



AWS Capabilities & Service Offerings

Agenda

- Sutherland Overview
- Sutherland – Platform Overview
- Sutherland AWS Expertise
- Frameworks & Accelerators
- Managed Services Overview
- Case Studies
- Sample AWS Cloud Assessment Reports
- Appendix



Sutherland Overview

Sutherland is an **experience-led digital transformation company**. Our mission is to deliver exceptionally engineered experiences for customers and employees today, that continue to delight tomorrow.

1 Transformation & Innovation:

Research | Insights | Design | Customer Strategy | Transformation | Analytics | Content

2 Business Process Services

Deliver and execute core processes with optimized cost, NPS and effectiveness

3 Digital Engineering Services

Deliver Transformation “as a service” and a seamless part of client ecosystems

4 Technology & Platforms

Technology Products and Platforms complemented by proprietary IP

200+

Managing Operations for Fortune 500 clients

60,000+

Global Employees

40%+

Clients with Outcome-based/TCO models

80B+

Customer records managed

39.4M

Man-hours automated

35,000+

CX Professionals
9 industries

600+

CX & Design Consultants
Sutherland Labs

OPTIMIZE



AUTOMATE



AUGMENT



ANALYZE



MANAGE



SUTHERLAND DIGITAL

SUTHERLAND BPS

20+

Proprietary Platforms CX & EX Lifecycle

Premier

Next Gen
Co-Development
Partnerships



Technology, Data & Infrastructure Services Overview

Full Ecosystem to service your IT & ITO needs (Software Engineering, Data, Cloud, Testing, & Infrastructure)

8,000+

Engineers,
Data Scientists,
Infra Support

120+

Clients

2,200+

Data Scientists.
Consultants &
SMEs

2,000+

Certifications

75+

Cloud migration
projects

Eight distinct offerings aligned with the market needs and our differentiated value proposition

Software Engineering

Digital Transformation & Innovation

Data, Analytics & AI

Enterprise Platform Modernisation

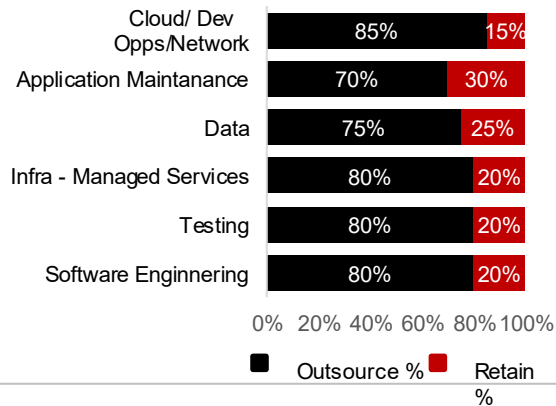
Application Maintenance & Development

Testing & Quality Assurance

DWP, Infrastructure, AIOps & Cloud Services

Industry Product Engineering

Tech Services : 80%- 85% Outsourced (Sutherland Pov)



Select Clients



Digital Acceleration and Google Cloud Labs

SFO

London

Bangalore

Strategic Unique Co-Development Tech Partnerships



- One of the five OEM partners building next-gen Conversational AI tech
- Joint innovation lab funded by Google



- Joint Research in Stanford AI Research Labs (SAIL)
- Attribution models for video analysis, ML routing, predictability models



- One of very few Amazon Labs 126 Innovation Labs Partners
- One of the three partners that work on both co-development & design side



- One of the five OEM partners building next-gen Conversational AI tech
- Joint innovation lab funded by Google

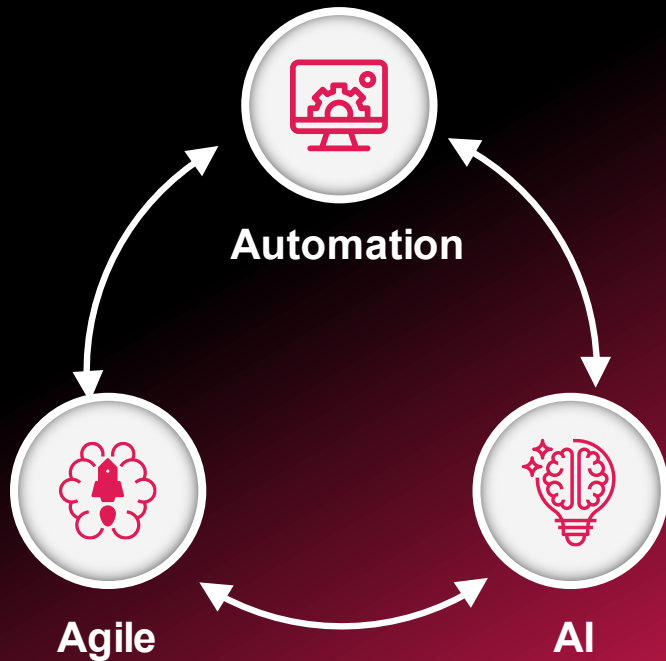
Partnership Ecosystem



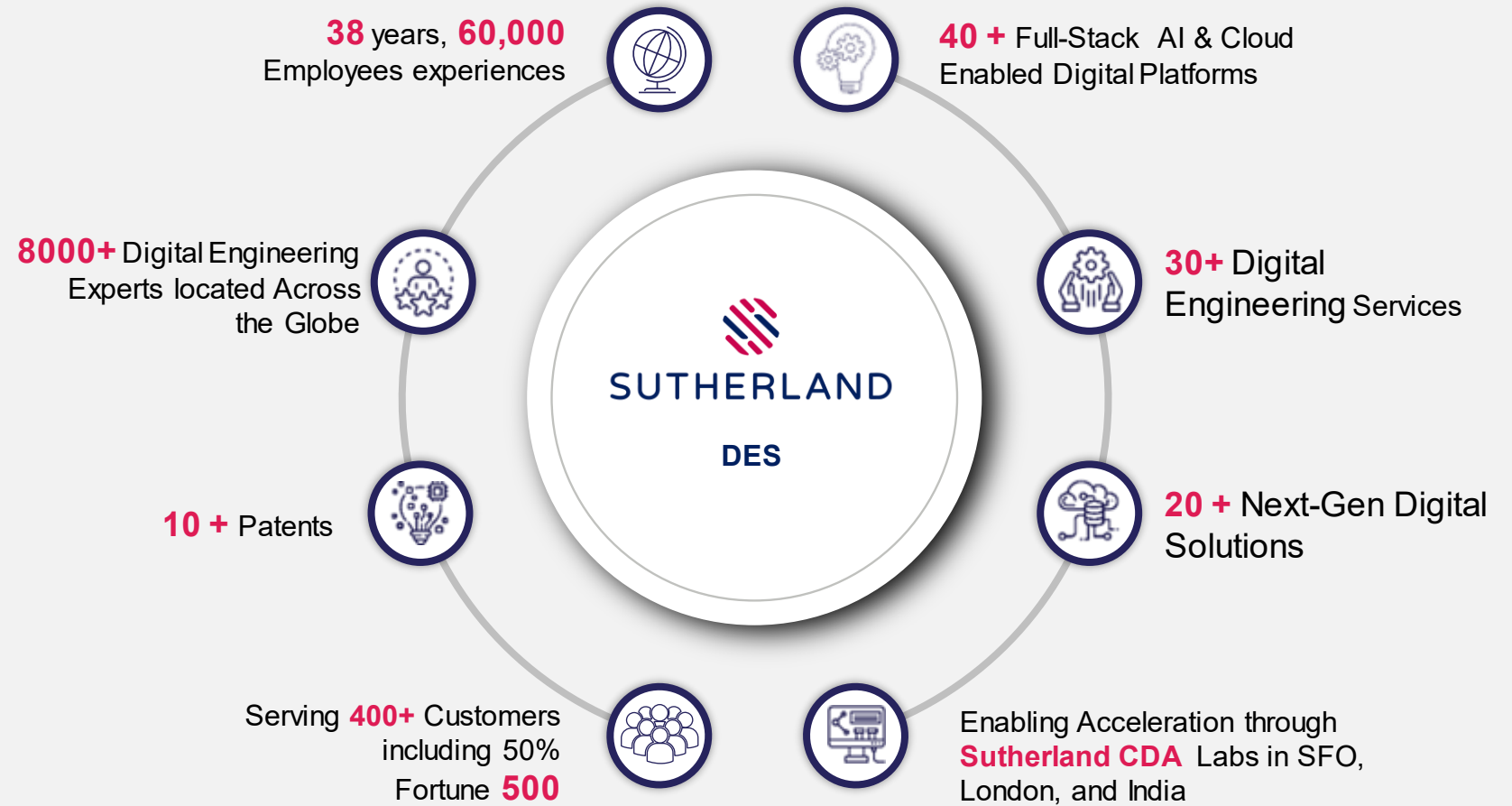
Sutherland Engineering Services

Accelerating Enterprise Digital Transformation with the 3 switch Approach

S.A.I.L with AAA



Strategize – Automate – Innovate - Launch



AI-Powered Products and Platforms

Powered by 200+ inventions under numerous patents across AI and other advanced technologies, Sutherland's 40+ Proprietary products and platforms unlock new levels of efficiency, accuracy, and personalization across domains and industries.



Full-Stack, Multi-Cloud Digital Engineering Capabilities

Cloud Transformation | Data Monetization | Application Modernization | Digital Innovation



Horizon 4

Digital Experience & Automation

Customer Experience Transformation

Salesforce, NBA, NBO, Adobe Experience Manager, UI/UX Practice

Process Mining, Management and Automation (IPA)

RPA, workflow automation platform implementation and Transformation
Intelligent Automation

Industry Product Engineering

Industry Prod Dev (MedTech/Mortgage/Insurance), Implementation services

BPaaS

Powered by Process consulting, IPA, AI, Cloud & Data



Horizon 3

Application Modernization

Agile Application Development and Migrations

Enterprise platforms Implementation & re-architecture, Oracle, SAP

Gen AI / Low Code, DevSecOps Based Application Modernization

Pega, Appian, Microsoft PowerApps

Agile Enterprise Architecture & Integrations

Green Field Applications development, Legacy application modernization, Enterprise Architecture, L2/L3 support

AI-Led Digital Assurance

Quality Assurance, Business Process Assurance, Technology Assurance, Test automation, Security Testing



Horizon 2

Data Monetization

Migrate, Modernize and Manage

Data Consulting, Platforms, Warehouse

Engineering & Governance

Data Lifecycle Management, Data Lineage, Data ownership and stewardship

Data Science

Exploratory Data Analysis, Business Intelligence, Decision making

Reporting and Visualization

BI & Visualization, Migration, MDM



Horizon 1

Cloud Transformation

Advisory

Cloud Advisory

Migration

Cloud Migrate, Build, Deploy and Integrate

Security

Identity and Access Management, Security policy management

Managed Services

Infrastructure and platform design, DevOps, Cost management



Strategic Unique Co-development Partnerships



Google Partnership

Developing Next-Gen NLP/NLU*
AI Capabilities

- Joint Innovation Labs funded by Google (1 of 1)
- Google Premier GCP Partner (1 of 16)
- Google OEM Partner
 - Developing next-gen Conversational AI technology (CCAI) & teal-time



Stanford Partnership

Research & Development
Partner

- Joint R&D in Stanford AI Research Labs
- ML routing, distribution and predictability models (Sutherland Mosaic™)
- Activity based attribution for Video Analysis (Sutherland Sentinel™ and others)



Microsoft Partnership

Expanding Azure
Capabilities

- Gold Certified Partner
- One Partner Program
- Partner to launch Azure in UAE
- Partnership for Microsoft to directly sell Sutherland Connect™ on Azure as Azure Connect™



Amazon Partnership

Amazon Labs 126 Innovation
Partner

- One of very few Amazon Labs 126 Innovation Labs Partners
- 32 Confidential Projects Completed
- 4 Projects Underway
- 1 of 3 partners that work on both co-development & design side
- **Co-Integration between Sutherland NLP and Amazon Comprehend Medical NLP**



ORACLE Partnership

GTM for Oracle SaaS
- Sutherland & Oracle Strategy

- Oracle Platinum partner
- Cloud/SaaS partner for Infrastructure, SaaS application and Oracle Cloud
- CloudTestr platform is hosted on Oracle Cloud
- One of the top Cloud Solution Partner for Oracle






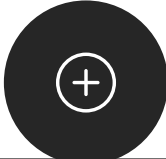








































































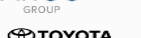




































































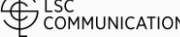







* NLP: Natural Language Processing
NLU: Natural Language Understanding



Our Customers

Industry Practices and Cloud Expertise

500+ Clients across Industries (Representative List)

 Health & Pharma	 Manufacturing , Transportation & Logistics	 BFSI	 Energy Utilities, Oil & Gas, Retail	 Technology	 Telecom and Communication
                  	                              	                           	                        	                   	                         



Sutherland AWS Expertise



AWS Outposts



- AWS Lambda Delivery
- AWS IoT Core Delivery
- Amazon DynamoDB Delivery
- Amazon API Gateway Delivery

300+ Certified AWS Cloud Experts

Advanced Specializations

Certifications



Amazon Labs 126 Innovation Labs Partner, accomplished 36 confidential projects, uniquely combining co-development and design. *Integrated Sutherland NLP with Amazon Comprehend Medical NLP.*



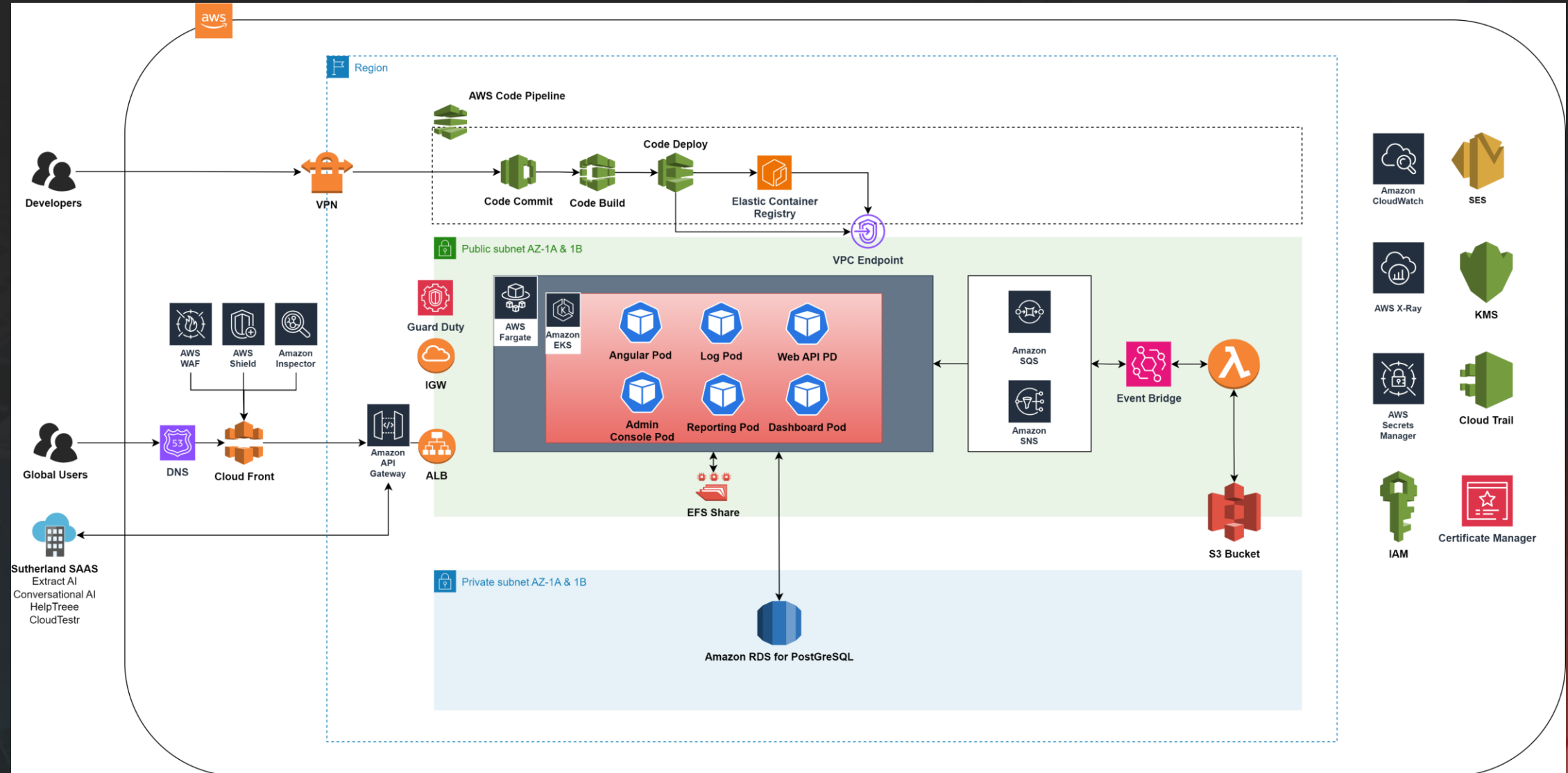
AWS Cloud – Areas of Expertise

Areas	Services
AWS Cloud Governance	EasiCloud Framework
	AWS Organization, Control Tower
	AWS WAF
Analytics	Amazon EMR
	Amazon Kinesis
	Amazon Redshift
	AWS Glue
Compute	EC2 – All Services
	EKS, ECS, Fargate, Auto Scaling, Lambda
	EC2 Windows & Linux – AMI Builder
Cloud Migration	AWS Server Migration Service
	Flexera, Carbonite, CloudEndure, Dynatrace
Network	AWS WAF, VPC, Direct Connect, Route 53
	ELB, ACM, API Gateway
	Transit Gateway, Global Accelerator, S2S VPN, CloudFront, PrivateLink,
Network Security	AWS Shield, WAF, Network Firewall, Firewall Manager
Content Delivery	AWS CloudFront

Areas	Services
DevOps	AWS CloudFormation
	AWS CodeBuild
	AWS CodeCommit
	AWS CodePipeline
	AWS ECR , AWS X-Ray
	Jenkins, Terraform, Git, Maven, Jira, Pulumi
	Chef, Ansible, Puppet
	SonarQube, CodeChecker, jFrog, Qualys, TrendMicro, REshift
Storage	EBS, S3 – All tiers, EFS, FSx
	Automated Snapshot Management, AWS Storage Gateway, Transfer Family, DataSync, Snow Family.
Database	Aurora MySQL, PostgreSQL
	DynamoDB
	Amazon RDS – MariaDB, MSSQL, MySQL, Oracle, RedShift
	AWS Database Migration Service
Management Tools	EC2 Systems Manager (SSM), Service Catalog, Config, CloudWatch
Machine Learning	SageMaker



SGS – Modernized AWS Well Architected Framework LZ



Sutherland | Comprehensive Infra Service Portfolio



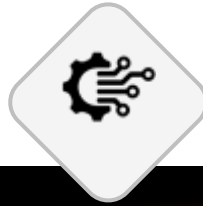
Public Cloud Services

- Assess & Migrate
- Customized Architectural Design & Deployment
- Comprehensive Management & Operational Excellence
- Strategic Cost Management for Maximum Efficiency
- Cutting-Edge Application Modernization
- Robust Cloud Security & Protection
- Oracle
- SAP
- DR



Private Cloud Services

- Managed Private Cloud
- VMWare, Hyper-V and OpenStack
- DC Management
- Data localization
- Compliance
- Oracle
- SAP
- DR



AIOps

- Auto Remediation
- Auto CMDB
- Data Sovereignty
- Fraud Detection
- Pipeline SLAs
- Turn Around time



Security Services

- Network Security Management
- Endpoint Protection
- Firewall Management
- Intrusion Detection and Prevention Systems (IDPS)
- Vulnerability Management
- Security Information and Event Management (SIEM)
- Email Security
- Data Loss Prevention (DLP) Cloud Security
- Identity and Access Management (IAM)
- Compliance



Application Services

- Migrate, Modernize, & Manage
- Integration & Automation Solutions (DevOps, Automation & DevSecOps)
- Containerization & Orchestration Management



Data Services

- Big Data Processing & Management
- Data Integration & Warehousing Solutions
- Business Intelligence & Reporting
- AI & Machine Learning Implementation
- Cloud-Based Data Services
- Data Governance & Compliance
- Real-Time Data Processing
- Data Visualization & Dashboard Creation
- Custom Data Solutions



Zero Risk – Zero Cost Cloud Migration
with (ZCCM)

Managed services with EASI Cloud
Management (Network, OS, Storage,
Backup, DR, Security, Automation &
Innovation Labs). Well Architected
Framework

FinOps (Cost Management, Optimization,
Governance)
(Cloud C.L.A.W.S)

Security and Compliance (Cloud Security,
DevSecOps, Cyber Security and
Compliance)

Observability (Infra and Application),
Site Reliability Engineering

Disaster Recovery as a Service, Backup
as a Service
(Bubble DR) Zero Data loss and Near 0
RTO & RPO

Cloud strategy and transformation (Mult
iCloud and Hybrid strategy)

Infrastructure as a Code, DevOps,
DevSecOps, Integrated CI CD CT Engine
powered by
DOX – DevOps Express

Modernization (IaaS>PaaS>SaaS,
Serverless, Functions, ETL, K8s)



'Zero Cost, Zero Risk' Cloud Migration

Sutherland's unique approach to accelerate cloud migration

Four Unique Aspects Of ZCCM

Sutherland invests upfront for both **cloud Infrastructure (on behalf of customer) and Migration Services** (while customer's existing service is active).

ZCCM covers all migration, infrastructure and managed services costs for cloud.

Sutherland writes up the agreement as Managed Services Provider (MSP) with Cloud service provider.

Customer pays Sutherland after migration is successfully completed, over life of the contract.

Sutherland Migrates all Infrastructure & Databases to Public Cloud at ZERO Cost

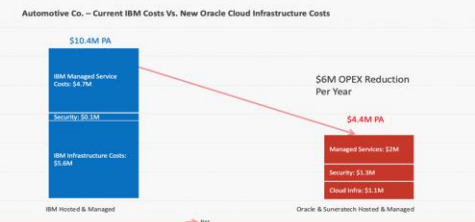
Success Stories

Meritor Saves 55% by Migrate Multiple Workloads from IBM Data Center to OCI

Meritor is a leading global supplier of heavy automotive parts like transmission, axels, braking, etc., to heavy truck industry.

Fortune 500 company serves commercial truck, trailer, off-highway, defense, specialty and aftermarket customers.

Industry	Automotive	Y Founded	2000
Employees	8,600	Revenue	\$4.18 B

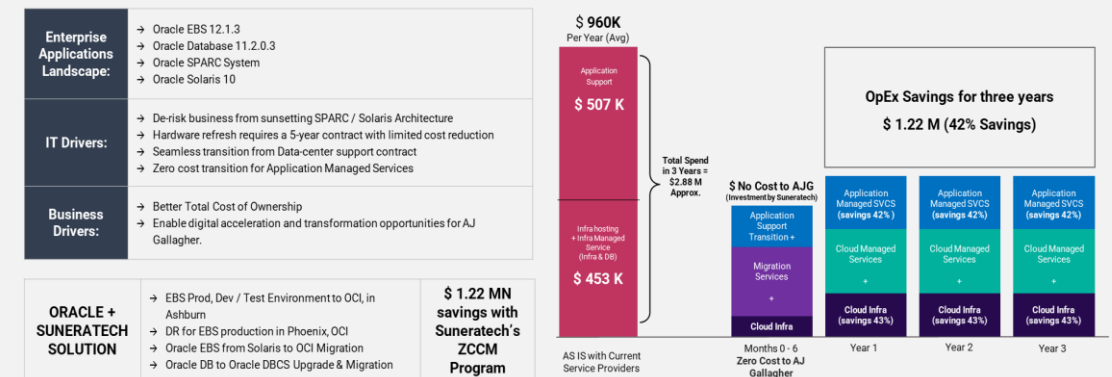


Win Story:	Competing against IBM, AWS. Contract constructed to cover All of Meritor's Drivers: Infra Costs, Infra Support, Oracle Support, Deferred Expense	
IT Landscape:	IBM infrastructure hosting at \$10.4 M/Y, Oracle EBS, Oracle SCM, OTM, Oracle JD Edwards, PeopleSoft HCM, PeopleSoft Financials, Hyperion, Taleo, OBIEE, IBM Sterling, SAP.	
IT Drivers:	Reduce high infrastructure costs. Enhanced risk due to gaps in enterprise security. Modernize Oracle EBS on Solaris OS. Exit from Rimini Street and reinstate Oracle application support for EBS.	
Business Drivers:	Establish market position for Autonomous Trucks with IoT, Artificial Intelligence, Machine Learning in Supply Chain, Manufacturing and Customer Support.	
ORACLE + SUNERATECH SOLUTION	Move 80+ workloads to Oracle Cloud Infrastructure Modernize Oracle EBS from Solaris to OCI Comprehensive Cloud & Enterprise Security solution	Implement Cloud Disaster Recovery Implement OCI Virtual Machines & Exadata Cloud Service Safe Return Program

AJ Gallagher saves 42% by migrating EBS to Oracle Cloud with Suneratech's Zero Cost Cloud Migration program

→ Arthur J. Gallagher & Co., an international service provider plans, designs, and administers a full array of customized, cost-effective property/casualty insurance and risk management programs.

→ Established in 1927, AJ Gallagher is one of the largest insurance brokerage, risk management, and human capital consultant companies globally. It has operations in 49 countries, employs over 34,000 people with significant reach internationally, and provides services in more than 150 countries with its global network.



Assessment powered by AWS CAF – Discovery Coverage

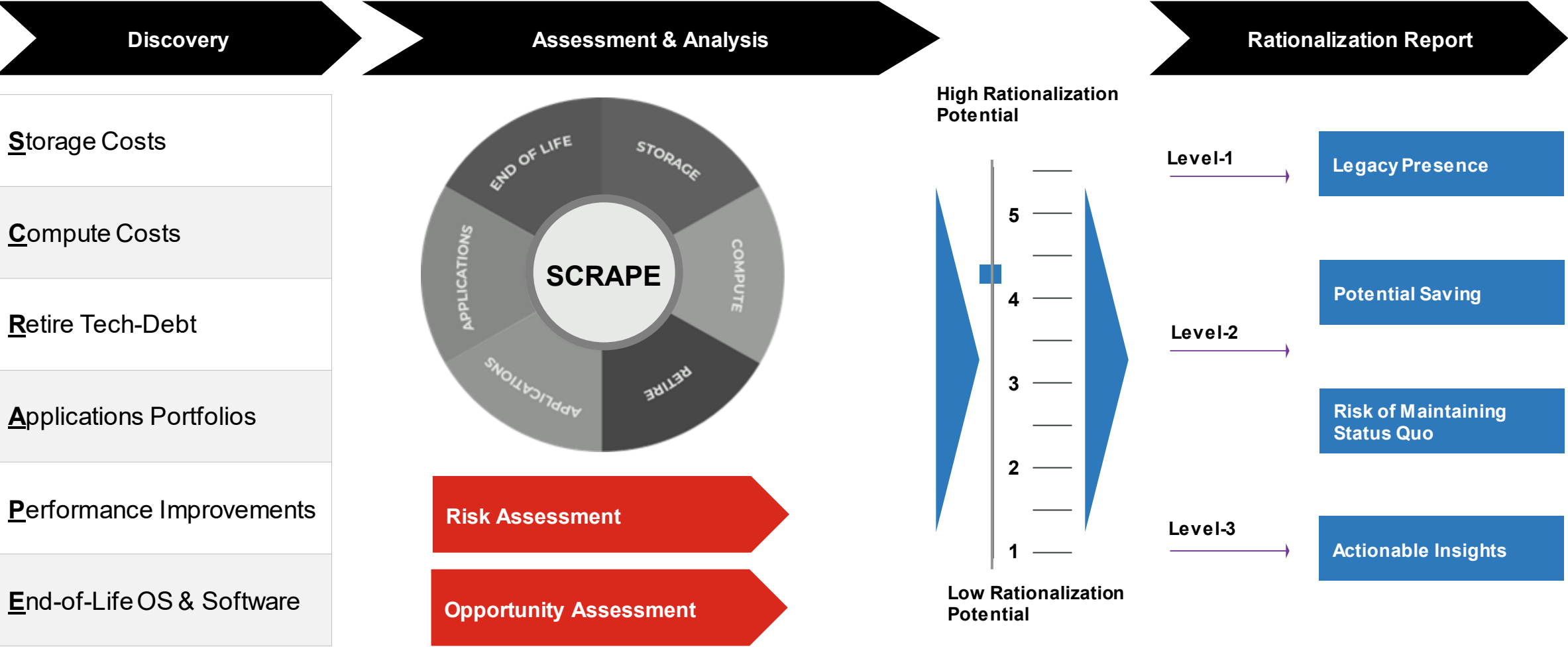
The [AWS Cloud Adoption Framework](#) (AWS CAF) leverages AWS experience and best practices to help you digitally transform and accelerate your business outcomes through innovative use of AWS. Use this assessment to evaluate your cloud readiness and identify gaps and opportunities against 47 AWS CAF capabilities, across six perspectives.

- | | |
|---|---|
| <ul style="list-style-type: none">• Centralized identity management• CloudFormation Scripts if any• Dev and Prod VPC• VPC Best Practices to control traffic• Policies to enforce MFA and send email alerts for root and administrators login event• Least privilege policies for IAM console and programmatic access users• AWS Shield Standard• CloudTrail and store data in security account• VPC Flow Logs, LB logs, S3 bucket logs, CloudFront access logs, and Amazon RDS logs• Alerts and metrics in CloudWatch and integrate with SNS• Multiple VPCs, public and private subnets with NAT service to route public traffic• AWS WAF and AWS Inspector for preventing from Application-Level Brute Force attacks and vulnerability scans respectively | <ul style="list-style-type: none">• Encryption of all volumes, Databases. And version control in S3 bucket as required• AWS Macie if the bucket stores PII and financial transaction information• Security groups and ACLs for secured access of services• High availability, auto scale groups• AWS Backup service for automated backup and store data in low cost, highly reliable S3 storage• Amazon Guard Duty for threat detection, integrate with CloudWatch for automated alerting• Attribute based access control and configure tags to manage the access control as applicable• AWS Secrets Manager• Trusted account access with security account• Guardrail for detection and prevention• AWS Resource Access Manager for the AWS organization• RTO and RPO requirements |
|---|---|

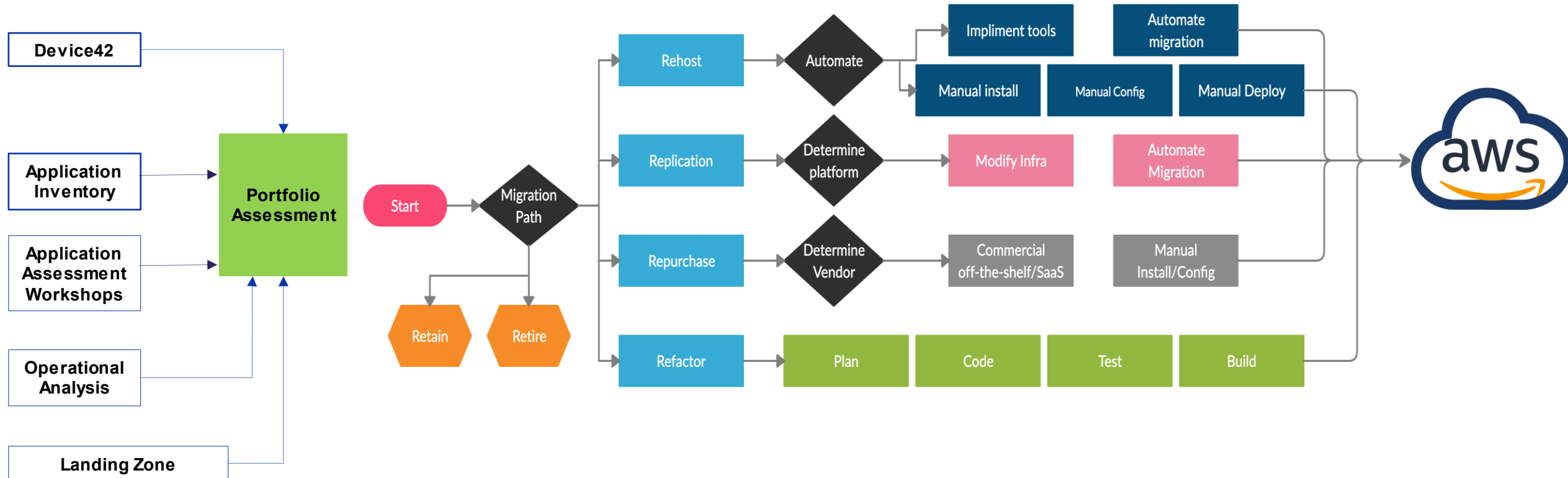


IT Asset Rationalization(ITAR) for Self-Funded Transformation : ‘SCRAPE’ Costs

Zero-Cost, 2-Weeks Engagement Leading to Accelerate Cloud Adoption & Consumption



6R assessment



Detailed Cloud Migration Assessment will leverage the existing assessment details

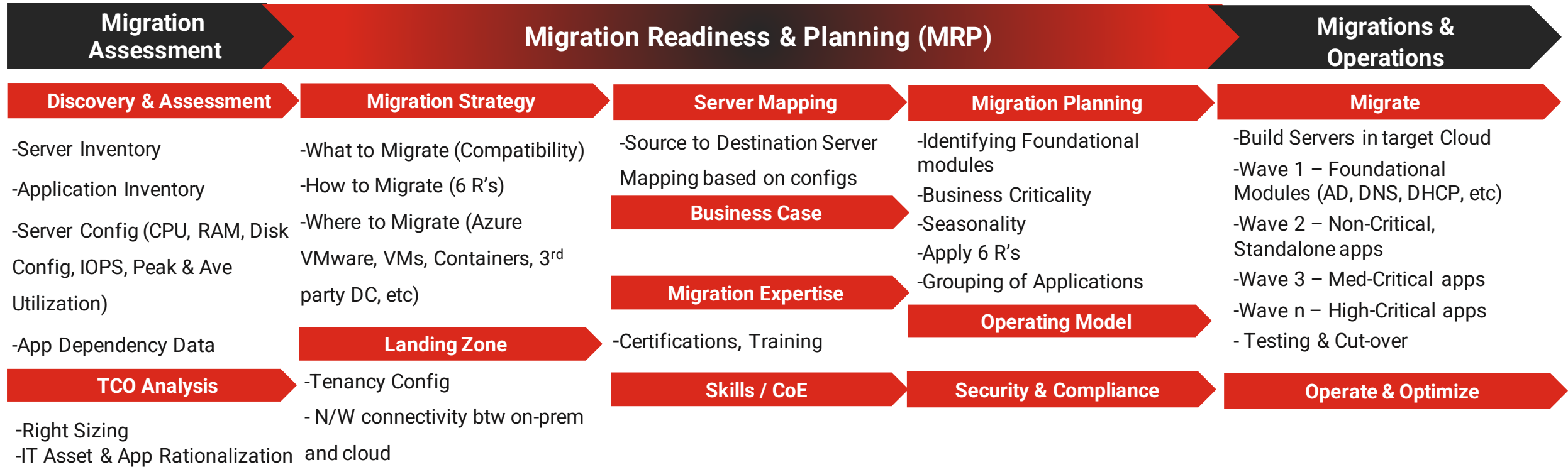


AWS CAF - Migration Hub (WIP)

DIFFERENTIATOR
NO-COST MAXIMIZE TCO SAVINGS

DIFFERENTIATOR
NO-COST COMPLEX AND RAPID PoCs

DIFFERENTIATOR
ZERO COST CLOUD MIGRATION
Shift Left Migration



BLOCK64

DEVICE42

AWS MGN
aws

Double-Take®

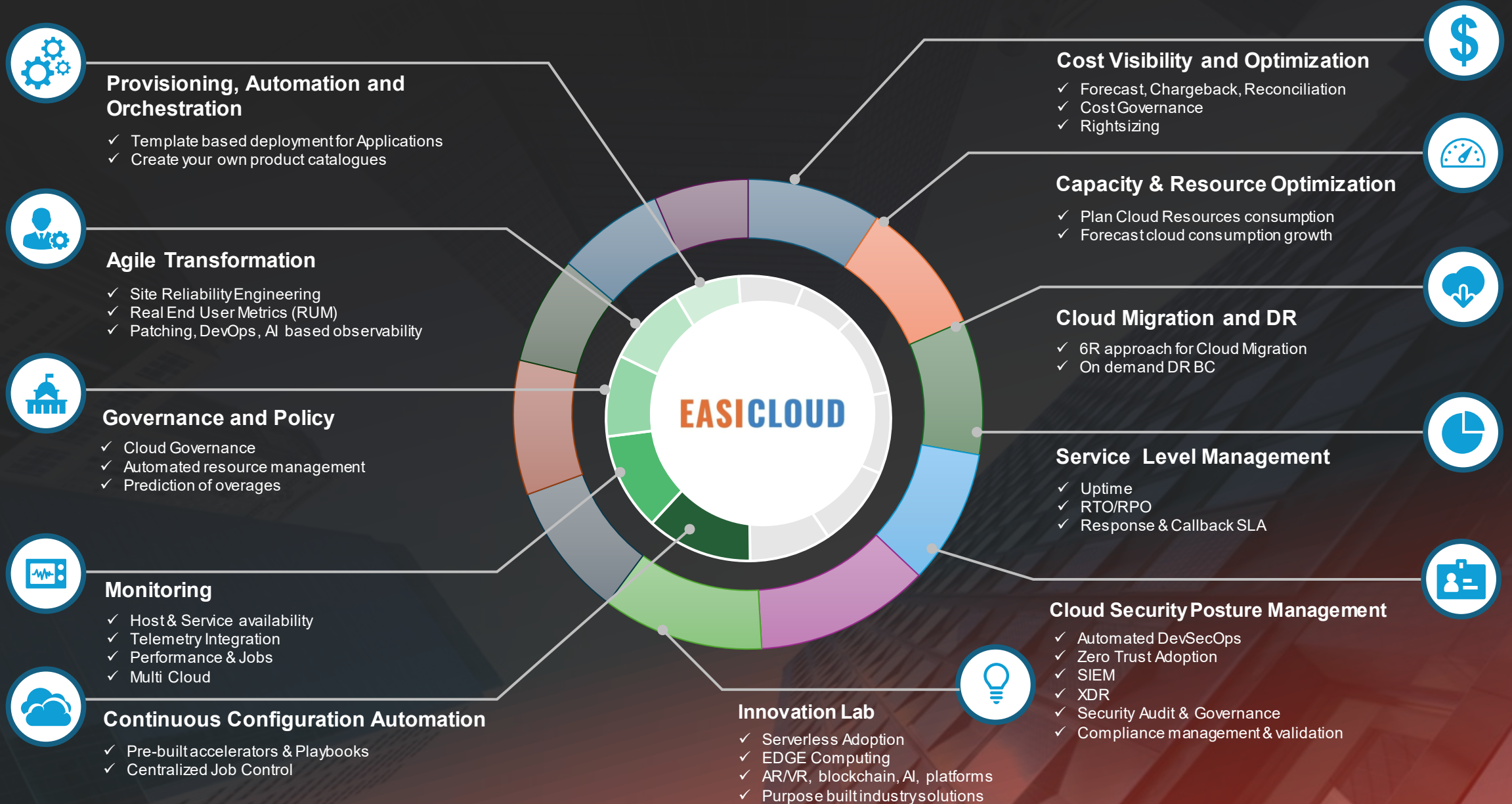
Rackware®

CloudEndure®

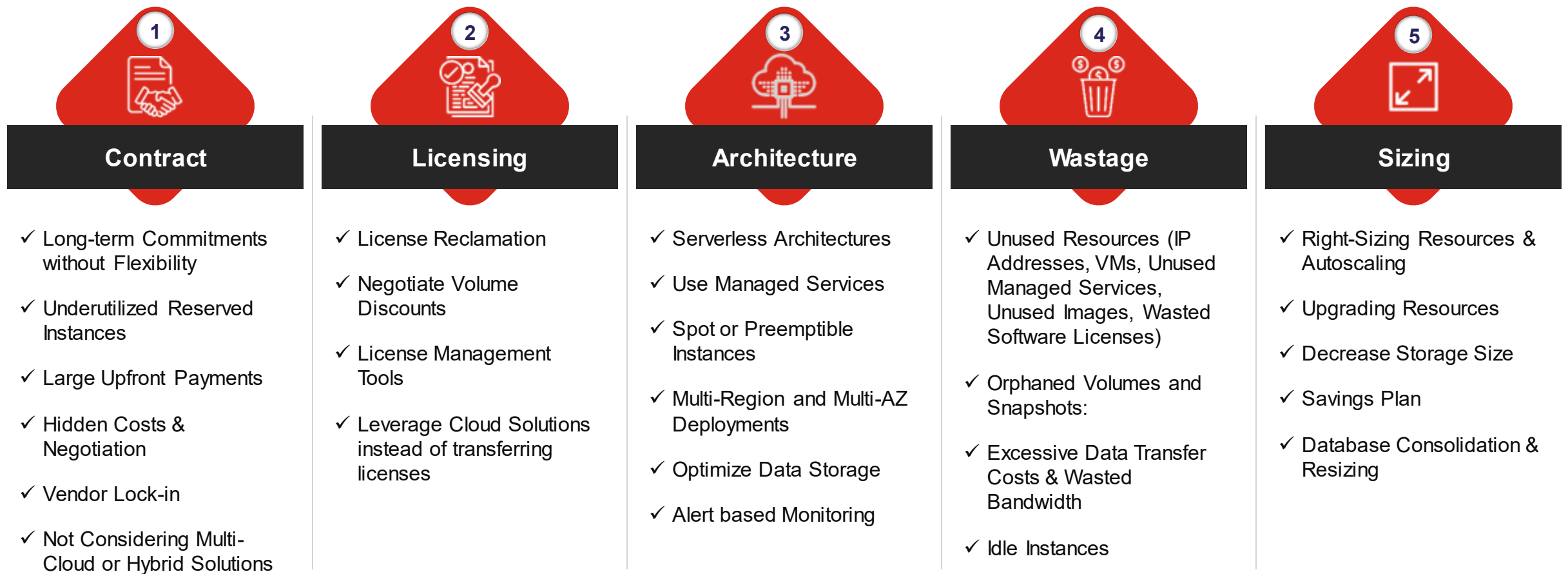
matilda
cloud



EASICloud – Unified Multi Cloud Management Framework



Cloud CLAWS™ – 5 Levers of Cost Optimization



EASI Cloud provides a Single Pane of Glass for CLAWS of the Cloud



Sutherland's Automation Capabilities

DevOps in Cloud

- Cloud architecture design
- Cloud readiness assessment
- Cloud migration services
- Managed cloud services
- Cloud consulting services

Serverless

- Serverless architecture
- Serverless maintenance
- Serverless consulting
- Lambda Functions
- Elastic Beanstalk
- DBaaS

Microservices

- Microservices architecture design
- Microservices consulting
- Serverless Orchestration for Containers
- EKS, ECS & Fargate Services
- Persistent & EFS Storage

DevOps as Services

- DevOps assessment & audit
- DevOps implementation from scratch - road mapping and strategy design
- DevOps consulting
- Release management

DevSecOps - Security

- Shift-Left Security (Code, Artifact, Container & Vulnerability Management)
- WAF + ALB Deployment & Integration
- SAST DAST & IAST Implementation

Infrastructure As A Code

- Infrastructure Automation
- Infrastructure as a code Implementation On-Prem & Cloud
- Cloud Formation, Biceps, ARM, Terraform – Templatzation

CI CD CT

- Continuous integration(CI) implementation
- Continuous delivery(CD) implementation
- CI/CD consulting & Integration with existing CT

Container Orchestration

- Container orchestration
- Container management services
- Security evaluation and hardening
- Kubernetes managed services

Log management and monitoring

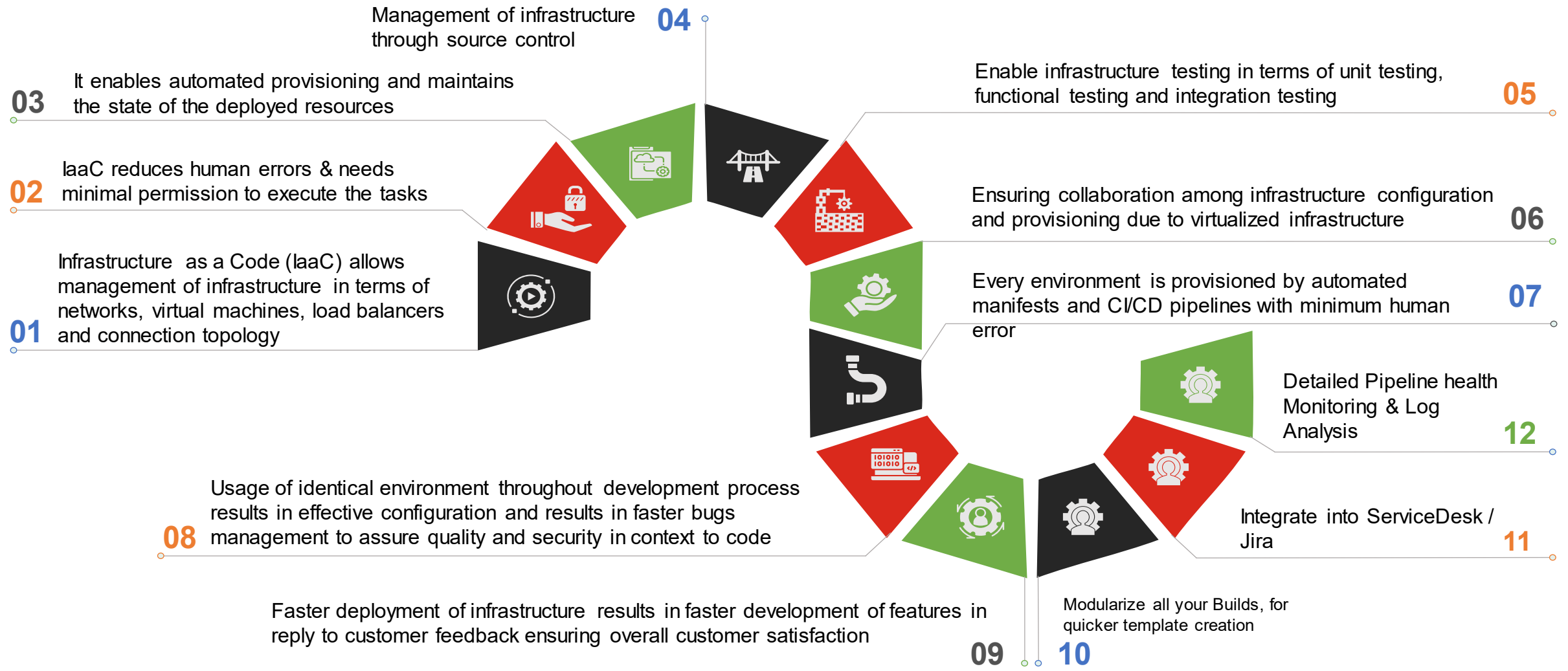
- Log management
- Monitoring
- Reporting
- Alerting

Configuration management

- Standardizes configurations with configuration-as-a-code (CaaC).
- Automate, monitor, design and manage manual configuration processes.



Sutherland - DevOps Driven Infrastructure as a Code for AWS



Customer Automation Transformation to Cloud

Automation Driven Shift Left Migration

Sutherland Migration Catalog

- Large Repositories of complete Automation Blueprints for various Applications across Multi Cloud Environments
- Pre-Defined Linux / Windows VM & Container Images – Sutherland Infra Catalog

Shift Left Approach

- CI/CD Automation Driven Pipelines that are placed for Customer's Infrastructure Provisioning & the respective Application Migration Automation Scripts.
- Modernize Applications at Source prior to Migration
- Create Blueprints for all the workloads prior to Migration

Advantages

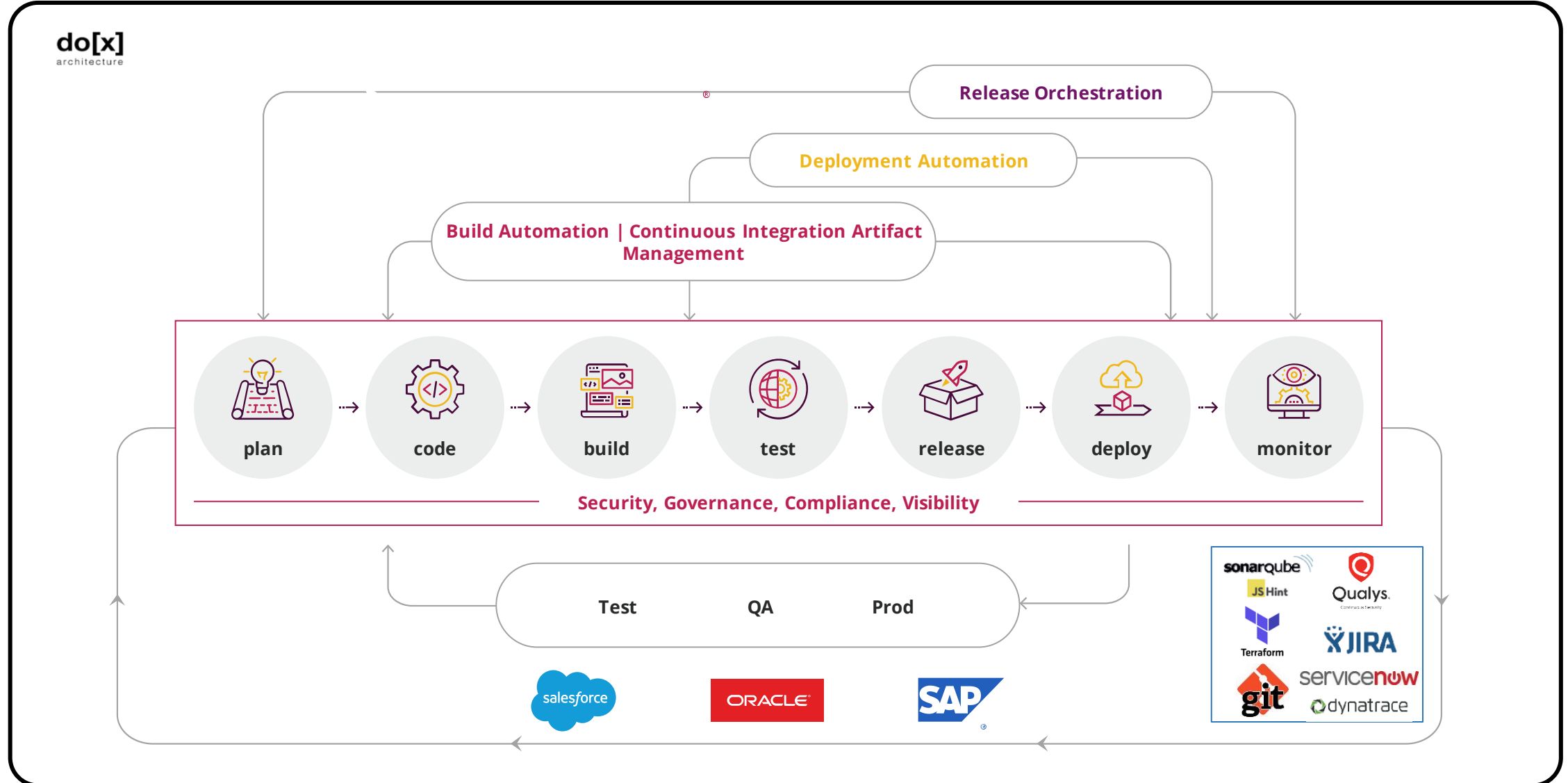
- 10x Faster Provisioning
- Reduced Human Errors / Missed Steps.
- Deeper Security Restriction & Controls
- Minimal Identity Management & Controls
- Centralized Controlled Repository
- Version Control Management for all Products

\$Value

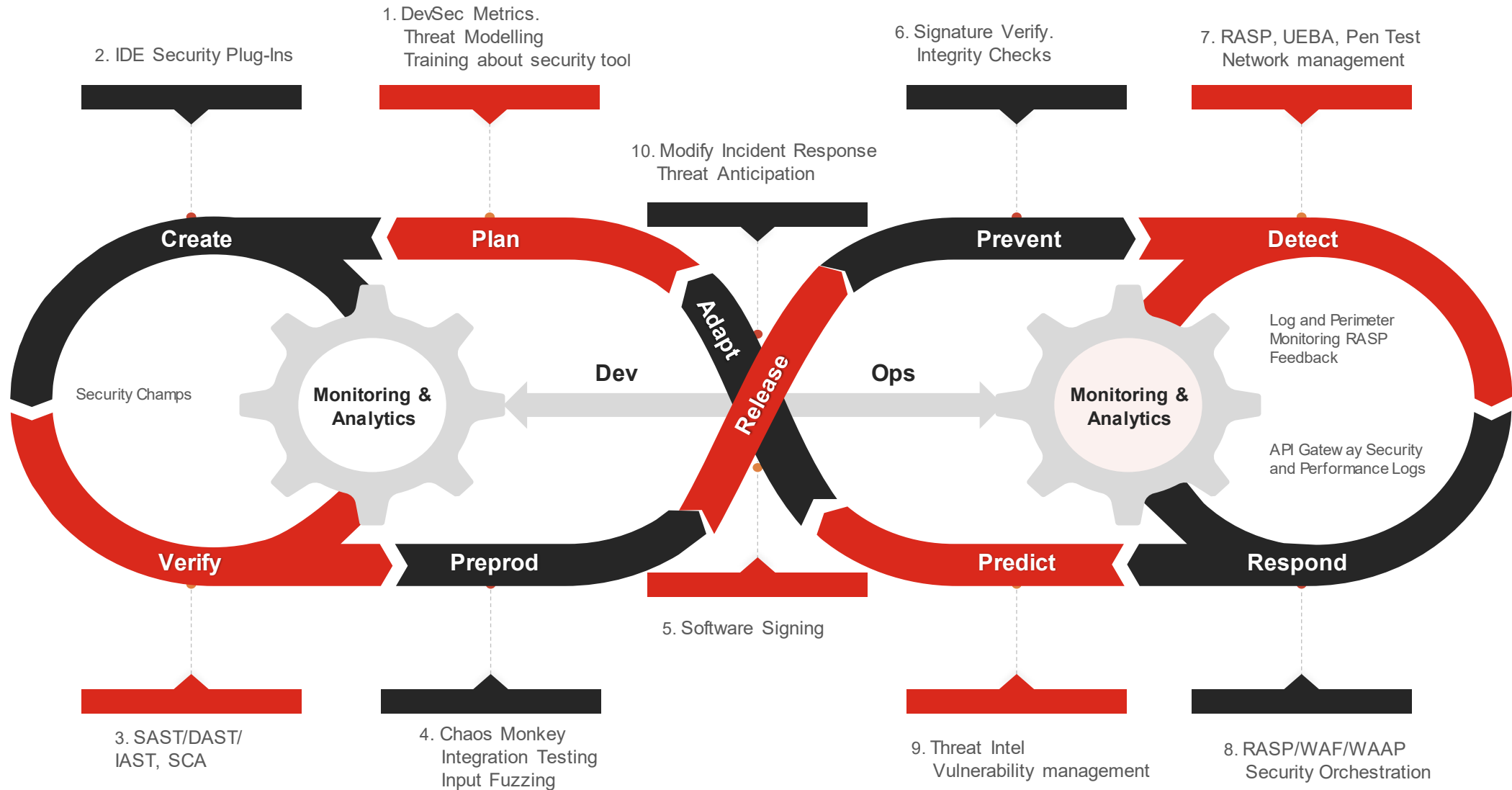
- Pay per Catalog Consumption for customers already on Cloud
- 0 Cost Catalog charges for new Migration Projects
- Custom Product Catalog building based on Customer's request.
- Manage & Develop customer's current Catalogs



DevOps Express do[X]



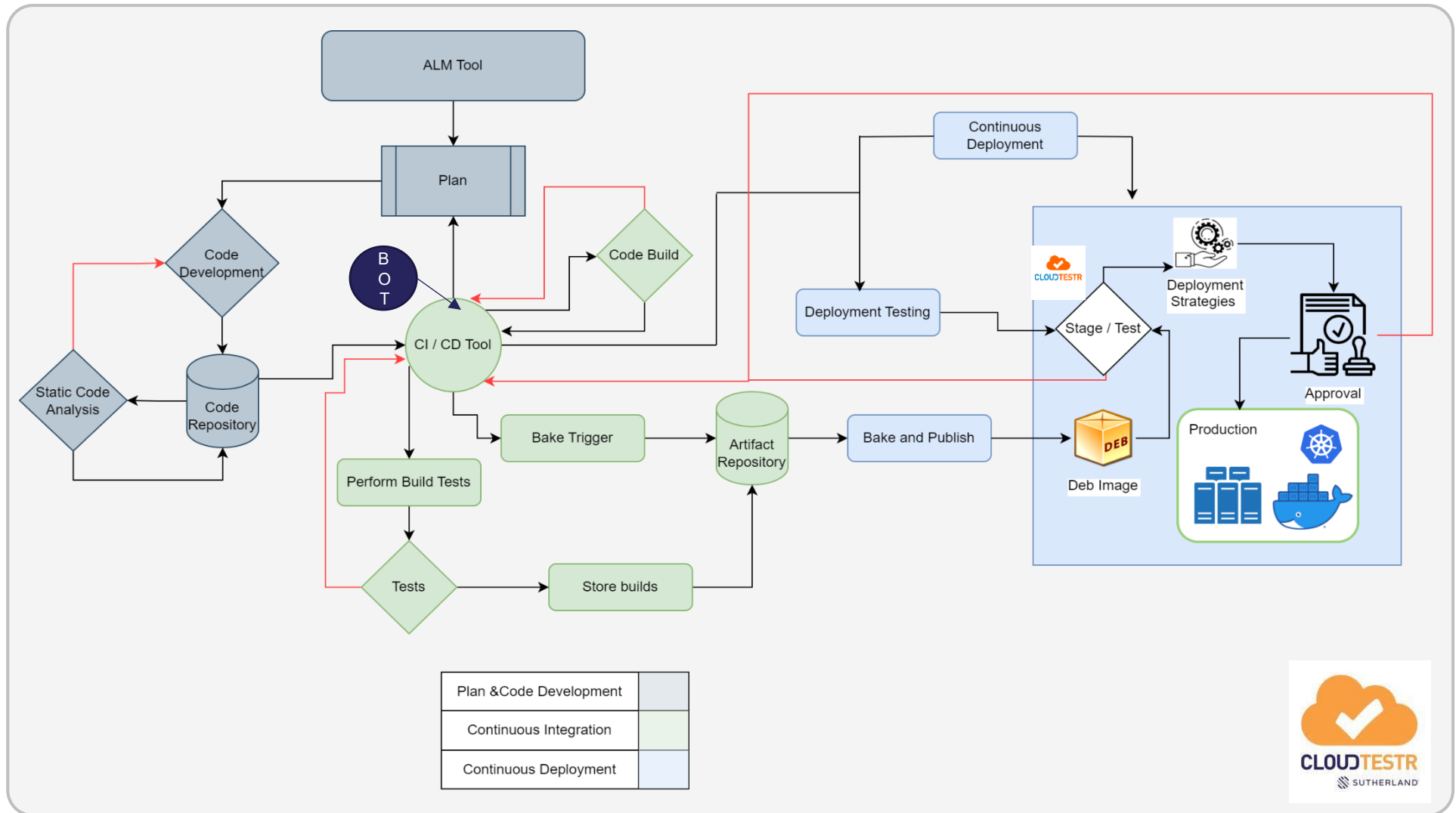
SGS DevSecOps Pipeline Overview



Continuous Integration Deployment & Testing (CloudTestr)

CI-CD-CT Engine

Automate Application
End-to-End Release
Cycle from Lower to
Prod Environments
Automatically
by “**ONE CLICK**” in
Ticketing Portal with
Integrated Testing
and Change
Approvals in place at
every Stage. This can
be custom tailored to
any Home-Grown
Applications



Automation Tools Expertise

Application Lifecycle Tools



CI Tools



Virtualization Platforms



Operating Systems



App & Web Servers



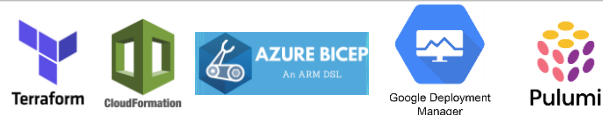
Build Automation



Databases



IAC



DB Deploy Automation



Functional / Unit / Performance Testing



Version Control



Release Mgmt.



Code Quality



Environment Mgmt.



Artifact Repository



Security Testing



Monitoring & Alerts



Sutherland's Cyber Security Capabilities

Identity Security

- User Identity Lifecycle Management (JML)
- Access Management, SSO
- Identity Federation - B2B
- Consumer Identity CIAM – B2C
- Multi Factor Authⁿ. (MFA)
- Privilege Identity (PIM/ PAM)

End Points Security

- Antivirus, Malware Protection
- Host IDS/ IPS Firewall
- Anti Phishing/ Spam
- End Point DLP
- Secure Remote Access
- Disk Encryption/ FIM

Application Security

- Application Security Testing (SAST, DAST, SCA, IAST, RASP, Source Code Analysis)
- Sec-Dev-Ops / Secure CI-CD
- Vulnerability Management
- Penetration Testing
- Virtual Patching

Network Security

- NG Firewall, DDoS
- Web Application Firewall
- IDS/ IPS , NIDS/ NIPS, NDR
- Email Security, Sandboxing
- VPN, Secure Remote Access
- Bot Protection

Data Security

- Data Masking & Obfuscation
- DB Access Monitoring (DAM)
- Keyvault, HSM & KMS
- Data Classification, DLP
- Rights Management (DRM)
- PKI - Certificate Lifecycle Management (CLM)

Threat Management

- NG (AI / ML) SIEM
- SOAR / UEBA
- Threat Intelligence / Hunting
- EDR/ XDR/ MDR
- Brand Protection
- Breach & Incident Response

Cloud Security

- Native Cloud Security
- Third Party Security Controls
- Landing Zone Security
- Posture Management
- Cloud Transformation
- Risk & Compliance
- Az, AWS, GCP, OCI

Governance, Risk & Compliance

- Audit & Compliance Management (ISO 27k, GDPR, NIS2, PCI-DSS, NIST, CCPA)
- Enterprise Risk Management
- Third Party Risk Management
- Security Awareness
- IS Policies & Standards

NG Services

- Zero Trust Architecture
- Secure Access Service Edge
- Secure Service Edge
- Microservices/ Container Security
- IoT/ IIoT/ OT Security

Advance Services







- Security Engineering
- Security Consulting/ Architecture
- CISO as-a-Service
- SOC Design & Build
- Security COE, POC
- Gen AI Security

| Integrated Cyber Security | Cyber Defense Delivery Operations | Cybersecurity Maturity |



Sutherland Security Services Portfolio

| Transition | Transformation | Manage | Monitor | Mature |

EDR MDR		Sutherland Advanced Managed Detection & Response	Threat Intelligence Platform	Security Posture Management	Automated Response	Threat Hunting	AI, ML, Behavior Analytics	Threat Research & Intelligence	Attack Surface Management
		Managed SOC - Standard	IDAM	ZTNA/ Secure Remote Access		Application Security (DAST/ SAST)		Penetration Testing	Risk & Compliance
Managed SOC		Managed SOC - Basic	SIEM	Server Security	Endpoint Security	Network Security	Data Security	Vulnerability Management	Identity Security
		Consulting, Advisory and deployments	Cyber Security Assessment	Strategic Advisory Service			POC	Engineering	
		Compliance Assist						Global and Regional Compliance	Audit and Reporting Support
Professional services									

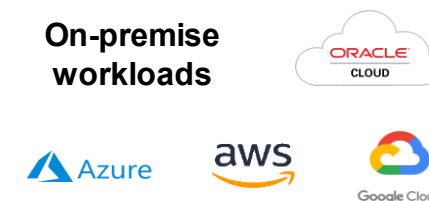
As-a-Service

- Vulnerability Management.
- Firewall Management.
- SOC Management
- Threat Intel, CISO, PAM, UAM

Security Transformation

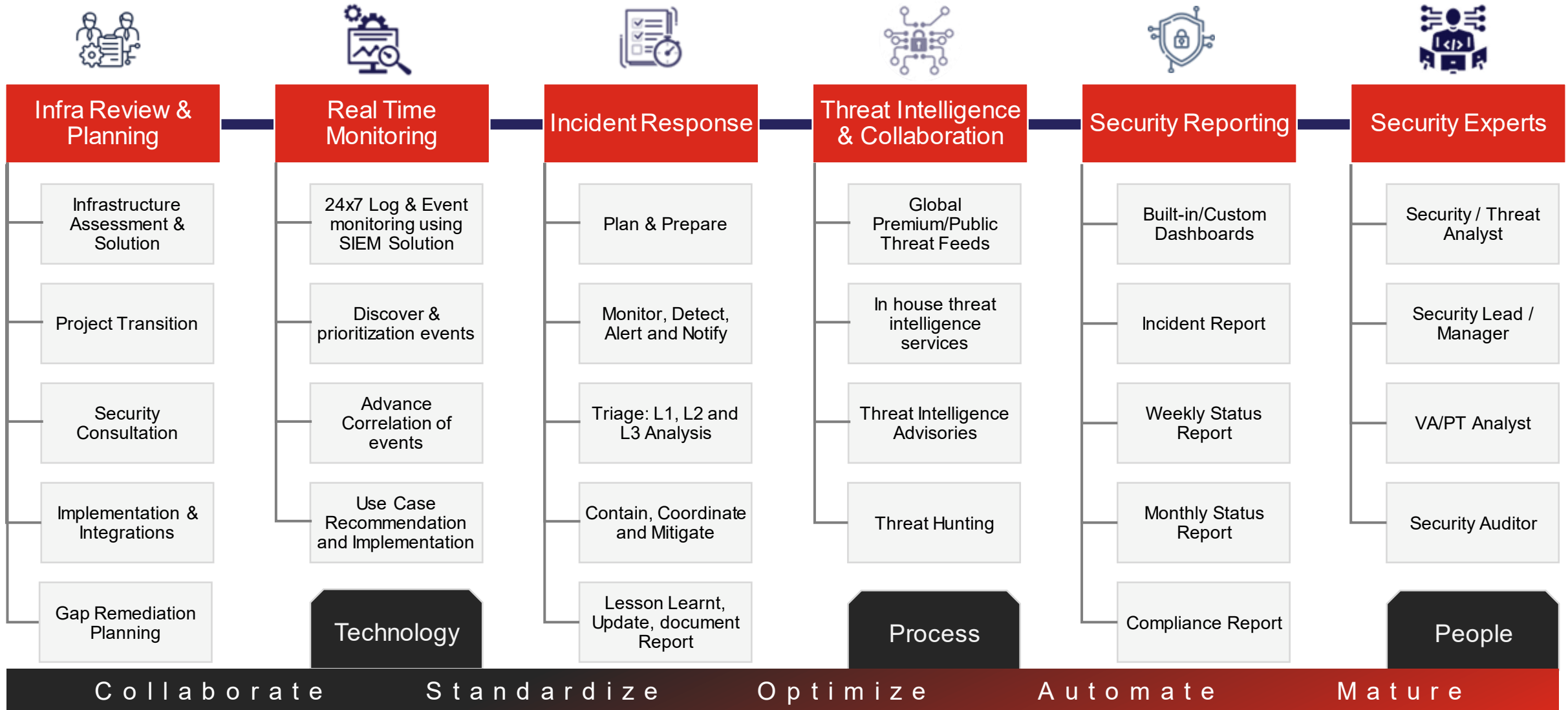
- On-prem to Cloud
- Security Tools Consolidation
- DC/ Cloud Consolidation
- SOC Build
- Build-Operate-Transfer (BOT)
- ZTA, SASE

On-premise workloads



GSOC Facility @ Hyderabad (24/7)* | ~700 Incidents per Day for 50+ Customers | 300+ Security Consultants

Sutherland Security Operations Centre Framework





CONSULTING

- Stakeholder Engagement
- Process and Data Discovery, Data evaluation
- Defining Success Factors
- ROI , Business process Impact
- Transformation due-diligence
- Process and Data strategy roadmap for AIOps



PLATFORM SELECTION

- Mapping strategy to existing ITOM,ITSM tools, RPA and AI platforms
- Data Engineering and AI pipeline needs for AIOps
- Related adapters and services
- Skill evaluation
- Bidirectional road map assessment



IMPLEMENTATION

- NLP & ML Use-cases
- Data Science services
- Data related services(cleansing, forward looking data design strategies)
- Installation, Infra/deployment design
- Cloud offerings



OPERATIONS

- Continuous improvement strategies
- Enhancements
- Production Support Services
- Knowledge Services
- Automation of Automation
- Process Documentation



Gen-AI Powered AIOps & Automation platform - ADOP

- **SREs** : Troubleshoot, remediate, incident response
- **DevOps**: Provision, Build, Deploy and Configure
- **ITOps**: Health checks and routine issues
- **Customer Support**: Dealing with same customer issues day in and day out

More than 40% of the operations work is repetitive!

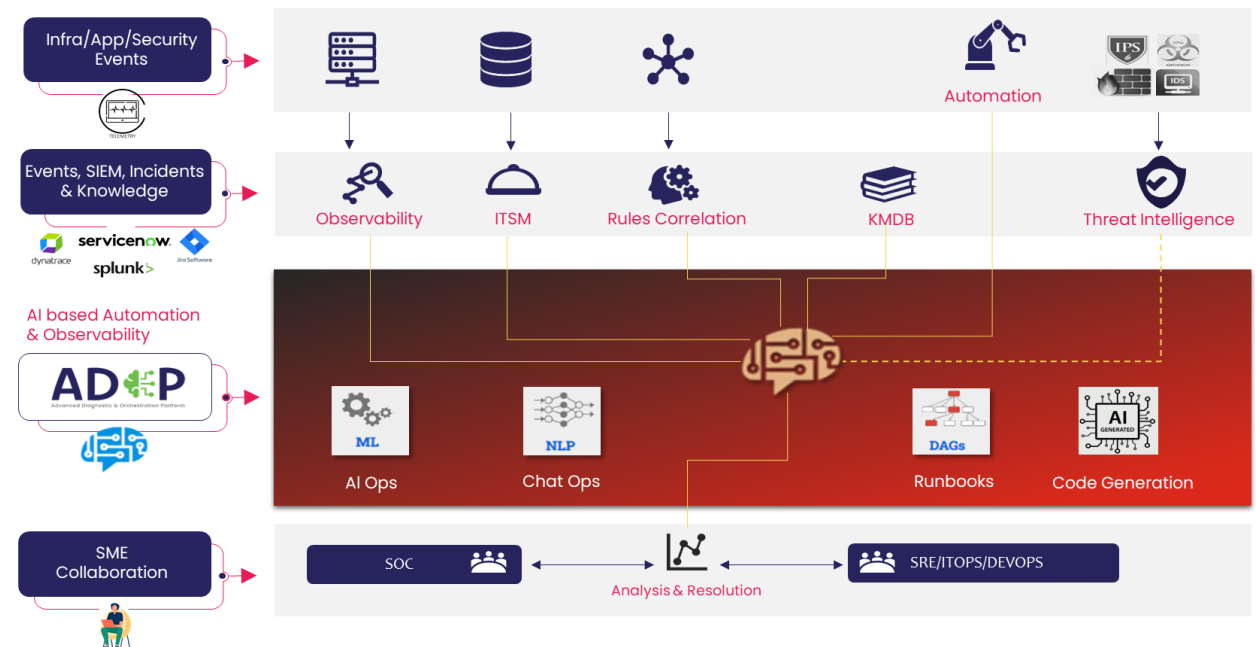
Assured Innovation using automation, AI and shift left: Cognitive AI, **AIOps**, and automation to enhance support. Shift Left strategy with observability tools for predictive issue management.

Sutherland makes it easy to automate routine tasks

Sutherland in-house Gen-AI powered automation platform that lets you create, document, share, and execute workflows effortlessly

Sutherland:

- Builds lightweight automation in minutes!
- Improves productivity by 40%
- Helps you scale your team effectively



ADOP features in a nutshell

Automation Collaboration | Reuse Execution | Access control | Logs Documentation | Visualization Integrations







- Sutherland uses GenAI to easily create automation scripts from prompts. Real-time collaboration for you to create, execute, debug automation with peers. Like
- Google docs. Build automation by dragging and dropping existing tasks. Very high reuse of task
- library. This is our low-code and no-code framework. Effortless env setup. Cron-jobs with a button click. Retry on failure mode. Highly scalable across a fleet of machines.
- Inbuilt easy to set up access control for every aspect of the automation life-cycle, including authoring, execution.
- Automatically stores all the execution results. Like a time machine.
- Automation is wrapped in wiki-like documentation for you, making it easy for users to search and access
- Visualization of data is in-built. Click a button to execute the script and visualize data right there.
- Rich pre-built integrations with ticketing, alerting, monitoring, messaging, documentation tools.



Sutherland Database Capabilities

Database Capabilities

 Sutherland Database Capabilities	Database Installations	Database Operations	Database Upgrade	Database PaaS migration	Cloud DB Administration	DR Setup & Planning	Cloud Migration
	Instance Consolidation	Always On Setup	SQL Server Clustering	Backup Solution	ExaData Support	High Availability Solution	
 Database Technologies	MS SQL Server	Cloud Managed Databases	Oracle	MySQL	LUW DB2	PostgreSQL	Mongo
 Sutherland IP's : DB Managed Services	100% Patch Automation using RingMaster – APM tool		IT Helpdesk Chatbot	Manage Engine to real time database monitoring dashboard including performance benchmark and SLA's			ADOP – AIOPs based Observability & Management
 Engagement Model	24x7 Shared services	Talent on-Demand Services	Zero Cost Upgrade with Managed Services(Self Funded Transformation)		Zero Cost Cloud Migration (Lift & Shift) along with DB Managed services		

Our Services

- Cloud DB Management
- Environment Assessment
- Patching
- Audit & Security
- Performance Benchmarking
- DR solutions
- Migration Assessment
- Upgrades and Migrations
- Backups & Archival

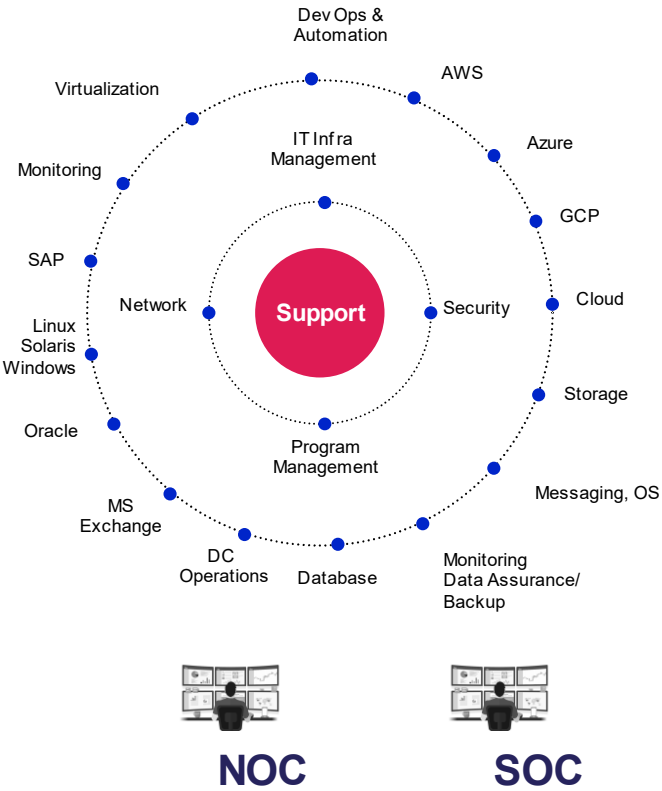
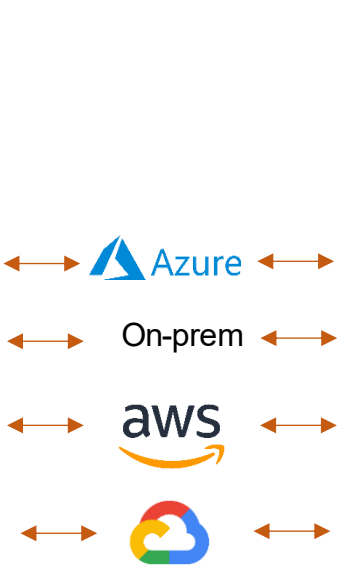
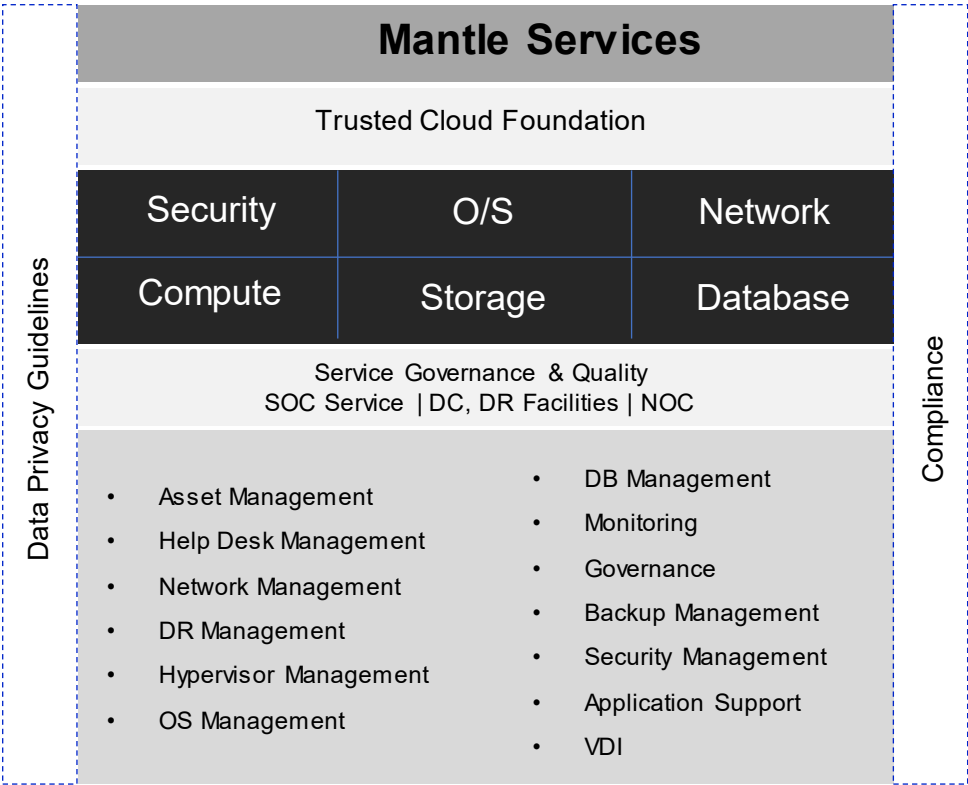
DB Deploy Automation



Certified Professionals | 24 x 7 Support | Cross Skilled DBAs | COE Supported Delivery



Managed Services



Industry Specific

BFSI

ERP

Gov

Manufacturing

Oil & Gas



Desktop as a Service

Service Types

- ✓ Dedicated VDI
- ✓ Pooled VDI
- ✓ Windows VDI

Users based on Utilization types

- ✓ Light
- ✓ Medium
- ✓ Heavy
- ✓ Power

Partners:



Azure



CITRIX®

vmware

Sutherland Offerings

- VDI Assessment and strategy
- Enhanced Mobility and Remote Access
- VDI Solution and Service Segmentation
- Deployment Flexibility
- Enterprise Size Considerations
- Comprehensive Security Features
- User Experience and Performance Optimization
- Flexible VDI Options
- Compliance and Reliability
- Advanced Management and Automation Tools
- Customization and Integration



Tracfone Transforms DevOps environment with AWS Cloud

TFW DevOps/Cloud

Jenkins, Jira & Bitbucket Integration

Event based/Automated Deployments

Quality Gating

Image vulnerability scans

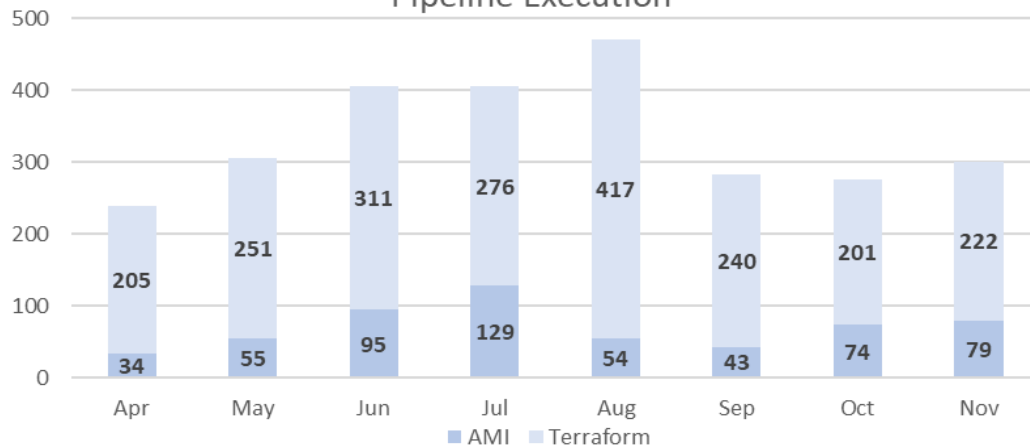
Integration testing

Key Metrics

- ✓ Onboardings:
 - Around 80 applications on to Jenkins
 - 400+ Spring-boot microservices to EKS
- ✓ Remediated 350 microservices for Log4j vulnerabilities
- ✓ Created more than 400 Bitbucket repos using automation
- ✓ Reduced production release cycle from 3 weeks to 1 week.
- ✓ Around 150 active users on Jenkins
- ✓ Managing the entire DevOps scripts(GSL) in bitbucket
- ✓ Serving 293,879 artifacts on Jfrog

Automation Execution Summary

Infrastructure as Code (IaC)
Pipeline Execution



DevOps Highlights

- ➔ Zero Down-Time Deployments
- ➔ IAM Authentication vs Legacy SSH
- ➔ Leverages **Auto-Scaling-Groups** (ASG)
- ➔ Auto-Deployments to new instances (Pipeline, Health Check Failures)
- ➔ **Infrastructure as Code** (IaC) & GitOps Frame-work
- ➔ Improved Security by restricting Jenkins access at the network layer based on Agent Type (lower, stage, prod)
- ➔ Improved cost management by allowing physical segmentation at the network layer without requiring separate clusters



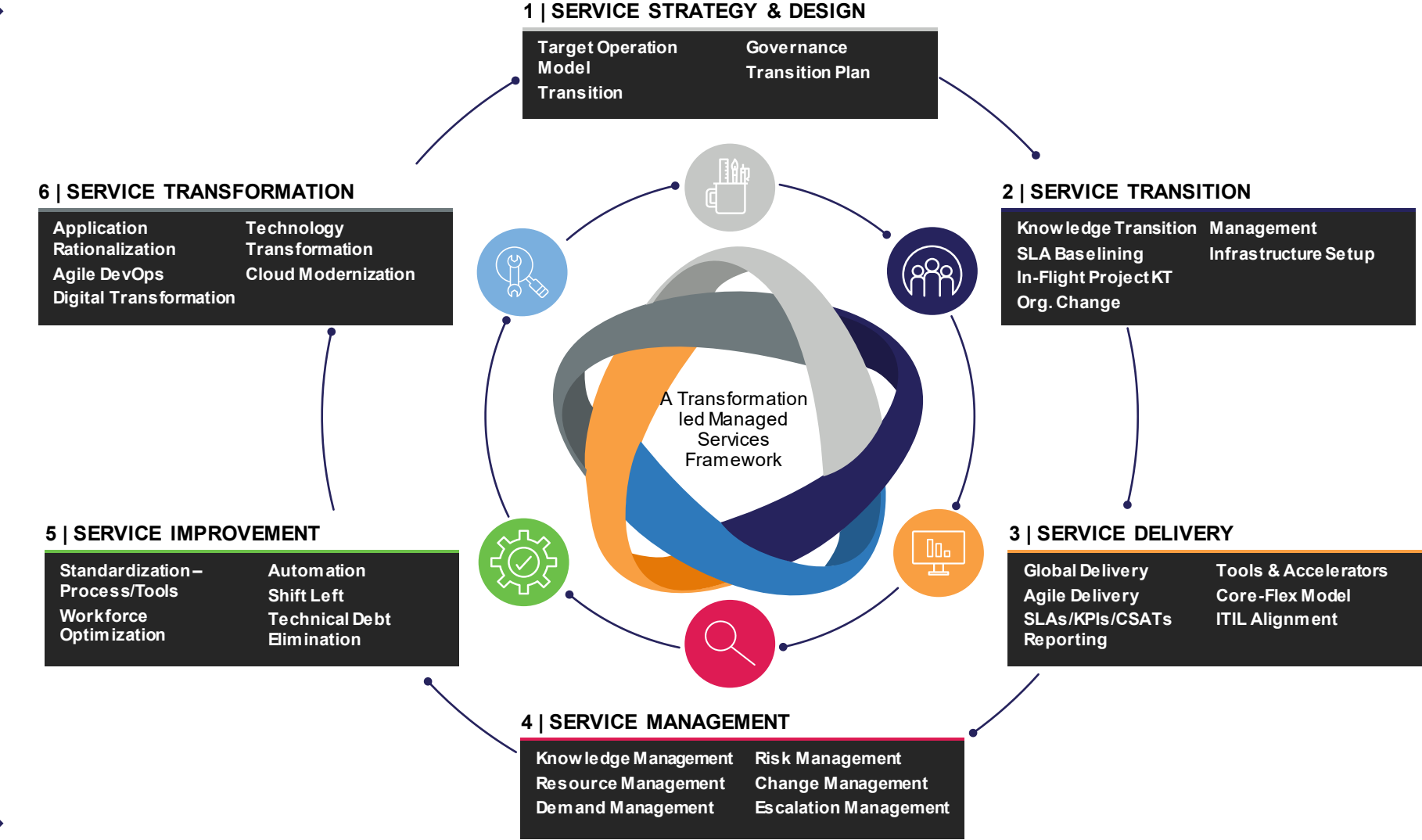
Managed Services



Sutherland Managed Services Framework

Sutherland will leverage the framework for a holistic and transformation focused approach to deliver predictable services and costs through automation and continuous improvement

We commit to deliver **higher efficiencies** with complete transparency through our **Innovation and Transformation** focused Managed Services Execution framework



Managed Services - Catalogue



Cloud Management

- ▶ Cloud instance provision
- ▶ Cloud Network Config
- ▶ Security List & Access Control
- ▶ Snapshots Management
- ▶ Instance Provisioning / Orchestration
- ▶ Vulnerability Assessment
- ▶ Security Access Rules Configuration
- ▶ VPN Tunnel Config
- ▶ Storage Monitoring and Management
- ▶ Cloud Security Policy Audit
- ▶ Storage transaction monitoring
- ▶ Out bound traffic - B/w usage Monitoring
- ▶ ssh key management
- ▶ LBaaS configuration - Initial setup
- ▶ Load Balancer Configuration
- ▶ SR with Oracle and Interactions
- ▶ Archival Management
- ▶ DevOps & DevSecOps



Technical Account Management

- ▶ Ticket Management
- ▶ Escalation Management
- ▶ SLA Management
- ▶ Business Reviews - WBR, MBR & QBR
- ▶ Change Management - POA & RCAs
- ▶ Knowledge Management
- ▶ Documents Management
- ▶ Transition Management
- ▶ Request Management
- ▶ Problem Management
- ▶ Compliance management
- ▶ Routine Audits and Health Management



HelpDesk

- ▶ Monitoring System Resources
- ▶ Monitoring Ports and Services
- ▶ Monitoring Tunnel
- ▶ Monitoring availability of Servers
- ▶ Monitoring uptime of Servers and services
- ▶ Event Viewer Monitoring
- ▶ Log monitoring
- ▶ Storage Utilization & Soft limit monitoring
- ▶ Schedule Job monitoring
- ▶ Request Management
- ▶ Tickets Tracking



System Administration

- ▶ Backup Configurations
- ▶ OS Hardening
- ▶ Patch management
- ▶ Server configuration changes (File Sharing, Mounting, Services)
- ▶ IPTables Management
- ▶ Scheduled Restarts of application and servers
- ▶ Filesystem management - clean up activities
- ▶ Disk space monitoring & management
- ▶ Performance Tuning
- ▶ Application Deployment
- ▶ Installation of package / software



Managed Services - Catalogue



DevOps & DevSecOps

- ▶ Operational Management
- ▶ Release Management
- ▶ Security Management
- ▶ Process Automation
- ▶ CI/CD Pipeline
- ▶ Build Management
- ▶ Process Implementation
- ▶ Assessment and Planing
- ▶ Pilot Framework Creation
- ▶ DevOps End to End Implementation
- ▶ Implementing Continuous Security IAST DAST SAST



Database Administration

- ▶ Supporting all production; non-production databases including installation, patching, upgrade, backup & recovery, database refresh/clone.
- ▶ Monitoring of EBS Databases using Oracle Enterprise Manager Cloud Control (OEM) and applying corrective actions.
- ▶ Extending L3 support for database Critical issues doing trace analysis and service creation(Oracle SR)
- ▶ Monitor, troubleshoot and provide RCAs for incidents.
- ▶ Reorganization of tables that are fragmented.
- ▶ Creating users and assigning appropriate roles, privileges.
- ▶ Managing tablespaces and data files.
- ▶ Manging and Administering Oracle Database taking preventive or corrective actions.
- ▶ Analysing AWR reports. Troubleshooting ORA-errors.
- ▶ Installing Oracle software, Creating an Oracle database.
- ▶ Managing the storage structures of the database.



EBS Administration

- ▶ Overall daily management of Oracle E-Business Suite environments pro-actively researching, identifying, and applying application patches and applying corrective actions as required.
- ▶ Performing patch analysis, applying patches (one-off, mini-packs, Family packs, CPU & PSU Patches) checking the patch impact and maintaining the patch history.
- ▶ Supporting MAA (Maximum Available Architecture) Oracle E-Business Suite 12.2 to achieve optimal high availability.
- ▶ Managing single sign-on solution IDCS with respect to Oracle e-business suite 12.2.
- ▶ Troubleshooting EBS Application performance issues.
- ▶ Managing System Configuration using Autoconfig.
- ▶ Managing concurrent managers and PCP(Parallel Concurrent processing) related issues.
- ▶ Cloning of Oracle Applications from Production to Test Instance.
- ▶ Applying service packs and security patches for WebLogic, JDK version upgrades.
- ▶ EBS Application Monitoring & Health Checks.
- ▶ Monitoring and Managing Oracle Workflow Services.

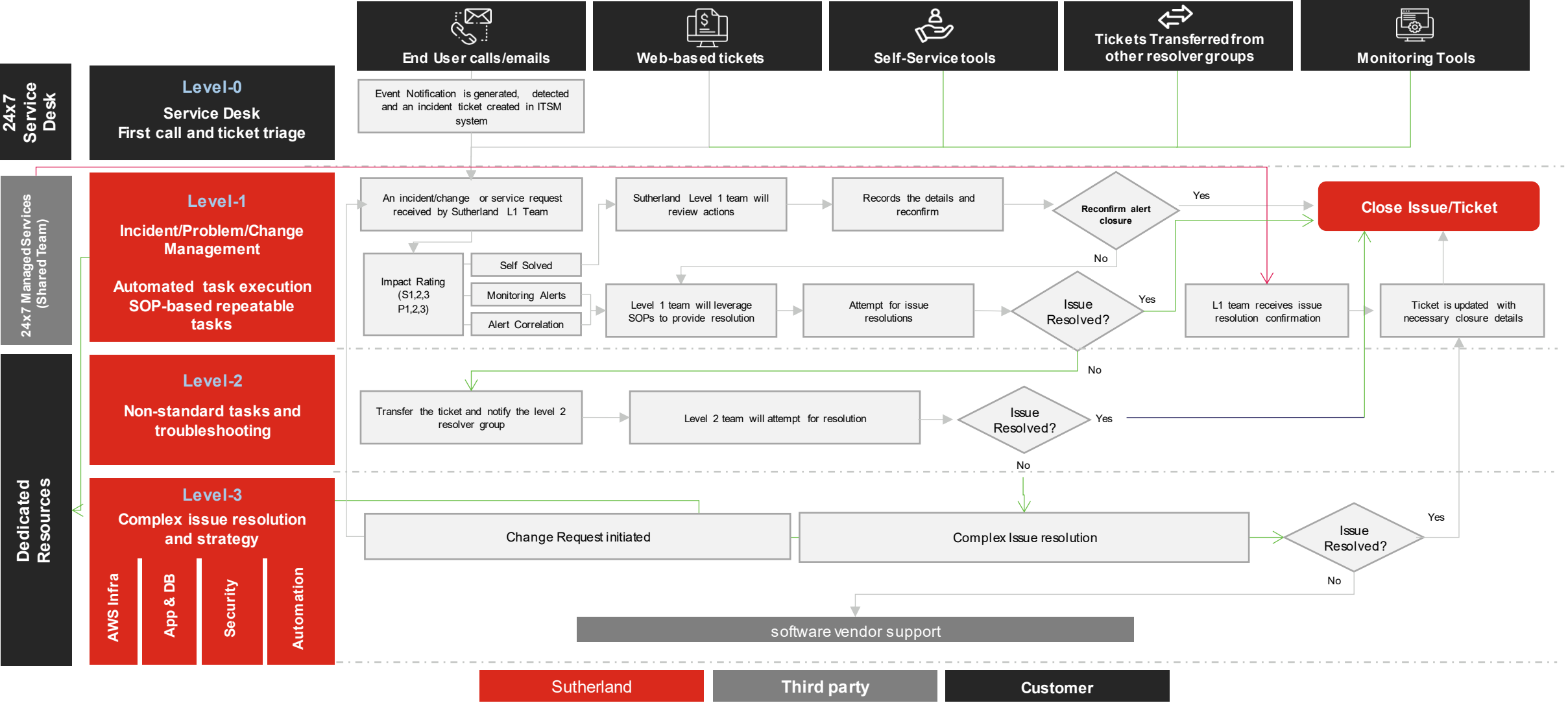


FMW Administration

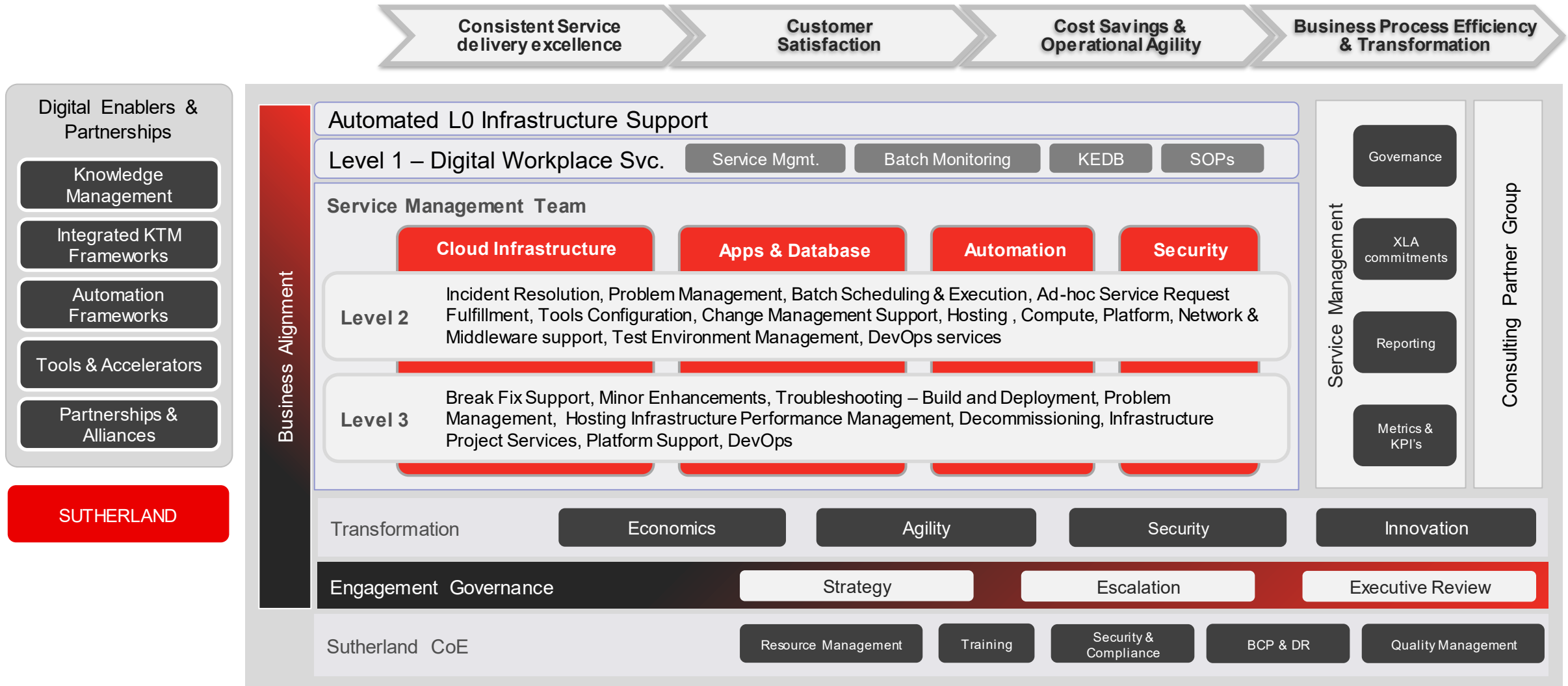
- ▶ Applying WebLogic Service packs and Security patches.
- ▶ Managing the end-to-end environment of Oracle FMW Components WebLogic 12.2 & SOA 12.2
- ▶ Setting up Java OPTIONS and XMX & XMS values for all the Managed Servers in the cluster.
- ▶ Configuring Work Managers for web logic clusters and Data Sources.
- ▶ Configuring SSL & Third-party Certificates for various applications using Key tool.
- ▶ Purging the FMW unwanted data with the recommended retention timelines & Oracle recommendations.
- ▶ Performing Deployment, administration, debugging and operational support of (production, staging, test, and development) environments for multiple WebLogic Application Server.
- ▶ Migrating JDK versions from older version to newer version.
- ▶ Deploying J2EE Application archives (JAR, WAR, EAR and RAR) and Web-Based on Web Logic Application Server .
- ▶ Experiences on Troubleshooting issues for WebLogic and Managed Servers.
- ▶ Migrating WebLogic Managed servers between environments.



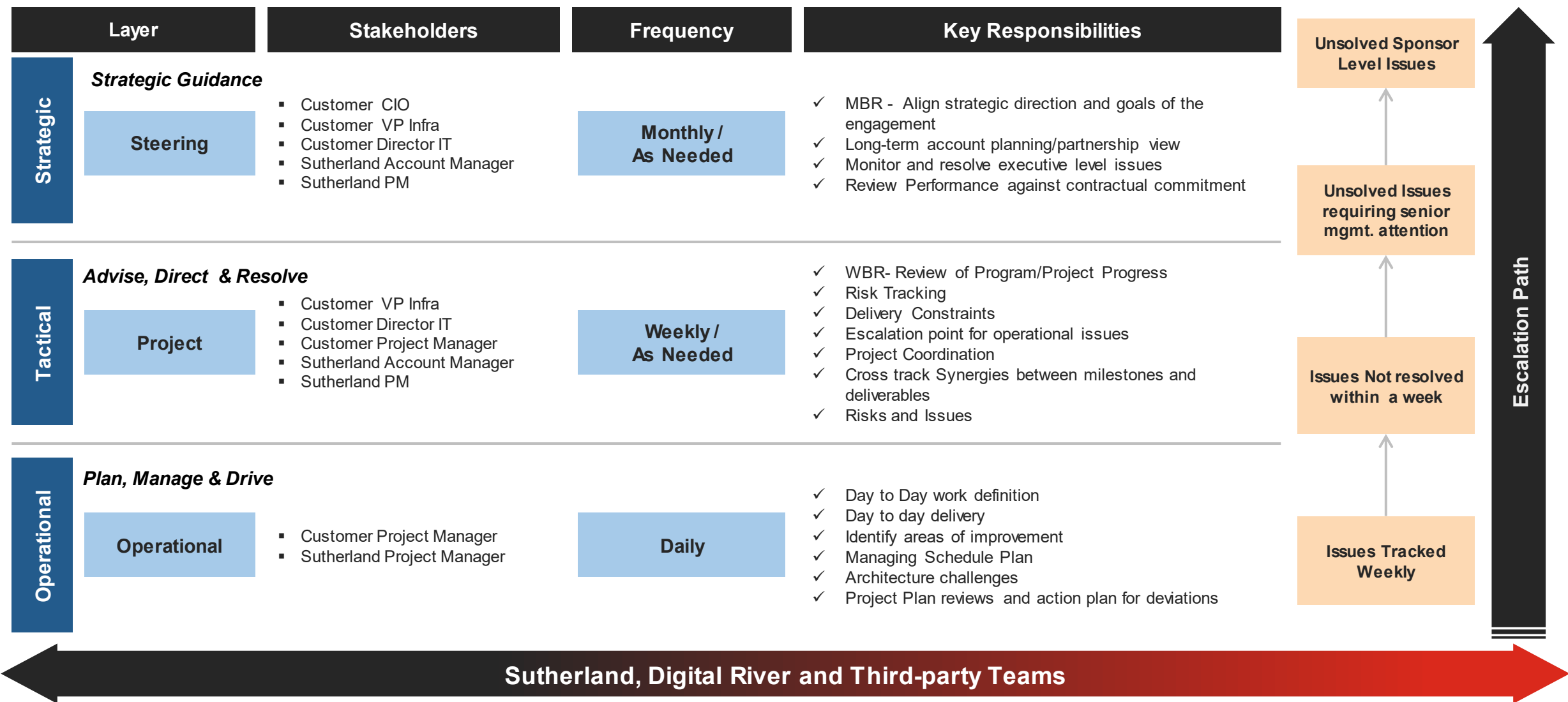
Sutherland - Integrated Service Delivery Model















Cloud Operating Model



Engagement - Governance Model



Deploy, Migrate & Modernize : Migration Projects Completed

	Infrastructure Migration	DB Migration	Cloud	Non-Oracle Workload Migration	DR On Cloud	DB Upgrades	Platform Migrations	EBS Lift & Shift	EBS Upgrade	Managed Services/ New Projects	Security Services	EA Modernization (RPA/AI)	DevOps / DevSecOps
	✓	✓	AWS	✓	✓	✓	✓	✓	✓	✓	✓		✓
 Arthur J. Gallagher & Co.	✓	✓	OCI		✓			✓		✓		✓	
 SNC-LAVALIN	✓	✓	OCI			✓		✓	✓	✓			
	✓	✓	AWS		✓	✓	✓	✓	✓	✓	✓	✓	
	✓	✓	OCI, Azure, AWS	✓	✓	✓	✓	✓		✓	✓		✓
	✓	✓	OCI, Azure	✓		✓				✓			
	✓	✓	OCI			✓				✓			
 BLACKSTONE technology group	✓	✓	OCI & Azure		✓	✓				✓			
	✓	✓	OCI Gov Cloud			✓	✓	✓	✓				
	✓	✓	OCI	✓		✓							
 EAGLE CLAW Wright & McGill	✓	✓	OCI					✓					
			GCP	✓						✓		✓	✓

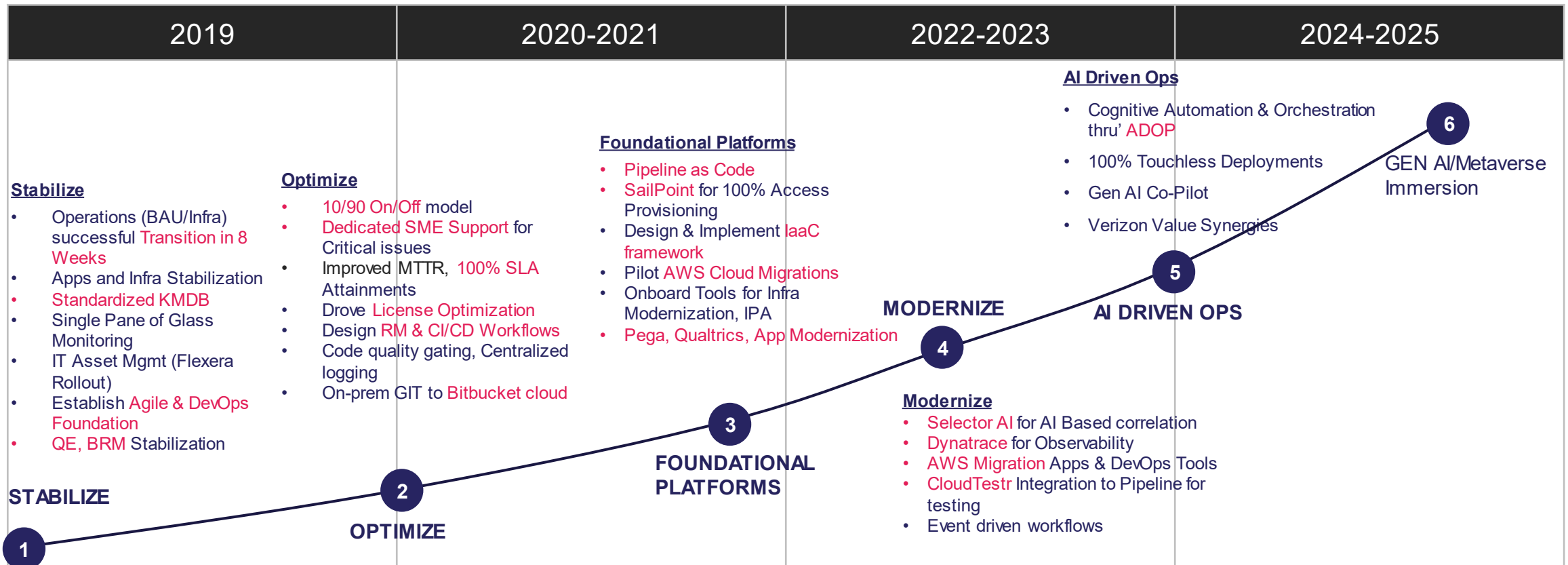




Case Studies



Telco Giant Transformation Journey

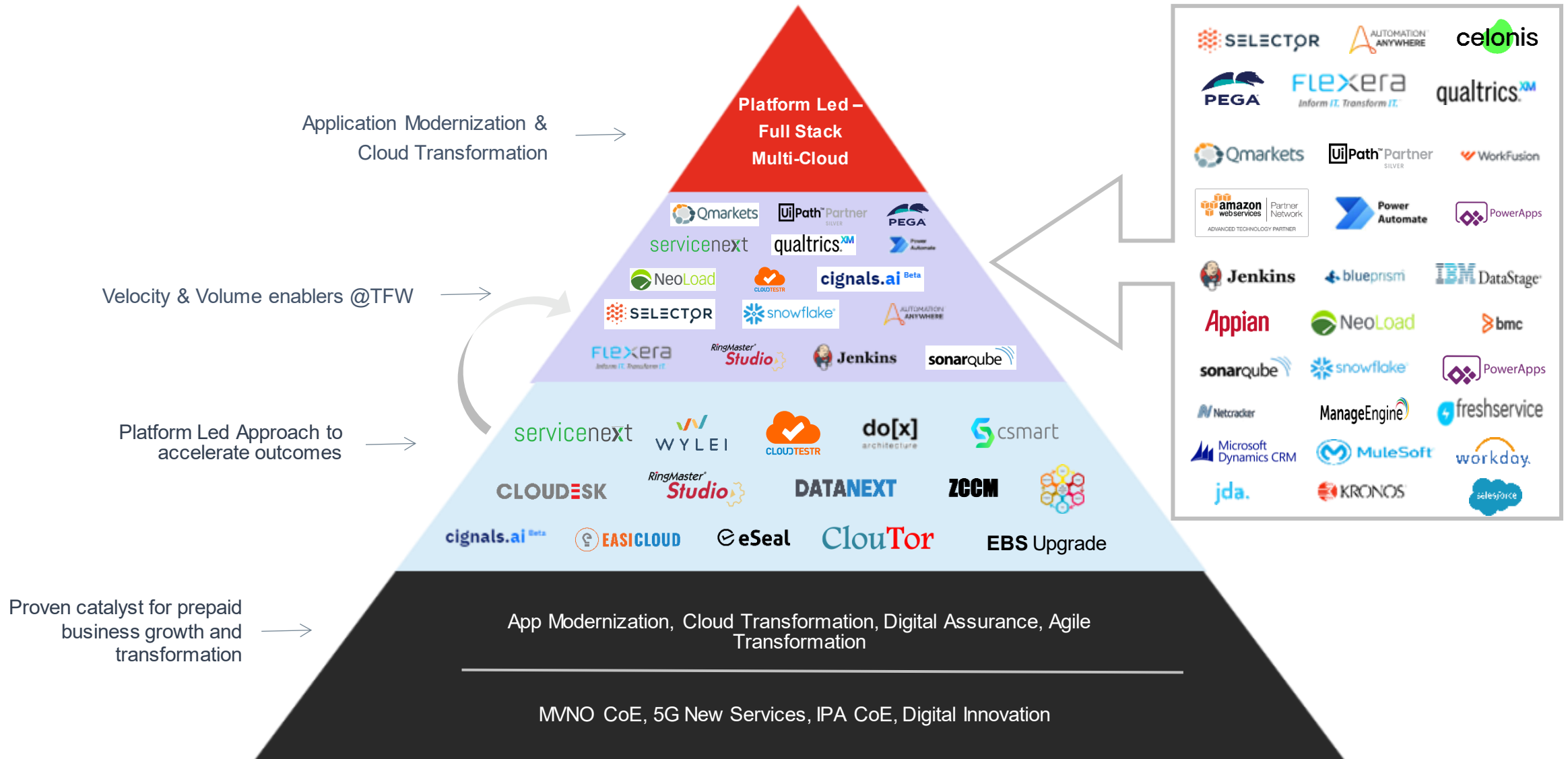


Outcomes

TCO Savings ~30% to 35%	Platform Stability 99.99%	Release Cycle 4 weeks to 1 week	MTTR 25% Improvement	DevOps 80 Apps 100% Auto deployments ~1200 Executions/week	ITAM \$12Mn+ License Savings
Major Incidents 0 Major Incident for 20+ prod releases	Emergency Release 100+ change requests	Velocity Improvement 67% (250 SPs/release)	Tools & Platforms 25+ Tools across E2E Lifecycle	Infosec Posture Improve to 3.5 from 1.5	



Business Partner for Digital Acceleration



Digital Transformation @ Tracfone

CDA Framework | Identified Programs & Delivered Impact

Transformational Projects & Initiatives

<ul style="list-style-type: none">IT Asset Management: Flexera PlatformLicence OptimizationTools RationalizationCloud Roadmap	<ul style="list-style-type: none">Production Systems StabilizationEnvironment Mgmt.HD, NOC/SOCPayment GatewaySOA Migration	<ul style="list-style-type: none">QE: Manual & Auto + CloudTestr PlatformServices AutomationST & TF Migration to AEMDevOps Tools Implementation (Jira, Bitbucket, GitHub, Jenkins, Anthil Pro, Artifactory, Sonar Qube)	<ul style="list-style-type: none">BRM/ERP Upgrade & Cloud MigrationAngular MigrationsETL/EDW to Matillion: SnowflakeData Centres to AWS CloudDev Ops in Cloud	<ul style="list-style-type: none">Campaign Management & BPM – Pega ImplementationBusiness Process Automations leveraging RPAs & BPM for Fin, HR, Supply Chain & Inv Optimization	<ul style="list-style-type: none">MicroservicesTotal By VerizoneSIM ImplementationsTracStore EnhancementApplication SecurityVAS PlatformFixed WirelessService Transfer	<ul style="list-style-type: none">IdeationMarket Viability TestingExperimentationNPD ProcessCommercialization*Qmarkets Platform
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IT Asset Rationalization	IT Optimization	Automation (Stabilization)	Cloud Transformation	Process Automation	App Modernization	Innovation
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Impact to Business – Stability, Agility, Velocity, Efficiency & Growth

<ul style="list-style-type: none">30% Savings on Applications Opex12 Mn Savings in IBM, Oracle and Microsoft License costRoadmap to bring 22 to 14 through Tools ConsolidationReduction in Technical DebtIntegrated Monitoring and Problem Management	<ul style="list-style-type: none">Zero prod down time since 3 yrsProductivity : 30% additional story points deliveredAutomation for Deployment PipelinesReduction in Defects to <5% in Test and <2% in SIT through CICD & CT50% unit and Sonarqube gates – 100% by 2022Eliminate 90% malicious traffic – WAFAI Ops: *Selector AI Platform	<ul style="list-style-type: none">Production Release cycles from 4 weeks to 1 weekEnhanced UI Automation frameworkPerformance Automation – Neoload PlatformHybrid Framework and 5000+ Test Scripts AutomationMulti-threading implementation has reduced execution time by >50%Platform Driven validations enabling 2X Velocity in Automation and 3X in Execution	<ul style="list-style-type: none">35% applications in cloud. 100% by 2022Increase quality and scalability while reducing time to marketBPM in CloudImproved InsightsCloud EconomicsCloud provisioning automationsScalable Backoffice for projects – RingMasterBRM for other brands & Multi-line capability	<ul style="list-style-type: none">Increased Speed to market: 30 to 70 to 140 Campaigns PACX & Analytics driven Mktg: Qualtrics PlatformAccurate Cash Flow ProjectionReduced AP Trx cost from \$16 to \$7.5 - Automation Anywhere PlatformImproved emp & Cust expIncreased forecast accuracy & 120Mn savings in inventoryAutomated 10+ Processes - Order Processing, Invoice Approval etc.	<ul style="list-style-type: none">Cloud Native Appl Architecture, Modernized IT & AppseSIM Capabilities to launch new devicesSecurity and ComplianceCustomer Experience (CX) enhancementsNPS improvementsLaunch new products and services with Agile MVP – Fixed Wireless MVP dev. completion in 8 weeksSeamless migration (500k customers) to Verizon network	<ul style="list-style-type: none">New Product Ideas & Idea EnablementUnified New Product Development Process with full commercialization capabilityIncubate new products and service offerings to build a market differentiator and generate new revenue streams250+ Ideas 50 Experiments 5 ideas to launch in 2022
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Tracfone Transforms Cloud and DevOps Infrastructure with Sutherland, Achieving 30% Cost Savings and 3x Faster Deployments

STRATEGY

- Zero downtime deployments
- Cost optimization through FinOps practices
- Improved security with Infrastructure as Code (IaC)
- Increased automation and visibility across all operations

SERVICES

- Jenkins: Automated scans, deployments, and independent development.
- AWS Migration: Moved 350+ microservices to AWS EKS for efficiency.
- Bitbucket: Enhanced code and artifact management.
- IaC: Used Terraform for secure infrastructure.
- FinOps: Managed AWS costs with continuous optimizations.

BACKGROUND AND PROBLEM

- Tracfone is a leading prepaid Mobile Virtual Network Operator in the U.S. with over 23 million subscribers.
- Increasing demand for seamless and rapid services drove the need for change.
- Tracfone aimed to transform its DevOps environment for improved agility and efficiency.
- The goal was to deliver faster, more secure, and cost-effective cloud management solutions.

INDUSTRY: Telecom

SOLUTION

- Automated the deployment of 400+ Spring-boot microservices on EKS.
- Leveraged IaC for automated provisioning and improved security with IAM authentication
- Achieved 30% savings in cloud costs by remediating cloud infrastructure and introducing better cost visibility.
- Over 4000+ pipelines created for both Infra & applications
- Delivered continuous 5% savings per quarter by rightsizing opportunities and implementing serverless containerization.

PARTNERSHIP RESULTS

67% Increased Agility

30% Cost Savings

40% Scalability and Performance

8/10 Security Poster



AI-Driven NOC Transformation: Reducing Noise and Improving Security with AWS – Digital River

Digital River

STRATEGY

- Adopt an **automation-first approach** to improve incident management and reduce manual intervention.
- Leverage **AI-powered tools** for auto-remediation and operational noise reduction.
- Conduct a comprehensive **AWS Security Assessment** to enhance cloud security.
- Focus on **24/7 NOC services** for continuous monitoring, triage, and diagnosis of incidents.

SERVICES

- **24/7 NOC Services:** Round-the-clock monitoring, incident triage, and diagnosis.
- **AWS Security Assessment:** Evaluated AWS infrastructure for vulnerabilities and compliance.
- **Observability Automation:** Automated real-time monitoring of system performance and health.
- **AI-Powered Automation:** Used AI tools to automate remediation and reduce operational noise.
- **Noise Reduction Commitment:** Prioritized reducing alert fatigue through smarter incident filtering.

INDUSTRY: RETAIL

SOLUTION

- Implemented **24/7 NOC** to ensure continuous monitoring and proactive incident management.
- Conducted **AWS Security Assessments** to strengthen the security posture.
- Introduced **AI-driven automation** for filtering irrelevant alerts and auto-remediating routine incidents.
- Deployed **observability automation for real-time** insights and proactive issue resolution.

BACKGROUND AND PROBLEM

- Overwhelming number of alerts and incidents, leading to **delayed response times** and increased manual efforts.
- Lack of automation in monitoring and **incident management** created inefficiencies.
- The client needed to improve **AWS security and operational efficiency** while reducing downtime.

PARTNERSHIP RESULTS

30%	TCO reduction
50%	improvement in incident response
40%	faster development
35%	reduction in administrative overhead



Solving Infrastructure Challenges: UPES Transition to AWS Cloud



STRATEGY

- Ensure high availability of student applications.
- Address frequent network issues with on-premise infrastructure.
- Achieve scalability to support future growth.

SERVICES

- Migrated production environment to AWS.
- Implemented SAP HANA on AWS for improved scalability.
- Offsite backup storage accessible from any location with internet.
- Reduced Total Cost of Ownership (TCO) with AWS reserved instances.

BACKGROUND AND PROBLEM

- Frequent network disruptions from service providers.
- Limited scalability with on-premise infrastructure.
- Challenges in accessing student applications due to network issues.

INDUSTRY: EDTECH

SOLUTION

- Migration to AWS ensured high availability and improved performance.
- Scalable AWS infrastructure provided flexibility and elasticity.
- Offsite backups allowed for easy data recovery and global access.
- Reserved instances optimized cost efficiency.

PARTNERSHIP RESULTS

25%

Increased satisfaction among students, faculty, and management

30%

Improved availability, scalability, and reliability

40%

Scalability and Performance

30%

Reduced operational costs



Achieving Institutional Growth through Cloud Innovation: Sreenidhi Institute's AWS Migration



SREENIDHI INSTITUTE OF
SCIENCE & TECHNOLOGY

STRATEGY

- Modernize technology infrastructure to support student growth and operational efficiency.
- Implement a scalable, reliable, and integrated system to improve management visibility and support both academic and financial functions.

SERVICES

- Implementation of SAP ERP covering Student Lifecycle Management (SLCM), Human Capital Management (HCM), and Finance modules.
- Upgrade to SAP S/4 HANA platform on AWS Cloud.
- Integration of SuccessFactors for talent management and operational scalability

BACKGROUND AND PROBLEM

- Limited scalability and reliability of existing applications impacting student satisfaction and institutional growth.
- Siloed systems preventing management from gaining visibility into operational efficiency.
- Challenges with financial reporting due to lack of integration between academic and financial systems.

INDUSTRY: EDTECH

SOLUTION

- Initial SAP ERP implementation covering SLCM, HCM, and Finance for better management of students and staff.
- Upgrade to SAP S/4 HANA on AWS Cloud for improved scalability and performance.
- Integration of SuccessFactors to enhance talent management processes and ensure operational efficiency.

PARTNERSHIP RESULTS

50%

increase in student intake capacity

75%

readiness for future expansion

35%

improvement in decision-making efficiency





Thank You!



Sample Cloud Migration Assessment Reports



KEY FINDINGS

Hosts 19	Applications 8	Databases 9	Environments 2	On Demand (Yr) Like to Like: \$69.84K Right Sizing: \$68.45K	1 Year (Yr) Like to Like: \$54.37K Right Sizing: \$53.70K	3 Year (Yr) Like to Like: \$44.49K Right Sizing: \$44.13K
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Source : On-Premises


- ❖ 2 Windows and 17 Linux Servers discovered in 2 data centers
- ❖ 15 Virtual Servers 4 and Physical Servers discovered in 2 data centers
- ❖ OS End of Life status : Expired - 5.26% ; Active - 94.74% ;
- ❖ Application Services End of Life status : Expired - 40.00% ; Active - 20.00% ;
- ❖ Databases End of Life status : Expired - 44.44% ; Active - 33.33% ;
- ❖ Utilization summary: Under Utilized - 1; Optimally Utilized - 15; Under Provisioned - 3;
- ❖ 0 Idle Instances detected

Target : AWS

- ❖ Estimated Like to like yearly cost \$69.84K
- ❖ Potential yearly savings for Idle instances \$0.00 per year
- ❖ **\$1.39K (~2.0%) potential yearly savings with recommendations**




CURRENT LANDSCAPE – SERVERS




Physical
4


Virtual
15



vCPU
45



RAM
116.40 GB

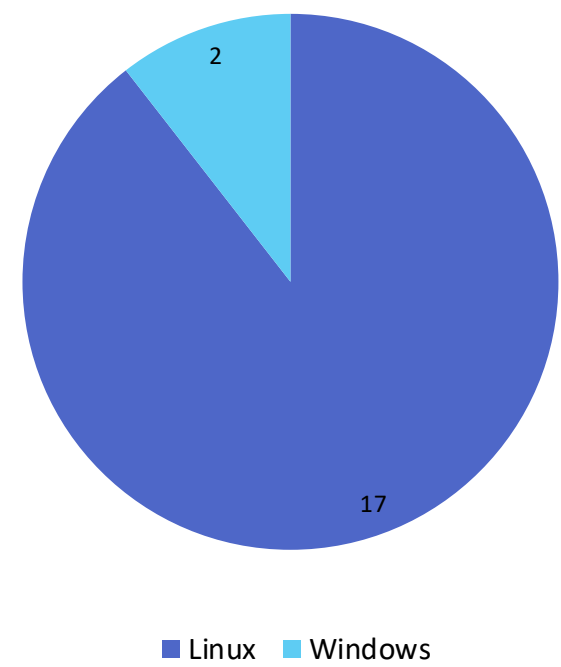


Storage
947.75 GB



Applications
8

OS Count (19) by Category



Production

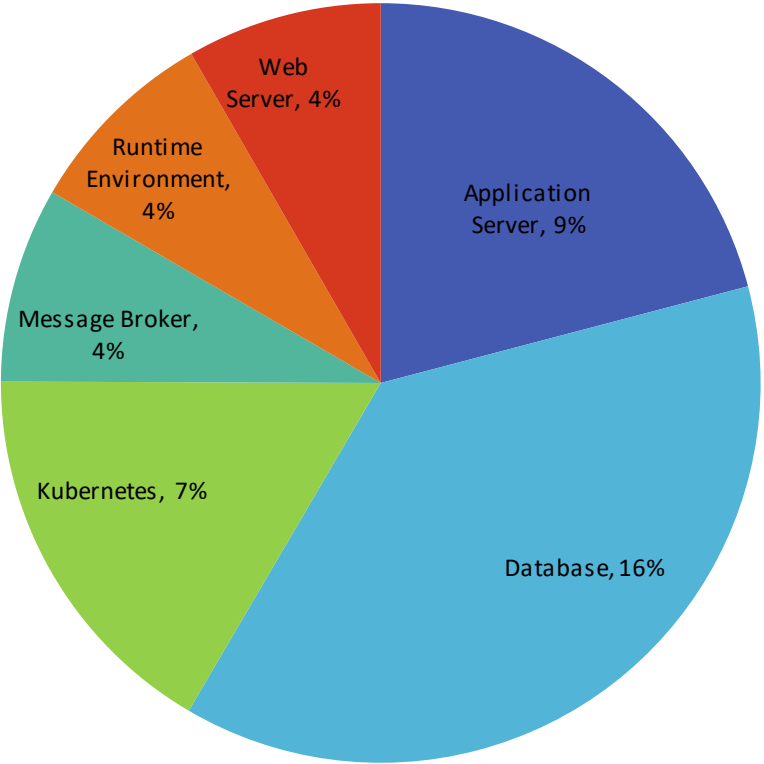
Instance Count	13	
	Capacity	Avg. Usage
vCPU	27	11.6%
Memory	71.26 GB	34.25%
Storage	470.90 GB	45.4%

Non-Production

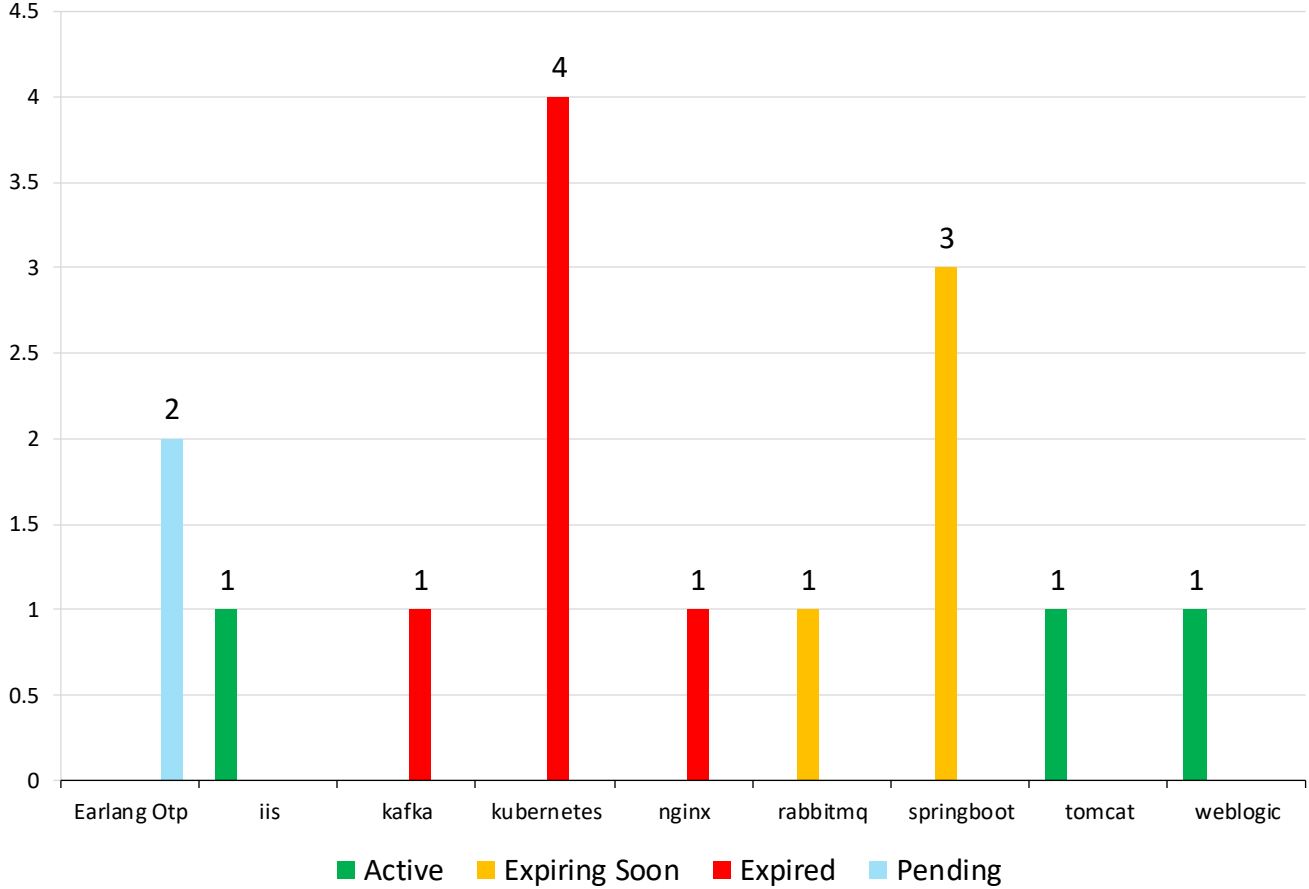
Instance Count	6	
	Capacity	Avg. Usage
vCPU	18	9.15%
Memory	45.14 GB	38.8%
Storage	476.85 GB	29.41%

CURRENT LANDSCAPE – SERVICES

Services Count (24) by Category

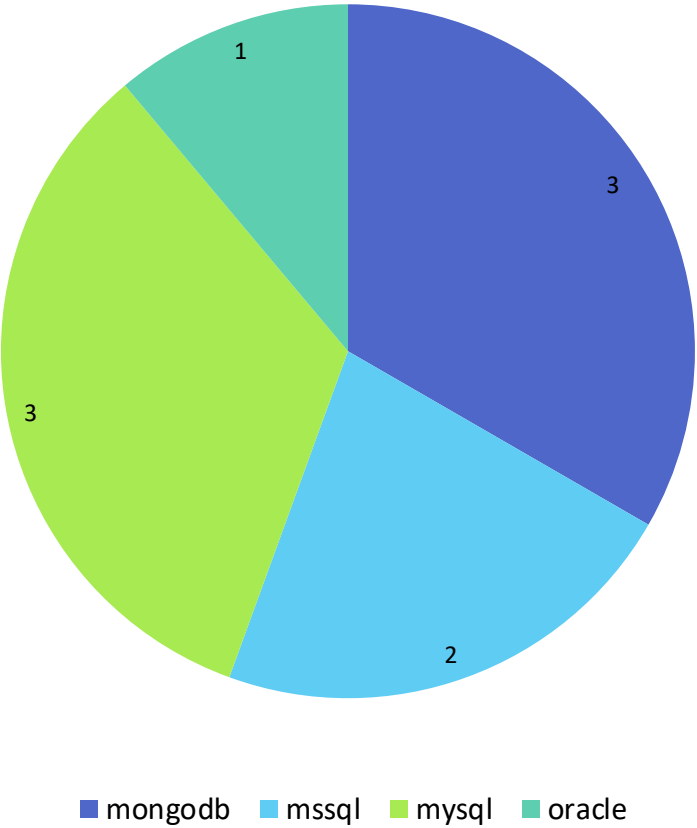


EOSL - App Services

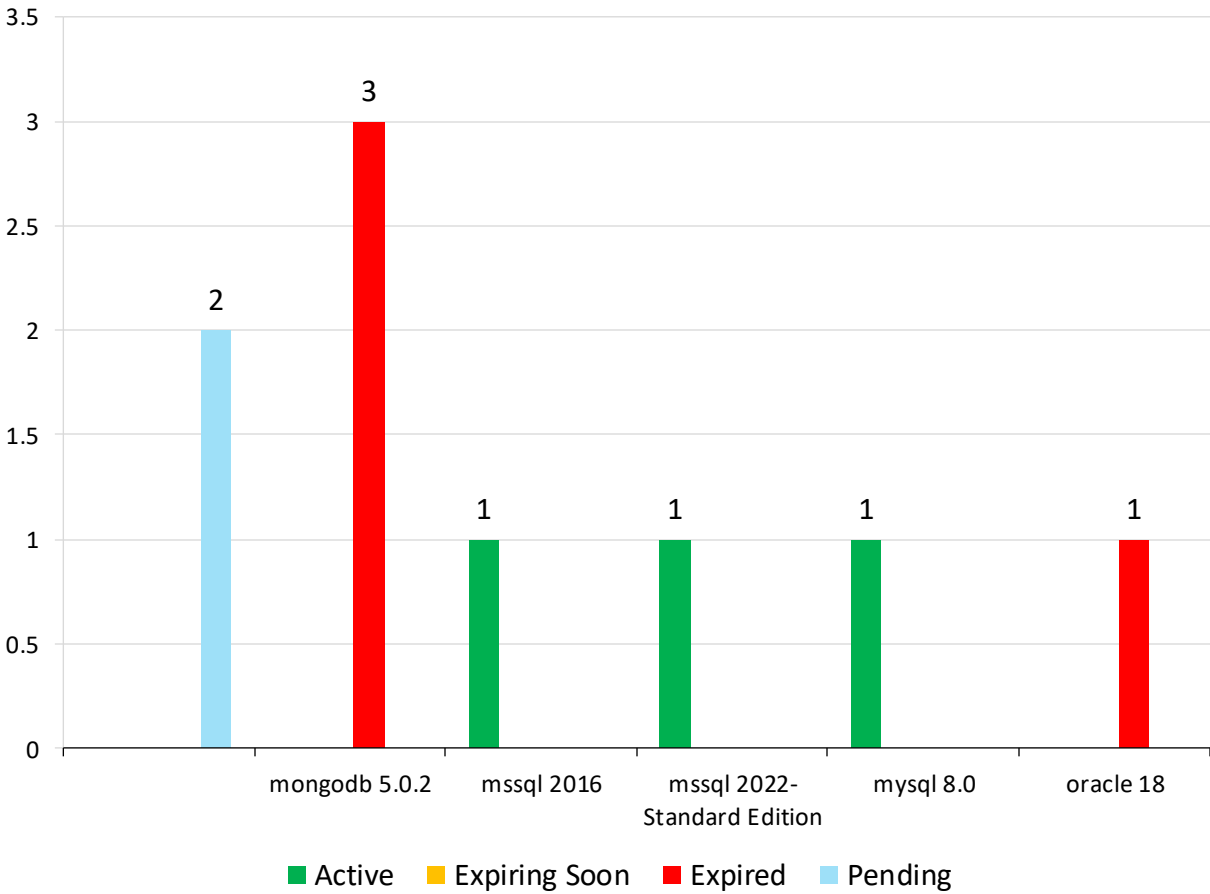


CURRENT LANDSCAPE – DATABASES

Database Group by Count (9)

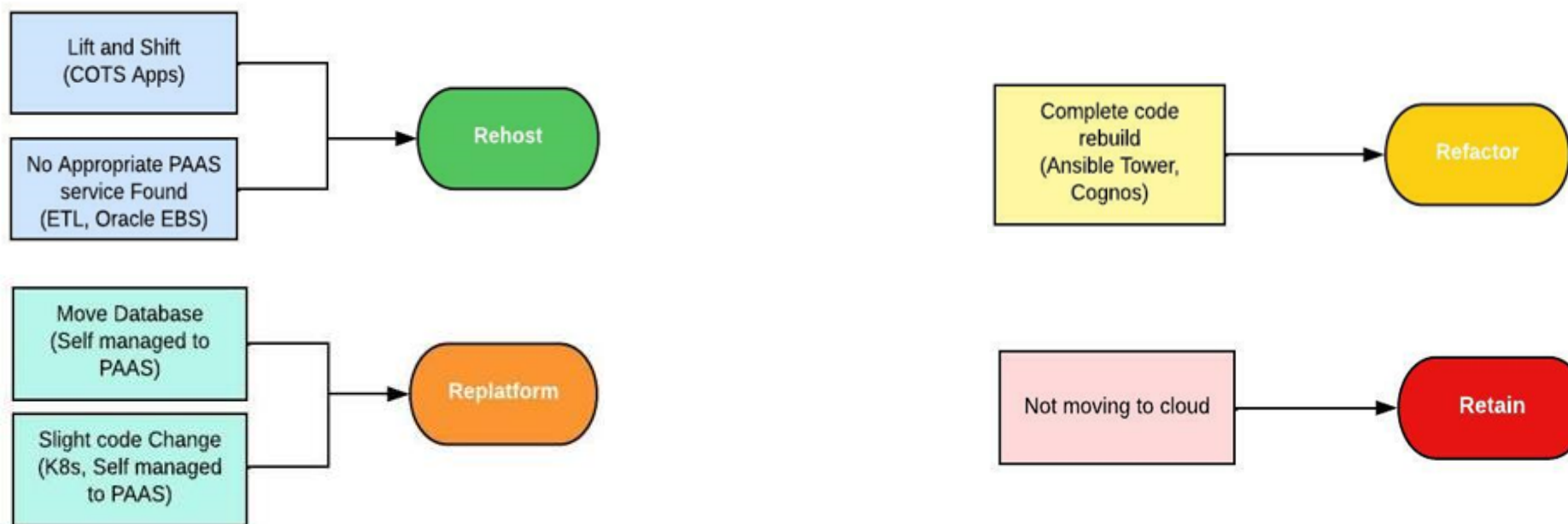


EOSL - Database



APPLICATION MIGRATION STRATEGY

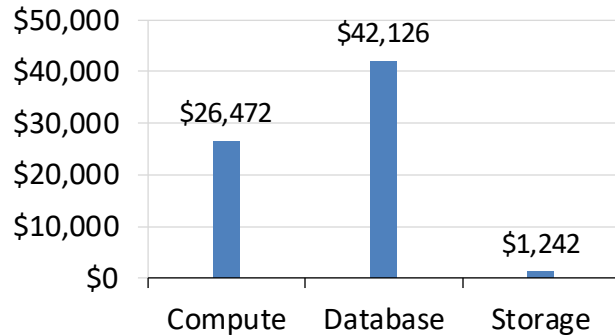
Migration Strategy	Condition
Rehost	Lift and Shift , Move the app intact to run on cloud resources
Replatform	Slightly code changes or Move self-managed to PAAS
Refactor	Complete code rebuild of the application.
Retain	The application is not suitable to be moved to cloud.



TCO RIGHT SIZING SUMMARY

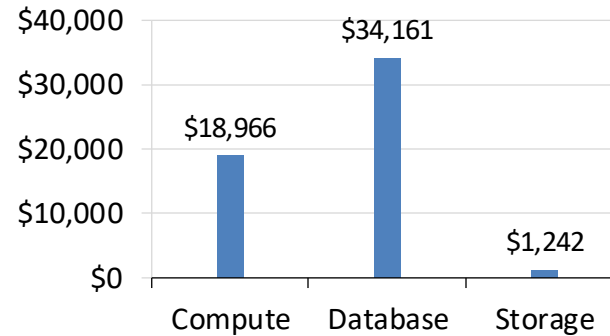
Like to Like On Demand (/Yr)

\$69.84 K



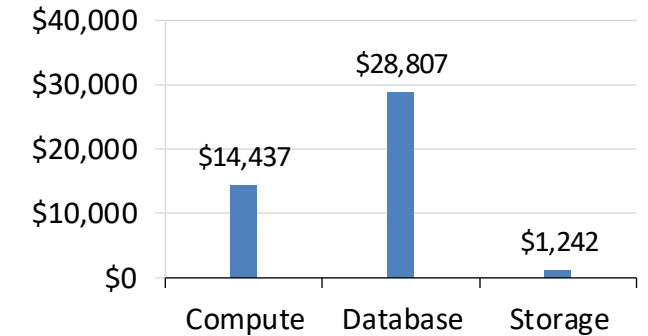
Like to Like 1 Year (/Yr)

\$54.37 K



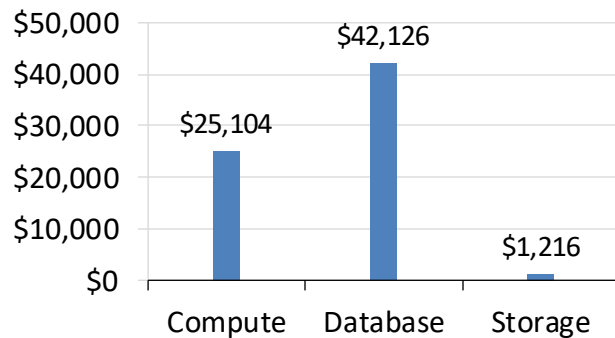
Like to Like 3 Year (/Yr)

\$44.49 K



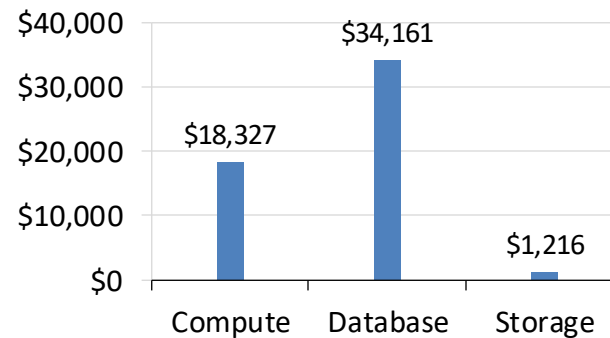
Right Sizing On Demand (/Yr)

\$68.45 K



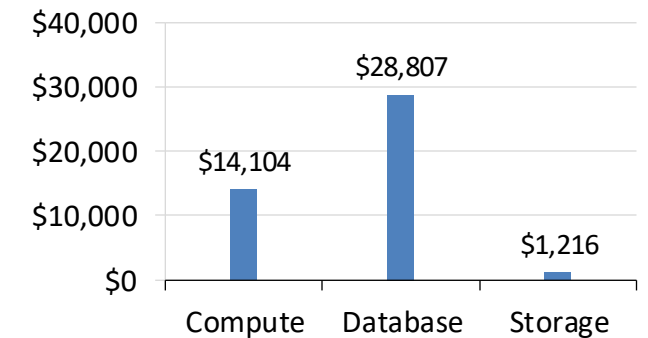
Right Sizing 1 Year (/Yr)

\$53.70 K



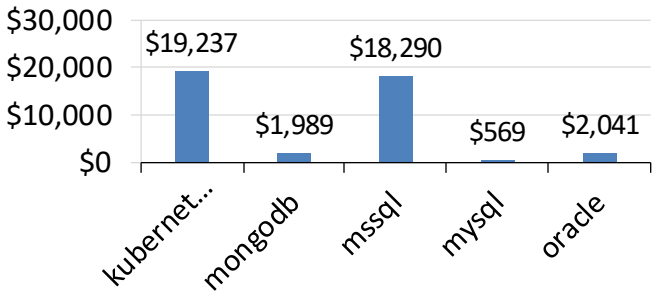
Right Sizing 3 Year (/Yr)

\$44.13 K

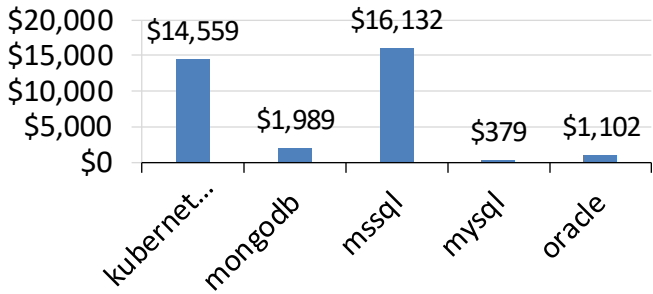


DATABASE BREAKDOWN

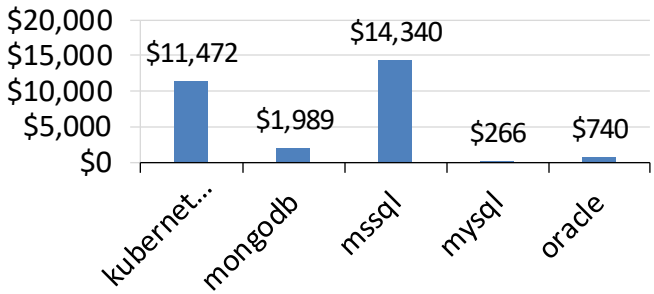
Like to Like On Demand (/Yr)
\$42.13 K



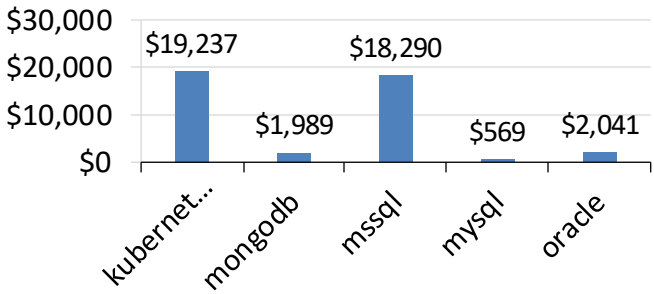
Like to Like 1 Year (/Yr)
\$34.16 K



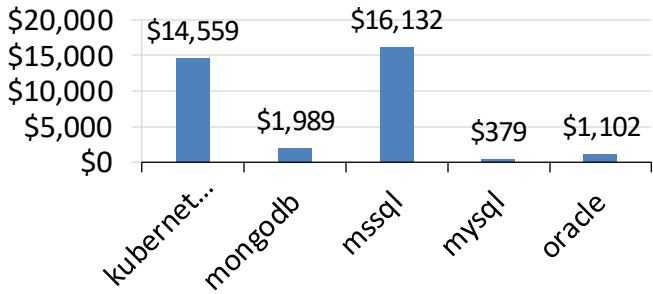
Like to Like 3 Year (/Yr)
\$28.81 K



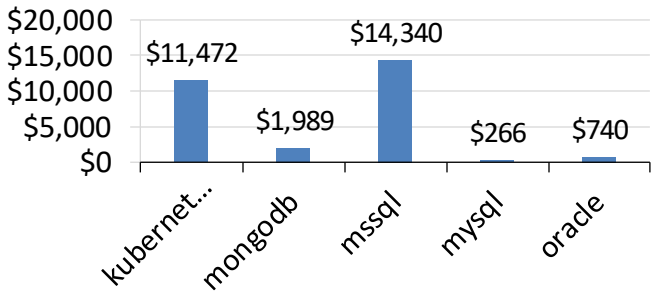
Right Sizing On Demand (/Yr)
\$42.13 K



Right Sizing 1 Year (/Yr)
\$34.16 K



Right Sizing 3 Year (/Yr)
\$28.81 K



Notes: AWS License included model is used to calculate Database pricing. Service cost of Migration is not taken into consideration here, these are purely operational costs.

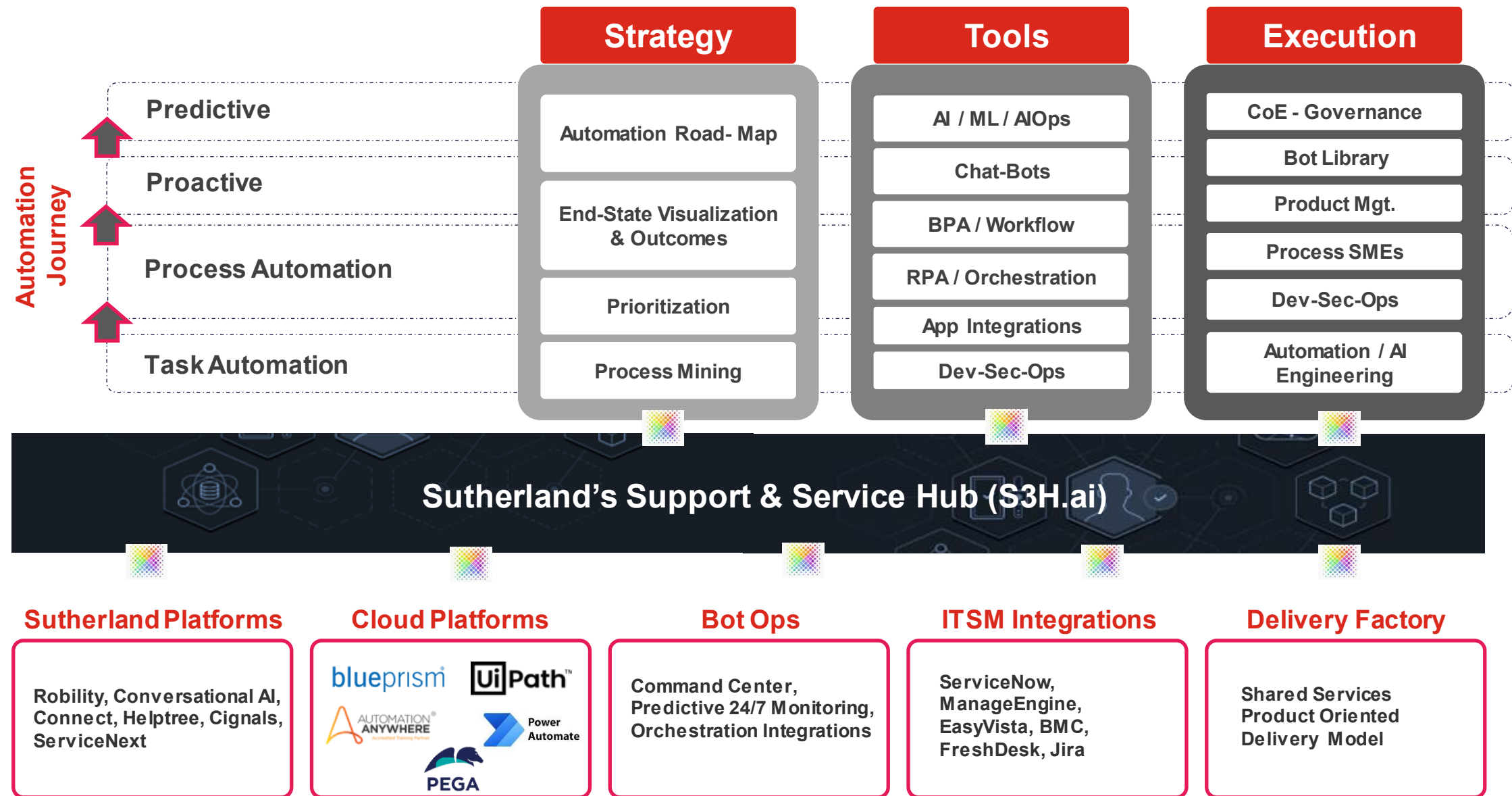




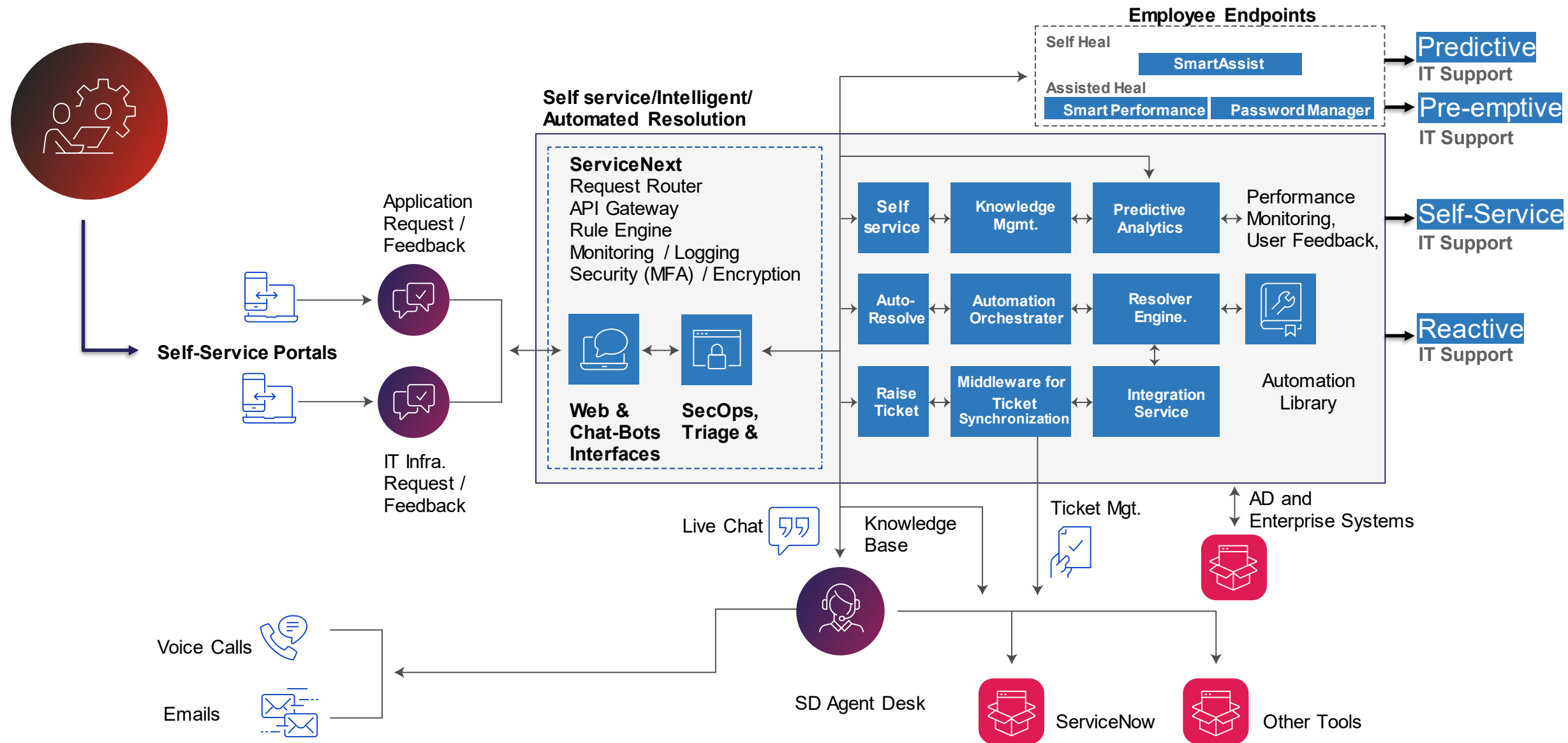
Appendix



Sutherland's Support & Service Hub (S3H.ai)



S3HAI Platform & Integration



Future State of Operations

