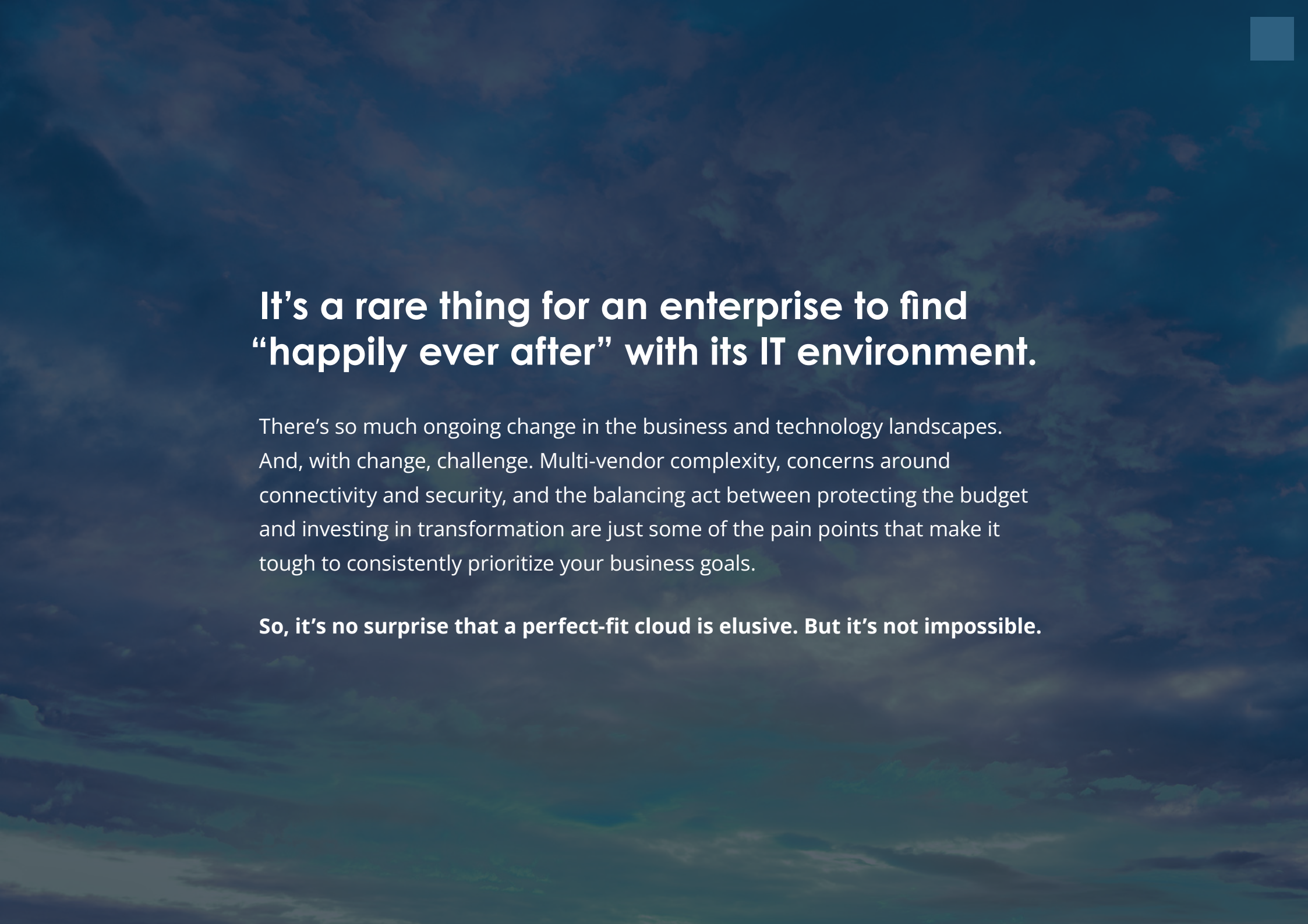


When You Wish Upon a Cloud:

**The Cloud Approach That
Makes Goals Come True**

Put business priorities first with
GDT managed private cloud.





It's a rare thing for an enterprise to find “happily ever after” with its IT environment.

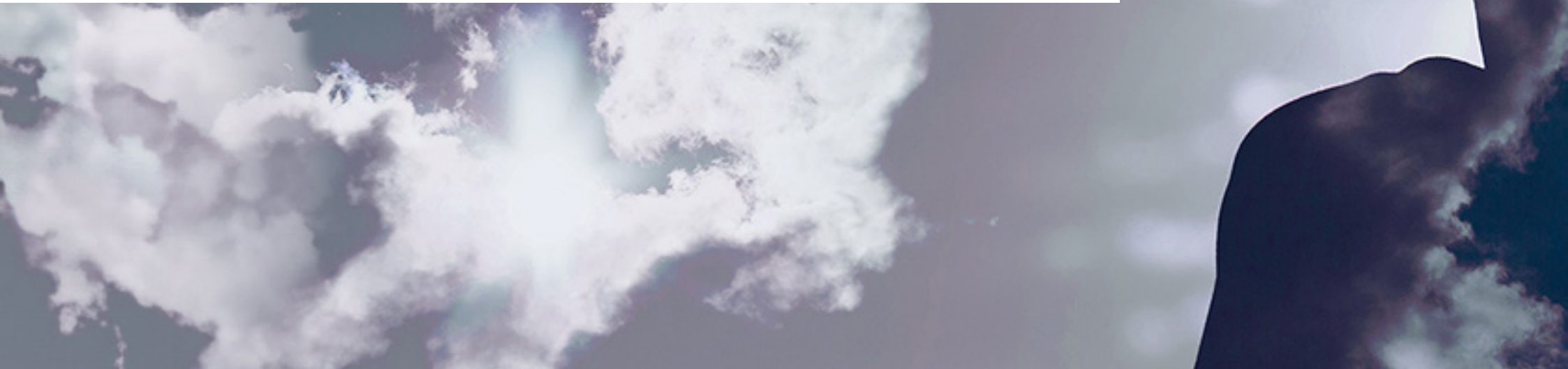
There's so much ongoing change in the business and technology landscapes. And, with change, challenge. Multi-vendor complexity, concerns around connectivity and security, and the balancing act between protecting the budget and investing in transformation are just some of the pain points that make it tough to consistently prioritize your business goals.

So, it's no surprise that a perfect-fit cloud is elusive. But it's not impossible.



Table of Contents

Understanding the Current Cloud Conversation.....	4
Your Dream Cloud	7
Transform With GDT Managed Private Cloud	8
Move From Wishful Thinking to Strategic Transformation	13





Understanding the Current Cloud Conversation

You have three wishes...

Working as we do with IT decision-makers, we hear a lot about what people wish for their IT environments. When it comes to cloud conversations, we see three core challenges clients need to address.

1



RESOLVE STAFFING CHALLENGES:

The general atmosphere is one of scarcity: Knowledge is limited, teams are understaffed, and internal talent spends too much time on system maintenance and too little time on strategy.

2



ADDRESS FINANCIAL CONSTRAINTS:

By and large, we're seeing major cloud spend struggles, including rising costs and unpredictability, an inability to invest in new revenue streams, and difficulties associated with CapEx commitments.

3



IMPROVE INFRASTRUCTURE AND SECURITY:

Data keeps growing. So do struggles with managing, accessing, storing, and securing it. Plus, the pains of patching and maintaining legacy solutions inhibit innovation and introduce risk.

While these are, without a doubt, the top three drivers of cloud conversations, there are additional factors to consider before making any decisions. Things like past infrastructure decisions and short- and long-term business goals also contribute to **a)** where an organization finds itself in the current moment and **b)** how it should go about identifying a solution.



Infrastructure Issues

Most organizations already use some version of private or public cloud (or a hybrid cloud or multicloud mix), yet many find the value lacking. Often, part of the problem comes down to existing infrastructures serving a specific purpose but not being the best match for overarching business goals.

Common infrastructure challenges hindering transformation include:

- Dissimilar architectures that require significant changes for effective integration
- Bloated product offerings that have to be cobbled together for a solution
- Decision-maker bias toward an OEM/vendor without strategic design/deployment



Short-Term and Future Focus

Navigating infrastructure change is a tall order, and it can be hard to know exactly what you'll need, and when, to enable the right capabilities at the right time. This is especially true as the role of data becomes more and more central to competitive business.

With the rise of AI- and ML-based workloads, many organizations are looking to integrate fast, securing data access, analytics, and edge compute to drive real-time insights for data-driven decision-making. But should you make infrastructure decisions based on today's needs or tomorrow's?



SHORT-TERM DECISIONS:

Choosing a solution based on short-term goals can result in technical debt that escalates over time in maintenance costs and lost transformation opportunity as resources devote increasing energy trying to make disjointed or limited solutions that were right for the moment continue to work in the long run.

LONG-TERM DECISIONS:

Are decisions made with an eye to an end state that doesn't exist yet better? In reality, such decisions can be short-sighted as well, slowing transformation due to skills gaps, overspending for resources that aren't optimized, etc.

Ideally, the business achieves a current-state infrastructure that meets the needs of right now, with capabilities that can accommodate whatever the future might look like.

Your Dream Cloud

**The challenges are clear enough.
So, what's the solution to your
cloud conundrum?**

It's a custom-built, private cloud model
tailored to your capabilities, your technology
preferences, and most importantly, your
business goals.

It's fully managed, cost-controlled,
scalable and secure, fast and flexible,
and future-focused — and it meets you
where you are right now.

All Your Cloud Wishes Come True

Wherever you are on your cloud journey, GDT has what it takes to create the cloud you need. Leveraging infrastructure from top partners and a broad scope of expert services from our teams, we'll help you plan and implement a cloud architecture that checks all of your boxes.

STAFFING

- ☐ Increase IT team and business productivity.
- ☐ Spend less time “keeping the lights on.”
- ☐ Deploy projects faster.

FINANCIAL

- ☐ Align IT spending to business goals.
- ☐ Reduce support and professional services costs.
- ☐ Increase net new revenues from a faster time to market.

INFRASTRUCTURE AND SECURITY

- ☐ Ensure the IT environment stays current, compliant, and secure.
- ☐ Provide visibility and control across all cloud installations.
- ☐ Eliminate overprovisioning and adjust capacity as needed.



Transform With GDT Managed Private Cloud

Whatever you're looking to achieve, it's possible with GDT. Our clients look to our managed private cloud solution to help consolidate data centers, address technical debt, and accelerate IT provisioning. It's an ideal way to manage data at the edge — delivering the right balance of compute, network, and storage as things change over time.

WE'LL HELP YOU:

- ☒ Add and protect cloud value.
- ☒ Accelerate IT transformation.
- ☒ Address technical debt.
- ☒ Gain financial stability and flexibility.
- ☒ Consolidate data centers.
- ☒ Resolve internal resource challenges.



What It Is: A Modern Cloud Architecture

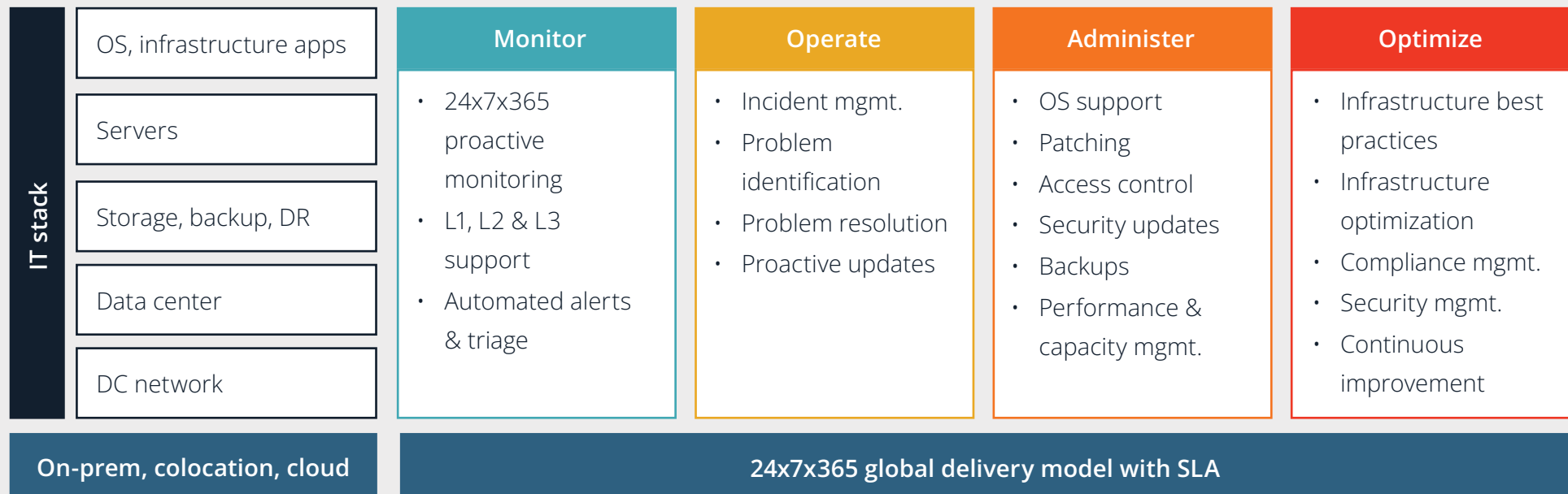
GDT partners with leading technology providers to deliver the private infrastructure components you need for a cloudlike experience wrapped with comprehensive managed services covering hybrid cloud, governance, support, security, data protection, disaster recovery, and more.

SECURE REMOTE ACCESS



- ISO 27001 certified
- SOC 1, SOC 2 compliant

- Cisco ESG certified
- Facilities security clearance



We take on all the complexity of the back end, enabling your team to focus on what's truly important: innovation and application development.



We **fully manage your entire stack** of vendor technologies, including on-premises, colocation, and cloud.



Our **24x7x365 global delivery model** encompasses monitoring for all aspects of your hybrid cloud, including public cloud usage and spend.



We can **apply utilization findings** to help guide workload migration and optimization, even taking on scheduling for the movement of individual workloads.



Security and data protection are built in, with operations covering proactive updates, alerts for incidents, and problem resolutions.



System administration includes secure remote access, operating systems support, security updates, backups, and capacity management.



We provide expert recommendations on a monthly or quarterly basis to ensure you experience consistent value and cost savings.





How It Works: The Modern Cloud Experience

GDT works with partners like HPE to deliver effective edge-to-cloud platforms through solutions including HPE GreenLake. Such a platform approach allows visibility and control across all clouds in one operating model, enabling transformation of services delivery across client businesses.

Providing this modern cloud experience across apps, data, and workloads in every client location delivers benefits for incredible flexibility across the business:

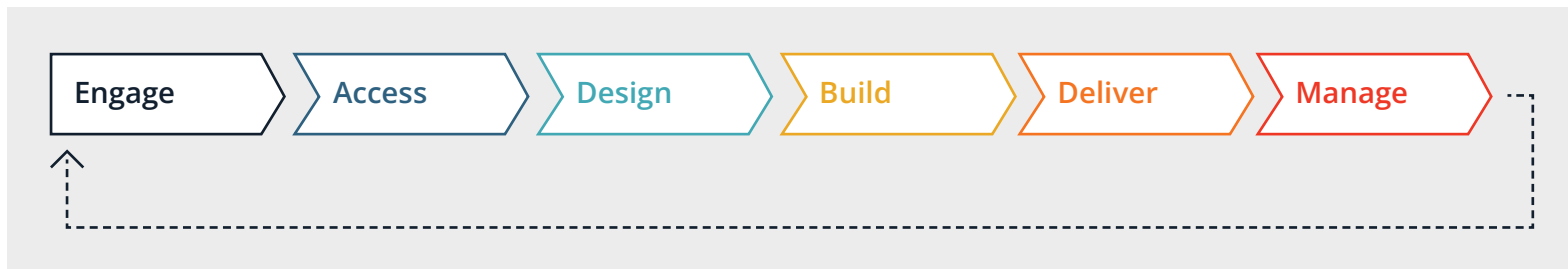
- Self-service capabilities
- True pay-per-use consumption
- Scalability up and down
- Control over privacy, compliance, and security
- Multicloud without vendor lock-in
- Total management as a service

As a result, clients can free up capital and boost operational and financial flexibility, ultimately redeploying resources previously tied up in monitoring and managing activities to focus on accelerating business strategies.

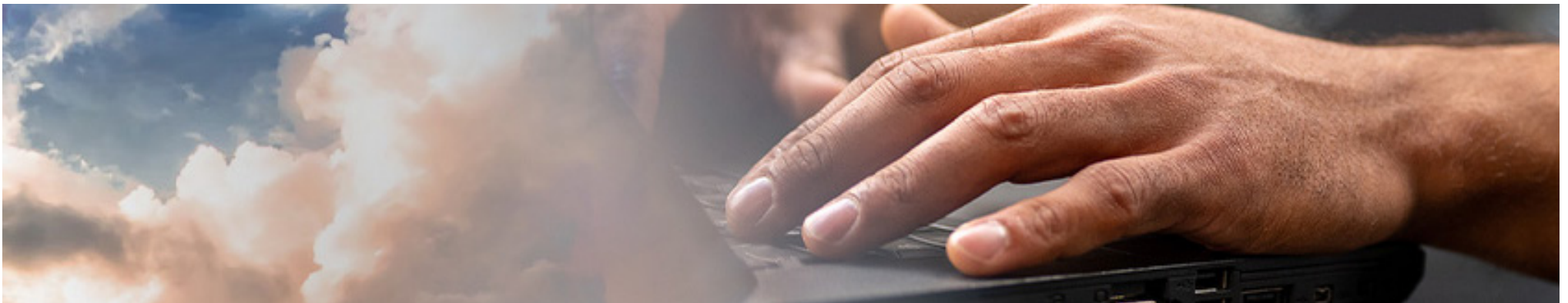


PARTNERSHIP, NOT PRODUCTS

The best cloud is the one that meets your needs. And those needs will change over time. GDT's managed private cloud model recognizes that, preferring an iterative lifecycle model to a one-off engagement mindset. Each engagement is considered a part of an ongoing relationship, tailored continually over time to ensure a superior delivery experience for every type of IT need.



And when you're navigating such a quickly changing landscape, it's important to have partnerships with deep expertise in the newest technologies. We bring our relationships with top-tier partners — including HPE — to bear in your cloud environment, ensuring you have access to the newest capabilities and technologies.





Move From Wishful Thinking to Strategic Transformation

Resource flexibility. Financial predictability. Infrastructure transformation and security. Whether your top cloud needs reflect these top three client wishes or other unique priorities, your wish is our cloud architecture strategy.

Partnering with industry leaders like HPE makes it possible for GDT to deliver your dream cloud, and keep delivering, even as your enterprise cloud needs change over time. It's not magic, but it might feel like it when you start to realize the many benefits of our managed private cloud approach.



SUPERIOR VALUE

Rather than maintaining an enterprise IT environment that drains your resources, experience a cloud that adds and protects value. Smarter buying, agile consumption, and proactive services deliver better ROI upfront. And you'll protect that value long term with a partnership approach that reduces risk and drives a strategic path for maturation.



FOCUS ON OPTIMIZATION

Leave behind making one-off purchases and managing them the best you can in-house. Make sure your tech stack is optimized with a long-term partnership. We'll help you incorporate short-term solutions with long-term strategy to evolve alongside your business.



INNOVATIVE THOUGHT LEADERSHIP

Make infrastructure decisions with confidence, knowing you have the experts on your side. We understand the latest trends from industry, client, and provider perspectives to help you take advantage of the best solutions for your overarching business goals.



A SINGLE POINT OF CONTACT

Multiple vendors mean multiple gaps. With GDT as a single go-to resource for your entire technology ecosystem, you leave no gaps. You get access to state-of-the-art technologies, services, and subject matter experts. And our services are delivered with flat, global SLAs so you know what to expect in every circumstance.



OEM PARTNERSHIPS

Get more out of your preferred vendors with our strategic alliances. By layering expert services on top of OEM technologies, you get more value than what OEMs can deliver on their own, plus the value of real-world context from our vast experience with other clients like you.



PROACTIVE SERVICE

You can focus on strategic business goals. We'll focus on making your infrastructure run as smoothly as possible. Wherever you need expertise and resources, our teams are more than ready to step in and deliver.

Make your infrastructure
match your goals.

Make your dream cloud
reality with GDT and HPE.

Learn more about how GDT
can meet your company's needs.

Visit marcom.gdt.com/dream-cloud

