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Solution Brief

Driving Business Results with Cloud Transformation



Cloud computing, and multi-cloud strategies in particular, have boomed in popularity in recent years as enterprise organizations reaped a variety of IT benefits.

Today, however, the cloud discussion is shifting. Business executives are increasingly prodding IT leaders to exploit cloud resources to drive measureable business value. This includes improving business processes and efficiencies that result in revenue and profit gains while reducing overall costs and delivering more predictable IT service delivery across the enterprise.

These new demands come at a time when CIOs and cloud architects are beset with challenges managing increasingly complex multi-cloud environments across various divisions and geographies. These challenges include:

- Dealing with exploding demand for bandwidth resulting from pushing out ever-increasing numbers of applications
- Normalizing measurement of business KPIs and IT KPIs then correlating them to business outcomes
- Managing security
- Maintaining clear visibility and service predictability across the entire distributed environment
- Meeting diverse user demands for uniform application performance regardless of geography, even as organizations change via acquisitions or consolidations
- Keeping budgets lean
- And perhaps most importantly, adapting the underlying network to keep up with present and anticipated demands and growth

The ever-growing cloud

CIOs and cloud architects need help, because the cloud juggernaut is rolling along full-steam ahead. According to research from the Enterprise Strategy Group (ESG), data gathered from hundreds of IT leaders, public cloud adoption doubled in the five years starting in 2015.¹ As a result, the clear majority of enterprise organizations today have a multi-cloud (public cloud plus on-premises cloud) strategy.

¹ "Public Cloud and Digital Transformation Initiatives for 2021", Enterprise Strategy Group.

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In addition, about half of organizations polled are using two or more cloud service providers, which may be adding complexity, cost and vendor management overhead to the list of cloud challenges.²

But the most notable finding in ESG's cloud research, going back ten years, is that cost is seen less and less as a cloud attribute. Instead, the needle has moved toward other, more business-focused attributes, including scalability to meet shifting business requirements, reliable performance for customer-facing applications, availability and data security.³

These research findings from ESG largely mirror a recent Wipro FullStride Cloud Services survey of 1,300 global executives on current and future cloud plans. This survey found that the leaders in various business categories are leveraging cloud to transform their businesses and fuel future growth, and not simply to drive down costs. In fact, cloud leaders are driving an average 12% increase in bottom line results, compared with just 2.6% increases for companies not fully embracing cloud. Other key findings of the Wipro global research study included:

- Cloud leaders realized 55% decreased operational costs vs. non-leaders
- Leaders boosted planning and decision-making by 52% while bolstering risk management and compliance efforts by 41%
- 40% of those surveyed said uncertain and unclear return on investment (ROI) and use cases are the biggest hurdles to achieving cloud excellence
- Cloud initiatives are giving IT leaders new opportunities to engage with other C-suite leaders, notably the CEO, CFO and COO.⁴



The Wipro Advantage

With so many cloud challenges blocking the path to so many business advantages to cloud transformation, it isn't surprising that CIOs and cloud executives are looking for help dealing with growing complexity in hybrid cloud architectures. With more than 200,000 employees, including 120,000 cloud professionals with experience in cloud application development and cloud infrastructure services delivery, Wipro is a recognized global leader in cloud professional services.

² Ibid. Placeholder

³ Ibid.

⁴ "Making Businesses Thrive: A Cloud Leader Roadmap for Achieving 10x ROI," Wipro FullStride Cloud Services, July 2021.

IDC noted that, “Wipro has continuously demonstrated their deep cloud expertise and business-first thinking in helping enterprises become nimble and future ready.” And the leading IT consultancy noted that, “Wipro is well-suited for organizations looking for cloud transformation. It leads with consulting, using design thinking to reimagine the business and business processes for customers.”

Services to drive cloud transformation

Wipro’s FullStride Cloud Services brings together the full portfolio of Wipro’s industry-leading, cloud-related capabilities and experience to help clients achieve more than they thought possible with cloud.

Wipro FullStride Cloud Services is a set of consulting services, engineering capabilities, technology solutions and business platforms for enterprises that, together with their extensive partner and hyperscale ecosystem, can simplify, orchestrate and accelerate the cloud journey for their clients to make progress thrive.

Wipro’s full stack observability (FSO) moves organizations beyond domain monitoring and toward greater insights into the stack, leading to actions that deliver optimal digital experiences, cost and performance. For the business, FSO delivers reduced TCO, increased uptime, a cloud-agnostic architecture and better monitoring of key performance indicators.

Business transformation success raised by the power of ²

Given the intrinsic relationship between cloud transformation and the underlying network transformation, Wipro and Cisco have continuously built upon a 26-year partnership. This partnership has leveraged superior network, multi-cloud, application and security solutions to help drive business transformation with cloud transformation strategies.

Wipro and Cisco have partnered to build a full stack IT-as-a-service platform that offers an enterprise an array of integrated and fully managed services for their network infrastructure, hybrid cloud, security and applications. The solutions are built with a business-first approach to create customized cloud journeys based upon individual business needs and goals. The solutions are offered with multiple consumption models (Cisco Plus, Open Pay and Leasing). This gives customers a cloud-like experience from a costing perspective for their entire IT infrastructure.

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Real companies, real cloud transformation

Global business leaders outperform competitors with prudent yet bold initiatives. Below are two enterprise organizations that are leveraging multi-cloud initiatives to drive improvements to IT performance as well as measureable business results, with help from the Wipro-Cisco partnership.

A geographically diverse global material solutions company struggled to make both IT and business sense of its hybrid, multi-technology infrastructure. Operational issues sprung up from heterogeneous LAN switching, decentralized vendor management and a scattershot security solution. Users complained of performance issues when accessing public clouds.

The company partnered with Wipro, which helped build a modern data center powered by Cisco Nexus Switches. The resulting IT benefits of the Wipro-led transformation included standardized and more predictable SLAs across all geographies; a reduced LAN switch infrastructure footprint via improved wireless coverage; improved proactive monitoring; the use of multi-level traffic filtering with contextualized security intelligence; and the creation of an efficient, centralized service desks in different geographies for 24/7 support.

For the business, Wipro's solution provided a unified single operating model across 34 countries as well as a datacenter that is fully hybrid-cloud ready. The solution also gave the company greatly improved inventory and asset management for optimizing operations.

A leading global healthcare technology company transforms network and applications

Focused on healthcare and lighting, this enterprise is a venerable multinational conglomerate. It found that its legacy network infrastructure across its global operations was a roadblock to adapting to new business requirements with data security at risk as well.

The company partnered with Wipro to develop a fully automated network capable of quickly adapting to shifting needs and business policies. Specifically,



Wipro first onboarded its Secure Network Access powered by Cisco's DNA Center and Security Suite. Wipro's IP Multi-Domain Orchestrator ensured end-to-end global automation as well as service provisioning, cross-domain service assurance and greater network visibility.

The benefits to the company included a steep decline in alerts and virtual elimination of false positives, and the company was able to onboard solutions for more than 130 applications within 24 weeks. And with Wipro's Application Availability as a service with AppDynamics, the company now provides proactive and unified monitoring for both enterprise applications and end-user ecommerce across all global operations.

There is help for CIOs and cloud architects struggling to turn their multi-cloud strategies into drivers of business transformation. That help comes from Wipro's cloud consulting and integration expertise matched with the infrastructure and networking leadership of Cisco.

To learn more about what Wipro and Cisco can do to leverage your existing cloud functionality and maximize process efficiency while providing predictable, reliable IT services, click on any of the resources listed here.

[Making Business Thrive - A Cloud Leader Roadmap](#)

[Wipro and Cisco Solutions](#)

[Wipro FullStride Cloud Services](#)
