

Services Portfolio

Public Cloud

Support at every stage of
your cloud adoption journey

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Transitioning to the cloud offers significant benefits but also complex challenges. Our cloud services guide you from your first project to becoming a cloud-first organisation, whether you're using AWS, Azure, or GCP. Trusted by both public and private sector organisations, our proven methodology ensures a confident move to the cloud.

Cloud Maturity Assessment

Identify the critical activities that will fast-track your cloud journey. Uncover your organisation's strengths, pinpoint opportunities, and address integration gaps for optimised infrastructure and streamlined business processes.



Tactical

- Data Centre Migration
- Cloud Hosting, IaaS
- Lift & Shift / Rehost
- Disaster Recovery & High Availability
- License & Subscription
- Security Setup/Decommissioning

Strategic

- Application Refactor/Replatform
- Managed Services DBaaS, PaaS
- Data Analysis & Insights
- Cloud & DevOps
- Application Decoupling
- Automating Scaling of Infra
- Cloud Optimisation
- Containerisation
- Multi/Hybrid Cloud
- Policies & Compliances
- Cloud-Native Networking

Transformational

- Application Re-Architect & Replatform
- Cloud-Native Applications
- ML & Predictive Insights
- Microservice Architecture
- Low/No Code Applications
- Serverless Architecture
- Agile & DevSecOps
- Container Orchestration
- Infrastructure as a Code
- AIOps
- Experience Transformation
- API Enabled Infra & Applications
- Twelve-Factor Applications

Modernisation Accelerators

De-risk your cloud transition with our proven readiness assessments and design and delivery services. Ensure a smooth move to AWS, Azure, or GCP, unlocking cost savings, operational efficiency, and accelerated growth.



Backup Modernisation

Reduce storage costs by up to **52%**, deploy **99%** faster, and boost IT storage team efficiency by **70%**¹

- Secure your data with automated, scalable cloud backup.
- Protect against ransomware, accidental deletion, and data corruption.
- Efficiently restore data with robust backup for enhanced protection and recovery.



Datacentre Modernisation

66% of enterprises achieve significant cost savings; **45%** report improved agility to respond to business needs faster²

- Migrate Windows Server workloads and enhance security, scalability, and performance.
- Utilise hybrid capabilities and comprehensive compliance coverage.
- Leverage personalised support and migration assistance from cloud experts.



Desktop Modernisation

Reduce VDI costs by **34%**, and increase productivity by **22** hours/user PA³

- Reduce licensing and infrastructure costs by moving on-premises VDI to the cloud.
- Deploy virtual machines for Windows 11/10, enabling cost-saving multi-user sessions.
- Pay for compute capacity by the second, with no long-term commitments or upfront payments.

Optimisation Accelerators

Get a second opinion to optimise your cloud performance, cost-efficiency, and security. Leverage our full range of services across AWS, Azure, or GCP to turn your digital aspirations into reality, driving innovation and sustained growth.



Well-Architected Review

80% of cloud leaders find cloud spend challenging⁴; **67%** cite misconfiguration concerns⁵

- Evaluate your cloud setup against best practices.
- Identify cloud cost savings, improve application performance, and reduce security risks.
- Access seasoned cloud architects for ongoing guidance.



DevSecOps Assessment

73% of IT decision-makers say their DevSecOps practices need improvement⁶

- Assess and benchmark your security against industry best practices.
- Obtain actionable insights to drive DevSecOps improvements.
- Ensure organisation-wide understanding of DevSecOps and continuous compliance.



Cost Optimisation Assessment

Achieve up to **30%** reduction in cloud spend while improving performance⁷

- Achieve significant savings on your cloud expenditure.
- Evaluate your cloud usage to identify waste and inefficiencies.
- Receive tailored recommendations for cost reduction and resource optimisation.

Methodology

Our proven service methodology, leveraged by some of the UK's largest organisations:

1

Consultancy & Advisory

Remove the guesswork with unbiased advice and meaningful data

[Find out more](#)

2

Professional Services

Unlock value swiftly with comprehensive design and delivery services

[Find out more](#)

3

Managed Services

Unburden your in-house IT talent with Enable, Assure or Fully Managed Services

[Find out more](#)





Consultancy & Advisory

Remove the guesswork with unbiased advice and meaningful data.



Assess: Analyse data-backed insights and calibrate your operations with our Assessment Services



Accelerate: Accelerate your strategic goals with our proven Advisory Services.



Innovate: Boost your competitive advantage with our Innovation Services.

Advance your cloud journey with targeted assessment and advisory services

	aws		
Cloud Maturity Review	✓	✓	✓
Cloud Feasibility	✓	✓	✓
Cloud Migration Readiness	✓	✓	✓
Security Assessments	✓	✓	✓
Cost Optimisation & Licensing Assessments	✓	✓	-
Well-Architected Reviews	✓	✓	✓
UX Audit	✓	✓	✓
QuickStart / Jumpstart	Migration Acceleration Program (MAP)	Microsoft Solution Assessment Programs	✓
Modernisation Services	✓	✓	✓

Professional Services

Unlock value swiftly with comprehensive design and delivery services.



Build: Embark on your digital transformation with our expert Design & Engineering Services.



Test: Ensure quality, mitigate risk, and enhance user experience with our Testing Services.



Deploy: Seamlessly integrate expertise into your team and meet project demands on time.

Advance your cloud journey with targeted assessment and advisory services

Virtual Desktop Deployment	AWS Workspaces	Azure Virtual Desktop	Cameyo
Cloud Networking Deployment	✓	✓	✓
Backup Deployment	✓	✓	✓
Workload Migration	✓	✓	✓
Application Development	✓	✓	✓
DevOps & Cloud Engineering	✓	✓	✓
Data Engineering & Analytics	✓	✓	✓
Machine Learning & Data Science	✓	✓	✓
Managed Project Resources	✓	✓	✓
Flexible Resource Augmentation	✓	✓	✓

Managed Services

Unburden your in-house IT talent with Enable, Assure, or Fully Managed Services.



Enable: Fundamental training for IT Admins, system performance check-ins, and optimisation with evolving customer needs.



Assure: Solution impact evaluation, comprehensive business reviews, advisory board for strategic alignment.



Manage: Proactive managed services encompass maintenance, monitoring, security, and more, allowing you to focus on core functions.

Advance your cloud journey with targeted assessment and advisory services

	aws		
Training & Certification	✓	✓	✓
Cost Optimisation	✓	✓	✓
Security Optimisation	✓	✓	✓
Site Reliability Engineering	✓	✓	✓
Desktop as a Service	✓	✓	-
Backup as a Service	✓	✓	✓
Business Continuity as a Service	✓	✓	✓
Disaster Recovery as a Service	✓	✓	✓
Managed Security Operations Centre	✓	✓	✓
Bespoke Managed Services	✓	✓	✓



Why XMA?



Homegrown

We are a private, family run UK-based business.



Award-winning

We are a national award-winning IT reseller.



Public sector approved

We hold status on 25+ procurement frameworks.

[VIEW OUR FRAMEWORKS](#)



Right-sized

We can provide and tailor service solutions for any size project, while maintaining a personal experience for every customer.



Established

We have served thousands of customers over 35+ years in business.



Partner accredited

We have an unrivalled partner accreditation portfolio that means customers have access to best-in-class solutions, always.

Choose XMA for Your Cloud Adoption Journey

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Sources:

¹ IDC Business Value of Google Cloud Storage

² ESG Economic Validation Maximizing Economic Advantages by Migrating to AWS Cloud Infrastructure

³ The Total Economic Impact of Microsoft Azure Virtual Desktop

^{4/5} Flexera 2023 State of the Cloud Report

⁶ Intelligent CIO Europe

⁷ Virtana

Crown
Commercial
Service
Supplier

INVESTORS IN PEOPLE
We invest in people Standard

