrid Benefit, 3 years of free Extended Security Updates, and reserved instances can help your organization save up to 80% on your IT budget. Switching to Azure SQL Managed Instance can further drive

these savings, potentially reducing costs by up to 93%. Furthermore, Azure assists in optimizing your licensing cost through rightsizing, consolidation, and active management, ensuring your cloud journey is as cost-effective as it is efficient.

## Why Migrate to the Cloud?

Migrating to Azure offers a plethora of advantages, including significant savings on existing investments, enhanced efficiency, and seamless integration with other Microsoft products for improved collaboration. Cloud migration is not just about savings; it's about optimizing your

existing investments and reaping sustainability benefits from cloud computing. Studies by IDC, commissioned by Microsoft, show businesses who migrate to Azure save time and money by leveraging more efficient infrastructure.



## Optimize Your Cloud Investments

Efficient resource and investment management are at the heart of the “Do More With Less” approach. By introducing Tensai™ to optimize current cloud usage and continuously manage the cloud environment for cost efficiency, we don't just conduct a one-time analysis; we integrate FinOps into your day-to-day operations as a standard practice.

We enable the best Azure options by adopting the Azure savings plan for compute. This could reap savings up to 65% compared to pay-as-you-go rates. Combine this with Azure Hybrid Benefit for even greater savings. Microsoft Cost Management further optimizes your cloud workloads,

potentially saving between 20% to 34%. You also gain valuable cost recommendations from Azure Advisor, ensuring every penny spent on the cloud is effectively utilized.

The continued optimization through the reduction of technical debt beyond infrastructure will optimize your cloud cost without hampering the opportunities for your team. Rights sizing as a continuous activity starting at re-hosting and going into self-sizing architectures will help you to make the best of your cloud investments and free up budget for value creation activities like adopting GenAI for business purposes.

## Reinvest for Resilience

The resilience of your business lies on robust security and disaster recovery capabilities. Ask yourself: Have you leveraged cloud resilience and geo-redundancy features to achieve protection from regional disruptions? Have you setup real-time compliance monitoring and ransomware protection for your workloads? How often do you run the drills to check your protection?

Hexaware employs cloud level redundancy across regions along

with air-gapped vaulting and immutable storage-level data protection for crucial applications. With Azure Site Recovery and Azure Backup, we ensure business continuity while slashing unplanned downtime by 93%. Our automated cloud resilience and data protection solution, as part of Tensai™, enables customers to conduct drills on a quarterly basis with less than 2 hours RTO, thus aiding in compliance.

## Hexaware's Role in Cloud Migration

Hexaware's Amaze® for Infrastructure works in tandem with Azure to offer a comprehensive migration solution. Our approach

prioritizes fast execution, a high migration velocity, and sustainable benefits, all with minimal demand on your team's resources.





# A Success Story

## A Collaborative Journey to a Modern IT Infrastructure: Fostering Business Agility and Cost-Effectiveness through Azure

We embarked on a transformative journey with our client - a global trailblazer in the realm of health information technology and clinical research. They were at a critical juncture, grappling with the need for a modernized infrastructure strategy and contemplating a shift from their existing CapEx model.

Their operating environment was vast, teeming with assets that lacked clarity due to the constraint of poor data quality. This obscured their vision, limiting their ability to make strategic business decisions. To cut through this complexity, we turned to our in-house cloud migration platform - Amaze®.

In a span of just 8 weeks, Amaze® powered through the task of completing the comprehensive assessment of our client's assets.

With this crucial phase completed, we set up a cloud migration factory, an automated hub that streamlined the execution process, eliminating the constraints of manual steps.

The impact of Amaze® was seen in every corner of our operations. Updating wave groups became a simple task. Tracking progress turned from a guessing game into a transparent, visual process. As a result, we began to migrate servers at a staggering speed of 450 per month, culminating in the complete migration of all applications within a brisk 2.5 years.

This journey illustrates how we co-create transformative solutions with our clients, leveraging modern platforms like Azure to deliver enhanced business agility and cost optimization at a record pace.



## Conclusion

In today's economic landscape, many organizations are under pressure to maximize budget efficiency. Hexaware's strategy is rooted in the principle of achieving more with less, a value proposition that seeks to relieve budgetary constraints while enabling growth. Our approach to your digital transformation journey means that you don't have to face growing costs at the expense of quality or outcomes.

We prioritize protecting against financial risks while providing a smooth pathway to cloud transition. Our emphasis on application modernization and cloud innovation supports your ambitions without taxing your resources.

On average, customers transitioning from on-premises to Azure under Hexaware's guidance have realized a 37% reduction in costs. This is achieved through a multi-pronged approach that includes a 16% decrease in data center space requirements, offering both operational flexibility and savings on power expenses. We also emphasize a lean approach to management, with environments requiring less manual oversight, translating to a 10% savings in labor costs.

Our partnership with Microsoft supports these efforts, enhancing the effectiveness of your cloud spend optimization. We understand that optimizing costs is an ongoing process, one that requires strategic alignment with billing models and technical capacity improvements. This approach has led to clients benefiting from an 85% reduction in cloud costs compared to standard pay-as-you-go rates by utilizing the Azure Hybrid Benefit.

We also focus on reducing the capital expenditure burden, with customers experiencing a 30% reduction in fixed asset infrastructure costs. Moreover, we've seen a 54% decrease in total cost of ownership compared to on-premises systems, coupled with a 34% saving through efficient cost management practices. And, while we're at it, we can't overlook the value of security, an area where our clients have witnessed a substantial 65% decrease in security incidents.

Let's not just talk about surmounting current financial obstacles—let's discuss how the right technological investments can steer your enterprise toward continuous innovation. The future of business lies in the cloud.



Write to us at [marketing@hexaware.com](mailto:marketing@hexaware.com) to unlock your potential and embrace the opportunities of the future.

## Author Details



### Matthias Popiolek

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Matthias leads digital and cloud consulting in Europe for Hexaware, where he drives digital transformations and cloud journeys across all industries. With more than 25 years of IT experience, Matthias has expertise in management consulting, architecture, cloud product creation & ownership, and a background in operations, project management, and pre-sales for cloud, outsourcing, and solutions.

Matthias is focused on helping enterprises to adopt “modern delivery” as a standard way of working. In doing so, he works with customers on strategy, organization, processes, and technology.

## About Hexaware

Hexaware is a global technology and business process services company. Our 27,000 Hexawarians wake up every day with a singular purpose; to create smiles through great people and technology. With this purpose gaining momentum, we are well on our way to realizing our vision of being the most loved digital transformation partner in the world. We also seek to protect the planet and build a better tomorrow for our customers, employees, partners, investors, and the communities in which we operate.

With 40+ offices in 19 countries, we empower enterprises worldwide to realize digital transformation at scale and speed by partnering with them to build, transform, run, and optimize their technology and business processes.

Learn more about Hexaware at <https://www.hexaware.com>.

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