



No matter how good it is, every provider relationship creates dependencies. Many of these are acceptable, but some are not – such as service phase-outs and price increases. To ensure your own business success, it is therefore essential to be prepared for such announcements to enable a change in provider at any time without any major disadvantage.

Unfortunately – though understandably – many companies fail to think about their exit strategy when entering the cloud. But why is this so important? The earlier possible exit scenarios are considered, the more decisive their influence is on architecture decisions and in negotiations with the selected service provider. There are countless reasons for service changes, both in regulated and in non-regulated industries. Consequently, avoiding lock-ins is important for all sectors.

The Cloud Exit Framework from Swisscom

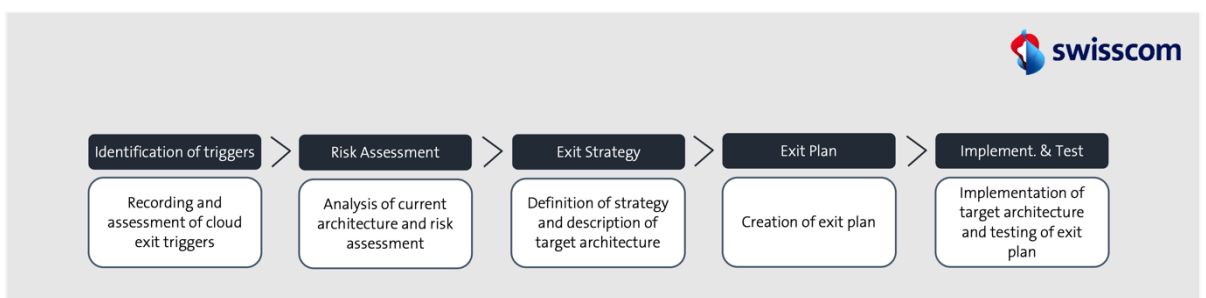
Through its Cloud Exit Framework, Swisscom offers a suitable approach that guides you step by step from the identification of triggers of relevance for you through to the implementation of the exit plan and its validation. In this context, you determine how much risk you wish to assume (so-called risk appetite) and what level of implementation is helpful for your company. To kick off the process, possible triggers are identified and assessed during an initial workshop. Afterwards, the current application

landscape and architecture is analysed and associated lock-in risks are identified. According to your needs, the exit strategy is then defined and the exit target architecture is described. If concrete implementation is desired, the exit plan is created based on the strategy. This can be implemented and tested partially or fully.

Your benefit with the Cloud Exit Framework

- **Individual**
Your risk appetite and your needs are the focus. You determine both how far you want to go and the degree of Swisscom’s involvement.
- **Best practice**
Through the Cloud Exit Framework, Swisscom offers an approach that is proven in practice and enables efficient handling of the topic.
- **Expertise**
As a Microsoft- and AWS-certified partner, Swisscom has specialists who can offer you targeted advice in the necessary depth.
- **Neutral view**
Thanks to its independence from public cloud providers, Swisscom can support you neutrally and transparently.

The components of the Cloud Exit Framework





Facts & figures

The information in this document does not constitute a binding offer. Changes may be made at any time.

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Identification of triggers

Trigger workshop

The initial two-hour trigger workshop serves to identify possible exit triggers and takes the following aspects into account:

- Familiarisation with your cloud strategy and high-level architecture.
- Identification of trigger scenarios and joint categorisation and assessment of standard, indicator and stakeholder according to the Swisscom Trigger Register.
- As the delivery object, you will receive the jointly created Trigger Register and a recommendation for the further procedure.

Costs: CHF 920



Risk assessment

Analysis of current architecture and operating model

- In a workshop (where required and depending on the scope of the application landscape, possibly several), core applications are identified and the Cloud Exit Scope is determined. Application architectures and dependencies on providers and their services are considered in detail. Likewise, the operating model, incl. organisation, ways of working and work tools, are discussed.

Risk assessment

In-depth analysis and identification of risks based on the data collected in the analysis of the current architecture and operating model.

Risk workshop

Risk presentation from Swisscom expert assessment in a workshop. Joint discussion and description of risk handling and measures. The following delivery objects will be handed over to you following the completion of the risk assessment:

- Final risk register with identified risks as well as their evaluation and risk measures.
- Description of architecture and dependencies of relevant applications.

Costs: Depend on the size and complexity of the provider and application landscape.



Cloud Exit strategy

Workshop

- In a two-hour workshop, the findings from trigger identification and risk assessment are compiled and missing information is identified. In addition, the further procedure is determined.

Development of the strategy

With the formulation of the target architecture, the migration strategy on the basis of the six Rs and the strategic principles, the information already established from trigger identification and risk assessment is supplemented in the Cloud Exit strategy document.

Presentation

Presentation of the Cloud Exit strategy developed by Swisscom in a workshop. The Cloud Exit strategy is provided to you as the delivery object.

Costs: Depend on the size and complexity of the provider and application landscape.



Cloud Exit plan

Creation of exit plan

- Development of the Cloud Exit plan, which describes how the Cloud Exit strategy is executed in the case of a trigger event. Both time-related and financial aspects as well as stakeholder responsibilities are taken into account.

Presentation

Presentation of the Cloud Exit plan developed by Swisscom in a workshop. The Cloud Exit plan is handed over to the customer as the delivery object.

Costs: Depend on the size and complexity of the provider and application landscape.



Additional services

Implementation and testing

Support with the implementation and testing of the Cloud Exit plan. Various scenarios can be implemented according to the customer's requirements. These may range from a simple proof of concept for an application to the full implementation of the landing zone. Swisscom can access existing Architecture Blueprints for this purpose, which reduce implementation times.

Compliance Consulting

The Compliance Consulting offer is a modular consulting solution for banks that want to migrate data storage and processing to the cloud and therefore have to deal with the regulatory and business policy requirements to do so.

Operation

To ensure the up-to-date nature of the Cloud Exit strategy and plan and so continuing auditability in regulated industries, Swisscom carries out a periodic review of triggers and risks, updating both the strategy and the plan in the event of changes.