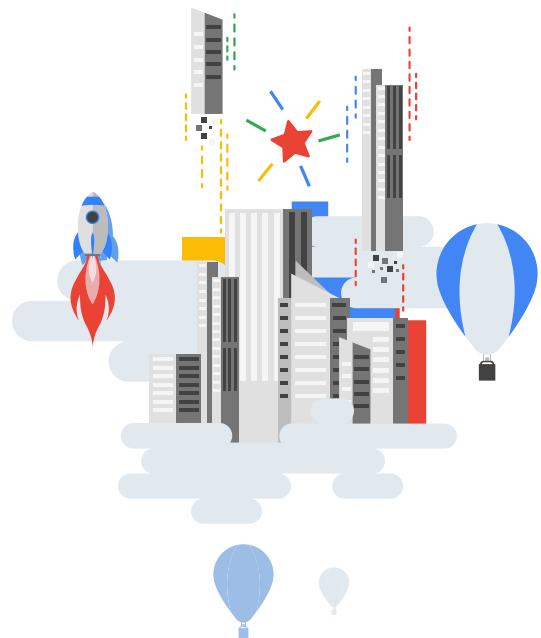


# Switch on to the Cloud

## Rapidly and securely adopt cloud technologies

With so much at stake, the path forward is not always clear. Tech Equity has a proven process for implementing cost optimized production ready cloud platforms in 3 hours as opposed to weeks. Our process is flexible, and can be customized to a client's requirements to further reduce management costs while creating value.



## Tech Equity supports you on your cloud journey, enabling you to implement a plan that meets your business needs

We provide tools and advise you on the implementation of a cost optimized, scalable and secure cloud platform. We review and help you migrate applications cost effectively to the cloud. We identify and implement new value-based revenue generating services, while acting as a bridge to internal Google and global cloud experts. We help startups access funding and accelerator programs.

01

### Discover

Exploratory session to collect data, assessment the current environment capabilities

02

### Design

Define cost optimization value opportunities, and design future state platform

03

### Implement

Configure a secure, scalable cloud native landing zone to achieve the productivity benefits

04

### Optimize

Perform ongoing health checks and reviews to secure and optimize services

## Innovate with Tech Equity and the Google Cloud

### Customer demand

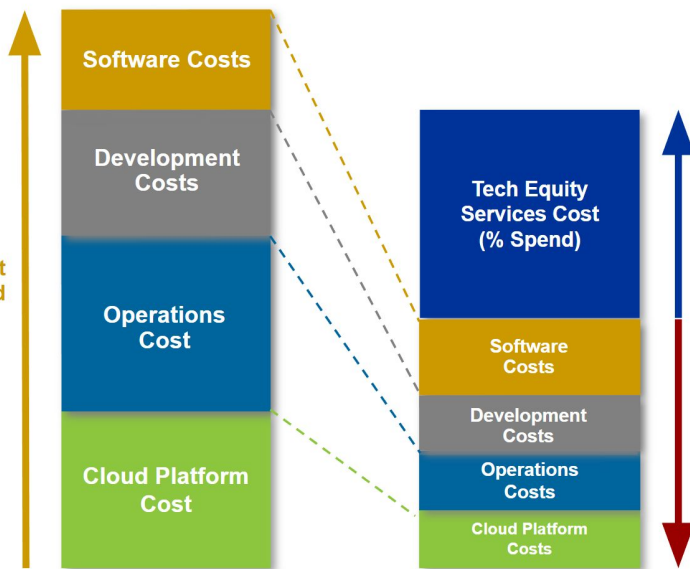
Organizations everywhere are calibrating against a new, challenging business landscape, and we are here to **help you cost effectively leverage the cloud.**

### Our approach:

- Unlock cloud savings of up to 50% to fund our modernization engagement with our clients and partners.
- Codify best practices into fully automated resource provisioning assets to reduce effort by more than 20x.
- Enable access to a global network of more than 100 cloud experts to support client engagements.

**Repeatable, proven, and structured approach to implement best practice based, production ready platforms**

## Tech Equity approach to value



### Rethink your cloud business partnership

Our success is tightly coupled to the value we deliver to your organization. We optimize your usage of the cloud, unlocking savings of up to 50% to modernization costs.

### Asset based services delivery

We accelerate service delivery by moving away from an advisory model, to an asset based partnership model where we codify best practices into fully automated infrastructure provisioning assets to reduce time to value by up to 20x or more.

### Global expert network

Scale your team on-demand from our network of over 100 certified cloud professionals, and where required, gain access to global experts Google relies on to train its partners and clients around the world.



## Our commitment to quality through skills development

Through our independent consulting engagements with Google, our team members have collectively delivered more than 150 application modernisation and migration workshops for Google internal engineers, clients, partner across more than 30 countries. Google relies on members of our team to help its clients achieve industry recognized cloud certification.

### Webinars

More than 200 hours of recorded cloud training webinars

### Cloud "How To" Guide

More than 100 advisory categories

### Mind Maps

100+ training mind maps to simplify cloud concepts and enhance understanding

### Assessments

A database of over 2500 Google Cloud skills assessment quizzes

### Global Experts

Access to a network of over 100 Authorized Google Cloud Trainers

### Automation

> 60 Fully automated infrastructure provisioning scripts

### Reseller Portal

Easy to use reseller portal for budget management and resource provisioning governance

### Network

Access to a network of over 100 Africa based certified cloud engineers



## Tech Equity Services

The service provided by Tech Equity consists of an assessment of the current environment, followed by an evaluation and implementation of a cost optimized cloud native platform.

### Entry (20% Spend)

- Cloud billing account management
- Cloud budget management
- Resource usage reporting
- Cloud training asset repository
- Basic cloud platform support

### Advanced (40% Spend)

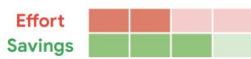
- Cloud billing account management
- Cloud budget management
- Resource usage reporting
- Cloud training asset repository
- Basic cloud platform support
- Production ready landing zone setup

### Premium (60% Spend)

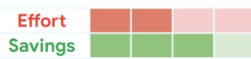
- Cloud billing account management
- Cloud budget management
- Resource usage reporting
- Cloud training asset repository
- Basic cloud platform support
- Production ready landing zone setup
- Monthly health check

## Cost Optimization Opportunities

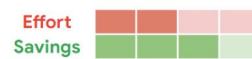
#### GCS Lifecycle Management



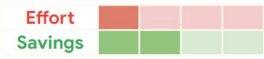
#### GCS Class Policies



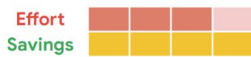
#### Compute Rightsizing



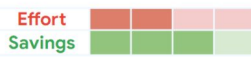
#### Active Data Retention



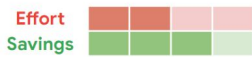
#### Committed Use Discounts



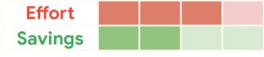
#### Cloud CDN



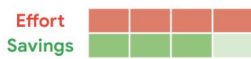
#### Recommender API



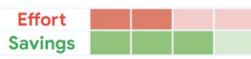
#### BQ Long-term Storage



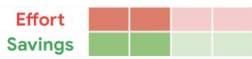
#### SPOT VMs and PODs



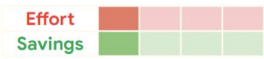
#### GCS Bucket Locations



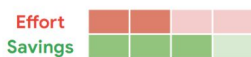
#### Idle Resources Clean-up



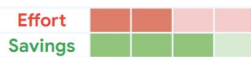
#### BQ Backup & Recovery



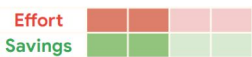
#### Idle VM Recommendations



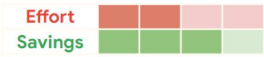
#### GCS Retention Policies



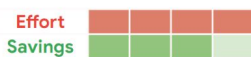
#### BQ Query Optimization



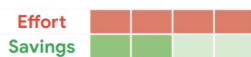
#### Streaming Inserts



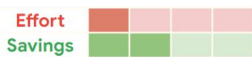
#### Multi-Regional Deployment



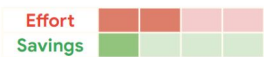
#### Hybrid Connectivity



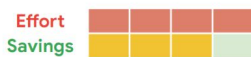
#### BQ Query Cost Control



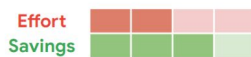
#### Data Deduplication



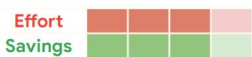
#### Sustained Use Discounts



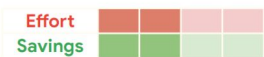
#### Network Tier



#### BQ Partition & Cluster



#### BQ Flat rate vs On demand



## NEXT STEPS

Visit the reseller section of our website for more sales and marketing resources.

## Engagement model

The service provided by Tech Equity consists of an assessment of the current environment, followed by an evaluation and implementation of a cost optimized cloud native platform.

~ 7 days

### Assess Cost & TCO

We assess the merits of a migration to a cloud native platform on the Google Cloud. We analyse the potential cost savings that could be used to fund the implementation of a cost optimized, secure, scalable cloud native Google Cloud platform.

This service will be provided to you at no charge.

~7-30 days

### Implementation & Manage

We use our assets and blueprints to implement and manage an optimized cloud native platform.

This service is partially funded through platform cost savings achieved through the implementation and optimization of cloud platform services and applications.

Ongoing

### Optimize & Innovate

On an ongoing basis, we review and enhance the configuration of the platform, adopting new, more efficient services to reduce cost and enhance performance. We identify opportunities for implementing new services and creating new revenue streams.

Our innovation services can be delivered via paid services engagements and/or funded via a revenue share.

