

# ONICA

## Onica Public Sector Practice

Cut costs & run more efficiently on AWS



Premier  
Consulting  
Partner

- IoT Competency
- DevOps Competency
- Big Data Competency
- Education Competency
- Healthcare Competency
- Migration Competency
- Microsoft Workloads Competency
- Storage Competency
- MSP Partner
- Public Sector Partner
- Marketplace Partner
- AWS Channel Reseller

Onica's approach to the unique requirements of the public-sector customer sets you and your community up for success. No matter where you are on your cloud journey – just starting out or cloud native, Onica has a solution to accelerate and simplify your transformation.

Onica helps promote infrastructure optimization and modernization, enabling organizations to run more efficiently, utilize analytics, and manage IT operations. Leveraging the AWS Cloud Adoption Framework (CAF), Onica provides guidance to support each business unit so that they can take maximum advantage of the services provided by the cloud. Let us help you leverage AWS to lower costs, run more efficiently, and scale.



Migration  
Strategy



Managed  
Cloud Services



Cloud Native  
Development



Data &  
Analytics



DevOps  
Transformation



Security  
Playbook

## Success Story – California Polytechnic State University Goes All-In on AWS

Faced with aging IT and the need to expand its infrastructure, Cal Poly connected with AWS to talk through the operational and cost saving benefits of moving to the cloud

### What we did:

Cal Poly, one of the top engineering schools in the nation, decided to migrate all core applications to AWS, including their learning management systems, payroll, database services, mobile applications, data warehouse, content management service, security applications, student scheduling and advising services. Cal Poly will also launch the "Cal Poly Digital Transformation Hub, powered by AWS," a collaboration that will help government agencies across California move to the cloud by developing technology solutions designed to address the unique digital transformation challenges public sector agencies face.

### Outcome:

Cal Poly is revolutionizing their business on AWS by scaling up operations to transform the way services are delivered across campus. By partnering with Onica and the AWS Professional Services team, they will accelerate their cloud transformation journey as they adjust operations to a cloud-operating model.

***Overhauling your entire IT infrastructure and operations models can be daunting, so Onica and AWS have devised a multi-phased approach that helped Cal Poly develop and implement a cloud vision that is systemic, sustainable, and supportable.***

“ AWS offers the broadest and deepest set of functionality and superior performance and security, we'll be able to leverage the latest and greatest technologies as we innovate on behalf of our students. ”

– Jeffrey Armstrong, President at Cal Poly

# Public Sector Innovation & Acceleration

Onica's public sector modernization program includes a combination of ready-to-migrate offerings and on-site workshops to jumpstart your cloud initiatives.

## AI, Alexa & Chatbots (2-4 weeks, \$20k-\$40k)

Amazon Alexa is an automated assistant. Onica will help eliminate tedious tasks by integrating Alexa with your workplace to improve operational efficiencies and free up time spent on daily office concerns. AI at AWS helps organizations overcome hurdles and improve systems to better serve their area. As part of a Proof of Concept (POC) project, Onica can build an Alexa skill or an Alexa Integration POC, which may include the design of interactions with identity provider, voice user-interface for agreed upon skill actions, voice interactions and integrations with API, creation of automated deployment pipeline to AWS, and other tasks. In addition, Onica can add a process to send templated communication to a designated customer agent based on user's interaction. Typically, up to 10 Alexa skills can be built during a POC.

## Smart Connected Cities/IoTanium POC (5-12 weeks, \$30k-\$80k)

Onica helps discover new ways to serve citizens through cloud innovation. From urban planning and transportation, to utilities monitoring and disaster preparedness, AWS allows cities to revolutionize the citizen experience. Onica will collaborate closely to determine the technical and business requirements of your project, architect a solution that taps the power of Amazon's IoT platform and related tools, and deploy a prototype to show what's possible leveraging IoTanium. Expedite your IoT initiatives with Onica's IoTanium solution, a system of hardware, software, and intelligent devices built on AWS. IoTanium is ready to go on Day 1 – providing actionable analytics and insights.

## Business Case for Cloud (2-3 weeks, \$20k-\$30k)

Onica will help create a business case for implementing a cloud infrastructure. We start with the collection of various types of data points to create a Total Cost of Ownership Analysis that will help the customer make decisions on investments and long-term strategy. We evaluate the overall business and technology landscape and provide advice on how AWS can help the customer achieve business goals and optimize cost. Onica will advise on a long-term cloud roadmap, CAPEX/OPEX, implementation strategy, organizational buy-in, and other topics to create a winning case to save time and money.

## Application Portfolio Assessment (2-4 weeks, \$20k-\$40k)

A critical component to any successful cloud migration is fully understanding your application portfolio prior executing the migration. Understanding whether your application should be migrated, what the interdependencies between your applications are, opportunities to refactor to leverage services offered by cloud vendors, and which migration pattern ('the 6 Rs': rehost, replatform, repurchase, refactor/re-architect, retire, and retain) may be most appropriate for your application are all vital pieces of information that will help shape your overall migration strategy, and inform important aspects such as budgeting, timelines, and engineering resource planning. Onica has a programmatic approach to helping customers perform an effective portfolio assessment that will help answer these questions and drive your overall cloud adoption approach.

## Workspaces Pilot (2-4 weeks, \$20k-40k)

Virtual Desktop Solutions change the way employees engage in work. With Amazon WorkSpaces, employees can use applications outside of their workplace, which creates significant cost saving for organizations and optimizes the work of your internal IT support team. WorkSpaces is one of the best ways for managing data loss prevention and freeing up space. This POC focuses on deploying virtual desktops for using WorkSpaces and App Stream. We will help your IT team deploy Amazon WorkSpaces and enable the management of software deployments to WorkSpaces. Some of the key issues that will be solved include workspace to cloud connectivity, Active Directory/SSO integration and backup of user data.

## Data Engineering (3-5 weeks, \$30k-\$50k)

Onica helps you to handle the size and complexity of your data that needs to be analyzed. We identify a POC to get the most value from your data using AWS' comprehensive, secure, scalable, and cost-effective portfolio of services to build a data lake in the cloud, analyze data, including data from IoT devices with a variety of analytical approaches like machine learning. A POC can include data movement, building a data lake, analytics, and ML.

## Business Analytics (3-5 weeks, \$30k-\$50k)

AWS tools allows you to use data more effectively, unlocking valuable insights that can transform the way your organization operates. By integrating all of your data sets, we create instant access to business insights that enable prescriptive data-driven decision making within the organization. This POC includes a business case review, selection of 2 – 3 business KPIs that will be dashboarded, a whiteboarding sessions to understand where the data lives, how often data is updated, what the dashboard metric or report needs to look like, and which tools will be used to deliver the Dashboards (Tableau, Qlikview and QuickSight, etc).

## People Model & Cloud Center of Excellence (3-4 weeks \$30k-\$40k)

New technologies are often viewed as a disruptive change to an organization, which often prevents large institutions from embracing innovative platforms quickly and staying ahead of the competition. During this project, Onica teaches you how to create positive incremental change and prepare for cloud by developing internal cloud champions and enthusiasts. We map a new RACI, training program, and develop a Cloud Center of Excellence (CCOE) – a group of cross-functional peers who sponsor projects and drive cloud adoption. This POC focuses on people training, organizational design, cross-functional buy-in, and internal IT team enablement.

## DevOps Transformation (2-4 weeks, \$20k-\$40k)

DevOps transformation requires the adoption of DevOps technology (automation and tooling) and a DevOps mindset (people, processes, and culture). During this project, Onica will work with your Internal IT team, leveraging this winning combination of state-of-the-art tools and best practices to help decrease costs, improve agility, become more efficient, and go to market faster. Combined with our Pipeline Driven Migration POC, your Internal IT team can take advantage of a full DevOps transformation project and learn from hands-on experience building a CI/CD pipeline with Onica.

## Storage (1-2 weeks, \$10k-\$20k)

Onica will help your IT team develop a customized backup solution leveraging AWS services such as Amazon Storage Gateway, Virtual Tape Library (VTL), and Amazon S3. In many cases existing investments (enterprise backup software and hardware) may be leveraged and improved on by pairing with cloud solutions, delivering more robust and scalable backup and DR.

## Migration Discovery

Onica can perform a full discovery of your selected workload to migrate to the cloud. Our process is designed to help you understand the application in greater detail and what is possible running on AWS. Outcomes of the discovery process are documentation detailing the application, as well as a proposed architecture design for that application once migrated.

## Pipeline Driven Migration POC

Onica's pipeline-driven approach to migration utilizes continuous delivery techniques to bring acceleration, automation, repeatable processes, and a clear operating model. We utilize agile DevOps to create a templated and replicable process that can be leveraged for migrations and updates. As part of the POC, Onica and your team will build the automation pipeline.