

SOFTWARE DEVELOPMENT & CLOUD CHALLENGES



HOW TO KEEP CONTROL IN A FAST CHANGING ENVIRONMENT

 **Solvinity.**
Secure Managed IT Services

HOW TO KEEP CONTROL IN A FAST CHANGING ENVIRONMENT

ISVs and development departments at large companies and organisations are hounded by their clients. That's probably how it feels. We have become used to even greater opportunities and speed. Nowadays, we don't want to have to wait longer than 1.8 seconds before a website, app or application is loaded. The client wants new functionality in the software as quickly as possible, which helps them to accelerate their business processes and thus to achieve their company objective.

With focus on development, it's attractive to opt for speed and flexibility with a platform in the public cloud. Have your fingers on the buttons yourself and go. If you don't opt for one cloud provider but several, you need to have lots of fingers: AWS has [200](#) products and services, Microsoft Azure more than [600](#) and Google Cloud Platform more than [90](#).

In this e-book we'll show you:

Which trends are shaping the software development market, the 4 major challenges ISVs and developers must solve, and how Continuous Co-Operation supports the ISV and developer.

TABLE OF CONTENTS

-  MARKET TRENDS
-  TECHNOLOGY TRENDS
-  CHALLENGES FOR ISVS
-  SOLUTIONS
-  CONCLUSION



MARKET TRENDS



TECHNOLOGY TRENDS



CHALLENGES FOR ISVS



SOLUTIONS



CONCLUSION

MARKET TRENDS

TRENDS SHAPING THE INDUSTRY

POLITICAL

Changes in privacy regulations

Increasing security demands

ECONOMICAL

Change in business model (SaaS)

Fast market growth & increasing competition

SOCIAL

Increasing user demands

Shortage of skills

Increasing cybercrime

TECHNOLOGICAL

Infrastructure-as-a-code

Public Cloud as accelerator

Disruptive innovation

Every company is affected by trends

Whether you like it or not, the political, economical, social and technological developments influence your business. The ones mentioned here, are just the tip of the iceberg.

ISVs and developers have to deal with these trends and at the same time focus on their core business. And as their core business is enabled by technology, this is a major enabler to achieve their goals.

But as technology is changing at a breakneck speed, companies and departments find it hard to keep up with it. It takes away attention and resources from application development. And this leads to challenges in the way ISVs and development departments have to deal with technology changes and opportunities.

- MARKET TRENDS
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- SOLUTIONS
- CONCLUSION

TECHNOLOGY TRENDS



4 CHALLENGES

Apart from high level trends, the impact of technology for ISVs and developers is profound. Every choice you make, has impact on different aspects in your business. Most important to you is making the right choice for the future and the impact depends on where you are now.



- If you are in **transition from legacy** to cloud-native, you have to come up with a way to service existing customers and at the same time develop in another environment.
- If you work with your **own private cloud** or in a hosted environment, you may be considering moving everything to the public cloud and update your current infrastructure design.
- If your applications are fully cloud-native, you may be looking to reap greater benefit from a **multi-cloud environment**.

Four challenges keep coming up in every scenario:



MIGRATION

To fully benefit from the public cloud and transition to cloud-native development



AUTOMATION

Selecting the right tools and architecture to support policy-based deployment and provisioning



MANAGEMENT

Cloud Management becomes a painful task with multiple tools and public cloud platforms



DIGITAL SECURITY

Multitenant cloud poses a greater security risk, with API's and shared database infrastructure



Making choices, prioritising and keeping focus on core business activities is the only way to move forward. But without making investments in resources and skills, these challenges are hard to tackle by yourself.

CHALLENGES FOR ISVS

CONTINUOUS CO-OPERATION

To support ISVs and developers in their core business, Solvinity has built a platform for ISVs to develop and deploy their applications. With additional services and support, we work in continuous co-operation with our customers so they can focus on application development.



Only Dutch Microsoft Partner
with SOC 2 on Azure



Continuous Co-operation

Migration & Development

- Transition & migration
- CI/CD
- Stretched DevSecOps

Transition & Migration:

From assessment to roadmap and project management, we support your transition and migration. This includes Proof-of-Concept and co-development of custom solutions.

CI/CD:

Minimise errors and maximise output with our CI/CD pipeline. Updates to applications are implemented automatically and after thorough testing. CI/CD presents you with fewer risks, higher quality and lower costs.

Stretched DevSecOps:

Use the transition to cloud-native development to integrate security earlier in the development process. A Solvinity engineer works alongside your developers at your location.

Platform

- Cloud Landingzone
- Multi cloud
- Secure by Design

Cloud Landing zone & Platform:

Public, private, hybrid, multi cloud: whatever your application runs on. Our Landing zone is the basis for running secure, scalable workloads by implementing an initial security baseline.

Our **Secure by Design** principles ensures a robust and reliable platform, both in the private and public cloud. Solvinity has SOC 2 assurances for the Solvinity Cloud and MS Azure - we're the only MSP in the Netherlands to achieve this. It means that your data is protected by strong operational environments with effective controls which can reduce, manage, and mitigate risk. It delivers consistent assurance over the security, availability, integrity, confidentiality and privacy of systems and data.

Operations

- Management & controls
- Automation & self service
- Support & billing

Management & controls:

The right platform for your applications comes with full management & support of all resources, including service management, fit in a reliable governance structure.

Automation & self service:

Automating many manual tasks, reducing operational burdens and maintenance. Solvinity uses Automated Deployment for each customer environment in the Public Cloud. Save time and resources in delivery and management with Automated Cloud Orchestration.

Support & billing:

Apart from support from our skilled engineers, our partnerstatus with suppliers offers you access to premier support. And all the services we provide are collected on one, single invoice.

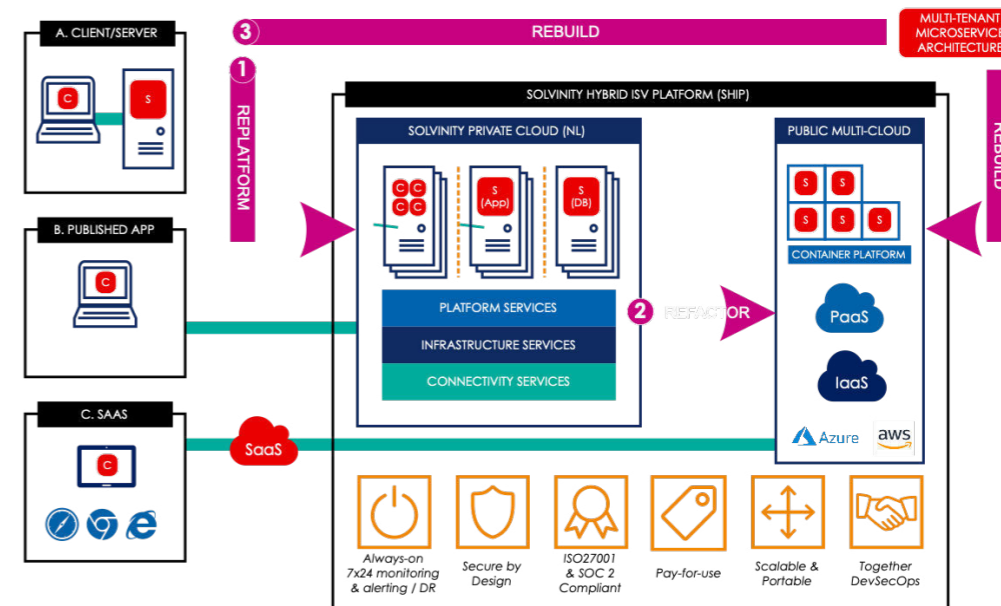
SOLUTIONS

TRAVEL TOGETHER

In the IT-industry we often talk about "the journey to the cloud". But let's be honest. You will probably keep travelling because there is no fixed destination. As technology evolves, your applications will evolve too and what is the right solution for today may not be the right one for tomorrow.



Keeping up with technology and applying it to suit your customers' demands is key to remain competitive. Technologies like payment methods, AI, IoT, data analytics, need a stable and secure infrastructure to land on. At the same time, the infrastructure layer is rapidly evolving with Infrastructure as Code, containers, microservices, automation and multi cloud implementations. To keep up with these developments and implement them correctly, software developers partner with Managed Service providers like Solvinity that have the expertise and experience to support them, especially to provide the security and orchestration in cloud environments.



As with every journey, the path you follow always begins with a starting point. Do you need to rebuild your applications? Or do you want the best IT environment for your cloud native applications? We can help you every step of the way.



MARKET TRENDS



TECHNOLOGY TRENDS



CHALLENGES FOR ISVS



SOLUTIONS



CONCLUSION

CONCLUSION

CUSTOMER EXPERIENCE

Your applications are in capable hands. We speak IT. We know how to create the best possible infrastructure for you on any cloud and keep it safe and sound. As important it is to you to achieve a positive user experience with your application, achieving a positive customer experience with you is important to us.

“ Solvinity is a very flexible partner that is willing to invest time and energy in ambitious projects to bring them to a successful conclusion together. ”

Kobbe van Daatselaar, CTO - Zig Websoftware



By working closely together we get to understand what is important to you and how we can support your goals. You may need to develop a roadmap to migrate to the public cloud. Maybe you want to explore which cloud services are best suited to your needs. Or how to design the right infrastructure. Whatever your goals and ambitions are, we will support you to achieve results.

Results achieved for our customers:

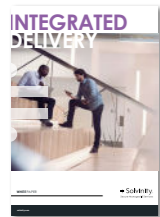
- **50% shorter** realisation phase
- **Proactive** and action-oriented collaboration
- **Time-to-market** and scaling from weeks to minutes
- **Increase in turnover of 25%** due to cost savings, higher efficiency and market expansion
- **Secure & compliant:** privacy-sensitive data is well protected and carefully handled
- **Safe and reliable** service provision
- Close **personal contact** between both teams
- Improved **insight** into mutual planning

“ Solvinity has enabled us to better serve our global customers in providing public cloud solutions that are scalable, secure and managed as part of the SOC2 scope. ”

Christian van Leeuwen, Co-founder and CTO at FRISS

BUT WAIT, THERE'S MORE

We have created white papers, reports and blogs you might find interesting: You can download these from our [website](#). Of course you can also get in touch with us when you want to discuss your goals and requirements, we look forward to meeting you.



Integrated Delivery:

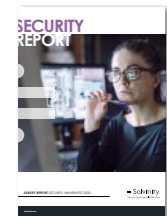
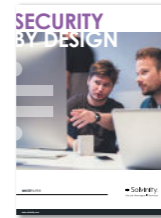
Our software release model Integrated Delivery ensures that the benefits of a DevOps method are not lost.

- Delivering predictable, secure and faster functionalities together
- Fully automated release process with CI/CD
- Optimal collaboration between all stakeholders, including security, business and end users through Stretched DevOps

Security by Design:

Is our starting point to provide a solid basis for a secure digital future. This paper tells you more about our approach.

- Which certifications are needed for a secure basis?
- Discover how we limit risks through hardening
- Gain insight into our blueprint for standardising infrastructures



Security Awareness Report:

Solvinity commissioned PanelWizard to conduct a survey among more than 500 Dutch IT managers at companies with 200 or more employees. The survey shows that organisations often have a rose-tinted view of their own resilience. The report contains the results and solutions to increase digital resilience.

ADDITIONAL BLOGS



Software developer: ready for the multi-cloud?



Why all successful software starts with a solid infrastructure

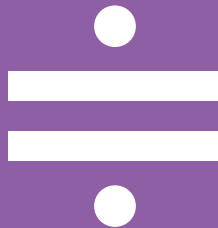


Cloud infrastructure crucial to ISV's



With secure managed IT services Solvinity advises and supports organisations with high security requirements in their digital transformation.

	Managed Cloud Outsourcing	Security & Compliance Lango Workspace	Service Integration Application Services
	Solvinity has distinguished itself in the field of cybersecurity with a special portfolio of security services and solutions and offers, with a majority share in Securify , additional services for pentestig, red teaming and agile security.		
	Certifications according to (inter)national standards such as ISO 27001, ISO 14001, ISO 9001 and PCI DSS. The first Managed Service Provider in the Netherlands with SOC 1 & 2 reports for the management environment of not just the private, but also the Azure cloud.		
	Solvinity provides services to (national)government, municipalities and leading organisations in financial and business services, like the Ministry of Justice and Safety, the Dutch Police, TransLink (OV chipcard), ING and ONVZ.		
	350 staff members	2021: turnover 59 mln	Amsterdam, Assen Amersfoort, Den Bosch



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