

# CHOOSING A CLOUD MIGRATION PARTNER

Moving to the cloud should be easy, but oftentimes Enterprise migration projects require expertise that you may not have readily available. Choosing the right partner can mean the difference between success and failure. Here are a few things to consider when choosing expertise outside of your organization.

## EXPERIENCE

The cloud solution landscape is full of companies that have expertise in specific verticals or with specific technology. Be sure your migration partner has experience in cloud specific **enablement projects** and ask to speak with past customers.

## REACH

If your organization is global, be sure your selected partner has the ability to support global projects. Ask about how they have addressed region specific issues.

## CONSULTING CAPABILITIES

Do you know where you are on your cloud journey? Or do you need help getting started? Have a strategy, just need some muscle to get things done? Be sure your partner can help establish your baseline.

## TECHNOLOGY

Technology providers claim to offer services, and services partners claim to have technology. At the end of the day, a good partner will bring both the skill set and a *suite* of technology to enable your goals - regardless of "network partnerships."

## METHODOLOGY

Choose a partner that has a clear path to success. While it's important that your partner listens to your goals, you've hired them to provide direction - make sure they have a proven project roadmap.

## CERTIFICATIONS

If you have already selected a cloud that is right for your organization, be sure your partners have staff that has certifications of expertise in your chosen platform. This can often help you weed out companies that are just in cloud because it's the "next big thing."

## FINANCIAL

Cloud projects can be expensive, even though many Enterprises move to the cloud to reduce costs. If you're using a partner for your strategy and planning, make sure phases and timelines are realistic. Failures and cost overruns are often the result of poor initial planning. If it seems too good to be true, it is (going to be expensive).

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