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CLOUD
EDITION



MADHU KUMAR.
CEO

CLOUD ADOPTION
MADE SIMPLE
AND EFFECTIVE
**AMADIS
TECHNOLOGIES**



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CLOUD ADOPTION MADE SIMPLE AND EFFECTIVE

Cloud technology is no longer a new concept, yet several organizations are lagging when it comes to adopting this technology for their core business operations. With a market heading towards \$191 billion by 2020, it is becoming one of the most predominant factors in the present-day world. Rather than owning data centres, companies can easily avail services ranging from business applications to infrastructure from a cloud service provider. This allows firms to avoid the upfront cost and complexity of owning and maintaining their own IT infrastructure by merely paying for what they use and when they use it. Also, the cloud platform providers benefit from significant economies of scale by delivering the same services to a wide range of customers, thereby providing economic, yet competitive & unique cloud solutions. Today, organizations require well thought-out, engineered & automated Cloud consumption methodologies for their day-to-day operations, the very basis of what Amadis stands for.

As a cloud native specialist firm, that provides an all-in-one integrated cloud consumption & optimization models alongside proven digital transformation methodologies & frameworks,

Amadis Technologies has left no stones unturned to help customers make the right decisions with technology. The company helps organizations to finally put an end to their cloud dilemmas by providing them with best-in-class products & services, to accelerate adoption of cloud data and applications. While conversing with the CIO Applications' editorial team, Madhu Kumar, CEO of Amadis Technologies, shared his insights on the current market trends, company's offerings, and value proposition that the company imparts to its clients.

What are the current market trends and scenarios that you presently see in the cloud adoption space?

For the last couple of decades, I had the opportunity to lead business units focused on helping our client organizations adopt digital technologies. Recently, Cloud adoption by enterprises across the world has become a significant trend that is evolving rapidly. Big platform players like Microsoft Azure, AWS, and Google are investing large amounts of money into cloud components—be it infrastructure, platform or software-as-a-service. I must also add that the scale at which these platform providers invest on AI / ML areas are worth watching. They are also aligning themselves with competitors and redefining the way end customers can consume cloud. This is making enterprise consumers re-think the way they adopt digital technologies and use Hybrid Cloud as viable option for their digital transformation needs. While this is happening, Last year, several reports stated that the cloud is not as economically viable as enterprises thought! And sporadic incidents on Cloud repatriation also was seen as an option to avoid fatigue / failures of not reaching the intended results; Not because they are expensive, but it is rather consumed without merits. I personally believe that the ease of cloud consumption on one end, is making companies consume more than what they need, and throw all business problems towards cloud adoption and expect stellar results.



MADHU KUMAR,
CEO

Could you please walk us through the working mechanism of your offerings?

At Amadis, we provide our enterprise customers with cloud native services to Optimize, Engineer & Automate cloud consumption, using two of our unique strengths: (1) Methodology named Amadis REAL and (2) Framework named Amadis CADI. Our current

adoption at our customers, there are three basic things that we completely rely on: optimizing their existing environment using the actionable insights, engineering for a better outcome using our recommendation engine, and automating existing systems to make IT operations ML driven. Cloud CADI & the growing team of experts have provided us the ability to achieve this level of

our specific methodology to get the recommendation engine working. The client on-boarding process generally takes 2-4 weeks to complete. The entire set automation scripts are loaded on our clients' subscriptions, thereby providing a non-intrusive, cloud native product for learning, recommendations and automation. The manual efforts are minimal as we are using native cloud components. The actionable insights, and recommendations are available to our customers on a continual basis using an intuitive, but customizable single pane view/dashboard. The deployment, usage & associated services for migration, automation etc., can be availed by customers through licensing or subscription models.

Kindly elaborate on your plans for the future.

Our first-year roadmap has been quite simple as we kept our focus on Microsoft Azure consumers, that too in Americas geography. The focus did yield measurable results that, Cloud CADI is currently deployed at three US customers, including one large F500 enterprise. Cloud CADI is also MS IP Co-Sell ready product, will be made available to enterprise customers by MS. As a product roadmap, we are creating our solution to the hybrid cloud native technologies, which can be deployed on various public cloud architectures, in addition to AZURE. I believe cloud adoption rate is increasing at a rapid pace, and large enterprises are making considerable amount of investments on multiple cloud platforms, and need for solutions in line with what we do at Amadis is bound to increase.

For FY 2020 and beyond, Amadis's team envisions enhancing the recommendation engine to include features like multi-cloud evaluation models, which will be an absolute necessity for large cloud consuming enterprises. **CR**

trusted offering to our customers. I would like add that our partnership with Microsoft AZURE, enables us to provide a consistent set of best practices for enterprises—evaluate their architecture for performance efficiency, operational excellence, reliability, security and also for cost optimization. One of our Fortune 500 clients who deployed Cloud CADI couple of quarters back, realized substantial savings of 3.5 percent in the first quarter and gradually increasing to 6 percent in 2 quarters.

Could you please walk us through your on-boarding process?

We focus mainly on large enterprises that are consuming now or have decided to consume cloud in a bigger-way, and have a much wider set of options to look at. To understand their existing environment, and recommend options, we deploy Cloud CADI, follow

team of specialists are focused on MS Azure. In order to provide informed services to our enterprise customers, I felt that we need to develop a product that understands the changing scenario of the business environment of our clients, to continuously produce effective and actionable insights in a much more practical manner. So, early this year, we launched a product called Cloud CADI [which stands for Connect, Automate, Decide, and Innovate]. It is the full suite of native scripts, to learn the customer's cloud assets, make smarter decisions, and automate operations with a focus on cost & performance. We help customers make the right decisions with cloud technology; SPEND RIGHT. Through continuous learning and focus, we have honed our skills to identify optimal cloud components, blueprints, highest degree of automation possibilities, the three most needed paths to success. Depending on the level of cloud

We help customers make the right decisions with cloud technology. Through proper investment and focus, we have honed our skills to identify optimal paths to success

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Top 10 Cloud Consulting/Services Companies - 2019

Cloud computing, also known as the digital version of warehousing, has become an integral part of the web ecosystem. Cloud computing is adopted by the managers to eradicate the infrastructure cost that firms have to bear in order to safeguard and store their client and personal data. In recent times cloud computing is switching to ample virtualization of hardware and software along with its service-oriented infrastructure.

Making a complete transition to the cloud is a daunting task. Therefore, the introduction of hybrid cloud solutions plays a vital role in it. Hybrid cloud allows the corporate associations to make a transition to the cloud at their pace at comparatively lower cost and less risk. Adoption of cloud computing is gaining immense popularity, resulting in higher consumption and more influx of data, altering admin jobs in time-consuming or repetitive tasks. Automation enables the handling of data in a better way rather than the traditional human way.

Back-up and disaster recovery solutions are trending and get the highest budget allocation, followed by productivity tools and email hosting. A total of 15 percent cloud budget is allocated for Backup and Disaster recovery solutions.

To help CIOs navigate through the list of Cloud Computing Consulting/Services Companies, our distinguished selection panel, comprising CEOs, CIOs, CFOs, industry analysts, and the editorial board of CIO Applications narrowed the Top 10 Cloud Consulting/Services Companies - 2019 that exhibit competence in delivering comprehensive insurance technology innovations.

We present to you CIO Applications' Top 10 Cloud Consulting/Services Companies - 2019.

Company:

Amadis Technologies

Key Person:

Madhu Kumar
CEO

Description:

The company provides simple and effective cloud adoption solution to their clients to make smarter decisions and automate operational efficiency

Website:

amadisglobal.com