

# AVASANT

EMPOWERING BEYOND

*Digital Forum*

## Welcome to Avasant's Digital Forum Rethinking Digital Infrastructure for a Post-COVID World

In Partnership with:

**HCL**





# DIGITAL FORUM MODERATOR

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ROB DEVERS

Former CIO, Virco;

Senior Director & Senior Fellow, Avasant



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# DIGITAL FORUM PANELISTS

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**PIYUSH SAXENA**  
VP & Head, Hybrid Cloud  
Services, HCL Technologies



**GARY PAEK**  
Director, Datacenter  
Enterprise Group, Intel



**FRANK SCAVO**  
Partner, Avasant &  
President, Avasant Research

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# AVASANT RESEARCH PERSPECTIVE

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FRANK SCAVO

Partner, Avasant;  
President, Avasant Research

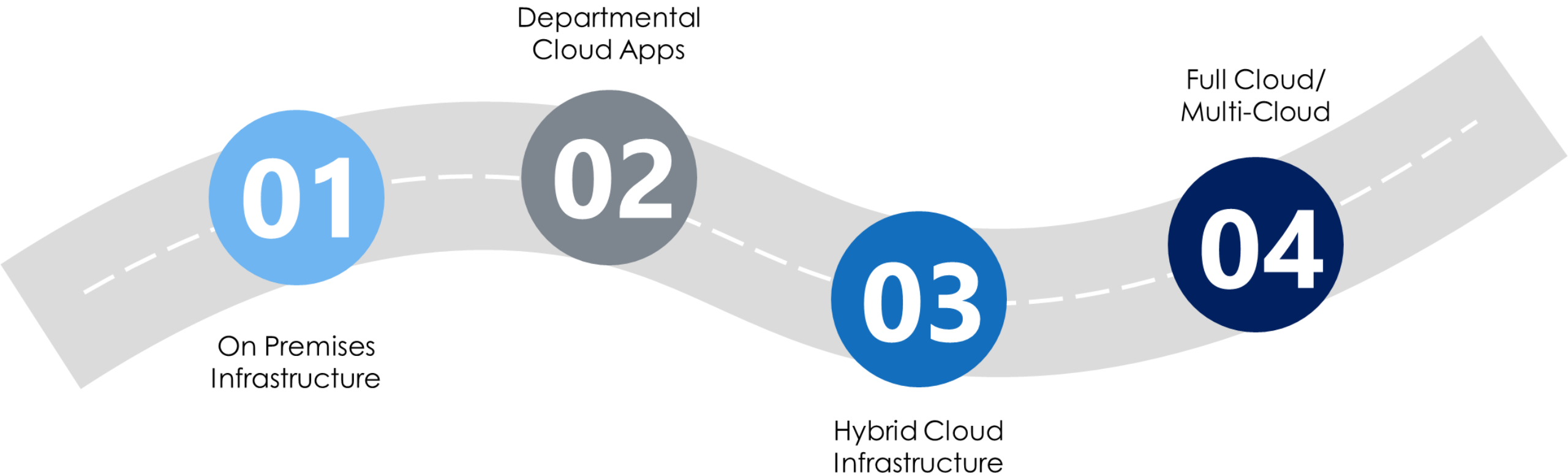


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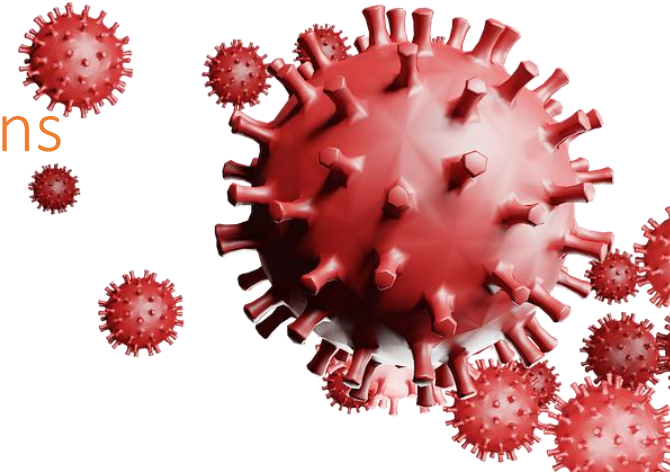
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Organizations have been steadily moving to the cloud as a foundation for digital transformation



# Our survey shows that COVID-19 is disrupting IT organizations



- **Project priorities are changing**

- Projects mostly delayed, not cancelled
- Lots of comments on new equipment needed for remote access
- Lots of projects to deal with new security threats involving remote work

- **Impact on IT budgets is fluid**

- **57%** have made no changes...yet, and the median budget cut is only 5%
- A small percentage (**13%**) are increasing budgets (e.g. Microsoft Teams, UC, mobile devices, laptops, virtual desktops, and SaaS all mentioned)
- One US State government reported huge increase in budget (*guess for what*)
- Capex budget cuts are greater than Opex
- **43%** of respondents expect to return to normal budgets within six months.

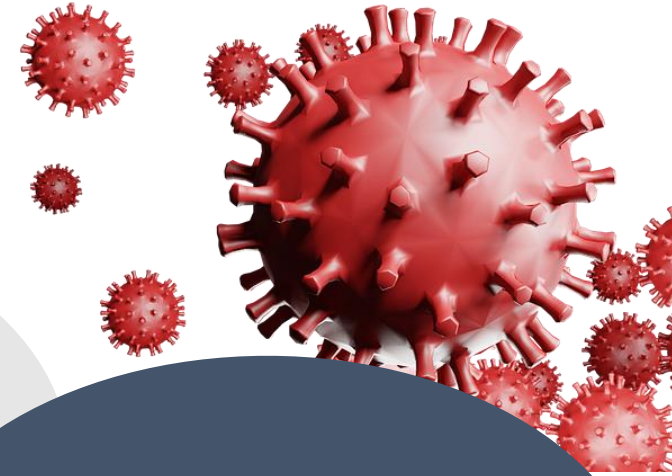
## Some organizations face greater challenges

Education of users on teleworking is by far the greatest challenge. Many departments were not prepared for long-term telework.

Transitioning the entire work force to working remotely was the biggest challenge

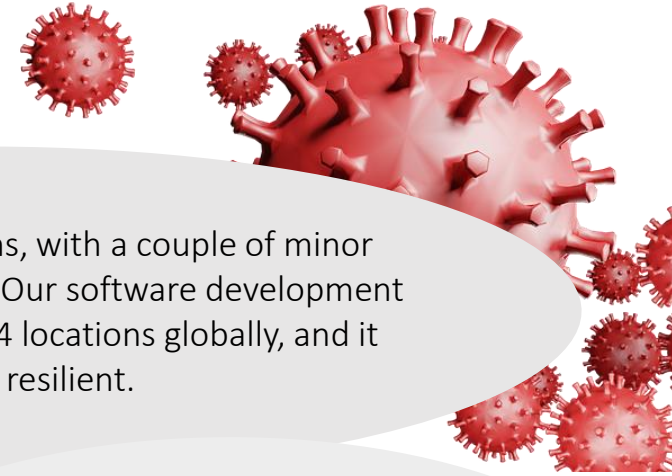
The switch to mostly remote work was challenging on our infrastructure.

It is a challenge to go from 15 daily teleworkers to close to a thousand. Plus, even after this is over, WFH will most likely stay... we need to adjust!





# Organizations in the cloud are faring much better



The biggest impact is not in the IT environment, where global and virtual interactions are common. The business has a different perception of IT, at the moment, because IT is ensuring business continuity without dysfunction.

All our back office functions, with a couple of minor exceptions, operate on SaaS. Our software development is a private cloud spanning 4 locations globally, and it has proven resilient.

When we were directed to work from home, we picked up tablets and went home. Our underpinning technology and cloud collaboration tools have been solid.

We're in a relatively good spot. Most of our services are cloud-based and our workforce largely mobile-savvy so working from home was not hard on IT beyond an initial support bubble.



We shifted to the cloud 5 years ago. We were ready and we do not have any dependencies on our offices. As long as there is good internet and the cloud services are up, we will be fine.

We are 100% based on SaaS solutions so we were set up to work from home day one. Easy transition.

Our Amazon Services has had a large reduction in spend due to transaction volume going to zero from our IoT devices on property. We now only pay the minimum amount each month to maintain service.



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# GLOBAL DATACENTER ENTERPRISE PERSPECTIVE

GARY PAEK

Director, Datacenter Enterprise Group,  
Intel



 @garypaek

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*The world faces an enormous challenge in fighting COVID-19.*

*Intel is committed to accelerating access to technology that can combat the current pandemic and enable new technology and scientific discovery that better prepares society for future crises.*

*We hope that by sharing our expertise, resources and technology, we can help to accelerate work that saves lives and expands access to critical services around the world during this challenging time.*

Bob Swan, Intel CEO

<https://newsroom.intel.com/news/intel-commits-technology-response-combat-coronavirus/>



# Partnering with Our Ecosystem

Intel is here to partner with our ecosystem to put our technology, expertise and scale behind external partner's ideas and solutions to address critical needs



Working with our broad ecosystem, Intel is committed to accelerating access to technology that can combat the current pandemic and enable new technology and scientific discovery that better prepares society for future crises.





# Intel Partnering with HCL Flexible Business Solutions



SAFETY AND  
WELL-BEING OF  
EMPLOYEES



BUSINESS  
CONTINUITY



CAPITAL  
PRESERVATION



AGILITY,  
FLEXIBILITY,  
SCALABILITY  
WITH HYBRID  
CLOUD



SECURITY  
WITHOUT  
COMPROMISE



# Summary and Call To Action



We are all in this together

Trusted Partnerships to Innovate and Thrive





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# HYBRID CLOUD SERVICES PERSPECTIVE

PIYUSH SAXENA

VP & Head, Hybrid Cloud Services,  
HCL Technologies



**HCL**

 @Piyu2u2

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# Medium & Long Term Business Drivers



## Accelerating Digital Transformation

Significantly reducing from an earlier 3-5 year plan via Zero touch customer interactions, content monetization, customer loyalty programs etc.



## Enabling Cloud adoption

Continuity of business –with focus on enabling on-demand infra, cloud-based solutions, remote workplace, VDI - on prem/cloud, Bandwidth provisioning etc.



## Evolving business models

Increased demand for managed services on cloud platforms, new business models including cloud gaming, telemedicine and virtual tourism



## Cybersecurity for Fluid Business World

Enabling a Secure, Scalable & Adaptive framework for Cloud based Remote Access; GRC and BCP advisory



## Driving Industry 4.0

Leveraging 5G related ecosystem, IoT penetration in manufacturing, sustenance, validation and compliance.



## Portfolio / Delivery Optimization Partnerships

Rapid Deal Construct;  
Global Capability Centers Carve Outs;  
Geo Balanced delivery locations;

# Customer rapid cloud adoption journey

## European Vehicle Manufacturer

**Faster IT deployment to meet demerger requirements**



**30% cost savings through flexible commercial construct**



**Reduce IT complexity – Validated Reference architecture**



**Business Transformation – 8 Weeks Assessment to Execution**

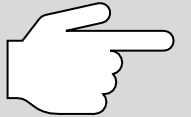


## North American Financial Services Firm

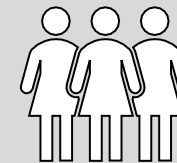
**Lift-shift to cloud & Cloud Native Dev for Digital workloads**



**One Click deployment for rapid migration – Weeks to Minutes**



**Skills-on-demand using ElasticOps model**



**Ready to use tools-as-a-service to secure & automate**



# Adaptive Data Center powered by

Discover

Define

Design

Deliver

 DELL EMC

 Hewlett Packard Enterprise

 PURE Storage

 CISCO

 aws

 IBM

 rubrik

 NUTANIX

 vmware

 COHESITY

 Microsoft Azure

 Google Cloud



Faster Migration  
& Onboarding



Faster time  
To market



Pay as you  
go Model



Up to 40%  
Cost Savings



Automated Blueprint  
Provisioning



Integrated Hybrid  
Orchestration Engine

‘Hybrid cloud solution’  
offering flexibility, scalability,  
and programmability

- Always ON / Elastic Private Cloud with 100% scale down option
- Standardized and validated reference architectures and defined service catalogue
- Single pane of glass for management and integrated hybrid orchestration engines
- Supports Multi-Cloud Environment

## ElasticOps

True Cloud Native AI-driven managed operations service

## RecoverNxt

Automated DR on Cloud

## Commercial Utility Models (U4X)

True Pay-as-you-go models

## Security Services

HCL's Dynamic Cybersecurity Framework"

## MTaaS

Best-of-breed tools in the as-a-service model

## VelocITy

Completely validated & blueprint based Hybrid cloud offering



# HCL-Intel Engagement



## Global GTM

Around Cloud & Data  
Center Technologies



## Hybrid Cloud Architectures & offerings

VelocITy – HCL's Hybrid Cloud offering  
validated and optimized on Intel Architecture  
for performance  
(Intel Xeon, Intel DC Persistent Memory and  
Intel storage/NICs)



## Cloud Migration

Optimize the TCO for end  
customers, ex: By right sizing using  
tools and frameworks using Intel  
specific tools (XPA)



## HPC & Analytics

Joint customers and  
investments to develop joint  
propositions



## Adaptive DC

Joint investment & optimized for  
performance & cost with Intel



## Platform Certifications

VMware, Nutanix, Azure, etc  
on Intel DSG solutions



## Strategy & Optimization initiatives

Telemetry and other frameworks to create  
strategy cloud environments using Intel  
Lab tools



## AVDC

End to end offering to leverage infra +  
application capability on Intel products



## Innovation Labs

Joint investments that allow  
customers to experience the  
offerings, use cases

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# AUDIENCE Q&A



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# THANK YOU FOR JOINING US

ALL REGISTRANTS WILL RECEIVE THE WEBINAR REPLAY  
& PRESENTATION SLIDES

FOR QUESTIONS PLEASE CONTACT:



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