

A man in a dark suit stands with his back to the camera, looking out from a dark, rocky cave opening. The view outside the cave is a panoramic view of a city skyline, with numerous skyscrapers and a clear sky. The scene is dimly lit, with light coming from the city and the cave opening.

SILAS TATE

Empowering Transformation

A computer monitor with a black bezel and a silver base. The screen displays the Silas Tate logo in blue, stylized, handwritten-style text. The word 'SILAS' is on the top line and 'TATE' is on the bottom line, separated by a horizontal line.

SILAS
TATE

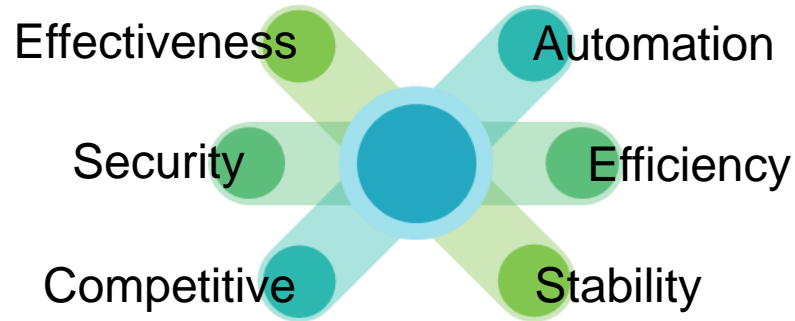
Why

Empower clients to **realize** the benefits of **cloud** and **digital transformation** to face today's challenges and plan for tomorrow's.

How

Silas Tate enables **transformation** through Strategy, Application **Modernization/Optimization**, Site Reliability & DevOps Engineering, and **Migration/Operations Services**

Top Board Transformational Priorities



44%

of CIO/CTO's are **planning** a major transformational change.

The Harvey Nash / KPMG CIO Survey 2019

67%

of CIO/CTO's indicated a **lack of team skills** necessary to execute major projects

WHAT WE LEARNED:

1. CIO/CTO's and Boards need **outside help** to accomplish goals
2. CIO/CTO's and Boards need to **transform** business **fast** to compete
3. CIO/CTO's are struggling to keep their infrastructure **secure**

77%

of CIO/CTO's indicated they were **engaged** with the Cloud

The Harvey Nash / KPMG CIO Survey 2019

74%

of CIO/CTO's indicated they were **vulnerable** to cyber attack



Hindrances to Transformation

01

Execution Skills Missing

Modern efforts require modern skills. Cloud, virtualization, automation, services, containers, APIs, machine learning, AI all require continuous learning and proactive hiring. Lack of skills can prevent change

02

Organizational Inertia

Organizational culture can dictate that shifts in behavior do not happen. Resistance to change and optimization can stop all transformational efforts. Speed can be the key to success and competitiveness

03

Strategy and Vision Blindness

Lack of a coherent technology strategy aligned with business strategy and go-to-market priorities leads to a failure in value creation. Lack of vision to see how transformation can help create future market advantages.

04

Inadequate Planning

Not knowing how to develop a proper plan to get from origin to destination will lead to failure. This is not about proper project methodology, instead a lack of proper knowledge and preparation

Why Do Cloud & IT Transformations Fail

INERTIA & SPEED

Lack of Strategy

Weak alignment of IT with business strategy and product goals. Strategy does not go far enough to win

Weak Integration

Team does not have the skills and relationships to integrate new processes and tools into fabric of business

Lack of Commitment

Treat all transformation work as proof of concept. Budget, timeline/speed, and plan treated as temporal

No Innovative Vision

Focus on recreating status quo. Not understanding speed of delivery. Old hurts clouding cooperation. Lack of knowing what it takes to win in marketplace

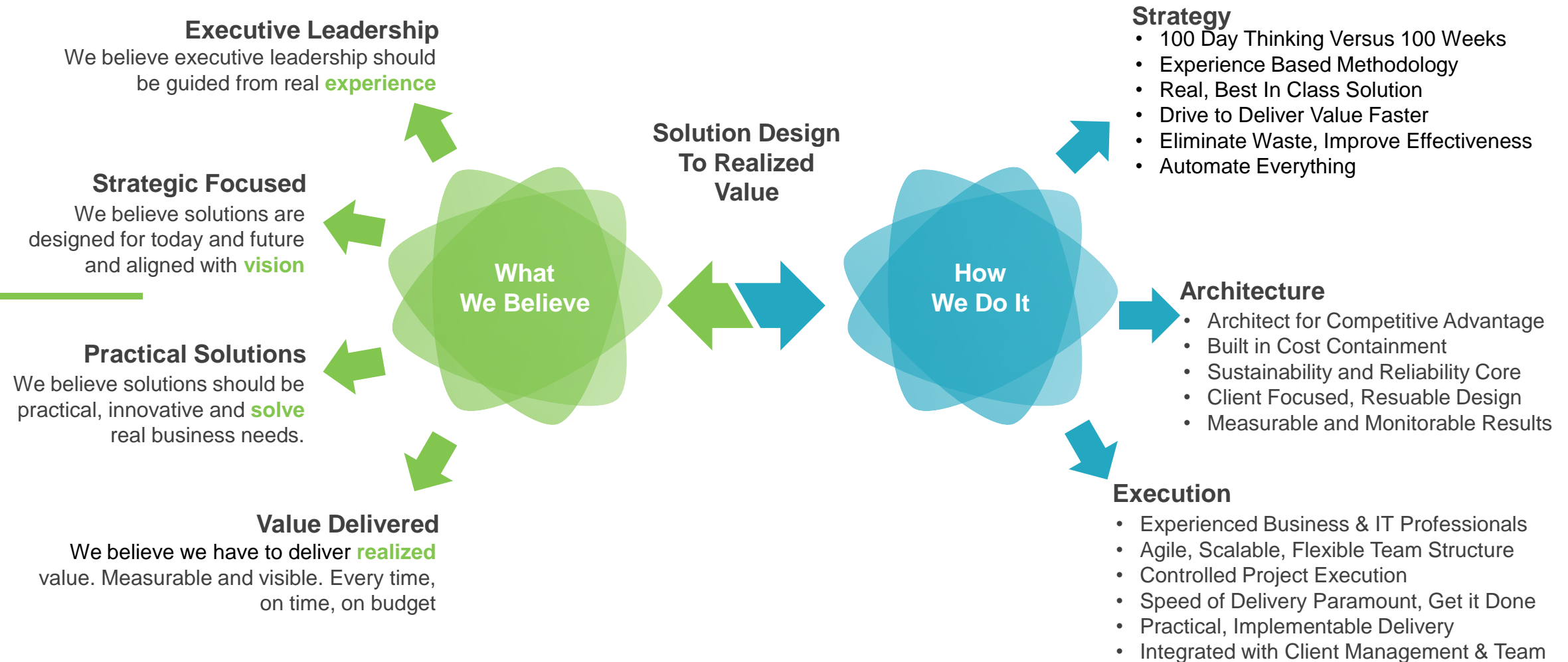
Organizational Support

No executive communication of support Risk of expanding shadow IT org. No understanding of what is possible with new process and tech

Poor Planning

Traditional plans, overwhelming governance, and lack of doers involved in the process breed failure. Flexibility, agility and innovative thinking are ignored. Security, privacy and data loss concerns not considered

Who Is Silas Tate?



DIGITAL TRANSFORMATION requires new thinking

Solutions have to be
brought to market faster

Staff needs completely
different skills

Data has to be protected

Projects have to run with
more agility

Costs have to be
contained

How Can We Help?

- Help you define what you should be worried about
- Help you change culture and mindset in your organization
- Help you reach your vision more accurately and faster
- Help you prevent theoretical or over-engineered solution
- Help put together the right strategy, plan and budget
- Help assess staff and skills for fit to future goals

Typical Deliverables

- Comprehensive Technology Transformation Strategy
- Cloud Migration Strategy
- Native Cloud Application Dev Strategy
- Application Modernization Plan
- Automation Strategy
- Infrastructure Team & Tool and Utilization Optimization
- Cloud Security & Privacy

Silas Tate flexes IT methodology to meet your needs today

Strategy Engagement

*CAN ENGAGE
ON ANY LEVEL*

Blueprint

Groundwork

Foundation

Blueprint – If strategy needs planned

- Create transformation roadmap, foundation architecture, & operations framework
- Create a prioritized sequence of initiatives based on benefits, costs, complexity, and the implementation timeline
- Develop/rework app modernization plan and/or plan for new development

Groundwork – If a new strategy needed

- Educate & engage w/stakeholders
- Clarify problems & strategy objectives
- Develop/modify & validate strategy with a vision and a core guiding principles
- Ensure the right objectives & ops requirements are addressed

Foundation – If strategy exists and needs framework

- Perform enterprise level gap analysis for foundational components that need change/add
- Review org changes to develop change mgmt. strategy & roadmap
- Build team responsible for establishing & executing the cloud strategy, governance & best practice

Strategy - Cloud Migration

People

We can assist in preparing your staff for incorporating cloud technology through education, demonstration, listening and learning. We help show the possibilities while respecting their roles. We also can help identify leadership within the org to help facilitate change

Site Reliability, DevOps & Security

Site Reliability and DevOps must be architected as well as deployed. Investment in this area brings untold savings through scripting deployments, designed scalability, and control & testing. Security, privacy & monitoring must be designed in from the beginning and maintained on an ongoing basis

Platform & Performance

We can assist in the selection and establishing of new processes, applications (create/convert/modernize), purchased services, and native cloud assets which can help long term success. Having the correct tools to build, deploy and monitor the environment is crucial. Cloud performance (Cost, Efficiency, Value) is the key objective must be measured and improved continuously.

Cloud Strategy & Roadmap



Governance & Planning

Bringing structure to the cloud in how additions and changes are managed can bring reliability and lower costs. The pace of product change on the cloud can lead to high costs without central governance. We work with you to define a workable migration plan. Our previous experience will help bring realism and depth to the plan and help with efficiency of execution

Process

Process strategy is critical for incorporation for any cloud migration strategy. We look at the related technology and business processes and develop a plan to optimize, automate and eliminate the work streams. The plan for communication to teams and implementation into daily life is critical for success

We design for immediate, measurable results

How We Do It – Architecture

1

New Public Cloud Configuration : Selection of a public cloud, establishing naming standards, selection of cloud resources, creation of architecture diagrams, network and security design, design cost control and reporting

2

Hybrid Cloud Structure : Determine what apps and data live in cloud, data synchronization, application interfacing, application replatforming

3

Application Modernization / Native Cloud App Development : Identify apps for modernization, identify a path to modernize, design new cloud application and reference architecture, develop data model, identify standards, select technologies, vet and select vendors and partners

4

Application Interoperability/Automation: Identify automation opportunities, create automations, build open services for app communication, unify identity and entitlement

5

Data Storage and Structure : Application data models, data mart creation, data documentation, data ETL and streaming data warehouse and lake design and related tools

Principles

Modern / Leading
Maintainable
Cost Conscious
Performance
Speed of Delivery
Low Complexity

Execution – Cloud Engineering & Optimization



Cloud Specialists

Architects, engineers, and operations specialists well versed in native or hybrid cloud and migrations. Our specialists have the tools and expertise to get you there faster



Cloud Agnostic

We help you figure out what public cloud (Azure, AWS, Google Cloud) is best to use for your needs. Each has its strengths and weaknesses and must be chosen for your specific environment



Infrastructure as Code

Using pipeline scripting tools, we can help you control and easily deploy your cloud environment. These efforts can also help with disaster recovery and data protection



Cost Containment

Whether assisting with cloud contracts, or selecting the correct mix of cloud resources to deploy, or creating reporting, we provide you a framework of how to measure, review and adjust costs so that there are no surprises



Optimization

Cloud technology changes daily. Our specialists are always up to date to advise on the solutions to deploy, convert and maintain for effectiveness & cost containment



Staff Education & Transition

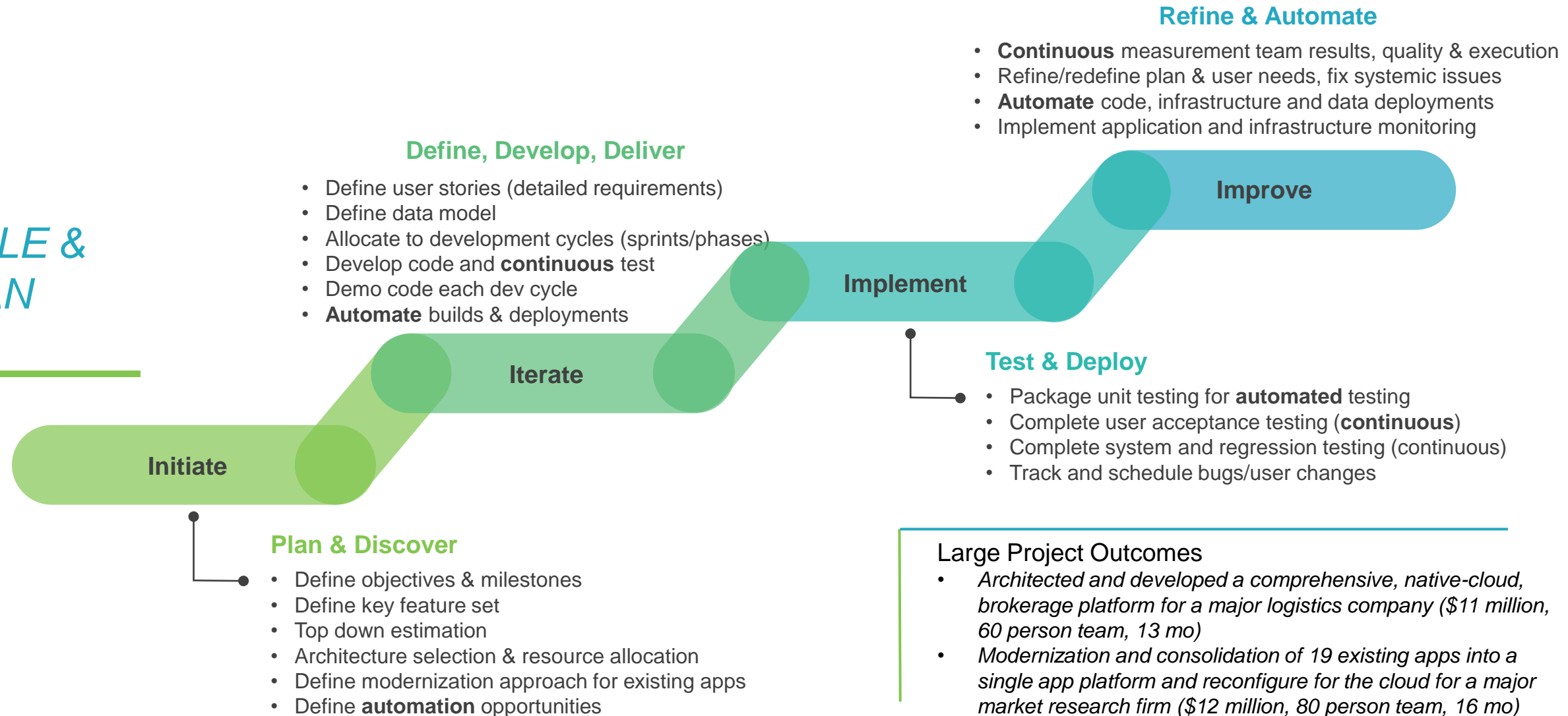
We come along side of your infrastructure staff every step of the way to provide education, advise and transition to daily operations. Our unique approach leads to success and greater efficiency.



Our expertise, experience and approach speeds implementation, contains cost, and successfully transitions your cloud implementation

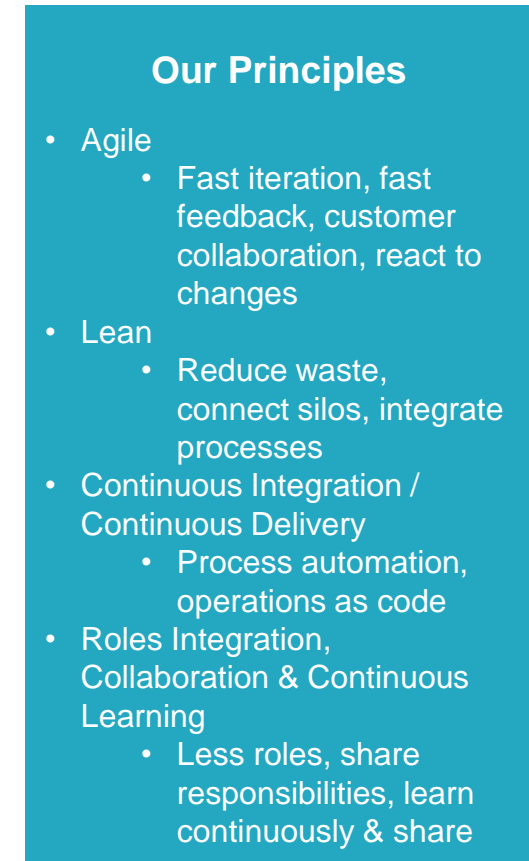
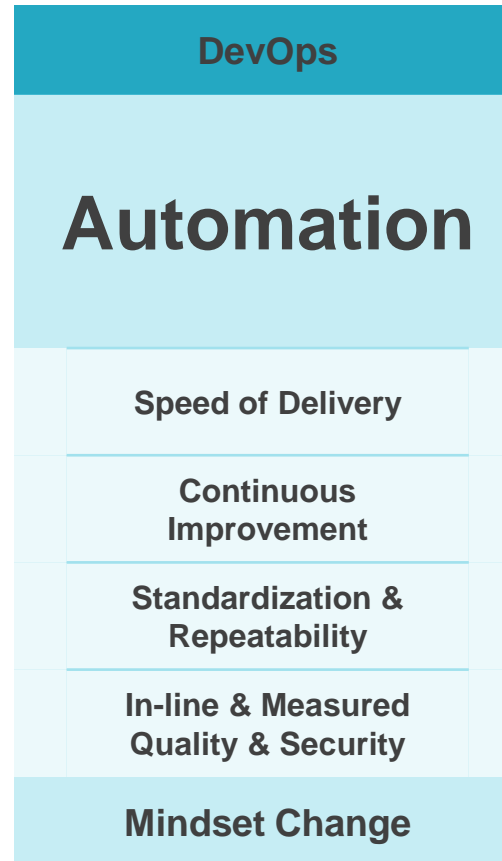
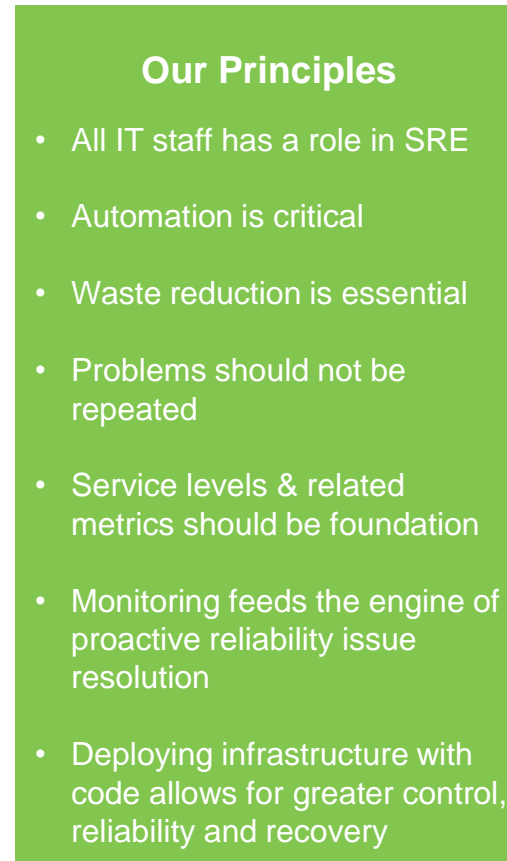
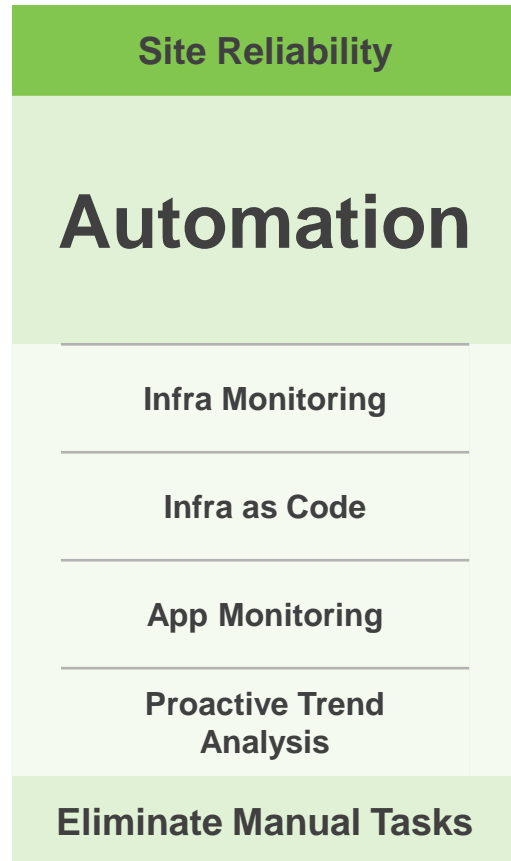
Execution – App Modernization & Optimization

AGILE &
LEAN



With our hands-on, iterative process, your application can be developed/modernized to bring value and overcome key challenges

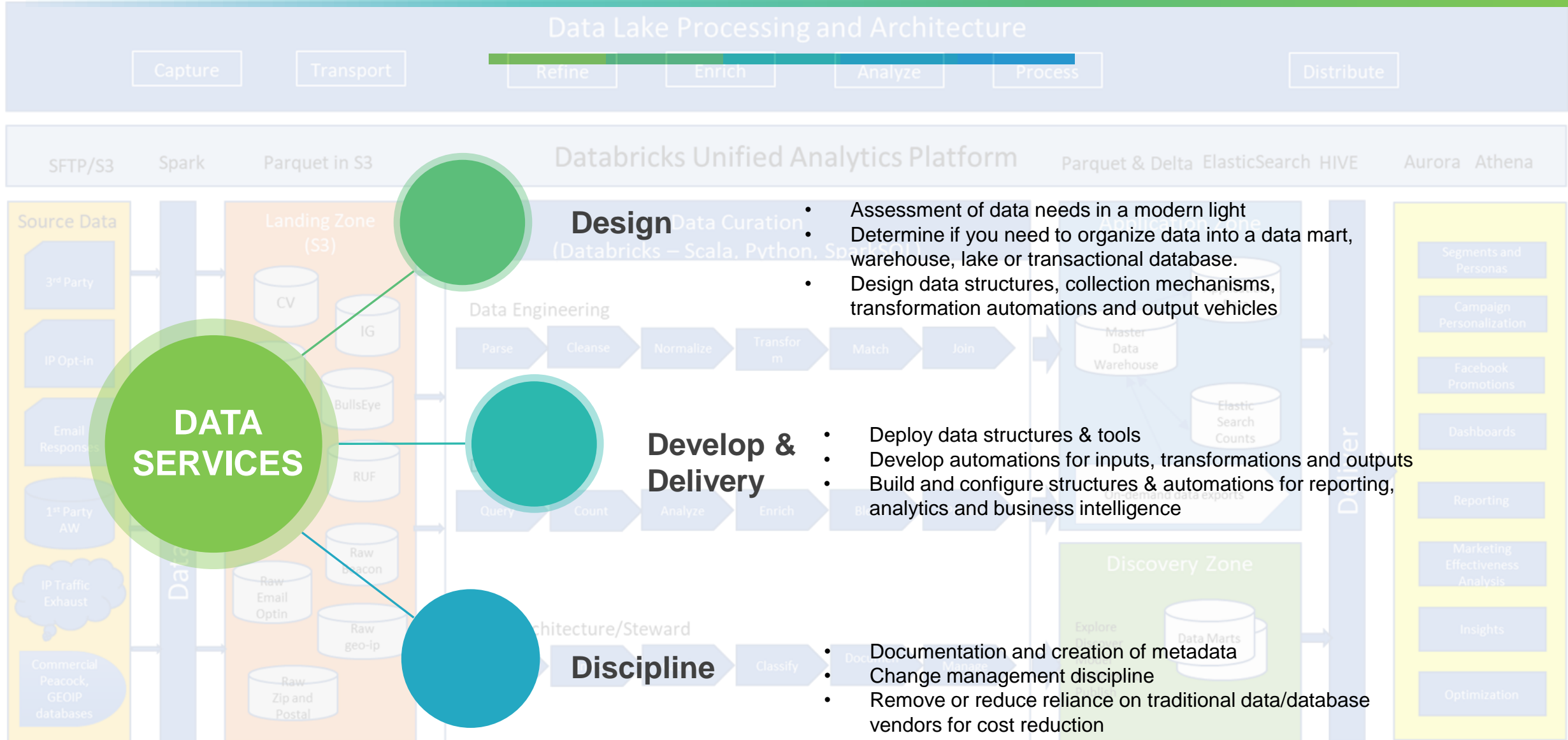
Execution – Reliability and Automation Engineering



Project Examples

- *Automated full cloud architecture build out in scripting. Allowed environments to be built and torn down at will*
- *Daily file downloads from client automated, API created to have client send and then processed automatically*
- *Automated full, touchless application deployment*

Execution – Data Design & Automation





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Transform the future now