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STAFF AUGMENTATION  
**Customer Success Story**

**Our Purpose Is To Make People Proud.  
#EndlessRasabilities**

## CUSTOMER PROFILE:

A financial company (\$8 billion in assets & \$12.5 million in profits) going through a business and I.T. transformation towards aggressive business growth via M&A. They had 46 full-time I.T. staff and approximately 15 contractors supporting in-house data entry with custom applications, as well as sourced DR services.

## OPPORTUNITY STATEMENT:

Customer was heavily engaged with VARs for procuring equipment, software and services. Through Raso Solutions, customer engaged I.T. expertise to develop a vendor-agnostic Cloud Migration and Maturity Model (CMMM) that will provide:

- Speedy I.T. response to business requirements
- M&A integration maturity
- Improved CAPEX/OPEX models
- Improved DevOps + integration capabilities
- A sustainable model for enterprise migration to the cloud that included IaaS, PaaS, SaaS, DRaaS, and hybrid clouds



# PROCESS:

After reviewing the initial cloud migration and CIO's scope questionnaire, along with two 45-minute discussions, Raso Solutions engaged our top Technology Advisory Group (TAG) consultants to perform the engagements in 2 phases.

## PHASE ONE: Assessment

**Performed assessment of the current state of people, process, and technologies, and desired future state (Scope of Work: 80 hours).**

- Onsite interviews & interactions with key stakeholders and their teams to define future state with Business and I.T. senior leadership
- Current technology and systems architecture analysis
- Assessment of I.T. people, I.T. processes, and governance models
- Compliance, risk, and regulatory requirements



# PHASE TWO

**Developed a readily executable proposal towards realigning the people, process, and technologies towards the desired future state (Scope of Work: 240-320 hours).**

This process included documentation and recommendations based on information gathered in the assessment. Using proven methodologies, SME's, and a collaborative, vendor-agnostic approach, we delivered a Cloud Migration and Maturity Model by identifying business transformation opportunities, aligned with the future state of people and processes. This enabled the efficient and effective use of hybrid cloud technologies and metrics to aid with maturity in the use of the same.

- GAP analysis that captured current state, desired future state (over 12/36 months), covering people, process, technology, and M&A readiness across the business-critical I.T services, as well as backend services such as network, security, compute, storage, etc.
- Prioritization strategy for migration and legacy retirement
- SWOT analysis for staff readiness (including PMO/BA/QA) towards implementing DevOps.
- Proposal for sustainable CAPEX reduction opportunities
- Proposal for sustainable OPEX opportunities (including changing CAPEX into OPEX models)
- Future state SLA and OLA requirements
- M&A integration readiness review and proposals for improvements

# OUTCOMES:

By incorporating the recommendations and strategies proposed by us as a part of their I.T. strategic plan and measures, the customer was able to execute quick wins that helped with efficiencies while also setting up continuous improvements and strategic investment goals towards completely migrating to a hybrid cloud. This move will support aggressive growth and the demands of the business towards M&A and customer satisfaction.

The I.T. Department was able to achieve the objectives with minimal additional investments towards DevOps and acquiring new cloud services, while also drastically reducing CAPEX costs. This was achieved with the desired business capability alignment, also improving the morale of I.T. team members by using recommended communication and engagement strategies. Not only was the I.T. senior leadership fully satisfied with the engagement results, but also knowledge transfer was done to the architecture team towards on-going execution and improvements to the CMMM model.

# CONTACT US

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