

Google Cloud VM Kickstart Program for SMB

Moving to the Cloud Can Be Complex but It Doesn't Have to Be

Let Softchoice show you how to accelerate your time-to-value in Google Cloud with our VM Kickstart Program

Moving virtual machines to the cloud can deliver compelling benefits, but the mechanics of data and workload migration may strain IT resources. It is no longer a question of if you will leverage the cloud, now the questions we are answering for our clients are:

- Which cloud is best suited for your current environment and your business needs
- Which workloads and virtual machines make sense to move and where to start first
- Which migration methodology is best to accelerate your time-to-value and what resources are required

When it comes to migration methodology we typically see two common approaches, each have their benefits and use cases.



Lift, Shift & Optimize

Moving VMs to the cloud can help you escape the financial burden of an upcoming infrastructure refresh, or be a way to quickly exit a Co-location, MSP contract quickly and efficiently.

TIME TO VALUE

With Google's Compute Engine you can migrate VMs in a minutes vs. Days.

NO RISK

Take the risk out with built-in roll-back features baked into Google Cloud.

COST OPTIMIZED

Right-size your cloud instances with usage-driven analytics to avoid overspending.



Lift, Shift & Containerize

The future of cloud infrastructure is in containers. For some Virtual Machines it may be possible to migrate directly from hardware or other cloud providers directly into a set of containers in Google Kubernetes Engine (GKE) without having to modify the Virtual Machine or rewrite the applications beforehand.

FLEXIBILITY

Containers provide you with greater flexibility and portability than VMs.

RAPID PROVISIONING

Containers allow applications to be more rapidly deployed, patched and scaled.

COST EFFICIENCIES

70% of cloud cost can be tied to compute, Containers offer are more efficient than VMs.

VM Kickstart for SMB Program Details with Google Cloud

Kickstart your move to the cloud with our VM Kickstart Program, a unique offering designed to assess, plan, migrate and optimize your first steps in Google Cloud Platform. Each step of the way you will be guided by one of our Cloud Solution Architects.

VM Kickstart Program Details	What We Do	What You Get
Step 1: Google Cloud Readiness Assessment	<ul style="list-style-type: none"> • Inventory your existing infrastructure with agentless collection tools • Gather business drivers and success criteria • Assess dependencies and risks 	<ul style="list-style-type: none"> • Inventory of existing Virtual Machines and their requirements • TCO and ROI justification for cloud migration • Delivered by a Cloud Solution Architect
Step 2: Google Cloud Proof of Concept	<ul style="list-style-type: none"> • Define requirements & success criteria, identify a workload, and decide on migration plan • Set up a Google Cloud account according to best practice • Lift, Shift & Optimize (VM Instances) or Lift & Containerize (containers) 	<ul style="list-style-type: none"> • GCP Account initiated (best practice) • Targeted VMs migrated and rightsized • Knowledge transfer session

*Reasonable access to an infrastructure resource is required throughout the program to be successful.

What Are Next Steps?

ASSESSMENT

The key to our VM Kickstart Program is the Assessment. Deliverables include an accurate ROI, an inventory of your current infrastructure, and of course a suitable migration plan. You now have all the knowledge you need to realize if a VM migration is right for your organization.

Take the first step before December 1 to take advantage of special funding while supplies last.* Reach out to your Account Executive today.

About Softchoice

Every day, thousands of organizations rely on Softchoice to provide insight and expertise that speeds the adoption of technology, while managing cost and risk. Through our unique points of view, we challenge leaders to think differently about the impact of technology on their employees and customers.



Data-Driven Insights

Through assessment of your current environment, with recommendations specific to your desired outcomes.



Enterprise Grade Managed Services

Expert management and proactive support for your technology, people and IT operations.



Licensing Selection & Software Asset Management

Navigate the complexity of vendor consolidation, licensing and asset management.



Technology Mentorship

One-on-one, or event-style coaching to develop the skills of your team, and keep up with the pace of innovation.

Execute with confidence:

1500

Public cloud customers under management

120

Public cloud assessments, annually

230

Successful cloud implementations, annually

*Funding for the VM Kickstart program is subject to change. Please inquire with your Softchoice sales rep to learn more.