

# Cloud Readiness Assessment











## Meet RapidScale

RapidScale, a Cox Business Company, is a global managed and hybrid managed cloud services provider that delivers world-class, secure, and reliable solutions. Businesses choose RapidScale as their cloud provider of choice because of their market-leading cloud solutions, including its state-of-the-art managed Desktop as a Service platform. RapidScale's award-winning 24x7x365 global support team ensures that organizations receive the most innovative technology backed by the most highly responsive and knowledgeable service technicians in the industry, freeing up IT leaders to focus on strategy and driving their businesses forward with technology.

### Managed Cloud Solutions

Our cloud solutions enable customers to simplify their IT operations and benefit from enterprise-level technology. We specialize in some key areas including:

 <b>Desktop</b> Desktop as a Service	 <b>Server</b> Infrastructure as a Service	 <b>Recovery</b> Disaster Recovery as a Service	 <b>Security</b> Security as a Service
 <b>Mail</b> Hosted Exchange	 <b>Backup</b> Data Storage and Backup	 <b>SD-WAN</b> Software-Defined WAN	 <b>Office 365</b> Managed Office 365

## Global Cloud Platform

We offer a global platform architecture, robust application performance and a customized cloud solution suite in managed and hybrid managed services. We pride ourselves on working with industry-leading platform partners.



Full name \_\_\_\_\_

Client name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Do you see me as a person that can help you build a cloud strategy?  Yes  No

How much do you know about the cloud, and how do you feel about it?

\_\_\_\_\_

\_\_\_\_\_

How do you buy equipment today and do you use third-party professional services?

\_\_\_\_\_

\_\_\_\_\_

Do you have a relationship with an MSP or VAR? If so, are they currently meeting your needs?

\_\_\_\_\_

\_\_\_\_\_

When buying IT equipment, services or cloud, what is the key decision metric?

\_\_\_\_\_

\_\_\_\_\_

Who makes the decisions around buying IT or cloud services?

\_\_\_\_\_

\_\_\_\_\_

Have you done an RFP or RFI for any IT services in the past?  Yes  No

If yes, for what?

• \_\_\_\_\_

# of Users: \_\_\_\_\_

What email platform are you using? \_\_\_\_\_

What version? \_\_\_\_\_

Are you currently running Microsoft Exchange?  Yes  No

If yes, what version? \_\_\_\_\_

Are you currently integrating anything with your Exchange environment?  
\_\_\_\_\_  
\_\_\_\_\_

Do you want to upgrade to Exchange 2013?  Yes  No

Do you own your MSFT licenses(EA/Select or SPLA)?  Yes  No

Do you use resource mailboxes?  Yes  No

If so, how many? \_\_\_\_\_

Do you have any Blackberry users?  Yes  No

Do you have any Active Sync users?  Yes  No

Do you need archiving?  Yes  No

Do you need advanced encryption?  Yes  No

Do you need compliance archiving?  Yes  No

Do you need Active Directory full integration?  Yes  No

What is your desired mailbox size per user (1G, 2G, 3G+)?  
\_\_\_\_\_  
\_\_\_\_\_

Will RapidScale perform the data migration (PST Files)?  Yes  No

If no, who will perform data migration?  
\_\_\_\_\_  
\_\_\_\_\_

Will RapidScale perform the email migration?  Yes  No

If no, who will perform email migration?  
\_\_\_\_\_  
\_\_\_\_\_

What is your project timeline?  
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\_\_\_\_\_  
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Additional Notes:  
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# of Users: \_\_\_\_\_

How are you sharing files?

\_\_\_\_\_  
\_\_\_\_\_

What applications are you currently using?

\_\_\_\_\_  
\_\_\_\_\_

What licensing do you currently have?

\_\_\_\_\_  
\_\_\_\_\_

Do you own the licensing?  Yes  No

Who manages the licensing?

\_\_\_\_\_  
\_\_\_\_\_

Who manages your IT?

\_\_\_\_\_  
\_\_\_\_\_

How much of your time goes to maintaining devices?

\_\_\_\_\_  
\_\_\_\_\_

Do you have users that work remotely?  Yes  No

Do your remote users have issues accessing applications?  Yes  No

Do you see a value in providing all of your business applications via a secure and controllable environment for your remote employees?  Yes  No

How many devices need to be refreshed in the next 12-24 months?

\_\_\_\_\_  
\_\_\_\_\_

How much do you budget to replace desktops/laptops?

\_\_\_\_\_  
\_\_\_\_\_

How often do you replace desktops/laptops?

\_\_\_\_\_  
\_\_\_\_\_

Where do you back up your data?

\_\_\_\_\_  
\_\_\_\_\_

How would you handle the loss of company data, a hard drive crash, a lost laptop, or employee theft?

\_\_\_\_\_  
\_\_\_\_\_

Have you experienced application crashes, sluggish performance, or other problems that lower employee productivity?  Yes  No

What kind of connectivity do you have at your location(s)?

\_\_\_\_\_  
\_\_\_\_\_

Additional Notes:

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\_\_\_\_\_

How do you back up your data today?

- Online
- Disc Backup or Tape Backup
- Other: \_\_\_\_\_

How often?

- Real-Time Replication
- Daily
- Weekly
- Monthly
- Other: \_\_\_\_\_

What would you do if you lost all of your data?

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How long would it take to retrieve your data today?

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What would your organization do if all systems were down?

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If your primary servers failed, does your company deploy backup/redundant servers to automatically failover to for your workforce to remain productive?

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What is your Recovery Point Objective (RPO)?

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What is your Recovery Time Objective (RTO)?

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How much data do you have? \_\_\_\_\_

How often does data need to be replicated?

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How many business-critical applications are in-house today? \_\_\_\_\_

What applications need replication?

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Additional Notes:

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# of Users: \_\_\_\_\_

# of Physical Servers: \_\_\_\_\_

Is any hardware due for an upgrade?  Yes  No

What are your server specs (CPU, RAM, storage)?  
\_\_\_\_\_

# of Virtual Servers: \_\_\_\_\_

What hyper-v is running? \_\_\_\_\_

What is your current server utilization?  
\_\_\_\_\_

Do you suffer from any performance problems within your IT infrastructure?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What mission-critical applications is your company running today on your servers?  
\_\_\_\_\_  
\_\_\_\_\_

What other mission-critical applications are you running?  
\_\_\_\_\_  
\_\_\_\_\_

What is your current disaster recovery or business continuity plan?  
\_\_\_\_\_  
\_\_\_\_\_

What happens if a server goes down today?  
\_\_\_\_\_  
\_\_\_\_\_

What OS are you running? \_\_\_\_\_

Would you like the ability to upgrade your infrastructure to enterprise-class without increasing your CapEx?  Yes  No

Do you have licensing needs?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Is your organization strapped for capital?  Yes  No

Additional Notes:  
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\_\_\_\_\_

# of Users: \_\_\_\_\_

What is the goal of this project?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How do you back up your data today?

- Managed Firewall
- SIEM or Log Management
- DDoS Mitigation
- Endpoint Protection
- Behavioral Analysis
- Intrusion Prevention System
- Secure Web Gateway
- Cloud Access Control
- Vulnerability Scanner
- Web Application Firewall
- Other: \_\_\_\_\_

Which products do you want to implement or replace?

- Managed Firewall
- SIEM or Log Management
- DDoS Mitigation
- Endpoint Protection
- Behavioral Analysis
- Intrusion Prevention System
- Secure Web Gateway
- Cloud Access Control
- Vulnerability Scanner
- Web Application Firewall
- Other: \_\_\_\_\_

Which threats are you most concerned about?

\_\_\_\_\_  
\_\_\_\_\_

Have you recently been under attack?  Yes  No  Unsure

Are you interested in any professional services?

- Risk Assessment
- Compliance Audit
- Incident Response
- Compliance Assessment
- Penetration Testing
- Other: \_\_\_\_\_

What are your required compliance standards?

- SSAE 18
- FISMA
- ITAR HIPAA
- FedRAMP
- ISO 27001
- PCI
- SOX
- Other: \_\_\_\_\_

# of Data Centers: \_\_\_\_\_

Average Bandwidth (d/u): \_\_\_\_\_

Average Utilization (%): \_\_\_\_\_

# of Offices: \_\_\_\_\_

# of IP Egress Points: \_\_\_\_\_

What are the primary issues with your current solution?

- Security breach
- No intercommunication
- Understaffed
- High cost
- Not adaptive
- Outdated
- Emerging threats
- No 24x7x365 SOC

How do you handle logs and alerts?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How do you resolve security incidents?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How many locations or satellite offices connect to your network?

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What is your current Wide Area Network (WAN) design?

- MPLS
- Point to Point or Point to Multipoint
- DDoS Mitigation
- None

What is the cost of this solution per month/per location?

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Do you have multiple broadband connections to each of your locations?  Yes  No

What transport is being used for primary connection and secondary/backup connection?

- Fiber
- Ethernet
- T-1
- DSL
- 4G

Do you have automatic failover between your primary and secondary connections?  Yes  No

What is your current bandwidth/speed at each location by connection?

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Are you running into bandwidth limitations or do you expect to in the future?  Yes  No

Are you planning to deploy more cloud services in the future?  Yes  No

What applications are running over your WAN today?

- VoIP/Voice
- Interactive Video
- Streaming
- Cloud Solutions
- SaaS Connections
- Email
- Surfing
- Applications - Please list which, if any, are sensitive to latency: \_\_\_\_\_

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Additional Notes:

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