



Journey to  
the On-Prem Cloud



# The Journey

OPCP is a game-changing solution built to reinvent your value chain from end to end.

We've designed a comprehensive journey based on insights from real customer success stories.

Each phase is tailored to drive adoption, performance, and business acceleration.

With OPCP, unlock your cloud potential : faster, smarter, and with lasting impact.



# OPCP

## The Journey



# Initialize



## OBJECTIVES AND TRAJECTORY

Define ambitions & align goals.

- Solution onboarding
- Business case
- Expectations

## ASSESSMENT

Deep dive into your landscape.

- On-premises & Facilities
- Existing operating model
- Assets to integrate.

## TARGET

Set your destination  
with confidence.

- Configuration
- High Level Design
- Organization
- Business Plan

**Clarify the vision  
and frame  
the strategy.**



# Structure

## PLAN

Define the path.

- Iterative guideline
- Stakeholders
- Leadtime
- Dependencies

## FRAME & AGREE

Turn the value in measurable outcomes.

- Legal terms / OLA
- Prices
- Billing (internal/external)

## TRAIN

Enable teams throughout the journey.

- Fundamental training
- Hands on
- Supervised operations

Set the how-to to lead execution.

## CHANGE & ORGANIZE

Shape the organization for a seamless adoption.

- Operating model
- End-User support
- Change management



# Deliver



## PREPARATION

### Laying the groundwork for success.

- Teamwork setup
- Prerequisites
- Logistic
- Networks

## DELIVERY

### Deploy and set up on-site.

- Receipt
- Physical setup
- Connection
- Initial testing

## CORE BUILD

### Building a solid and scalable foundation.

- CORE System configuration
- Resources segregation
- Operation service deployment
- System testing

## SOFT BUILD

### Bringing your cloud environment to life.

- Cloud apps deployment
- End-user implementation
- Functional acceptance testing

## GO-LIVE

### Time to prod.

- Workload migration
- Cloud user access

**Build your cloud on best practices.**

# Accentuate

## PROMOTE

Spark interest from day one.

- Internal awareness
- Marketing
- Communication

## SCALE

Expand your impact.

- Follow the train
- Financial performance review
- Capacity management
- New services

## SALE

Convert interest into decisions.

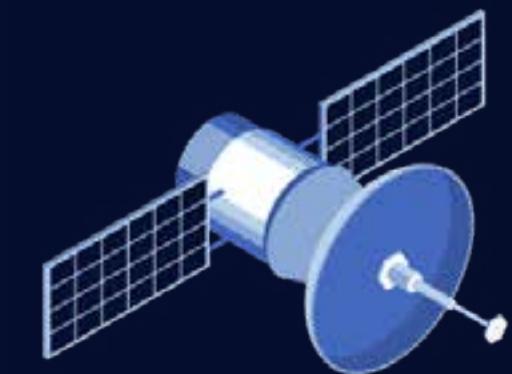
- Funnel
- Enablement
- Contract
- Onboarding
- Adoption

**Boost adoption through customer centricity.**

## IMPROVE

Enhance for a lasting success.

- Customer feedback
- Performances (Run)
- Adjustments



# Detailed approach



# Detailed approach: Initialize

PHASE	STEP	OBJECTIVES	DELIVERABLES
Objectives and trajectory	Solution onboarding	Understand customer context and strategic goals	Kick-off deck, stakeholder map
	Business case	Align business value with technical objectives	Business case document
	Expectations	Define measurable success criteria	Success KPIs and roadmap
Assessment	On-premises & Facilities	Audit existing infrastructure and constraints	Site assessment report
	Existing operating model	Analyze operational workflows and IT governance	Operational baseline documentation
	Assets to integrate	Identify systems to migrate, interconnect or reuse	Inventory list and integration mapping
Target	Configuration	Define technical specifications and required configurations	Config design document
	High Level Design	Provide an architectural vision of the solution	HLD presentation
	Organization	Clarify organizational roles and responsibility splits	Shared responsibility matrix, org. model proposal
	Business plan	Define a detailed financial roadmap, including costs, projected revenues, ROI, and funding plan	Consolidated business plan document

# Detailed approach: **Structure**

PHASE	STEP	OBJECTIVES	DELIVERABLES
Plan	Iterative guideline	Define the approach, methodology of work (Agility, Waterfall...) and governance	Methodological framework document. Governance desc.
	Stakeholders	Define project roles, decision-makers and contributors	Stakeholder registry
	Leadtime	Break down the delivery into actionable and phased steps - Align timelines and constraints	Delivery plan & planning backlog Project timeline with milestones
	Dependencies	Identify technical and organizational dependencies	Dependency matrix
Train	Fundamental training	Provide foundational cloud & OPCP knowledge	Training agenda & materials
	Hands on	Enable hands-on experience with core tools	Lab environment, exercises
	Supervised operations	Practice operations under expert guidance	Workbooks, supervised ops report
Change & Organize	Operating model	Define roles, processes and governance for cloud operations	Target operating model document
	End-User support	Set up user support model for internal/external customers	Support plan & contact points
	Change management	Ensure smooth transition and adoption by stakeholders	Change communication kit
Frame & Agree	Legal terms	Align contractual frameworks and responsibilities	Draft contracts / T&Cs
	Prices	Define pricing strategy (internal recharge or external billing)	Pricing grid & simulation
	Billing (internal/external)	Set up metering, billing or chargeback mechanisms	Billing workflows and tooling setup

# Detailed approach: **Deliver**

PHASE	STEP	OBJECTIVES	DELIVERABLES
Preparation	Teamwork setup	Setup framework across teams	Framework documentation, welcome book, accounts, access, tools...
	Prerequisites	Validate all conditions before delivery (infra, people, policies)	Prerequisite checklist
	Logistic	Ensure transport and storage of hardware and equipment	Delivery & handling plan
	Networks	Prepare network topology, cabling and IP allocations	Network integration plan
	Receipt	Physically receive and verify equipment on-site	Delivery reception report
Delivery	Physical setup	OPCP Power-on, boot-up and first steps	Custom setup documentation + scripts
	Connection	Link OPCP to management and provider networks	Custom setup documentation + scripts
	Initial testing	Perform basic checks before software install	Test reports / pre-flight checklist
	Resources segregation	Isolate projects at network and permission level	Network rules, quotas, allocation, IAM
CORE Build	CORE System configuration	Deploy and configure the core OPCP resources	Custom setup documentation + scripts
	Operation Service Deployment	Deploy operation services (Monitoring, ITSM, ITAM, backup, security,...)	Setup documentation/report. Design & process
Soft Build	System testing	Validate full system operation and user scenarios	Final acceptance tests / sign-off report
	Cloud apps deployment	Deploy cloud services (e.g. K8s, databases)	Deployed apps, service catalog
	End-user implementation	Configure users to services	Tenant creation, access setup
Go-live	Functional Acceptance testing	Validate solution against use-case scenarios	Test reports, acceptance checklist
	Workload migration	Move workloads from legacy or external environments	Migration plan and execution report
	Cloud user access	Provide users with secure access and documentation	User access credentials, onboarding guide

# Detailed approach: **Accentuate**

PHASE	STEP	OBJECTIVES	DELIVERABLES
Promote	Internal awareness	Evangelize the solution (Power users...)	Presentations / documentations
	Marketing	Define go-to-market strategy	Marketing materials, campaign plan
	Communication	Communicate internally and externally on service readiness	Internal comms plan, client messaging
Sales	Funnel	Define and structure lead acquisition and sales process	Sales pipeline framework
	Enablement	Provide tools, training and content to support sales teams	Sales playbook, enablement sessions
	Contract	Define contract templates and sales governance	Standard contracts and pricing annex
	Onboarding Adoption	Ensure smooth onboarding for first clients/users	Client onboarding checklist
Improve	Customer feedback	Collect insights from users and clients to guide iteration	Feedback forms, satisfaction report
	Performances (Run)	Monitor service performance and operations	Performance dashboard, SLA report
	Adjustments	Implement continuous improvement actions	Change backlog and implementation log
Scale	Follow the train	Align delivery and operations with business growth	Scaling roadmap
	Financial performance review	Check alignment with business plan	Performance report, action plan
	Capacity management	Monitor and plan infrastructure scalability	Capacity planning dashboard
	New services	Expand service catalog with new validated cloud apps	Updated catalog, service packaging docs



# OPCP

SUCCESS STORIES | 01

## From Managed Services to Cloud Provider.

### CLIENT :

Leading IT managed services company (MSP).

### CHALLENGE :

Shift from traditional outsourcing to full-stack cloud service delivery.

### Transformation enabled by OPCP

#### → **Assessment & Targeting:**

Mapping legacy services and defining a cloud-native product offering.

#### → **Delivery & Core Build:**

Deployed OPCP stack in existing datacenter infrastructure.

#### → **Organizational Shift:**

Created a dedicated cloud business unit, redefined RACI, and upskilled technical teams.

#### → **Launch & Monetization:**

Built service catalog, billing, and SLA models ; enabling rapid client onboarding.

#### → **Structure & Plan:**

Designed a new operating model with self-service interfaces and multi-tenant support.

#### → **Result:**

In <6 months, the client positioned as a sovereign cloud provider with recurring revenues and improved time-to-market.





SUCCESS STORIES | 02

## Industrial Edge Cloud with AI for Smart Factories.

### CLIENT :

International industrial group  
with 12 production sites.

### CHALLENGE :

Improve autonomy and  
intelligence at the factory  
level with AI/ML models  
running locally.

### Transformation enabled by OPCP

#### → Assessment & Targeting:

Analysis of on-site constraints (latency, connectivity, hardware).

#### → Go-Live:

Connected OPCP to machine sensors and deployed AI algorithms for predictive maintenance and real-time quality control.

#### → Plan & Preparation:

Designed decentralized OPCP nano clusters for each plant.

#### → Scale & Improve:

Central monitoring, model updates at scale, and harmonized data integration across factories.



#### → Delivery & Soft Build:

Installed AI-ready environments (Kubernetes, object storage, GPU-enabled nodes).

#### → Result:

Reduced downtime by 30%, improved production traceability, and strengthened sovereignty over industrial data.



# OPCP



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## A pairing with purpose

Proven technical solution, combined with industry-specific expertise. Clearly, there are things we need to do together.

## Cases to develop, adapt, and test

There's no shortage of use cases: edge, factories, critical sites, disconnected infrastructure, and much more. What if we focused on one or two key areas to make real progress?

## A workshop, a chat, a POC?

We don't need to put everything on hold just yet. Let's brainstorm, see which ideas make sense, and gradually build.