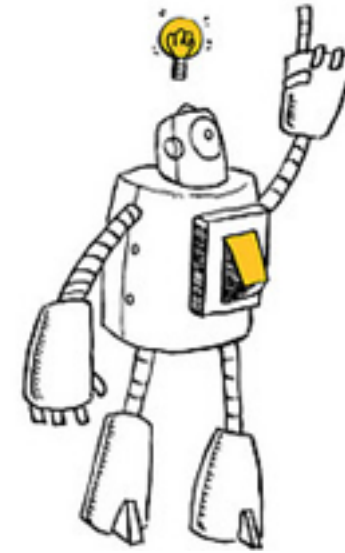


SYMBIAN

Switching on to new ideas
with expert industry analysis
from K2 Advisory



the challenge

Symbian wanted to move from a tier 1 hosting vendor providing hosting services that had service delivery issues, to a public cloud implementation on Amazon Web Services, managed by a tier 2 provider. To assist with the business case to make this move the Symbian Leadership Team required independent validation that the proposed move represented good business sense in terms of delivering a more reliable, more flexible and also less expensive service than the one currently being provided.

K2 Advisory was identified by Symbian as having the experience necessary to appreciate the viability of this move, as well as the expertise to carry out independent research and present findings back to the IT team.

the solution

K2 Advisory reviewed all the relevant documents the Symbian IT team had prepared to support the move, in addition to providing SWOT analyses of all the service providers involved.

This approach offered an independent view of Symbian's existing strategy while the specific market analysis gave an overview of the service provider options available. K2 Advisory used its research expertise to create a short report to provide recommendations for Symbian's Leadership Team. By combining this independent research with their previously planned strategy the team were able to add significant weight to the proposition being delivered to others in the business.

the results

The IT Team successfully presented the business case to Symbian's Leadership Team with the help of K2 Advisory's research, and has now migrated its hosting to Amazon Web Services under the management of the lower cost, less well-known IT service provider.

"I selected K2 Advisory to review our strategy around cloud computing as I recognised them as thought leaders in this nascent area. The research that they prepared exceeded our expectations and helped us in our thinking"

Ian McDonald, Global Head of IT, Symbian Foundation.

A case study from

