



# MICROSOFT SERVICES

A smoother journey to IT optimisation

and business efficiency





# SOGETI AND MICROSOFT

**The ideal partnership for results-driven IT**

The operational and technological challenges facing large organisations are many and varied. Advances in IT create opportunities for early adopters, but for those whose development is behind the curve, maintaining competitive advantage and business efficiency is a constant drain on resource and budget.

## Local touch, global reach

As a global Microsoft Alliance Partner with 12 gold competencies and 6,000+ dedicated consultants across 15 countries, Sogeti has extensive expertise in the provision of Microsoft solutions. The strength of our partnership enables us to share best practices, and deliver comprehensive services to help clients achieve better, faster and more sustainable results.

**“Our challenge was to create a framework that we could expand and adjust quickly and easily – Microsoft and Sogeti have helped us do just that. GMCore is easy to manage and scalable and our time to market for new services and new functionality is much faster.”**

*Ainara Rasines  
Applications Director  
GroupM*

Thanks to a global network of Microsoft technology experts, and specialists at local UK level, we have a wealth of knowledge of client-driven solutions designed to boost profitability, growth and innovation. And thanks to our scale, we can offer a flexible mix of resources that will offer close client interaction and help you to address your business challenges at a fraction of the cost.

## Business benefits of choosing Sogeti

Whether you are undertaking a Windows Desktop or Office 365 migration, seeking out infrastructure optimisation, or migrating your entire application portfolio to the cloud, our market-leading consultancy services can help you to deliver faster, more efficient day to day operations while working towards your long term goals.

### Improve productivity

Sogeti expands the boundaries of business productivity, utilising Office, Lync, Skype and SharePoint to enable employees to work and collaborate effectively across multiple devices, from any location, at any time. The result is that staff are able to perform their jobs more effectively.

### Improve ROI

Maximising the investments you've already made in existing IT infrastructure is vital as you manage workloads tied in with that set up. Sogeti will help you develop a plan to integrate cloud technologies such as Office 365 into existing environments and maximise the benefits of pay-as-you-go tools.

### Fuel growth

We help clients to digitally transform and become faster, smarter, businesses. Microsoft's innovative platform and tools provide the scalability needed to adapt to changing market conditions and maximise new opportunities.

### Reduce cost

Cloud computing can be a great way to modernise your business whilst reducing spend. Moving some or all of your IT infrastructure to Microsoft Azure reduces the need to invest capital in system refreshes; savings can then be reinvested into strategic initiatives.

### Minimise risk

Sogeti's services expertise together with Microsoft technology enables you to take control of the location of your infrastructure, apps and data that may be present within different 'cloud' environments and reduce data loss through accidental or deliberate breach.

**“With a responsive Microsoft cloud-based IT infrastructure, we can accommodate the constant changes in our organisation and the constantly accelerating pace of the oil and gas business.”**

*George Alexander  
Head of IT Architecture Quality Methods  
Total Exploration and Production*



## The way to a smarter enterprise

As one of the world's largest and most trusted consultants and systems integrators, Sogeti is able to deliver highly effective solutions, using Microsoft technology, that are designed to boost profitability, growth and innovation.

Sogeti will work with you to create a plan and business case, and help you decide on the most appropriate direction to take when moving forward with your project.



# CLOUD ADVISORY SERVICES

**Manage change at your own pace**

Deploying to Microsoft Azure is not an all or nothing commitment, particularly as you may not want to migrate business critical applications to a public cloud environment. Instead, you can pick and choose the approach you take through a mix of public, private and hybrid cloud deployments. You retain control, whilst continuing to benefit from a flexible, scalable environment.

## Cloud readiness assessment

We work with your team to undertake a readiness assessment; the output is then used to develop a tailored strategy for your successful implementation of a cloud environment that includes:

- Evaluation of application and systems pre-production
- Assessing the project suitability for the migration of a solution, system or server(s) to the cloud
- Assessing formal business cases and potential business models
- Guidance on, and selection of, available infrastructures and tools
- Process adoption and selection advice
- Sound regulation, governance and security advice
- Architectural guidance on how to build global applications

### Already invested in cloud?

If you've already begun to utilise the cloud, you may have ended up with a complex landscape of platforms and services from a range of providers. If you haven't, you may be unsure where to start with building a business case.

### We prepare you for the cloud

Wherever you are on your migration journey, Sogeti's team of Microsoft experts can help you build a plan that brings together the tools and platforms that are right for your business.

## Our flexible cloud solutions

Microsoft Azure presents businesses with a unique opportunity to utilise the latest Microsoft technology on a pay-per-use basis, removing upfront licensing and ongoing infrastructure and support costs.

When choosing to work with Sogeti to architect, implement, and manage a Microsoft Azure cloud solution, we help you to define your approach, and we can subsequently help you to build, test and deploy applications using any language, tool or framework.

We ensure your applications undergo careful assessment before deployment, thus guaranteeing reliability in production. And we can also manage your cloud application portfolio in the long term. All of our services link to your SLAs and KPIs, which means that we are fully committed to your success.

# ONESHARE CLOUD SERVICES

**Rapidly build and test new and existing applications**

Sogeti has combined the power of Microsoft Azure, with access to on-demand tools and resources to create a highly unique portal called OneShare. Whether you require a traditional test environment, or are moving to an application lifecycle management approach, or even a modern DevOps approach, Sogeti's OneShare can help. By moving your development and operations to the cloud you will be able to quickly embrace new tools, practices and processes.

## Flexible provisioning and pay-as-you-use pricing

With OneShare, new environments can be fired up quickly, giving access to the latest test and development tools such as Visual Studio IDE and HP IT Management SaaS software.

Services are consumed by the hour rather than on a weekly or monthly basis which means you really do only pay for what you use.

## Increased control and robust scalability

By pre-defining the environments used by team members it becomes easier to plan, prepare, specify and execute development work. And with unlimited access to virtual machines, scaling up environments is easy.

By virtualising test environments in this way, you have the tools and infrastructure at your disposal to validate complete system architectures.

## Your complete solution in the cloud

Together with Sogeti's professional services, we can help you to create an application development and test environment, or support a much wider cloud transformation.



**“We have been working closely with Sogeti to build custom services and solutions that allow customers to take full advantage of the value the cloud has to bring by extending the Azure platform. With rich capabilities in place, Sogeti is well positioned to support customers in all phases of their application development, whether during the testing phase or through a broader cloud transformation.”**

**Larry Orecklin**  
*VP WW Specialist Sales  
 Microsoft*



# DESKTOP AND OFFICE 365 MIGRATION SERVICES

**Introduce new capabilities and reduce total cost of ownership**

Controlling costs, increasing productivity and implementing business efficiencies on legacy OS and desktop infrastructure can be a constant challenge and are often the cause for end-user dissatisfaction. Migrating to Microsoft’s rich and varied collaborative tools such as Windows, Office and Lync is a move that will keep your end-users happy and productive within a familiar environment that’s instinctively easy to use.

## Sogeti’s proven methodologies

Our experience of migrating environments and data to Windows, Office, SQL and more has led us to develop multiple proprietary migration methodologies, designed to streamline the process and remove unnecessary headaches:

- RADIUM (Rapid Automated Deployment, Imaging and User Migration), accelerates the migration process and reduces your costs
- Windows Impact Testing, ensures the smooth and compliant transition to a new operating system
- SMaRT™ (Sogeti Migration and Re-architecture Technology), streamlines the migration of key Microsoft Office files and applications
- Our integrated cloud migration toolkit, enables you to implement a business-aligned cloud adoption strategy and accelerate the implementation of Office 365 thanks to an integrated toolkit of SaaS components

With Microsoft’s tools and Sogeti’s frameworks, we can help you to reduce your IT costs and accelerate productivity.

## A trusted approach

We are proud to have won several awards that showcase our ability in desktop and Office 365 migrations including Messaging and Application Lifecycle Management Partner of the year in 2013, Premium Partner for Notes to Exchange migrations, Microsoft Azure Partner of the year and Office 365 Cloud Deploy and Accelerate Partner.

We have more than 2,000 consultants worldwide who specialise in desktop, systems management, and virtualisation, so we have the scale to tackle large deployments and manage significant numbers of desktops.

Our expertise in migration tools means that we have a clear understanding of their strengths and limitations, and our proven approach is based on having successfully migrated hundreds of thousands of mailboxes and being able to provide highly industrialised solutions that can be customised to fit your needs.



# APPLICATION MANAGEMENT SERVICES

**Reduce costs, improve quality and optimise performance**

As today's enterprises become more and more software driven, they face growing challenges in maintaining existing application portfolios, often more so than in creating them. Areas of concern include the high cost of application maintenance, staffing, performance problems and monitoring, and the effects that these have on meeting SLAs.

## Optimising business applications

Our Application Management Services are designed to optimise and manage applications using tools such as Microsoft System Center, Configuration Manager and Windows Intune to deliver deep insight, and control, of your applications regardless of whether .NET or Java based.

### Application Discovery

We can help you answer questions such as do I really need all those apps? And, which ones are out of date? Our Application Discovery Service helps you identify and replace unnecessary applications that could be draining budget and not actually delivering value by looking at:

- Application utilisation
- Business software scope
- License compliance issues
- Strategy and resource capacity planning

### Application Rationalisation

Our Application Rationalisation Service can help you to streamline your application portfolio so your organisation can run faster and more cost-effectively. It helps you to:

- Identify cost savings by retiring unused applications
- Save money in licensing, support, maintenance and migration
- Improve agility by reducing bloated application portfolios

### Application Portfolio Management

The goal of the service is to increase business benefit versus overall cost; optimising your future estate, providing:

#### Financial View:

- Total cost of ownership
- Infrastructure

#### Technology View:

- Platform viability
- Application dependencies
- OS / DB versions

#### Business View:

- Alignment with strategy
- Business value

#### Operational View:

- Maintainability
- Problem tickets
- Host mapping



# INFRASTRUCTURE OPTIMISATION SERVICES

**Maximise your investment in IT**

The complex infrastructure of many enterprises means they're not geared up to support the rapidly changing dynamic of today's business environments. Operations become inefficient, infrastructure costly to maintain, and the business uncompetitive.

## Optimising IT for the enterprise

Three levels of business infrastructure need to be evaluated to define a roadmap that identifies where an organisation requires the most focus. This process is central to Sogeti's Infrastructure Optimisation Services, leveraging Microsoft solutions such as Service Center or Azure Infrastructure as a Service.

### Core infrastructure

Simplify core infrastructure to enable a flexible, more efficient and less costly operating environment

### Business productivity

Streamline existing systems to increase the effectiveness and value of key functional supporting software

### Application platforms

Increase the value of each user by providing fast, easy access to connected operating applications

## A structured, systematic approach to infrastructure optimisation

As part of this service Sogeti provides a structured process for assessing an enterprise's application infrastructure as a roadmap to create a dynamic, productive, and profitable working environment.

## Enhance business growth

Delivering effective, connected, end-user IT on a unified platform presents an opportunity to transform businesses from the inside out, reshaping the value being delivered.

We help organisations to create and manage a sustainable, flexible infrastructure that also allows you to take advantage of technology movements such as BYOD, private, hybrid and public Cloud, and real-time BI.

Your organisation can experience an IT infrastructure that not only delivers efficiency, but also provides the functionality necessary to achieve your business goals:

- Reduce your time to market
- Gain greater customer insight
- Minimise the risk of data loss
- Create smarter, flexible workspaces
- Maximise data centre effectiveness
- Decrease the cost of IT

# WORKING WITH SOGETI

Local touch, global reach

Our special alliance with Microsoft gives us unique insight and access to specialised resources including key IP from Microsoft Consulting Services. These resources help us to cost-effectively improve your business processes and performance.

## Why choose Sogeti?

Our knowledge as a Microsoft partner is unparalleled. We have over 6,000 dedicated consultants, and an impressive number of Microsoft Most Valuable Professionals (MVPs). This demonstrates our continued investment in exceptional staff and Microsoft expertise.

Our experience enables organisations across the globe to maximise their investment in Microsoft and other technologies. The solutions we deliver provide real world value and return.

We also offer award-winning capability. Sogeti has won more Microsoft Partner of the Year awards than any other partner globally, including Cloud Innovation, System Integrator – Microsoft Azure, Application Lifecycle Management, Messaging, and Devices and Deployment. This reflects our commitment to skills, quality and customer service.

## Rightshore® delivery methodology

Rightshore®, Sogeti's global delivery model, adds value by using resources more effectively. We bring together the right balance of onshore, nearshore and offshore locations and work with you as a unified team. This balance enables us to deliver the optimum solution for your business. For example, cost reductions for testing alone can be up to 40%.

## Microsoft Centres of Excellence

Our Centres of Excellence (CoEs) serve as showcases for joint Microsoft and Sogeti solutions. They provide a way for clients to access experts well versed in both Sogeti and Microsoft capabilities including Windows Deployment, Microsoft Azure and Collaboration featuring SharePoint.

The centres combine Sogeti's industry, application and process expertise, with Microsoft's software and middleware solutions. They showcase our experience and ability to deliver global solutions.

**“We’ve been outsourcing the development and maintenance of applications to Sogeti for years, and we’re now asking them to take on the new role of cloud platform manager. Because there are still no terms of reference for cases of this magnitude, you can only have a cooperative model like ours with a party that you trust and with which you have a good cultural fit.”**

*Gerrie de Jong*  
Programme Manager  
PostNL



## About Sogeti

Sogeti is a leading provider of local, professional technology services and a global Microsoft Alliance Partner. We specialise in Application, Infrastructure and Engineering Services, offering cutting-edge solutions around Application Development, Testing, Mobile, cloud, and BI and Analytics, combining world class methodologies and our global delivery model, Rightshore®. Sogeti brings together more than 20,000 professionals in 15 countries and has a strong local presence in over 100 locations in Europe, USA and India. Sogeti is a wholly-owned subsidiary of Cap Gemini S.A., listed on the Paris Stock Exchange.



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