



CloudTalent

# Database and Middleware

## Our capabilities



### The challenges of Database and Middleware

Businesses are now more aware than ever of the value of the information that they retain. The increasing volumes of data and the latent value of that information to allow marketing of the right product to the right person at the right time is spawning new database technologies and application development.



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## Feedback from the TReX forum

Feedback from our Customers and Customer forum (TReX) highlights a number of key challenges in the Database and Middleware arena.

### All see:

- Data volumes growing quickly
- Proliferation of the number of Databases

### Some see:

- Problems with the time needed to backup or recover

- Too many copies of the same Database
- Need to implement archiving
- Issues with maintaining release concurrency
- Lack of standards – too many ad hoc Database sizes
- Lack of automation
- Too reliant on key individuals with limited documentation
- Process documentation out of date and not followed

## The CloudTalent Approach

Few vendors are selling the benefits of low cost pragmatic implementations. CloudTalent often see customers that have been oversold solutions which age very rapidly in this fast moving space and are now locked into large multi-year costs. By the time a customer brings a solution into production, the underlying technology may well be out-dated. There are many reasons for this including badly scoped requirements, inadequate or siloed source data, the need to hire or cross train data analysts and IT professionals, cost escalations, often through vendor pressure to buy components that are not needed, unrealistic business and technology expectations and the sheer speed at which the technology is evolving.

There is a long-running debate about the relative merits of commercial software versus opensource software. Many customers remain tired of excessive license and maintenance fees from proprietary vendors. Others question the reality of “free” opensource options. A solid TCO model can help uncover the truth of the situation, but a technical review ensures the client only selects what they actually need and what will actually work in their environment.

CloudTalent work in a pragmatic fashion to help Customers understand these challenges, deliver quick wins and develop a strategic roadmap to enable accelerated speed to market by fixing the highest priority issues first using knowledge gained from Customer projects and the TReX forum.

## What to expect from CloudTalent

CloudTalent has specific work packets, detailed below, which are designed to improve:

- Database backup and infrastructure - simplified and consolidated offering latest proven functionality via proven business case
- Number of Vendors – less of them and underwritten performance, scalability and availability
- Management of Database utilisation, allocation and redeployment
- Simplified designs of complex remote Database environments
- Management and provisioning times using proven tools
- Enterprise management v project by project
- Reduction in the number of Databases

## Database and Middleware - Typical Work Packets

### Database Consolidation/ Transformation

Programme manage, Project manage streams and provide SME resource to complete Database consolidation and transformation including migration planning and execution, updates to processes and runbooks (operational/DR), create HLD and LLD for new infrastructure components, testing plan and execution, RFP etc.

Governance and reporting to IT exec and business as appropriate

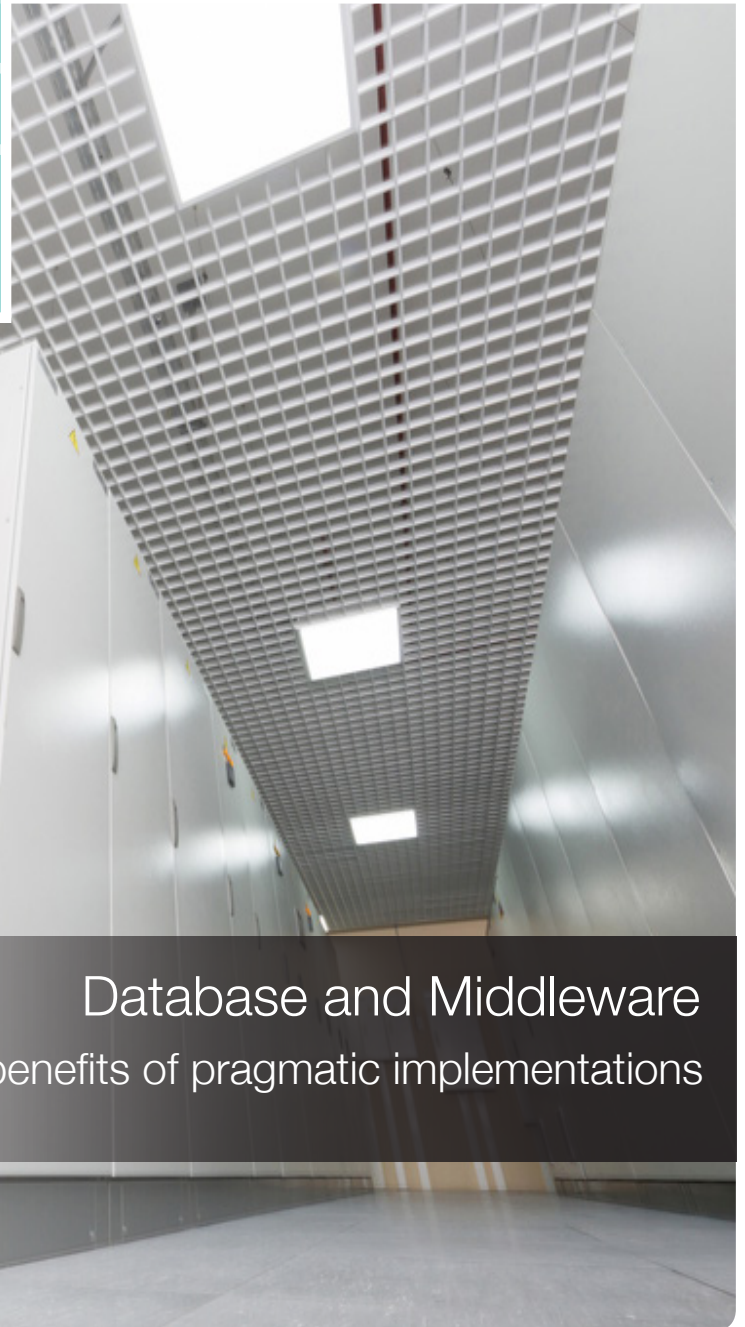
### Virtual Team and Knowledge Support

CloudTalent resource and knowledge applied alongside the Customer and Vendor teams to provide bandwidth, experience and knowledge to help speed up and de-risk Database projects.

### Vendor Selection (Tools/ Backup/ Archiving)

Create a stakeholder agreed set of issues, requirements, strategy and architectural principles and complete an RFP process to test the market capability and match the best proven solution.

Complete a proof of concept to measure the ability to deliver business outcomes articulated in the RFP.



Database and Middleware  
benefits of pragmatic implementations



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