



Securing Your Microsoft Azure Cloud Future

Enabling your brilliance

www.6dg.co.uk | brilliance@6dg.co.uk

Microsoft
Partner



Gold Cloud Productivity
Gold Datacenter
Gold Cloud Platform
Gold Data Analytics

Welcome

Wherever you are on your Microsoft Azure cloud journey, Six Degrees will lead your transformation to drive competitive advantage for your organisation. With a unique Azure-aligned, UK onshore Cyber Security Operations Centre (CSOC) to safeguard you from the latest cyber threats, Six Degrees is best placed to secure your Microsoft Azure cloud future.

Our Six Degrees process will help you...



**Capture &
Consult**



**Transform &
Harden**



**Manage &
Optimise**



**Defend &
Recover**

In this document you will find:

1. The challenges today

The pace of digital disruption is accelerating across all components of the value chain. Securing your Microsoft Azure Cloud future needs to be at the core of your transformation.

As organisations become more experienced with Cloud the **top challenges shift to:**

84%
Governance



84%
Cost



81%
Security



As the threat landscape and compliance regulations continuously evolve, security needs to be a proactive practice, with an in-depth defence strategy in place.



Data Security



Compute Security

Windows Azure

Platform Security



Network Security



Six Degrees Managed
Cyber Security
Operation Centre



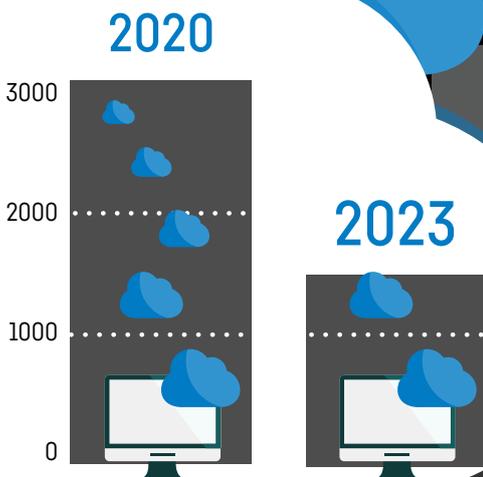
Identity & Access
Control



Perimeter Security

1. The challenges today (cont...)

By 2023 the number of cloud service provider (CSP)-certified companies delivering cloud managed services will shrink to fewer than 1500 vendors globally, having peaked at about 3000 in 2020.



A Trusted Partner Investing in Your Future

Wherever you are on your Microsoft Azure cloud journey, we focus on creating a secure platform for your digital transition with our unique Azure-aligned UK Cyber Security Operations Centre.

Organisational Alignment

- 1 Structure Type
- 2 Cloud Capabilities
- 3 Establish Teams
- 4 RACI Matrix
- 5 Skills & Training

Aligned to People, Responsibility and Goals.



Cloud Management

- 1 Inventory & Visibility
- 2 Operational Compliance
- 3 Protect & Recover
- 4 Platform Operations
- 5 Workload Operations

Aligned to Criticality, Impact and Commitment.



Corporate Governance

- 1 Cost Management
- 2 Security Baseline
- 3 Resource Consistency
- 4 Identity Baseline
- 5 Deployment Acceleration

Aligned to Business Risk, Policy & Compliance, and Process.



2. Cloud Adoption Services

UK SMEs strive to utilise cloud technology while minimising risk and realising ROI quickly. Where is your organisation on its cloud adoption journey? Six Degrees traverse this path alongside you - addressing your challenges and solving your cloud needs - to transform your organisation for its cloud future.

Cloud technology enables organisations to do amazing things: providing tools to empower their people; bringing services closer to end-users; and driving success in an increasingly complex, connected and competitive world. Small and medium-sized Enterprises (SMEs) are embracing this shift and are adopting cloud for varied workloads from applications to management of customers, their workforce, knowledge, finances and more. Six Degrees delivers focused and personalised cloud adoption services to address your adoption challenges and achieve your outcomes.

Adoption Challenge

Six Degrees Cloud Adoption Services



Compliance and governance

Meet sector-specific compliance requirements whilst ensuring appropriate governance in your cloud operations.

- Our “Capture and consult” processes as shown on the next page, allow you to frame compliance requirements in the context of your organisation and ensure governance.



Security

Maintain appropriate security levels with cyber security best practices across your people, processes and systems.

- Our “Transform & Harden” processes minimise risk and then
- Our “Defend and Recover” processes monitor and seal your environment.



Cost management

Maximise cloud ROI and keep costs predictable, ensuring your cloud infrastructure is always optimised.

- Our “Manage & Optimise” processes ensure proactive environment monitoring for best value resources to achieve your goals whilst periodic reviews constantly innovate when your requirements change.



Skills and staffing

Access technical capabilities, leveraging the power of cloud to unlock the latest cloud-native opportunities.

- Our “Manage & Optimise” processes provide our resource and depth of experience to allow your people to focus on your organisational objectives.

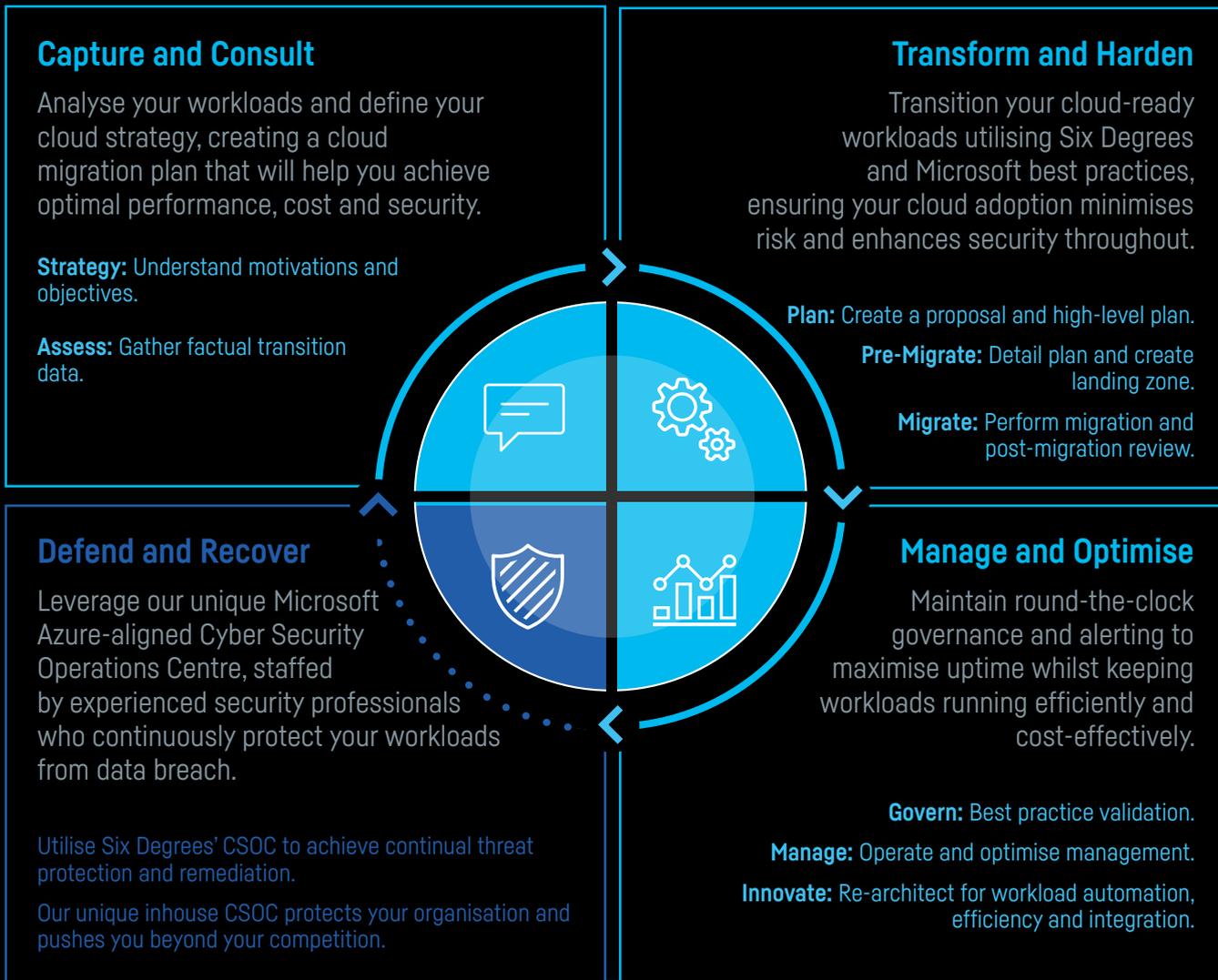


Manage multiple environments

Handle infrastructure complexity and lower resource burdens to minimise financial and operational risk.

- Both our “Transform & Harden” and “Manage & Optimise” processes manage and monitor multiple environments aligned to cloud adoption framework best practices ensuring optimal uptime and performance.

Four Stage Cloud Adoption Journey



Accreditations



Six Degrees delivers cloud adoption services that are aligned to the challenges SMEs face. We guide organisations across the public and private sectors throughout their digital transformation journeys, enabling them to leverage the latest and best cloud technology to drive home competitive advantage whilst ensuring security and organisational resilience.

Ready to Take the Next Step?

Contact our team to discover how the cloud adoption journey can impact your organisation. Visit www.6dg.co.uk/cloud-strategy to book a free half-day cloud strategy workshop.

3. Other useful literature

We offer workshops and assessments to understand your business goals, priorities and infrastructure.

PRODUCT OVERVIEW

Hybrid Cloud Adoption Strategy Workshop



Our half day workshops are designed to help you understand your business priorities and uncover the factors that will influence your hybrid cloud adoption strategy.

Why do I need a Hybrid Cloud Adoption Strategy?
Cloud-based transformation projects have high expectations and visibility, but too many initiatives fall short due to a lack of alignment between IT and the wider business. Organisations that embark on cloud computing initiatives without a clear strategy struggle to realise the full benefits. We can help.

Why should I book a 1/2 day workshop?
The key purpose of these sessions is for us to help you pave the way for a successful cloud journey by facilitating cross-team collaboration and decision-making. Each workshop can be delivered on your premises and will be led by one of our cloud strategists.

Scope
Our Hybrid Cloud Adoption Strategy Workshops will provide your staff with:

How it works

1. Contact your account manager to schedule.
2. Complete our preparation questionnaire.
3. Provide us with an inventory of IT systems and logical/physical systems in use.
4. Six Degrees confirm suitability, date and send you an agenda.

Key Outputs
Following a workshop you will benefit from:

- A solid and comprehensive understanding of the current cloud landscape.
- A clear rationale for your cloud strategy.
- An initial view on your potential workload needs for our cloud assessment.
- A cloud maturity assessment to inform your strategy.

PRODUCT OVERVIEW

Cloud Assessments



Our Cloud Assessments are designed to help you understand your infrastructure and potential cloud adoption workloads while collaboratively identifying how they slot in with your overarching business goals.

Quantitative and Qualitative Analysis
Any business that has a cloud strategy needs to unravel how to execute it. Effective transformation requires an accurate inventory of IT that maps infrastructure, applications and their dependencies. A Six Degrees' Cloud Assessment can dually help your business. First, it helps you understand the quantitative state of your current and, perhaps, unknown infrastructure in addition to indicating what might be suitable to move to the cloud. Then, we identify qualitative detail indicating how to optimise that transition, maintaining cost-efficiency and increasing the productivity of your business.

Why a Cloud Assessment?
By analysing your systems and interdependencies, we guide your business to successfully progress along your cloud journey. Our cloud specialists present the results to you, identifying wastage, security risk and any essential gaps. A proposal is drafted to your priorities, based on the current state of your business, and the requirements of your

Key Phases in our Assessment:

1. Kick-off and agreement of business priorities
2. Prerequisite completion and tool deployment
3. Data collection and monitoring
4. Data analysis and consultative workshop
5. Result review and proposal presentation

Features and Benefits

- Multi-Cloud economics before transition
- Accelerate transformation based on facts
- Smarter use of IT resources
- Minimise IT security risks and downtime
- Informed investment decision on result
- Collaborative hand to digital realisation

CUSTOMER STORY

AvantiGas

Streamlining business operations across Europe.



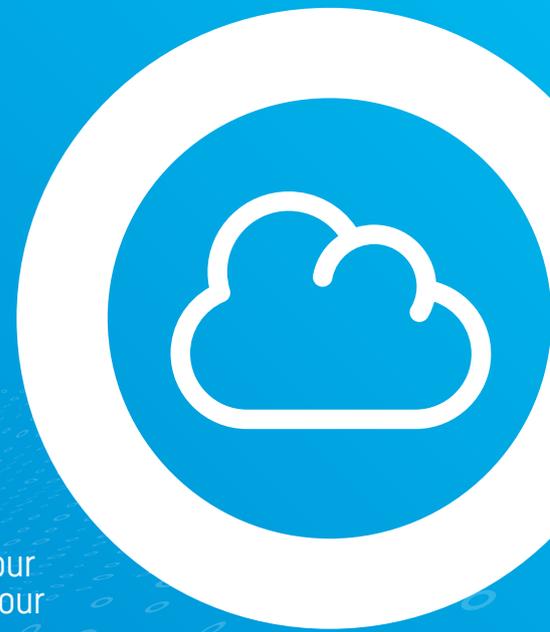
The consumerisation of business means that for many of us, our expectations around service and delivery have changed. Precision delivery procedures are increasingly seen as a benchmark across B2B markets too. Applying these processes on a global scale is a huge undertaking that requires significant investment in an organisation's entire IT infrastructure – from billing and stock control to the website and Enterprise Resource Planning (ERP).

AVANTIGAS

About Six Degrees
We are a cloud-led managed service provider, the world's leading technology partner to businesses leading a digital transition. Always starting clients at the heart of their business, we partner with them to help them realise their digital ambitions.

Hybrid Cloud Adoption Strategy Workshop

Our half day workshops are designed to help you understand your business priorities and uncover the factors that will influence your hybrid cloud adoption strategy.



Why do I need a Hybrid Cloud Adoption Strategy?

Cloud-based transformation projects have high expectations and visibility, but too many initiatives fall short due to a lack of alignment between IT and the wider business.

Organisations that embark on cloud computing initiatives without a clear strategy struggle to realise the full benefits. We can help.

Why should I book a 1/2 day workshop?

The key purpose of these sessions is for us to help you pave the way for a successful cloud journey by facilitating cross-team collaboration and decision-making.

Each workshop can be delivered on your premises and will be led by one of our cloud strategists.

Scope

Our Hybrid Cloud Adoption Strategy Workshop will provide you with:

- A common view of cloud concepts, benefits and adoption fears,
- A clear understanding of Cloud governance requirements,
- An alignment of Cloud IT requirements to your strategic business objectives,
- Best practice in respect to data centres, IT infrastructure, applications and service,
- An understanding of cloud solutions relevant to your business,
- Priority candidates for cloud migration and the associated benefits of expediting.

How it works

1. Contact your account manager to schedule,
2. Complete our preparation questionnaire,
3. Provide us with an inventory of IT systems and logical/physical systems in use,
4. Six Degrees confirm suitability, date and send you an agenda.

Key Outputs

Following a workshop you will benefit from:

- A solid and comprehensive understanding of the current cloud landscape,
- A clear rationale for your cloud strategy,
- An initial view on your potential workloads ready for our cloud assessment,
- A cloud maturity evaluation to show your progress as you advance through your cloud journey.



Speak to our experts today on +44 (0)20 7858 4935 or cloud@6dg.co.uk or visit www.6dg.co.uk

Enabling your brilliance

Cloud Assessments

Our Cloud Assessments are designed to help you understand your infrastructure and potential cloud adoption workloads while collaboratively identifying how they slot in with your overarching business goals.



Quantitative and Qualitative Analysis

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Why a Cloud Assessment?

By analysing your systems and interdependencies, we guide your business to successfully progress along your cloud journey. Our cloud specialists present the results to you, identifying wastage, security risk and any potential gaps. A proposal is aligned to your priorities, based on factual discussions with stakeholders. All are done to build a better business model for you.

Scope

Our Cloud Assessment provides you with:

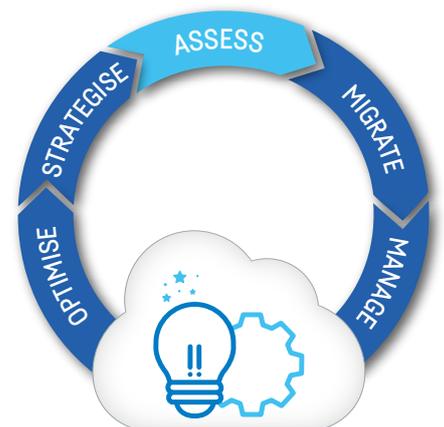
- A view across your physical or virtual Windows and Linux Servers,
- Raw data collection for up to 30 days to capture month-end activity,
- Multi-cloud cost analysis, pricing options and recommendations,
- Consultative-led workshop mapping inventory data to operational and business logic to build a meaningful proposal.

Key Phases in our Assessment:

1. Kick-off and agreement of business priorities
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5. Result review and proposal presentation

Features and Benefits

- Multi-Cloud economics before transition
- Accelerate transformation based on facts
- Smarter use of IT resources
- Minimise IT security risks and downtime
- Investment/divestment decision on result
- SC cleared staff for highly regulated environment



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Enabling your brilliance

AvantiGas

Streamlining business operations across Europe.



The consumerisation of business means that for many of us, our expectations around service and delivery have changed. Precision delivery procedures are increasingly seen as a benchmark across B2B markets too. Applying these processes on a global scale is a huge undertaking that requires significant investment in an organisation's entire IT infrastructure – from billing and stock control to the website and Enterprise Resource Planning (ERP).

To achieve this level of service delivery, AvantiGas, the UK arm of an international supplier of liquefied petroleum gases (LPG), worked with Six Degrees on implementing a multi-cloud platform across Microsoft Azure and our Birmingham South data centre. This platform delivers security, hosting, and voice and data services to streamline delivery operations in the UK and throughout Europe. By consolidating its IT infrastructure, this leading energy supplier has achieved a reduction in IT operating costs whilst enabling faster, more consistent and higher quality services across the UK and Europe.

Background

AvantiGas provides a range of energy products and service solutions including off-grid LPG Bulk Gas, LPG Bottles, Aerosol Propellant, Biomass Renewables and, more recently, an on-grid Mains Gas division for business customers. AvantiGas is part of the UGI Corporation – a holding company that through its subsidiaries distributes, stores, transports and markets energy products and related services internationally.



As a top energy supplier, AvantiGas' core aim is to provide a consistent, professional and safe service to all of its business and residential customers via its network of distribution centres – two inland gas terminals and a UK-based emergency centre that delivers 24x7 maintenance, service and aftercare support. The UGI group is comprised of approximately 3,000 employees serving 580,000 customers, manages 19 million cylinders via 68,000 distribution locations and is continuously expanding through acquisitions. With bulk sales included, UGI International sold approximately 930 million gallons of LPG throughout Europe in fiscal year 2017. All services, support care and products are underpinned by the company's IT infrastructure, making it crucial that IT systems remain available 24x7, without compromise.

Challenge

AvantiGas initially began its journey with Six Degrees through a complex re-deployment of critical business applications across its UK ERP system, JD Edwards, from a private cloud. Six Degrees had worked closely with the AvantiGas team in the UK to create a solution that was flexible, benefitted from a consistently high quality of service, maintained fixed pricing, and helped drive AvantiGas' UK growth and objectives. Feedback from the AvantiGas UK HQ soon reached Steve Jones, Head of IT at UGI International North, who saw an opportunity to create a shared platform with common standard policies and uniform service levels by expanding Six Degrees' role across 15 European countries.

As a continuously growing company with ambitious goals, AvantiGas required a pan-European cloud infrastructure partner to transform its business operations and, critically, ensure that the technology in place integrated seamlessly – there was no room for error.

Steve Jones explains: "After seeing the work Six Degrees was doing in the UK, we decided we wanted to use the same partner across the other 15 European countries to create a hybrid methodology across Six Degrees' UK data centres and European Azure data centres through the Microsoft platform. The UK deployment had essentially worked as the proof of concept – at this point Six Degrees had our trust that it could align its resources to our current, intermediate and future plans. Six Degrees felt like a good fit and after an intensive pricing exercise it was a no-brainer – they were the technology partner we needed and wanted."

AvantiGas was looking for a true technology partner to provide advice and support to guide them through a complex IT landscape and create bespoke solutions suited to its requirements. As an acquisitive company, being able to speed up the integration process was key to enabling a quicker return on investment – a driving factor for the business's digital transformation. The scale and geographical diversity of the solution meant this would be a challenging solution deployment with a long onboarding process.

Solution

The multi-cloud solution Six Degrees devised consisted of hybrid Cloud Platform & Data services managed across our Enterprise Cloud and Azure, Agile Workspace services delivering desktop services, Network Infrastructure services for voice and data connectivity, and Cyber Security & Compliance services mitigating the risk of cyber-attack. Within these four components, Six Degrees supplies and manages disaster recovery and backup, voice over IP, licensing, communications, migration services and interconnections between Azure and Six Degrees data centre platforms. The solution is designed to enable AvantiGas to focus on its core competencies of distributing, storing and transporting products and services rather than managing the IT.

Applications are delivered to users through Citrix's Virtual Desktop (formerly XenDesktop), which provides a ubiquitous user experience and offers optimal management and control across diverse locations. Citrix Virtual Desktop can be rolled out quickly and easily to new locations, supporting AvantiGas' acquisition schedule moving forward.

THE CLIENT

Steve Jones Head of IT, UGI International North

"After seeing the work Six Degrees was doing in the UK, we decided we wanted to use the same partner across the other 15 European Azure data centres through the Microsoft platform."

ADVANTAGES AND BENEFITS

Consolidated IT infrastructure

AvantiGas, with support from Six Degrees, has deployed a consolidated IT infrastructure that is high performing, consistent and reliable.

High levels of security

Data is properly stored, managed and protected in Six Degrees data centres and the Microsoft Azure platform.

Common technology platform

AvantiGas has common technology standards and policies, along with unified service levels to customers across Europe.

Predictable pricing model

A predictable pricing model enables AvantiGas to accurately forecast and control IT expenditure.

In addition, Six Degrees has deployed Citrix networking products including Citrix Gateway for AvantiGas. Citrix Gateway offers secure access and a convenient single sign-on to all virtual, SaaS and web apps and desktops, enabling AvantiGas employees to remain productive regardless of location.

An integral part of the solution is the Six Degrees helpdesk. AvantiGas does not have any large IT teams in the EU, instead relying on the Six Degrees helpdesk to support the whole environment, monitor it and ensure backup and connectivity remain constant. As well as maintaining this constant support, Six Degrees implemented a monthly helpdesk meeting for AvantiGas as a way of keeping in touch and running over any existing support tickets to ensure everything remains on track and on time.

Steve Jones said: "The helpdesk support Six Degrees offers is a cut above other IT service providers. Any IT provider can deliver the technology and go through the onboarding process – that is about planning and organisation. In the end, the distinction comes down to people – it makes all the difference to my staff to know that when they have a problem, there is a familiar voice on the end of the phone who understands the related challenges and anxieties and is going to work hard to fix it quickly – Six Degrees is the concierge of IT."

AvantiGas is a 24x7 operation so it was vital that the business would not notice or experience any interruptions throughout the onboarding phase. To achieve this, Six Degrees took the same approach that proved successful for the UK transition, whereby the new environment is built in tandem with the old. With an onboarding phase spanning the UK and 15 European countries, managing this risk was crucial. Six Degrees was totally focused on removing any issues that could possibly occur and built risk-management into the migration strategy.

Steve commented: "The success of the UK implementation created a confidence in Six Degrees – we knew that they understood the objectives AvantiGas is working to achieve and there was a great methodology between the two businesses which could be built upon".

Outcome

As the onboarding process continued across Europe, AvantiGas and Six Degrees successfully consolidated all IT operations and infrastructures. Building a unified platform base from where AvantiGas' common technologies can operate has created, and continues to create, efficiencies across the business. Streamlining operations is a big step in enabling the business to achieve its goal of delivering faster, more consistent and higher quality services to its customers.

Steve said: "We operate in a highly competitive market and to remain on top we needed to speed up our delivery across Europe while reducing operation costs. This meant streamlining the delivery of 93 million bottles of gas across Europe. To achieve this goal it was essential to harmonise our IT solutions across the company to a common, unified platform. We had such great feedback from the UK team on the service that Six Degrees was providing that I travelled to their office to review how the solution was helping to drive growth and meet objectives in that region. From there it was clear that this was a solution that should be implemented across Europe."

Steve again highlights: "Six Degrees continues to go above and beyond our service-level agreement. From the very beginning, our discussions with Six Degrees were all based around predictability, cost transparency and quality of service, and Six Degrees has delivered on every aspect of these."



3,000
employees

580,000
customers

19 million
cylinders

68,000
distribution locations

15
European countries

OUR SOLUTIONS



Cloud Platform & Data

Modernise your data centre and secure your hybrid cloud future.



Cyber Security & Compliance

Enhance your cyber security posture and safeguard your organisation.



Agile Workspace

Communicate, collaborate and work efficiently, anywhere.



Network Infrastructure

Achieve a step change in your connectivity and your digital transformation journeys.

About Six Degrees



Six Degrees is a cloud-led managed service provider. It works as a collaborative technology partner to businesses making a digital transition.

Always placing clients at the heart of its strategy, Six Degrees' passionate teams combine technical expertise and deep sector specific knowledge to innovate, craft, and manage the right solutions to power their businesses.

The breadth and strength of Six Degrees' technology is its foundation. Solutions range from data and application performance management through to colocation and unified communications, all with private, public, and hybrid cloud at its core.

Six Degrees works collaboratively and builds long-term partnerships through exceptional services that match its clients' needs. It continually innovates the right solutions to enable clients' brilliance.

For more information, visit www.6dg.co.uk, email brilliance@6dg.co.uk or call +44 (0)20 7858 4935

