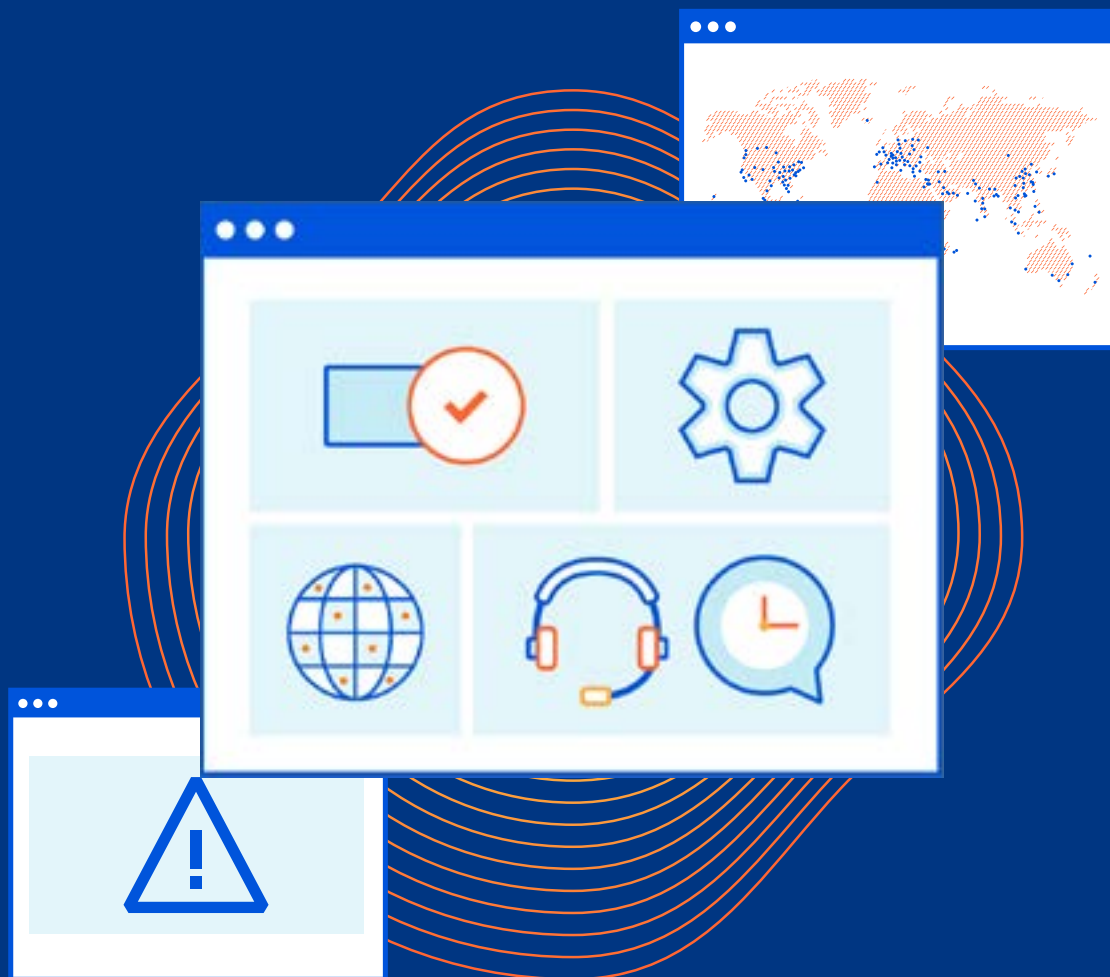# Cloudflare Migration Services

The Mayhem of Migration

Businesses are transforming their workloads, networks, and consolidating their performance and security solutions. Often this drives cost reduction efforts and a movement away from legacy solutions that can present the following challenges:

- Complex & challenging to configure and maintain
- Steep learning curve for new resources
- Outdated configurations & technical debt
- Multiple dashboards and control layers
- Unpredictable pricing and high data costs
- Overreliance on costly Professional Services

As customers look to move away from these legacy solutions, it becomes imperative to have a trusted partner to help assess their current solution and properly translate and migrate those configurations to Cloudflare Solutions that provide:

- Single Pane of Glass Controls and unified API
- Cloudflare Scale across 200+ datacenters globally
- Predictable Pricing

Providing Peace of Mind: Cloudflare Migration Services

Cloudflare Migration Services allows a seamless movement and migration to our award-winning security products with a dedicated team of cybersecurity experts and our network of trained partner engineers. Our migration teams work through a few major phases such as scoping, configuration, deployment, testing and confirmation across each of our products to ensure a successful migration that meets customer needs and timelines.

Cloudflare Migration Services is designed to meet the implementation and scale needs of enterprises of all sizes by leveraging global and regional partners that have completed necessary product and specialized training with Cloudflare. The Partner Network provides scale, cost effectiveness, and additional expertise across legacy solutions to supplement our internal resources.

In addition, for customers seeking ongoing managed support and operations, our Partner Network can provide managed services, support and ongoing monitoring and change management across the Cloudflare solution. This can help maintain the overall health of the network and act as a proactive defense against network disruptions and failures.

Benefits of Cloudflare Migration Services

Trusted Expertise

Cloudflare-trained experts across our Partner Network provide the required expertise for a seamless and straightforward migration.

Rapid Timelines and Delivery

Cloudflare's single dashboard, APIs and Terraform provider support ensure reduced complexity and rapid delivery of configurations.

Consistent Project Management

Cloudflare Services Delivery Managers ensure best practices and effective delivery leveraging our experience across multiple large-scale migrations.

Price Fixed Packages

Cloudflare Migration Services are based on price-fixed packaging which provides easy budgeting and reduces complexity.

Cloudflare Migration Methodology

Scoping	Configuration	Deployment	Staging	Confirmation	Continuous Improvement

The **Cloudflare Migration Methodology** is a proven and time-tested process that ensures an efficient migration while meeting complex customer requirements.

The **scoping phase** lays out the groundwork by establishing the objectives of the project, the scope, the staffing and provides education for the key members of the project team. During this phase, each business unit will help identify critical requirements and prioritize them for a successful implementation. A key output of this phase is a detailed migration plan or statement of work to act on.

In the **configuration phase** settings may be adjusted to meet the requirements laid out. During configuration, Cloudflare and Business Process Owners will collaborate and review together. Configuration may include setting up an endpoint, developing best practices, reviewing process improvements and reducing waste. A key output for this phase is a fully-reviewed configuration and identified roles and permissions.

In the **deployment phase,** DNS records are added to the Cloudflare platform, roles and permissions have been entered. Settings identified in the Configuration phase can now be implemented into Cloudflare. TLS certificates can be issued during this phase and Worker development can be drafted. A key output for this phase is a fully configured Cloudflare organization. Security rules can be implemented at the end of this phase.

In the **staging phase**, DNS records, TLS certificates and applications are staged for testing. Customer business process owners (BPOs) can now begin a full validation and testing of accurate configurations within Cloudflare. Tuning sessions can be done during this phase and verification of Cloudflare Worker scripts can be completed.

In the **confirmation stage,** all tests have been completed, and there is a high confidence that traffic being proxied through Cloudflare will be transited as expected. DNS records can now be updated to proxy traffic.

With Premium Success and SOC-as-a-Service offerings, the **Continuous Improvement** phase provides support for ongoing consultations, monitoring for abnormal behavior, security risk reviews on a per request or incident basis, and support for full training sessions to ensure all stakeholders understand how Cloudflare is operated.

Migration Service Packages

	Small	Medium	Large
Primary Use Case	Paid Proof-Of-Concept Single Product or Business Unit	Large, Regional Migrations	Global, Multi-Product
*Package Pricing (*Subject to Fees & Conditions)	$48,000	$192,000	$400,000
Customer Complexity	N/A	Moderate	Advanced
Project Complexity	Minimal	Advanced	Advanced
Cloudflare Solution	Up to 2 Product Categories	Up to 5 Product Categories	All Product Categories
Delivery Complexity	Minimal (remote only)	Moderate (remote only)	Advanced
Supported Products	DNS, DDoS, CDN, WAF	Bot Management, Load Balancing,Rate Limiting, Magic Transit, Spectrum, Workers, Stream	All - Application, Zero Trust & Network Services

Getting Started: Contact your Cloudflare Account Executive today or email services@cloudflare.com to learn more.