



BUILDING GREAT TECHNOLOGY

# Cloud Journey



# Agenda



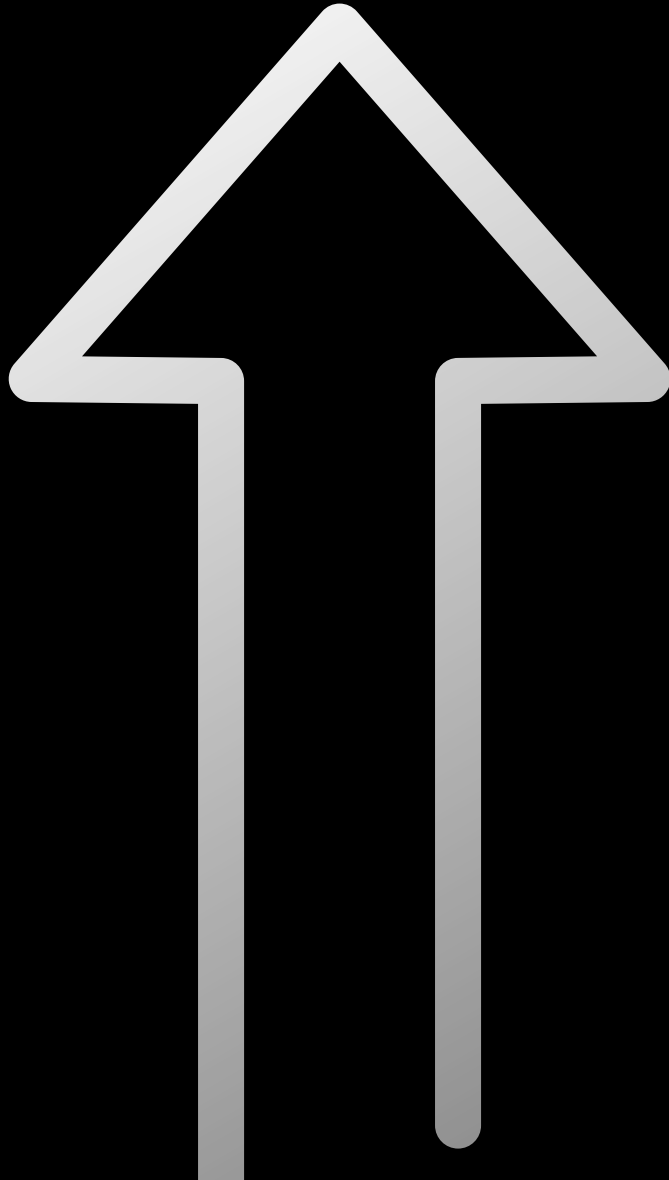
- SORINT.lab @ a Glance
- Cloud Journey
  - Benefits of Migration
- Our Tailored Journey
  - The Make it Model
    - Approach
    - Architecting
    - Experience
  - Experts Involved
  - Some Prestigious Certificates
  - Closer Look – Service Model
- Bonus slide - Related by Sorintains
- Going Forward



Is behind many prominent entities  
leading their industry. Assured!

**98%**

customer retention rate



# Clients

By industry



## Banking & Finance



## Energy & Utilities



## Telecommunication



## Government & Public Services



## Transportation & Automotive



## Healthcare



## Technology & Services



## Industrial & Manufacturing



## Entertainment

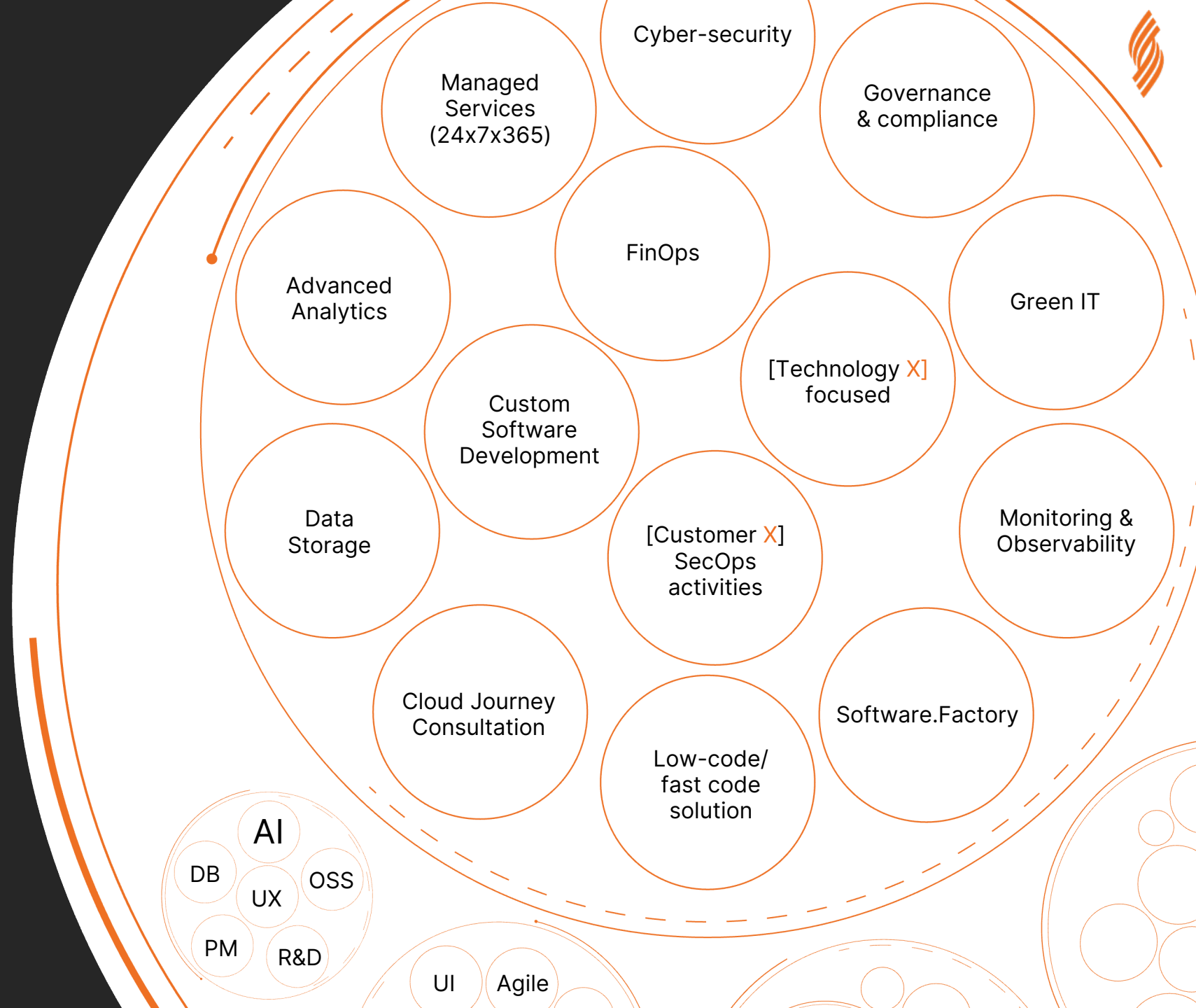


# Tackling Challenges Together

## A journey characterized by:

- Enabling clients to focus on core business.
- Secured solutions built upon best fitting technologies, practices, & latest findings.
- Quality, & cost optimization.

We harmonize passions!



# SORINT.lab – IT Consultancy

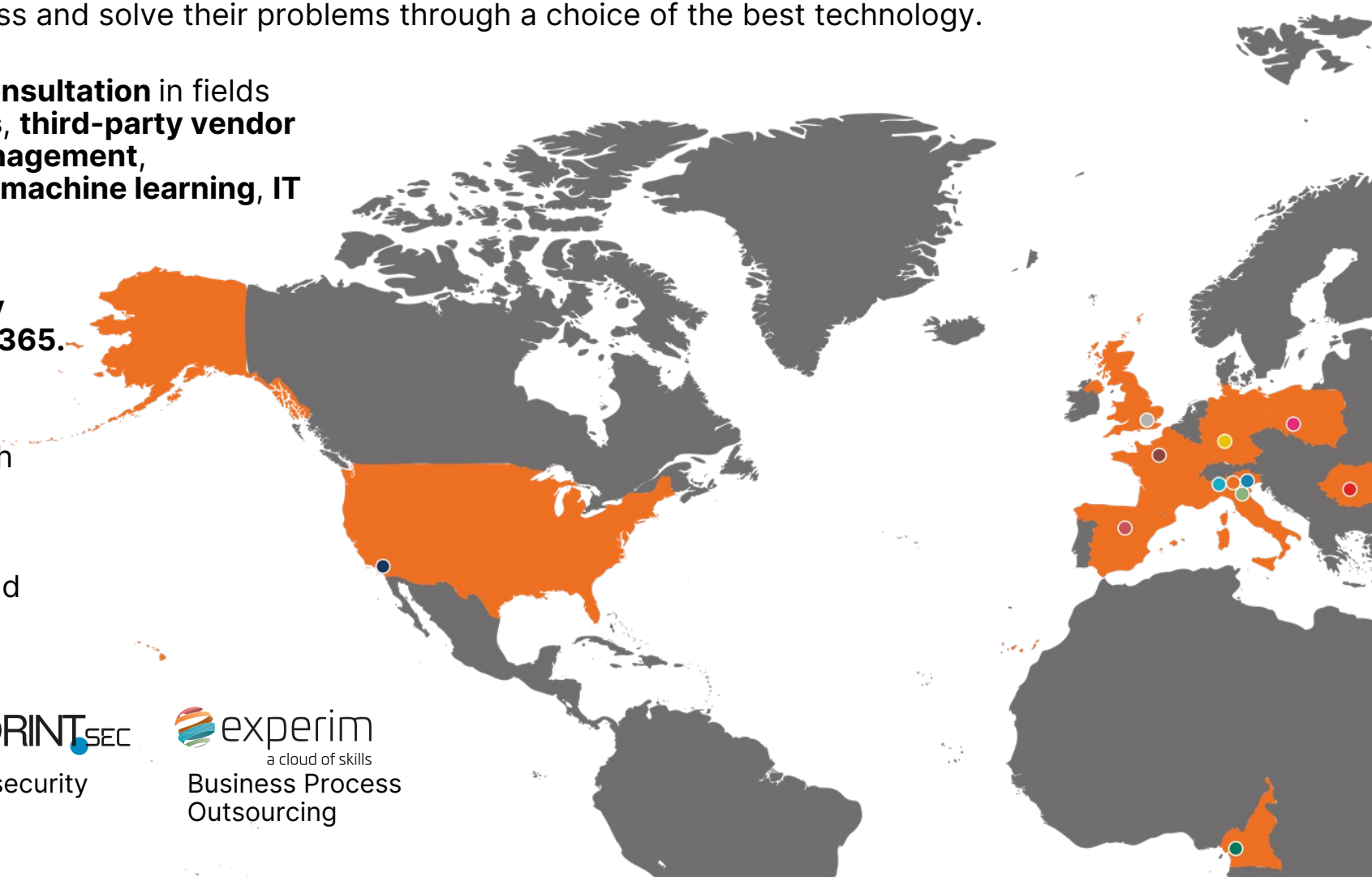


We believe in technology that fosters **innovation and human wellness**. Our commitment towards every company, institution or community is to help them run their business and solve their problems through a choice of the best technology.

Providing **digital technology services & consultation** in fields of **software development, cloud solutions, third-party vendor solutions, cybersecurity, data center management, management of daily IT operations, data, machine learning, IT recruitment** and **professional education**.

Delivering services ranging from **discovery and implementation** to **full support 24x7x365**.

SORINT provides IT services to prominent entities in Europe, USA, and Africa. Through a workforce of **1.5K professionals** and a presence spanning **17 offices** located in Italy, Spain, United Kingdom, Germany, France, Romania, Poland, United States, and Cameroon.



 **SORINT**.lab  
IT Consultancy

 **SORINT**.TEK  
Advanced Analytics Solutions

 **SORINT**.SEC  
Cybersecurity

 **experim**  
a cloud of skills  
Business Process Outsourcing

# Let's Tackle Your Next Challenge Together

“SORINT.lab is a company that's easy to do business with...”

A well-known testimonial from a client



## Education

>40K

Training hours per year

130+ entities

Certification. Foundation to trainer level

## Methodology

Vendor independent

Unbiased transparent consultancy

Project management

Prince2, PMI, Agile, SCRUM/UX

ISO compliance

27001, 20000, 9001, 14001

## Experience

250+ large enterprises

Prominent entities in Europe, US, and Africa

>1K case studies

Tailored journeys documented



Euronext Group's ELITE SME network

The Make IT Model

Our philosophy towards journeys

# Cloud Journey



- If you are about to start the journey. The road to a cloud-based infrastructure starts here.
- Milestones and activities of the journey includes:
  - End-to-end cloud adoption. Strategy, architecting to implementation
  - Management (24x7x365 - multilanguage)
  - Cloud security & compliance
  - Multi-cloud solutions
  - Data analytics & advanced analytics
  - FinOps
  - Assessments, consultation, & training

## Cloud Journey



It's not where  
you are that  
we ask.

We know. We've been there  
many times with other  
customers.

We know the 'next'!

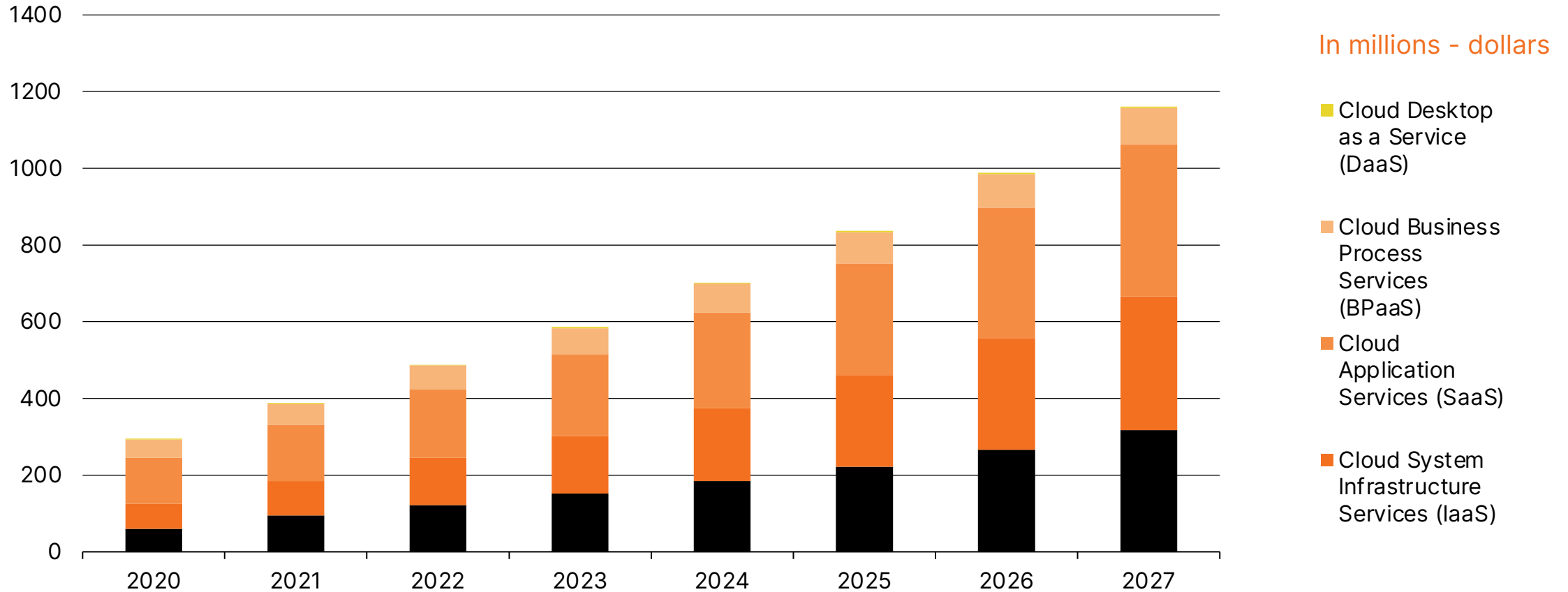


# The Cloud Value Is Unmatchable



Here and staying

Cloud exceeds all other IT markets



\*Gartner 2024 on public cloud spending

# Benefits of Migration

Datacenter, Cost, Technology, & Security Advantages



## Avoidance of hardware and physical activities

No datacenter activities and the associated risks. e.g. Hardware, maintenance, or refreshing activities.



## Up-to-date with latest features

Latest technologies and findings immediately availability.



## Cloud provider

Several options and incentives offered from cloud provider.



## Security

Key free security features and shared responsibilities.



## Energy saving

Significant energy reduction and DC cooling.



## Scalability and resource allocation

Instant scalability of environment and resources.

# The Make IT Model

What we promise



## Cloud-smart Approach

A journey guideline where our primary focus becomes analysing, aligning, tailoring, and operating a solid plan that considers all aspects of your organization's objectives, applications and service's needs.

## Architecting

Innovating an architectural plan based on choices that, while complex, are feasible and beneficial. Allowing us to leverage the latest findings and our experience to address factors and choices such as the cloud model, costs, plan vendor choice, and the technical knowledge needed.

## Experience

We allocate a combined mix of expertise to ensure a comprehensive and effective approach. Consultancy, technical knowledge, and PM. An integrated approach that guarantees a smooth, cost-efficient, and effective utilization of cloud technologies through the migration process.

# SORINT.lab's Tailored Journey

The make it model – Cloud-smart approach



## Discovery

Understanding your organization's business needs, technologies, and objectives.

## Strategy

Aligned with your organization's requirements and using principles of FinOps, SORINT.lab at this stage delivers the migration plan. Which includes, for e.g., the strategical principles, cloud model (single, hybrid, or multicloud), cloud migration justification, and risk assessment.

## Preparing to Execute

Organizing activities according to the approved proposal plan. From on ground activates, overall project's requirements, tools, skills needed, manpower, knowledge, and logistics.

## Migrating

Includes the migration and modernization phase. Plus, mitigation of migration challenges.

Documentation activities.

## Managing and Optimizing

Set according to proposal. Activities might include cloud management, cloud financial management, cloud success measurement.

# SORINT.lab's Tailored Journey



The make it model - architecting

Leading your organization forward into a new area of opportunities

## Multicloud as a new normal

SORINT.lab is multicloud Native!

Cloud providers are opening up to the idea of multicloud by facilitating connections to provide the best service at the best price to the customer. I.e Azure & Oracle Cloud.

## Tailored cloud strategy

- **Rebuild**
- **Replace**
- **Rearchitect**
- **Revise**
- **Rehost**

Built on Gartner's 5 R's framework

## Application migration strategy

From many, our consultants will help you to choose best path

## Onprem is the new cloud

We provide assessment of all onprem cost to optimize your journey

Upon request



# SORINT.lab's Tailored Journey

The make it model – Experience instantiated from

Every journey is a unique challenge, but our know-how:



For various industries.

Consulted, planned, & implemented complex cloud related projects for prominent entities in Europe, US, and Africa



Customer retention rate



Dedicated circles specialized and focused on vendor's technologies



Highest grantable certificates in various fields, and "Training Partners" to some vendors



Expert PM with technical background ensuring project's objectives are smoothly met



Flexibility. 24x7x365 multilingual team

Day x ———— Continues support ———— Continues support ———— Continues support ———— Day y



## Experts Involved

- FinOps
- Google Cloud Platform Engineering
- AWSome
- Oracle
- Microsoft & Azure
- Cloud-native security
- Next Generation Managed Services
- PMO

## Senior masterminds

Fabio Zanchi



Cloud Solution & DB Architect | FinOps Specialist | Ercole PM

+20 years of experience. DB infrastructure and cloud.

Raffaello Ferrari



Database & Cloud Architect | FinOps Specialist

+7 years of experience. DB infrastructure and cloud.

Angelo Brenna



FinOps Professional | PM

+20 years of IT experience. Development, Cloud and Infrastructure related projects.

## Some prestigious certifications



# Technology Landscape



## Cloud Infrastructure & Platform Services



## Enterprise Backup & Recovery Software Solutions



## DevOps Platforms



## Distributed File & Object Storage



## Primary Storage



## Container Management



## Application Performance Monitoring



## Cybersecurity



## Database Management Systems



## Data Streaming



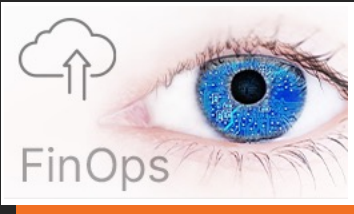
## Internal Development Platform





# Bonus Slide

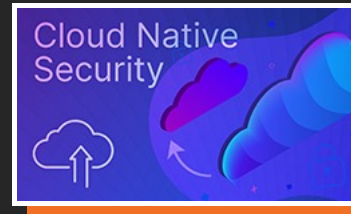
## Related Solutions and Tools by SORINTians



### **FinOps** Cloud Journey

Short for “Financial Operations”. Practices and activities of managing and optimizing cloud cost and resources.

[Inquire](#)



### **Cloud Native Security** Cloud Journey

Strategies, practices, & tools to safeguard the containerized applications and the underlying environment from potential cybersecurity threats and vulnerabilities. Plus, continuous monitoring.

[Inquire](#)



### **Ercole** Proactive Database Software Asset Management

A service and an open-source software product that tracks database licenses for optimization and compliances.

[Inquire](#)



### **Modern Infrastructure** Digital Technology Services

From traditional infrastructure to a modern approach. Entails aligning with the latest industry standards, best practices, and business needs. Activities vary from server creation, consolidation, patching services, migration, automation and much more.

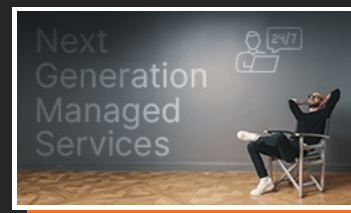
[Inquire](#)



### **Project Management** PMOs

Project management as a service (PMaaS) focuses on coordinating IT projects. On both, infrastructure level and application software level.

[inquire](#)



### **NGMS** Core IT Service

Remotely manages IT infrastructures ensuring the correct functionality, support for vendor and Open-source products. Reducing response times to new problems. Speed, flexibility, method and technical preparation are part of our DNA.

[Inquire](#)

# Going Forward

How we can move forward from here

One hour  
workshop

Read more on  
/sorintlab



Alternative  
approach



**BUILDING GREAT TECHNOLOGY**



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IT | ES | UK | DE | US | FR | PL | CMR | RO

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