

A man in a dark grey suit, white shirt, and a blue and orange plaid tie. Instead of a head, there is a large, fluffy white cloud. Above the cloud is a dark brown bowler hat. The background is split diagonally from the top left to the bottom right, with a solid blue upper-left section and a light grey sky with soft white clouds on the right.

How to Choose the Best **Cloud** Migration Partner

A quick guide for UK insurance brokers

Welcome to the next step in your Cloud migration journey

If you've been following our handy guides series, you've already worked out which cloud model offers the right features and benefits for your business, using the 8-tier cloud migration model discussed in our previous ebooks.

If you haven't seen those, feel free to download them here:

[The 8 Tiers of Cloud Migration for CEOs, Heads of Broking and Heads of Sales](#)

[The 8 Tiers of Cloud Migration for CIOs, COOs and IT Directors](#)

Those ebooks have taken you through Celent's 8-tier cloud migration model. You've worked out where your business is on that model and which tier you want to aim for.

You've read advice from insurance broker Specialist Risk Group, from broking software partner Web Connectivity and from insurance senior analyst Craig Beattie on how best to approach cloud migration for your business. You've also looked into the potential change management challenges you face.

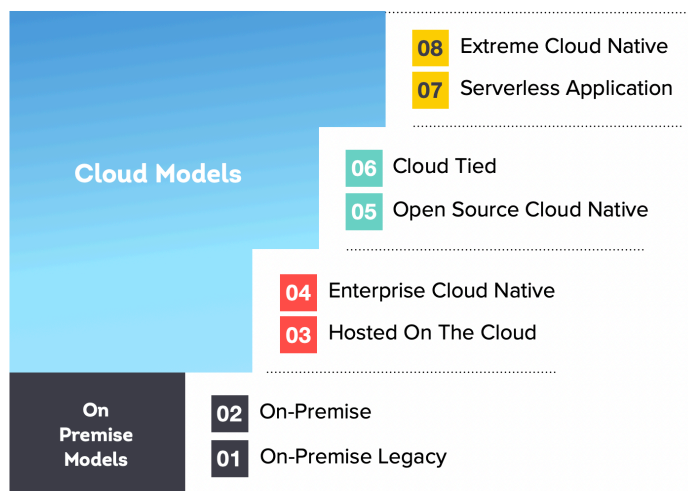
Now you want to know how to choose the best cloud migration partner to get you where you want to be.

Where is your Cloud provider on the Celent 8-tier model?

Once you know which tier you're aiming for, you'll want to know if your Cloud provider can support you. That means working out which tier (or tiers) they're at.

Firstly, if you're at the stage of putting out a Request for Information (RFI) or even a Request for a Proposal (RFP), you'll likely have a good idea of what questions to ask. Even so, it's probably worth checking this against the technical questions we have on page 5 of our ebook [The 8 Tiers of Cloud Migration for CIOs, COOs and IT Directors](#). These 11 questions show how the technical specifications track to Celent's 8-tier Cloud migration model.

If you're not at the RFI or RFP stage yet, here are some general questions that will give you a good idea of where your current or prospective technology partner is at.



What do you want your software provider spending their time on?

Do you want them to focus on the latest containerization technology and trying to make sure they're compliant with GDPR or other regulations? Or do you want them focused on delivering meaningful business change and business capability to you as their client?

The higher they are they are up the tiered model, the more they'll be able to focus on business capabilities.

Technical questions for prospective vendors

Question

What the Answer Means

Who's looking after the servers? Your provider? Or are the servers run by someone else who's doing the same for lots of organizations?

If they talk about servers and how to organize them, they're likely somewhere between tiers 3 and 5.

How is the system built and put together?

If you're in a containerized environment setting up servers and infrastructure and plugging them together, that could take weeks.

Do they mention servers at all?

If they don't mention servers and instead talk about delivering through the configuration of an underlying cloud platform, they're probably somewhere between tiers 6 – 8. This suggests you'll be able to get access to the system in days or even minutes, rather than weeks.

How quickly can I get access to the system?

The quicker this is, the more likely they are to be tier 6 – 8.

How easy is it to configure – or do you need to use an out-of-the-box offering with few configuration options?

Tiers 7 and 8 offer the most configuration possibilities, with more constraints and out-of-the-box features as you go to tier 6 and below.

Are they tied to a particular Cloud – if so, which one?

If they discuss specific implementations in specific clouds, you'll know they're cloud tied, and likely tier 6 or 8. (Note that moving onto Microsoft Azure or AWS is likely to be a tier 3 "lift and shift" on-premise model hosted on the cloud.)

Big picture questions for prospective vendors

The answers to the technical questions give you a good idea of where your provider is now. The next step is look at the bigger picture. What's the vendor's vision? How closely does it match your company's vision? How are they likely to develop in the future?

The answers to these questions will tell you if that vendor has the potential to become a valued partner, and to what extent they'll be able to support your business priorities into the future.

01

What's your vision?

This should give you an idea of where they see themselves not just today, but over the next few years.

02

How much are you investing?

Even getting a rough idea will give you an idea of how solvent they are financially, as well as how much they're investing in their technology to keep up with the market and emerging technologies.

03

Where are you investing?

This gives you an idea of what level they're at, but also how they're likely to develop, by telling you which technologies they're spending money on.

Let us help you solve your Cloud migration challenges

Do you have any questions about your Cloud journey, or how best to use the power of Cloud technology to meet your business goals?

Drop us a line at the Novidea website: www.novideasoft.com/contact-us

Or email us directly with your questions at info@novideasoft.com

We'd love to hear from you.

About Novidea

Novidea is an insurance technology company that harnesses the power of Big Technology to solve the toughest challenges faced by insurance distribution businesses, fueling rapid growth and reshaping the customer experience with real-time insights and actionable intelligence.

Our clients include some of the world's largest insurance brokers, and we leverage the power of the Salesforce Cloud with our broker management platform.

Visit <https://www.novideasoft.com/> to find out more.

