Modernizing your Apps and Cloud Transformation

Prepare yourself for the Digital Enterprise

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What does "Going Digital" really mean?

The drive to digital is a powerful business transformation, forcing enterprises to reshape the fundamentals of their businesses to extend, defend, create, and disrupt the ecosystem where…

The **consumer is in charge** and will define your next move

Asymmetric competition from unexpected sources will be the norm

**Winners** maintain control while they **minimize their asset base**
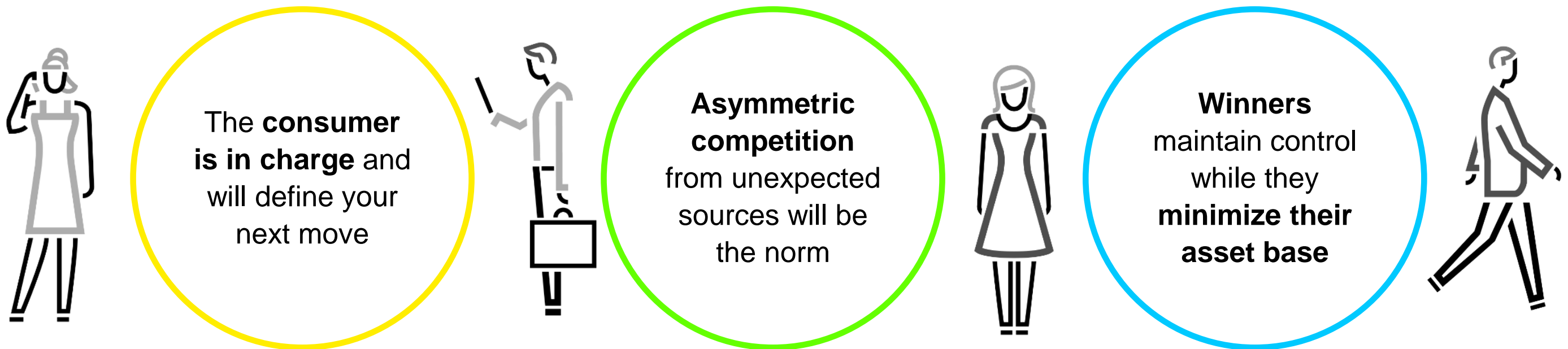
Different Starting Points, Different Needs

- Functionality needs to be developed
- No baggage
- Innovate, innovate, innovate
- Use latest technologies
  - Containers
  - Microservices
  - NoSQL databases
  - Etc.
- Look for integrated development environment (CloudFoundry, OpenShift, Azure PaaS…)
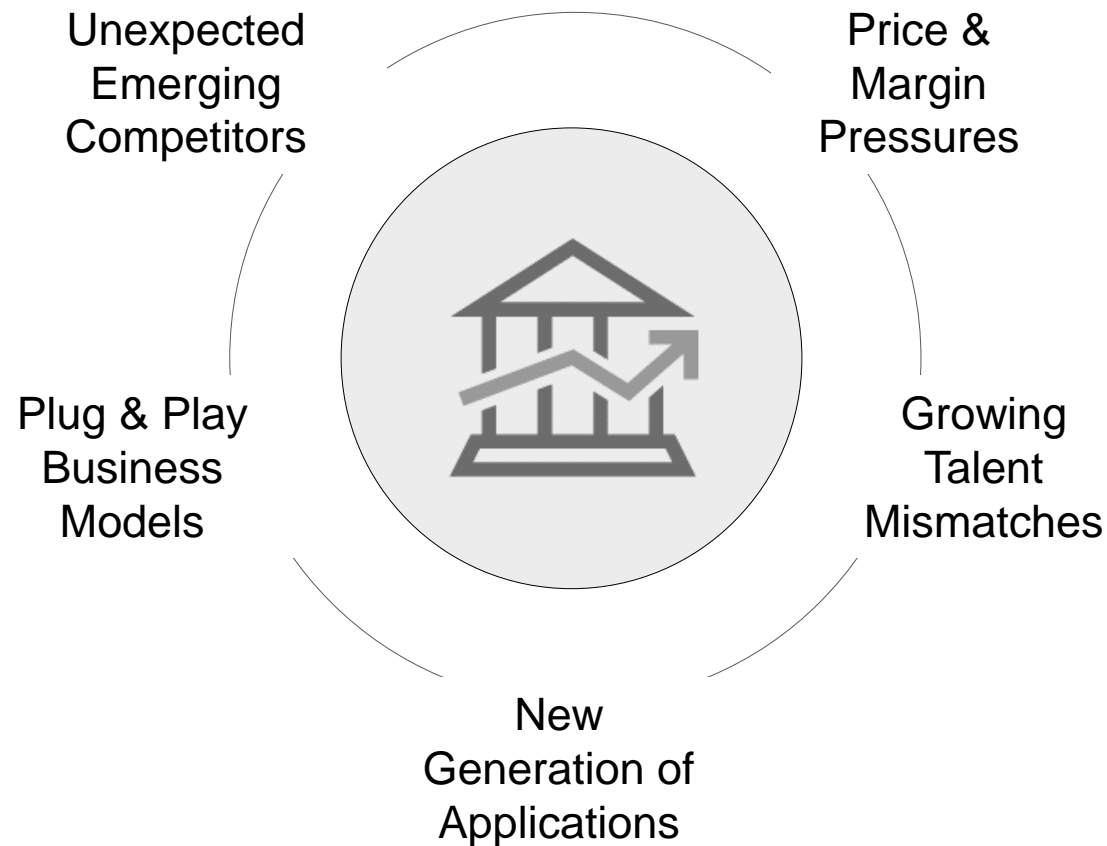
Who gets there first?
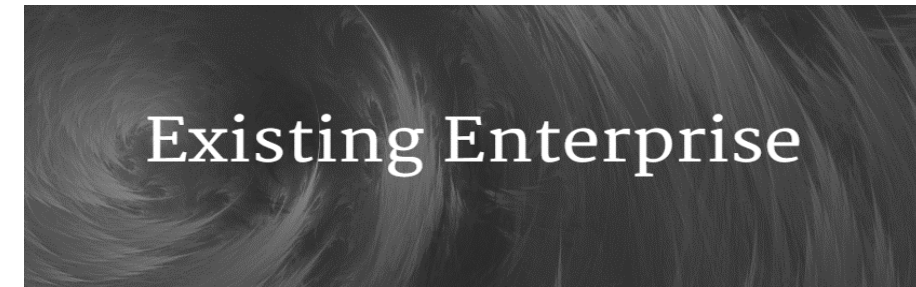
- A lot of functionality (digital assets)
- A lot of experience
- Transform, transform, transform
- Build on available technologies and evolve them to address the business needs:
  - Virtualization
  - Cloud/Hybrid
  - Etc.
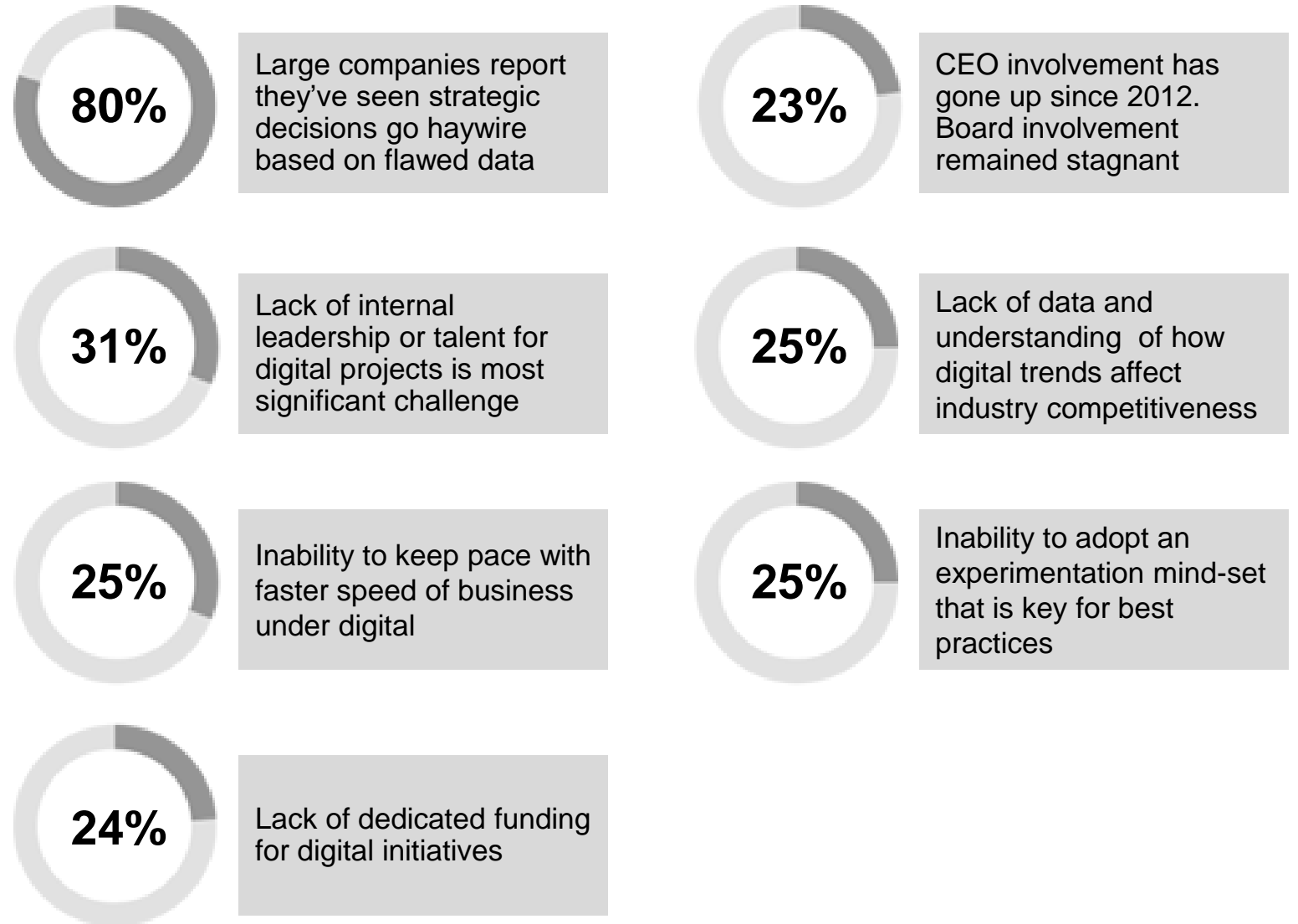- Look for responsive development environment (Agile, DevOps)

Cloud Native

Cloud Migrant
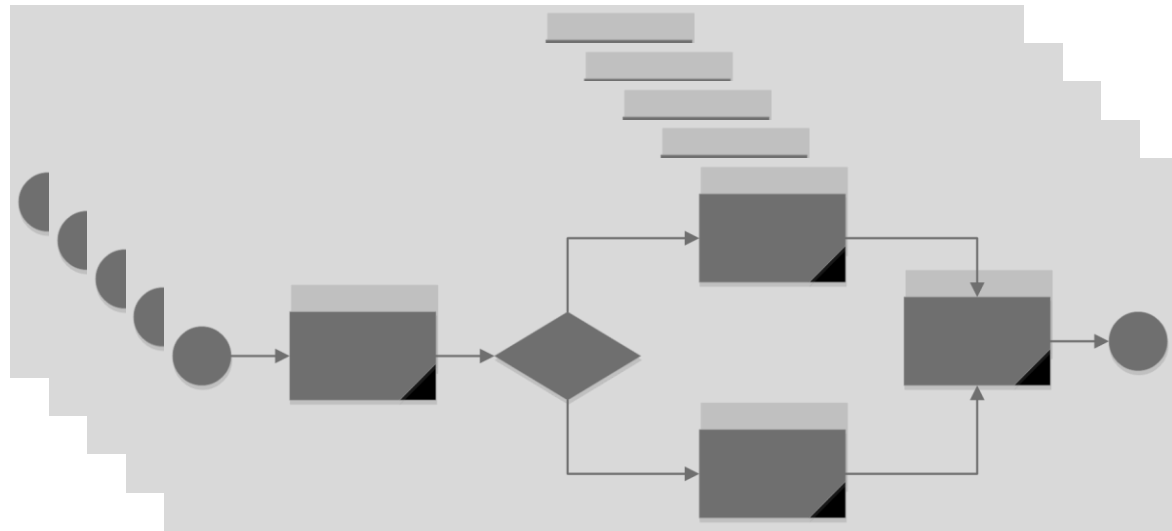
THERE ARE FORCES AT WORK

Creating opportunities and threats

Unexpected Emerging Competitors

Price & Margin Pressures

Plug & Play Business Models

Growing Talent Mismatches

New Generation of Applications

Executives evidently see major obstacles

80% Large companies report they've seen strategic decisions go haywire based on flawed data

23% CEO involvement has gone up since 2012. Board involvement remained stagnant

31% Lack of internal leadership or talent for digital projects is most significant challenge

25% Lack of data and understanding of how digital trends affect industry competitiveness

25% Inability to keep pace with faster speed of business under digital

25% Inability to adopt an experimentation mind-set that is key for best practices

24% Lack of dedicated funding for digital initiatives

DXC Proprietary and Confidential   Source: AICPA and McKinsey survey 2016   April 30, 2017

Internal Use Only

Re-use existing assets in building new processes and business approaches
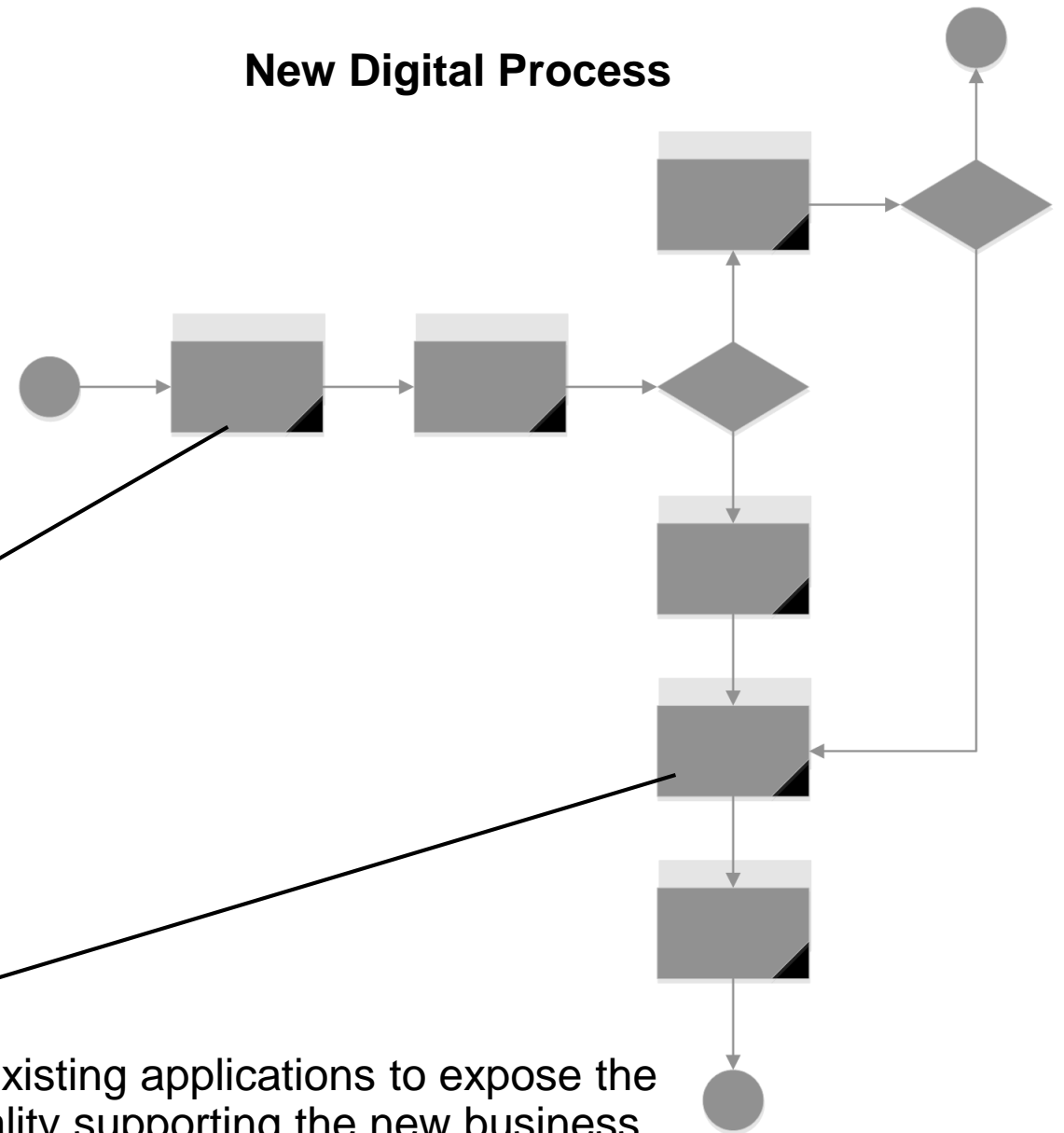
New Digital Process

Application Portfolio supporting existing Business Processes
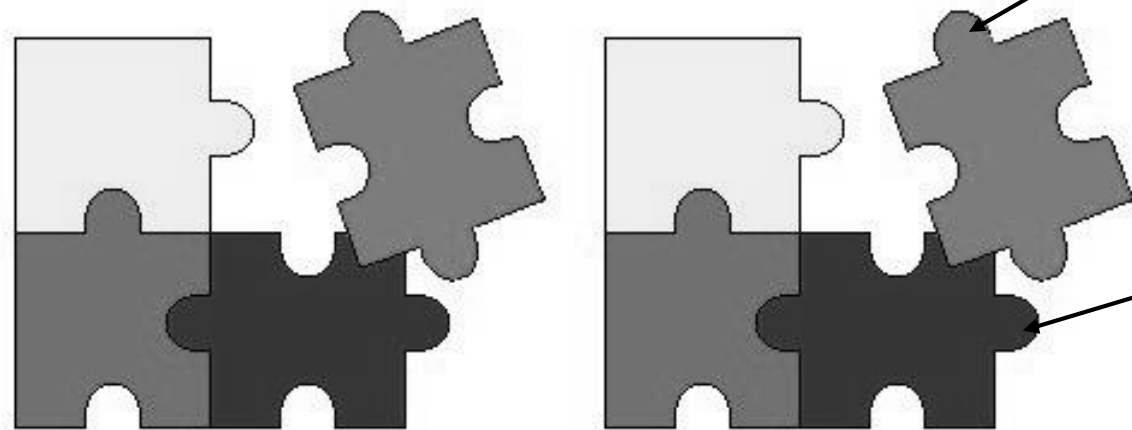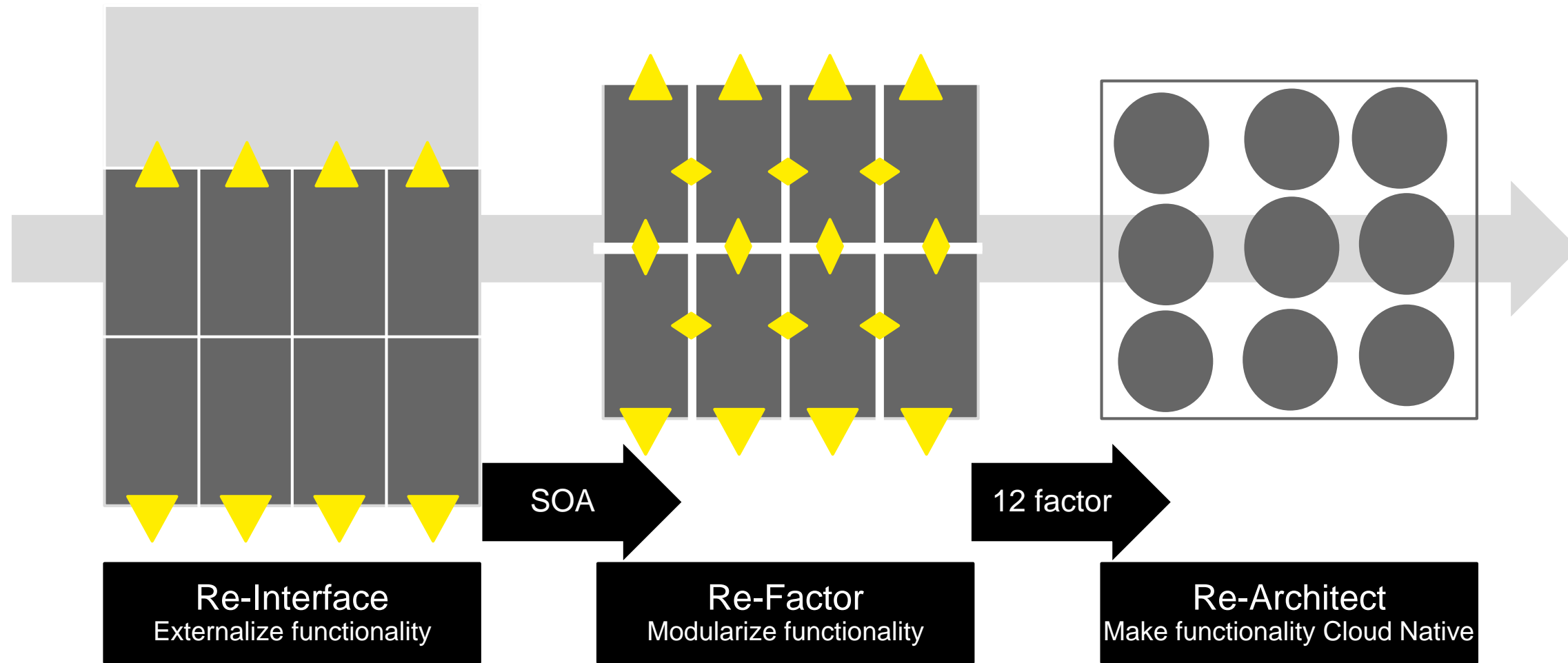
Enable existing applications to expose the functionality supporting the new business processes addressing the digital transformation

Transform your applications
Take advantage of Microservices, but how far do you go?

Business Process Management System

SOA

12 factor

Re-Interface
Externalize functionality

Re-Factor
Modularize functionality

Re-Architect
Make functionality Cloud Native

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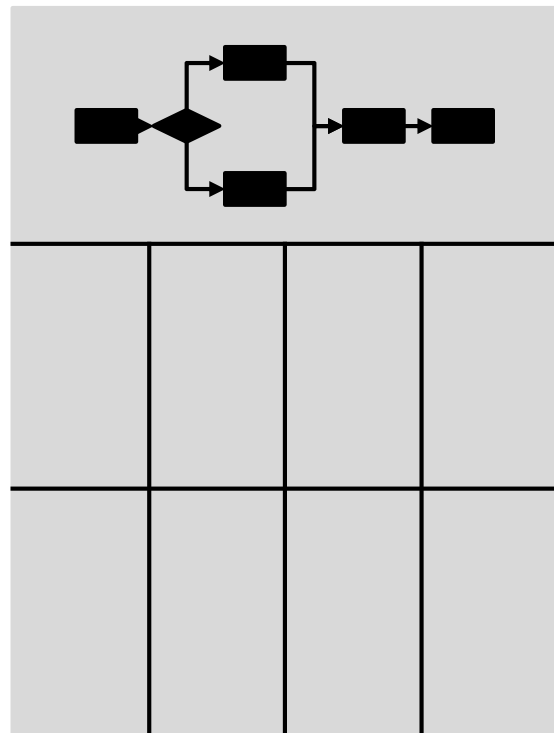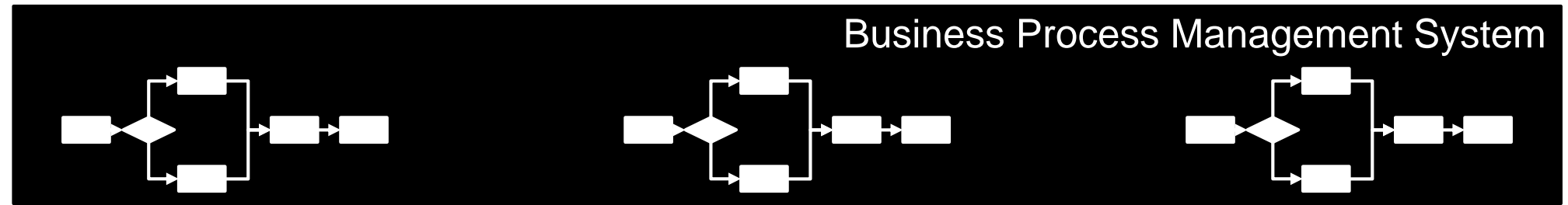
How important is this application to you?
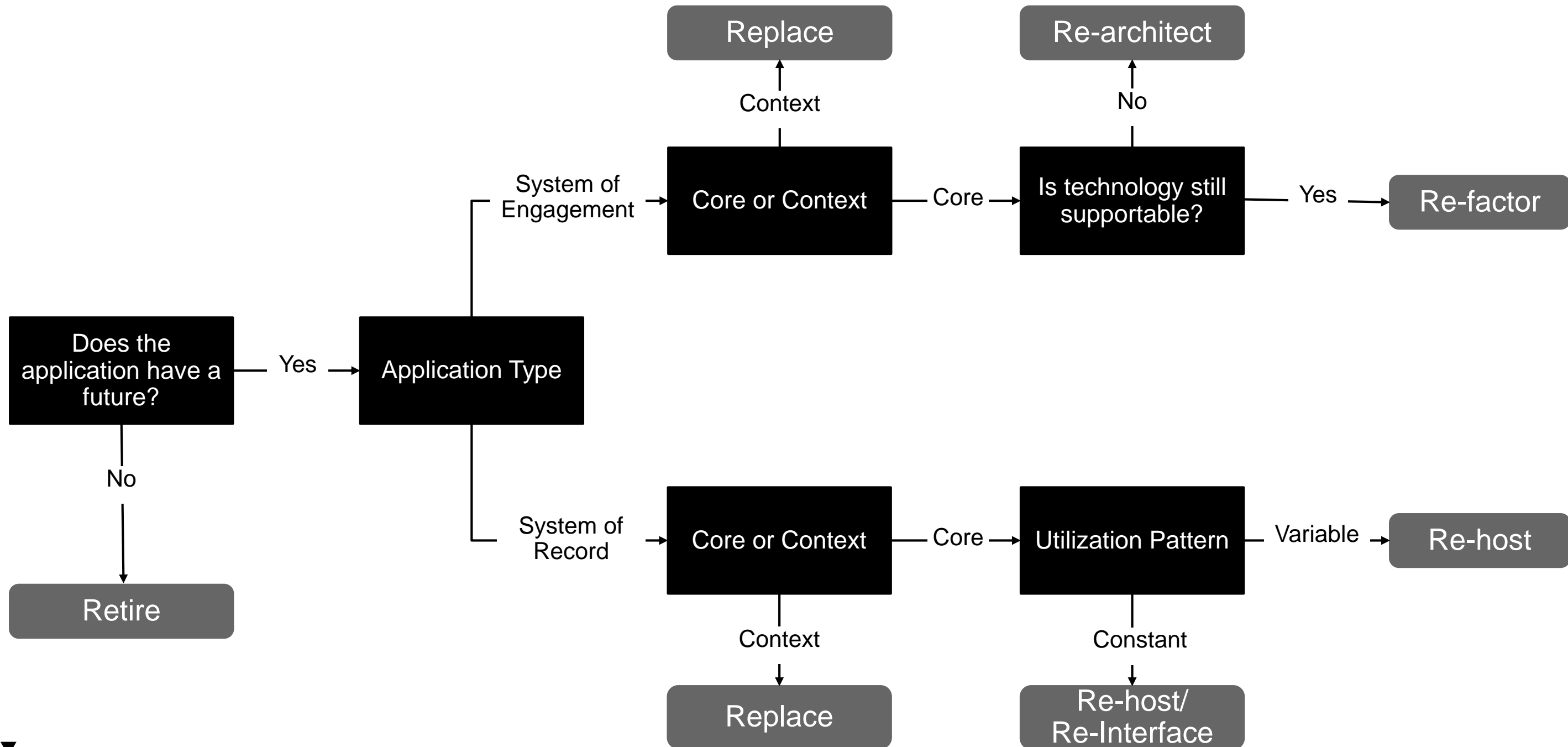
Deciding where your application belongs

Sys Admin   Enterprise CRM   Mobile Apps   Oracle   Content Management

Non-Production & Q-A App Dev.   Sage   Data Mining & Analytics   Low-performance Media Sharing

Microsoft Dynamics   File Print   Web Services   SharePoint   SAP   Hosted E-mail

Requirements Filter

Availability   Regulatory / compliance   Workload and infrastructure complexity   Demand / seasonality   Workload transformation and cloud stack managed services   Proprietary vs. open architecture

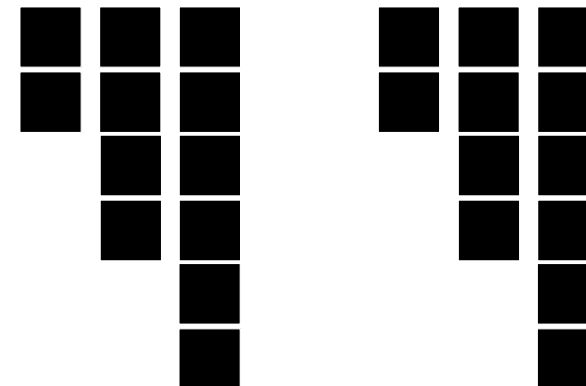**Dedicated**   **Virtual**

Build to Specification (CAPEX)   Configure to Need (OPEX)   AWS, Azure, etc… (OPEX)

Leading our clients' digital transformations

DXC Technology Corporate Overview

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Thrive on change

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DXC Technology is the world's leading independent, end-to-end IT services company. We guide clients on their **digital** transformation journeys, **multiply** their capabilities, and help them harness the power of innovation to **thrive on change**.

CSC and HPE Enterprise Services brought innovation to clients for 60+ years

Together, we serve **nearly 6,000 private and public sector enterprises across 70 countries**

Our clients benefit from our **technology independence, global talent, expertise and extensive partner network**

We are **uniquely positioned to lead digital transformations,** creating greater value for our people, clients and partners

DXC Technology at a glance

$25B
GLOBAL IT
SERVICES LEADER
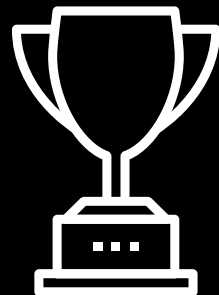
250+
PARTNER NETWORK WITH
BEST-OF-BREED PARTNERS

14 STRATEGIC PARTNERS

~6,000
CLIENTS

200+ Fortune 500 companies

60+
YEARS OF INNOVATION

170,000+
EMPLOYEES
WORLDWIDE

91
DATA CENTERS

37
STRATEGIC
DELIVERY CENTERS
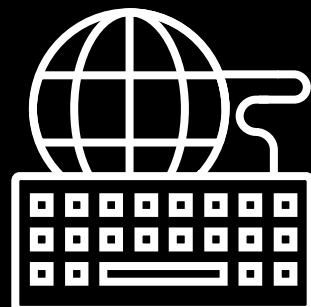
70+
COUNTRIES

3,600+
CERTIFIED PROJECT
MANAGERS
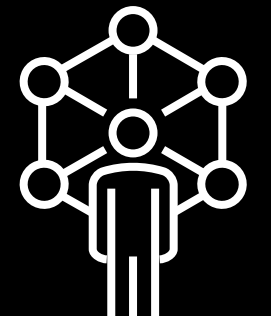
DXC was created to lead the digital disruption cycle

Scale & skills

$25B Annual revenue

170k+ Employees

25% Skilled in next-gen

16 Global security operations centers

AMS 50%	UK&I 16%	N.EUR 14%	S.EUR 7%	AMEA 6%	ANZ 7%

70+ Countries

DXC dynamic talent cloud
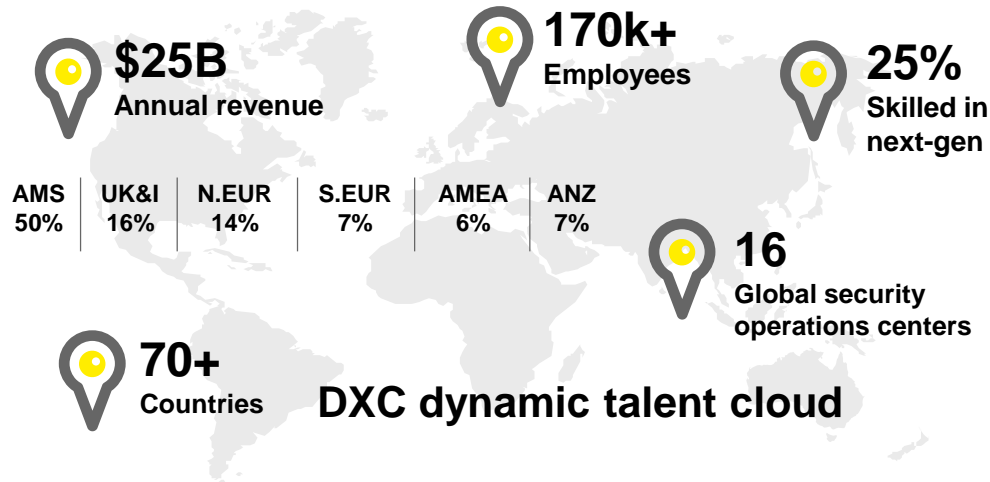
Agility & cost efficiency

Integrated delivery model

55% low-cost center mix for delivery

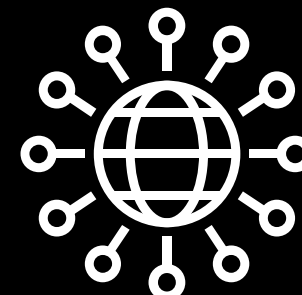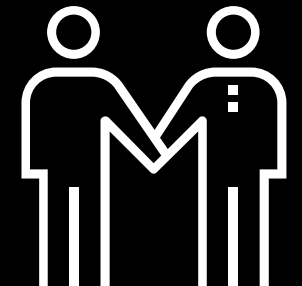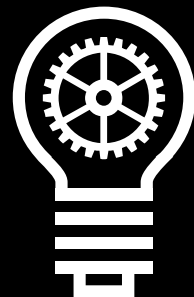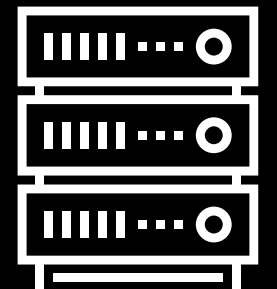**21** in-country low-cost centers

8 global delivery centers

Operational data mining

Connect   Analyze   Optimize

50% incident volume reduction potential through ODM

Automation targets

80% priority service requests auto-resolved

50% tickets auto-processed

Customer intimacy

Deep industry expertise

- 11% Global PS
- 16% Mfg.
- 3% Other
- 12% Energy
- 8% Retail
- 6%
- 14%
- 7%
- 11%
- 12%

U.S. Public Sector
Healthcare
Insurance
Banking
Travel & Transportation
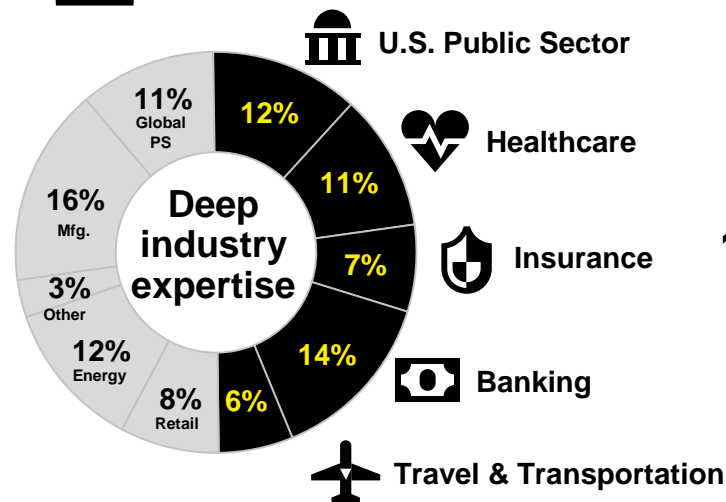
Excellent client coverage across the globe …

~6,000 Clients

200+ F500 clients

36 NPS

… enhanced through world-class partner network

Technology-driven innovation

$4B Digital revenue

11 largest offerings rated as differentiated leader

250+ global partners

14 strategic co-investing partners

Differentiated IP

X-gRm — Agility Platform™
fixnetix — xuber
connectiv — CeleritiFinTech
360Globalnet — smartlink
LORENZO — Time Traveler™
ProductXpress — Integral™

Streamlined offerings

9 Streamlined Offering Families

84 Offerings

- Consulting
- Workplace & Mobility
- Security
- Cloud, Workload, Platforms & ITO
- Enterprise & Cloud Apps
- Application Services
- Analytics
- Business Process Services
- Industry Software & Services

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DXC leadership positions

#1

ServiceNow
deployments

#1

AWS certified
architects

#1

HDS integrator by
sales revenue

#1

Symantec GSI Partner
by sales revenue

#1

RedHat Premier Infrastructure,
Applications & Cloud SI
Partner by sales revenue

#1

Oracle engineered systems
support capability

Industry-focused services and solutions

Insurance

We're the No. 1 provider of core insurance software and services globally. We support growth, speed to market and efficiency through digital insurance solutions and business process services.

Healthcare & Life Sciences

We provide industry-leading software and business process services to providers, payers, government health and life sciences firms. We focus on clinical care and operational efficiency with digital care transformation solutions.

Travel & Transportation

With 40+ years of industry experience, we support mission-critical systems for top airline, consumer travel, freight and logistics, and railway firms. Our services help clients support growth and transform operations.
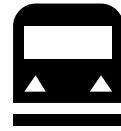
Public Sector

We're one of the world's leading independent IT services providers to all levels of government agencies. We provide secure, 24x7 support to mission-critical systems and operations.

Energy

We've supported more than 400 energy businesses worldwide over 20+ years. Our solutions help clients rapidly seize market opportunities, gain competitive advantage and evolve with new business models.

Banking & Capital Markets

A leading provider of banking software and front-office managed trading solutions, we support banking and capital markets clients with 30+ years of industry experience, specialized services and resources to make transformation happen.

Manufacturing

A leading IT services provider to automotive, aerospace and defense, industrial, high tech and chemical firms, we combine deep expertise in manufacturing, connected products, analytics and security to help clients drive innovation.

Consumer Products & Retail

We help the world's leading consumer packaged goods and retail firms focus on consumer experience and help clients seize opportunities in the face of disruptive digital trends.

Communications, Media & Entertainment

We provide innovative business solutions to the world's leading communications, media and entertainment firms to transform their business, redefine the customer experience and capitalize on digital convergence.
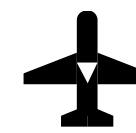
Aerospace & Defense

A leading IT services provider to A&D firms, we help clients shorten time to market, gain insight from data and adopt digital technologies to accelerate innovation across manufacturing and supply chains.

9 global offering families

Cloud, Workload, Platforms & ITO

We help clients maximize their private cloud, public cloud and legacy infrastructure, as well as securely manage their hybrid environments.

Security

Our security solutions help predict attacks, proactively respond to threats, ensure compliance and protect data, applications, infrastructure and endpoints.

Enterprise & Cloud Apps

We provide industry, business process, systems integration and technical delivery experience to maximize value from enterprise application portfolios.

Workplace & Mobility

Our workplace, mobility and IoT services help clients embrace new ways of working and build a secure, user-centric, digital workplace.

Application Services

Our comprehensive services help clients develop, manage and modernize their apps.

Consulting

We help clients accelerate their digital transformations and business results with industry, business, technology and complex integration services.
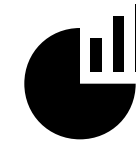
Analytics

Our portfolio of analytics services and robust partner ecosystem help clients gain rapid insights and accelerate their digital transformation journeys.

Business Process Services

We provide seamless digital integration of front and back offices. The result: unlimited business outcomes.
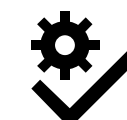
Industry Solutions & Services

Our industry-specific solutions enable businesses to quickly integrate technology, transform their operations and develop new ways of doing business.

The industry-leading DXC Partner Network

Strategic Partners	Solution Partners	Channel Sales Partners	Supplier/Reseller Partners
Deep, comprehensive, global partnerships with joint business objectives and a drive to continuously solve complex, critical client challenges	Regional, industry, offering or frontier relationships with specialized expertise to exceed our clients' expectations	Ability to scale globally and market and resell DXC offerings and services through experienced sales teams	The essential components that complete DXC solution offerings with consistent and replicable outcomes for each client

Strategic Partners: amazon web services, AT&T, DELL EMC, HCL, Hewlett Packard Enterprise, hp, IBM, Lenovo, MICRO FOCUS, Microsoft, ORACLE, pwc, SAP Platinum Partner, servicenow

Solution Partners: vmware, PURE STORAGE, MARSH ClearSight, FireEye, Docobo, Milliman, ORION HEALTH, Mastercall, CITRIX, GitHub, FICO, TIBCO, tableau, CURO, 360Globalnet, DAQRI, redhat, Scope Technologies, workday, SAS, medtech, Symantec, VERITAS, riverbed, Pega, HITACHI Inspire the Next, salesforce

Channel Sales Partners: SAP Platinum Partner, CitiusTech, VERITAS, Impact systems, inc, SIRIUS COMPUTER SOLUTIONS, AVNET, asseco, indra

Supplier/Reseller Partners: SailPoint, CISCO, tripwire, LUMINATE, RICOH, TONE SOFTWARE, Polycom, BLUECAT, CITRIX, aruba a Hewlett Packard Enterprise company, NetApp, Hortonworks

Note: Partner list not exhaustive

"**Our clients are facing major disruptive changes. We're meeting these challenges with highly talented people, an experienced hand and an independent view of technology solutions — so our clients can seize new opportunities and thrive on change.**"

Mike Lawrie
Chairman, President and CEO of DXC Technology

Transform your application

How does this work?

Transformation is a journey
General principles

Phase 1: Strategic direction & business architecture	Phase 2: App analysis & gap/fit analysis	Phase 3: Develop rationalization strategy & roadmap

Establish strategic outcomes & operating model — 1

Define current and future business architecture — 2

Assess applications supporting business architecture — 3

Recommend and align future application and business architecture — 4

Assess champion applications — 5

Validate business taxonomy for future operating model — 6

Develop modernization strategy & APM Structure / Governance — 7

Plan transformation roadmap — 8

Set **governance** for execution — 9

Manage integration — 10

Some clients …

… Are thinking about transformation but are unsure where to start
- Want to know all the roles that would be involved
- Interested in reducing program risk
- Need a better understanding all the phases

… Have tried (and failed) at transformation before
- Need to understand what they missed, or
- Want to complete the transformation they started
- Were unable to develop a business plan … or get it approved

… Are stuck
- And need a **roadmap** to get them back on track

A proven approach to moving apps to the cloud while overcoming challenges and meeting business objectives

Align on business outcomes

Business outcome #1

Business Process **1b**

Business Process **1a**

Apps Group 1

Apps Group 2

Apps Group 3

1 **Right treatment of Apps**

Pick the right apps in the right order for transformation

Assess suitability to cloud

Online assessments

Rationalize portfolio

Analysis tools

Migration strategy

Appetite for Value

| Replace | Re-Architect |
| Re-Host | Re-Factor |

Appetite for risk

2 **Hybrid IT migration**

Migrate and help manage the migration/applications

Automated migrations tools

Brokering solutions

DevOps

3 **Right end state target infrastructure**

Pick the right landing zone

DXC can provide managed services, build and consumption models

PC delivery

ESO

Traditional

Private Cloud

VPC

Public Cloud (e.g, Azure, AWS)

Reduce costs — **15-30%**

Pick the right apps that has the greatest value in moving

Reduce risks

Capex to Opex models, smooth transition through automation and without re-platforming for VPC

Speed to market — **15-20%**

Move from traditional to digital

Improve top line — **4x rev over cost**

Fund innovation vs. 'keeping the lights on IT'

Prepare your transformation

Proven methodology, experienced consultants and robust tools

Assess Suitability to Cloud	Align Business Needs	Rationalize Portfolio	Migration Strategy	Target Platform
On-line assessments	Questionnaires/Interviews	Analysis Tools	Transformation Strategies	Decision Tree

Re-host

Re-factor

Re-architect

Replace
(SaaS, COTS, Custom)

Retain
As is

Replace

Retire

Replace/Retire

4 Migration Strategies
10 Treatments

Hybrid IT

Container — Private Cloud

Managed Cloud

Virtual — Public Cloud (AWS/Azure..)

Physical — Traditional

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Execute the Transformation

Governance

- Future Application Landscape
- Business Requirements
- Technologies
- Wave Planning
- Etc..

- "Re-learn" application
- Perform appropriate treatment
- Update Operations Documentation
- Etc.

- IP-Address update
- Firewall rules request
- Domain connectivity
- Check App Integration
- Agents installation
- Etc.

- Hand-over to Operations for actual deployment in release process

Transform Application

Assess → **Design** → **Migrate Data** → **Integrate** → **Test** → **Deploy**

- Future IT environment
- Security
- Networking
- Operations
- Brokering
- Etc.

- Review Application
- Define required activities
- Identify change patterns

Transform Infrastructure

- Smoke Test
- UAT and Integration tests performed by client

- Build new environment
- Set-up new identity management
- Configure network & switches
- Establish security perimeters
- Etc.

Establish and use automation

Beyond Transformation, Automation

Improve responsiveness while reducing cost

What if…

Code Commit   Code

Source code management

Testing Tools

Continuous integration service

Build service

Build Version   Version 58

Artefact repository

Continuous deployment

Deployer — Version 58

Deployer — Version 58

Deployer — Version 58

Deployer — Version 58

Public Cloud	App Server
	DB
	OS

Unit Testing

	Promote	Reject	Delete
Managed Cloud		Public Cloud	App Server
	DB		
	OS		OS

Acceptance Test

Deploy	Promote	Reject	Delete
Managed Cloud		Managed Cloud	App Server
	DB		
	OS		OS

Integration Test

Deploy	Promote	Reject	Delete
Private Cloud	igh Available	Private Cloud	igh Available
			App Server
	DB		
	OS		OS

Production

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The purpose of application transformation
Achieve desired business outcomes

Customer outcomes		Challenges		Solutions

Customer outcomes

Improved time to value	Increased application velocity & volume
Reduced risk & costs by >30%	$4 Business growth for $1 saved
Aligned to business best practice	Improve customer & employee satisfaction
Empowered users leveraging legacy & new as a service	Accelerate with proven process, tools, people

Challenges

Customer experience	Leverage legacy investments
Time to value	Improve decision making
Optimise costs	Grow revenue
Services anytime anywhere	Competitive position

Solutions

- Align to industry best practice
- Digital platforms & business models

Processes

- Optimise existing apps / infra
- Differentiate value of legacy
- Industrialise, automate & standardise

Apps / Infra

- New IT operating model
- Align org, tools & culture

Operations

- Seamless access to apps services
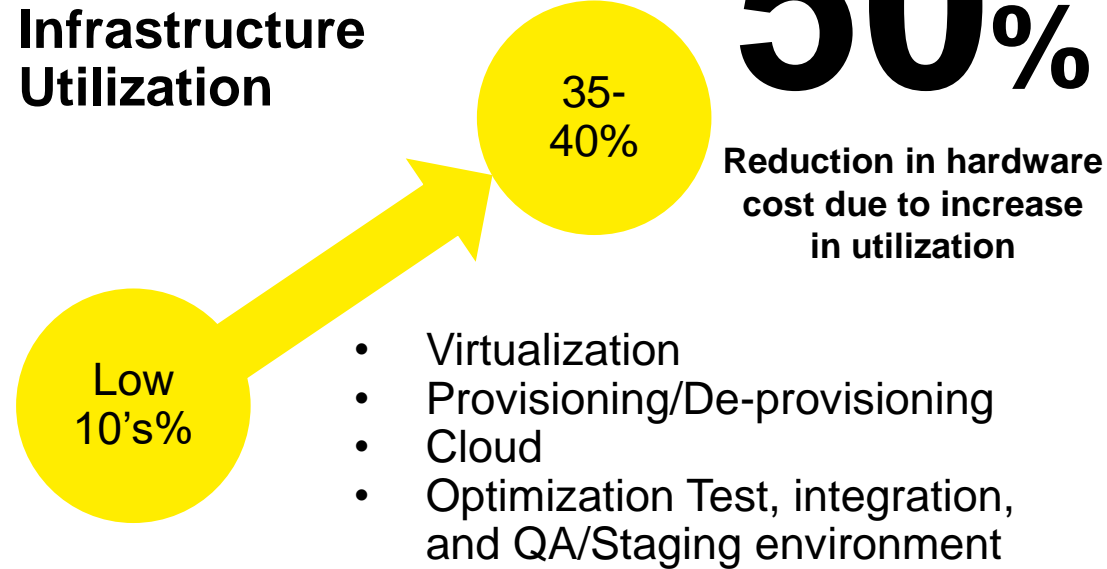- Broker model & enterprise apps store

Services

APPLICATION AND INFRASTRUCTURE MIGRATION
Different options - Levers

Area	Benefit Attainment (Return on Effort and Speed to Value)		Key Highlights
"Pure" Lift and Shift (physical move)	Return on effort	0% ———[yellow ~40%]——— 100%	▪ Quick ▪ "Easy" to plan ▪ Simplified Execution
	Speed to value	0% ————————[green ~75%]— 100%	
Simple Application Migration to FMO infrastructure (MPC) (Re-host Image Migration)	Return on effort	0% ————[yellow ~48%]———— 100%	▪ Requires consistent environments ▪ Dependent on relative integration references (no hard-coded IP addresses) ▪ Rebuilds DC in MPC environment
	Speed to value	0% —————[green ~55%]——— 100%	
Full Application Migration (Re-host)	Return on effort	0% ————————[yellow ~68%]—— 100%	▪ Needs application analysis ▪ Caters for environment upgrades and standardization ▪ Runs native on the new environment – more efficient use of infrastructure
	Speed to value	0% ————[green ~45%]———— 100%	
Application Transformation (including Automation) (Re-host, Re-factor & Re-Architect)	Return on effort	0% —————————[yellow ~78%]— 100%	▪ Addresses business strategies and requirements ▪ Automates provisioning and deployment ▪ Enables to take full advantage of cloud capabilities for applications where it makes sense
	Speed to value	0% ——[green ~35%]—————— 100%	
Portfolio Rationalization (Including DevOps) (Re-host, Re-factor, Re-Architect, Retire, Replace)	Return on effort	0% ——————————[yellow ~90%] 100%	▪ Simplifies application landscape ▪ Reduces number of applications ▪ Enables automated provisioning and deployment ▪ Addresses business needs for responsiveness and agility
	Speed to value	0% —[green ~18%]——————— 100%	

Potential Benefits

Infrastructure Utilization

Low 10's% → 35-40%

50%
Reduction in hardware cost due to increase in utilization

- Virtualization
- Provisioning/De-provisioning
- Cloud
- Optimization Test, integration, and QA/Staging environment

10%
Reduction in operations due to standardization of platforms

5%
Reduction in licenses and support due to modern platforms

Application Operations

3x
lower change failure rate

Agile

Cloud

DevOps

200x
more frequent deployments

22%
less time on un-planned work & re-work

40%
Reduction in cost to run tests due to automation

60x
Reduction in deployment costs

Application Transformation, Development, Testing & Deployment

10%
Reduction in remediation effort due to automation of testing

15%
Reduction in number of tickets and incidents

24x
Faster failure recovery

Application Management

Thank you.

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