



# datacentrix

## Is your company's head stuck in the cloud?

Technology today probably already includes the cloud, but it is not just about the cloud. So says Jaap Scholten, Head: Group Hybrid IT Strategy at Datacentrix. What is needed is a Hybrid approach for companies to unlock the real business value of their data.

### To cloud or not to cloud?

“Many older-school businesses moved their servers into the cloud after comparing technologies on a like-for-like basis. Not only are the costs associated with this method prohibitive, but the underlying technologies themselves are vastly different. And so, companies in their droves moved business-critical applications back to on-premises datacentres. The bigger issue here is that these cloud decisions were made without a clear



**Jaap Scholten, Head: Group Hybrid IT Strategy at Datacentrix**

business strategy in place. It was a case of moving to the cloud for the sake of being in the cloud, and then finding, at a great cost, that it didn't meet all the business' needs,” Scholten discloses.

Gartner Inc.'s 2021 cloud computing forecast confirms this opinion, with the organisation's research vice president, Sid Nag, stating that ‘initial lift-and-shift approaches for applications such as complex ERP systems failed to pay the dividends businesses had hoped for. People in the past ... used the cloud as a parking lot for legacy applications. They then realised the cost numbers were not lining up.’

### Data is the bottom line

Says Scholten: “A good cloud implementation requires a strategic evaluation of the business to better understand the business activities, the role of IT, how connected you are with your clients, the level of data analytics applied, the business-forward view, and more. This intelligence lies within your data – making data a company's biggest asset and the essential focus point of a successful Hybrid IT strategy.”

Data, however, no longer resides on campus; but rather, it moves freely between clouds, homes, satellite offices, coffee shops and headquarters.

### Changing CIO challenges

“The pain points of today's CIO are changing,” states Datacentrix CEO, Ahmed Mahomed, “as data essentially lives everywhere since companies have enabled a remote workforce.”

A company's network can no longer comprise of point-to-point links, for instance, and company firewalls are not sufficient for data protection anymore.

“What is needed is a longer-term strategy – typically three to five years – strongly focusing on what technology is going to do for the business, addressing how you steer



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your IT to align with business outcomes. This is a fundamental shift, and one that must be based on a broader hybrid model.

#### What makes for a solid Hybrid IT strategy?

“It’s a fact, companies that are able to access their data quickly and safely from anywhere off any device can conduct their business faster and smarter,” comments Mahomed. “This new way of working necessitates a modern strategy.”

Hybrid IT covers three fundamental pillars:

1. Where your data lives;
2. How your data is transported and accessed; and
3. How your data is secured.

“The Datacentrix Hybrid IT strategy is built around these three data pillars and provides a comprehensive, bottom-up approach that assesses the ideal data centre environment and applies modern building blocks to

construct a successful digitalisation roadmap, from reliable connectivity and software-defined networking, through pervasive security, to data management solutions, and more.

“We have built a Hybrid IT environment according to the best global practices, which touches on every point of the cloud journey. It incorporates an in-depth consultative process, a mature service catalogue and continuous management. Clients can now enjoy optimum performance at the lowest rand cost while delivering excellent user experience with minimal resources. The Hybrid IT offering combines the deep knowledge and expertise of our people with excellent technology partners.

“There’s no one-size-fits-all offering; this is a story that will unfold individually for each client and will allow organisations to unlock true business value from their data,” he concludes.

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