ACCENTURE HYBRID CLOUD (AHC)

COMPLEMENTING AZURE WITH CLOUD ADJACENCY
## JOURNEY TO CLOUD PAIN POINTS

**OUR CLIENTS ARE FACING CHALLENGES AS THEY ATTEMPT TO MOVE TO “THE CLOUD”**

### WHAT OUR CLIENTS ARE SAYING:

<table>
<thead>
<tr>
<th>Role</th>
<th>Concern</th>
<th>How Accenture Hybrid Cloud Can Help</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO</td>
<td>I want to focus on high-value, disruptive innovation not technology.</td>
<td>Our business is <em>changing inorganically</em> and I need a way of managing the change quickly.</td>
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<tr>
<td>CIO</td>
<td>My business leaders are pushing the digital agenda. I need to <em>accelerate our cloud</em> timeline to support.</td>
<td>Our accumulated scale and technical debt makes <em>cloud transformation daunting</em>.</td>
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<tr>
<td>CSO</td>
<td>I need to conform with strict regional and industry compliance, like GDPR and HIPAA.</td>
<td>The threat of <em>cyberattacks and security breaches</em> keep me up at night.</td>
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<tr>
<td>CFO</td>
<td>High demand applications are <em>costing me more than anticipated</em> in public cloud.</td>
<td>Our business is moving to cloud, but we have significant <em>existing Data Center investment</em>.</td>
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<tr>
<td>COO</td>
<td>I need our technology to work seamlessly regardless of data or geographic separation. Same experience anywhere.</td>
<td>I need to set up a disaster recovery plan that supports <em>business continuity</em>.</td>
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</table>
SOME ORGANIZATIONS HAVE OVER-ROTATED TO PUBLIC CLOUD AND ARE NOT REALIZING THE EXPECTED RETURNS. ENTERPRISES MUST SHIFT BACK TO A BALANCED STRATEGY TO MAXIMIZE THE VALUE PUBLIC CLOUDS, SUCH AS AZURE, CAN BRING.

In 2018, 80% of organizations surveyed by IDC were already migrating applications and data from public clouds back to private clouds.

Top repatriation reasons include performance, security, cost, control and centralize/reduce shadow IT.

Source: IDC’s Cloud and AI Adoption Survey, July 2018
HYBRID CLOUD CAN HELP YOU BALANCE THE BENEFITS OF PUBLIC AND PRIVATE CLOUDS TO PROVIDE INCREASINGLY OPTIMIZED WORKLOAD PLACEMENT OVER TIME.

PRIVATE CLOUD DRIVERS
- Regulatory
- Performance / Scale
- Data gravity
- Existing investments

PUBLIC CLOUD DRIVERS
- Innovation
- Realtime scale
- Agility
- Limitless elasticity

HYBRID CLOUD
ENTERPRISES ACROSS ALL INDUSTRIES ARE RECOGNIZING THE IMPORTANCE OF A HYBRID APPROACH.

Our Clients prefer “Hybrid Cloud” over “Public Cloud Only”

- Hybrid Cloud: 60%
- Public Cloud Only: 23%
- No Visible Strategy / Low Adoption: 12%
- Private Cloud Only: 3%
- Don’t Know: 2%

“By 2020, 75% of companies using public cloud will also use private cloud for PaaS/ SaaS” - IDC

“In line with our strategy to adopt a hybrid approach, we have made targeted investments in both public and private cloud solutions.”
- COO Lloyds Bank

“We’re not at a point now in our strategy that we’re going to push everything out to the public cloud.”
- CIO, JP Morgan Chase

“We’re building a private cloud networking factory in Northern Finland because they just need robotics.”
- CEO Nokia

Source: Accenture Client Team Survey, 2019
ACCENTURE AND HPE
UNIQUELY EXTENDING AN ALREADY POWERFUL RELATIONSHIP

“BRINGING EVERYTHING WE KNOW ABOUT PUBLIC CLOUD TO PRIVATE”

ACCENTURE TECHNOLOGY

• Global leader in IT strategy, cloud migration, transformation and management services
• Worlds largest Global Delivery Network
• Unprecedented experience delivering Public Cloud
• Application centered approach to Cloud
• Extensive supporting Partner Ecosystem
• Patented IP and assets to enable Private Cloud

HPE

• World-class products and technology with deep engineering expertise
• Industry leading Global Implementation Services and Customer Care Support Organization
• A complete Private Cloud portfolio of highly rated products
• The unique Greenlake “as-a-service” financial model

AWARDS

Accenture - HPE US & Global SI Alliance Partner of the Year
Accenture and Avanade – Microsoft Alliance SI Partner of the Year
Accenture and Avanade – Microsoft SAP on Azure Partner of the Year
Accenture and Avanade – Internet of Things Partner of the Year
Accenture - SAP S/4HANA Partner of the Year – Large Enterprise
Accenture – Oracle Specialized Partner of the Year: IaaS Global

31,000+
Accenture HPE-skilled resources

47% of HANA installations worldwide run on HPE

25+
YEARS STRONG STRATEGIC PARTNERSHIP

389,000+
Servers Under Management

430+ PB
Storage Under Management

470+ joint clients

2,000+
joint clients
APPLICATION LED ROTATION TO THE NEW LEVERAGE 6RS TO DRIVE APPLICATION MODERNIZATION

NEW BUSINESS APPS

25
Cloud native for new business functions

DATA CENTER ESTATE

200
Business-enabling apps, including SAP R/3

200
Large apps that support multiple groups

300
Medium apps that support a single business group

200
Small apps that support a single person or function

100
IT for IT applications

SaaS OR CLOUD NATIVE FOR NEW

REPLACE

REFACOR

REPLATFORM

REHOST

RETAIL

RETIRE

PRIVATE

PUBLIC CLOUD

AZURE
Direct SaaS
Cloud-native PaaS

OTHER
Marketplace SaaS

ORACLE
Direct SaaS

PRIVATE
Containers
VMware
SAP
ORACLE

PUBLIC CLOUD
Containers
Serverless
SaaS
Oracle PaaS/DB

SAP Mid Instance
SaaS
Cloud-native PaaS

IaaS – VMs
SAP

IaaS – VMs
Oracle PaaS/DB

SALESFORCE

DIRECT SAAS

AZURE

OTHER

ORACLE

PRIVATE

PUBLIC CLOUD

SaaS

Cloud-native PaaS

IaaS – VMs

SAP

ORACLE

DIRECT SAAS

AZURE

OTHER

ORACLE

PRIVATE

PUBLIC CLOUD

SaaS

Cloud-native PaaS

IaaS – VMs

SAP

ORACLE
ACCENTURE HYBRID CLOUD - PRIVATE

BLUR THE LINES BETWEEN PUBLIC AND PRIVATE CLOUD WITH OUR APPLICATION CENTERED APPROACH TO CLOUD, FLEXIBLE DEPLOYMENT MODELS, MULTI-CLOUD MANAGEMENT, AND PATENTED AUTOMATION

ACCENTURE MULTICLOUD MANAGEMENT & AUTOMATION

Accenture Cloud Management is a comprehensive and flexible service delivering the LEGACY-TO-CLOUD CONTROL PLANE required by today’s global enterprise to successfully manage their journey to cloud.

DATA DEFINED INFRASTRUCTURE AUTOMATION

Data Defined Infrastructure (DDI) is Accenture’s patented solution that provides AUDITABLE, ASSURED, END-TO-END BUILDS for AHC - Private.

ACCENTURE HYBRID CLOUD - PRIVATE

A fully managed solution that COMPLEMENTS THE PUBLIC CLOUD by hosting workloads not yet “Cloud Ready” while enabling TIGHT COMMUNICATION AND COORDINATION BETWEEN PUBLIC AND PRIVATE.

RIGHT WORKLOAD

App. Optimized for Oracle / SAP / Others

Full SDI Virtualized Workloads

Bare Metal / Scale-Up Workloads

RUN YOUR WORKLOADS YOUR WAY WITH VIRTUAL AND BARE METAL OFFERINGS.
AHC - Private is optimized for Oracle, SAP, and VMware to give you enhanced functionality right out of the box

CHOOSE THE DEPLOYMENT OPTIONS THAT MEET YOUR NEEDS.
AHC - Private can host your workloads wherever you need them to be – we have pre-engineered our solution to deploy quickly on your premise, or use pre-provisioned hosted space

BUY AHC THE WAY YOU NEED IT.
AHC - Private has flexible financial architecture that can accommodate a wide variety of requirements

RIGHT PLACE

ON CLIENT PREMISE CO-LOCATED DCs CLOUD ADJACENT DCs HIGHLY AVAILABLE DCs

• OPEX OR CAPEX OPTIONS
• ONE HAND TO SHAKE OR MULTI CONTRACT
• EXISTING EQUIPMENT BUYBACK

RIGHT PRICE

• OPEX OR CAPEX OPTIONS
• ONE HAND TO SHAKE OR MULTI CONTRACT
• EXISTING EQUIPMENT BUYBACK

CHOOSE THE DEPLOYMENT OPTIONS THAT MEET YOUR NEEDS.
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# AHC DEPLOYMENT MODELS

## APPLICATION CENTERED DEPLOYMENT FLEXIBILITY

The common AHC Architecture activates applications across a flexible set of deployment options providing a low touch, highly reliable, cloud platform for your business.

<table>
<thead>
<tr>
<th>COMMON OPERATING MODEL (MANAGED SERVICES)</th>
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<tr>
<td>COMMON AUTOMATION (APPLICATION FINGERPRINT)</td>
</tr>
<tr>
<td>COMMON TECHNICAL STACK</td>
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</table>

## EDGE

**ACTIVATE APPLICATIONS AND DATA AT THE POINT OF CONCEPTION**

- IOT & Sensor Data Collection
- Manufacturing OT
- Real Time AI & Machine Learning
- Digital Workplace
- Data Filtering & Compression

- Avanade / HPE AZURE Stack Version
- HPE SimpliVity - VMware Hyperconverged Version

## ON PREM

**EXTEND THE LIFE & VALUE OF COMMITTED DATA CENTER ASSETS**

- Cloud Inject Legacy Apps
- Maintain Scale-Up Applications
- Control Corporate Data and IP
- Sweat Out Remaining Assets

- AHC Management POD
- AHC VMware VVD
- AHC Bare Metal
- AHC SideCar

## DEDICATED COLO

**PRIVATE CLOUD ANYWHERE IN THE WORLD**

- Locality Centric or Data Sovereign Applications
- High Compliance and Security Apps
- High Performance or High Scale Applications

- AHC Management POD
- AHC VMware VVD
- AHC Bare Metal
- AHC SideCar

## ULTRA

**FOR APPLICATIONS REQUIRING THE HIGHEST MOST STRINGENT SLA’S**

- Near Zero Downtime Applications
- Zero Data Loss Applications
- True Active / Active Capable
- Highest Compliance / Highest Security

- Pre-Build DC Pairs in NA, London and Australia
- High Reliable VMware Cloud
- High Reliable DB (Oracle RAC)

## CLOUD ADJACENT

**TIGHTLY INTEGRATE PUBLIC AND PRIVATE APPLICATIONS**

- Cloud "Not" Ready Apps that need to interact with Cloud Ready Apps
- High Bandwidth Low Latency Express Connection to Public Cloud
- Optimized Egress Charges

- Ashburn – Live Now
- Los Angeles – Q1 2020
- London – Q1 2020
- Frankfurt – Q2 2020
- Future – Under Evaluation
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THANK YOU