



AMAZON WEB SERVICES

How working with an AWS Partner simplifies adopting the cloud



Four ways an AWS Partner can streamline the cloud migration process

Data on the benefits of adopting Amazon Web Services cloud-based tools makes a clear case. Businesses that migrate to the cloud with AWS realize an average 31% infrastructure cost savings, 62% more efficient IT infrastructure management,¹ and 43% fewer security incidents annually.²

When adopting the cloud, the best decision for businesses of all sizes is to have planning and migration support from an expert cloud partner. AWS Partners provide the same high level of service as working directly with AWS and can help your company maintain its momentum during the process. AWS Partners have multiple certifications, a significant amount of training, and high customer service rankings. AWS Partners also can provide incentives and savings opportunities to offset project costs.

AWS Partners help small and medium-sized businesses adopt the cloud efficiently and affordably by providing.

Time savings

A partner that is skilled and experienced in cloud migration with companies like yours can guide the process to reduce the switchover time and the impact on daily operations.

AWS Partners can save time by:

- **Minimizing downtime:** AWS Partners bring time-saving opportunities to the job with access to the latest innovations and knowledge of important efficiency tactics.
- **Offloading the shift to the cloud:** Every business has finite resources. Deploy yours in the best way by letting your partner take care of keeping your cloud migration on track.

Expert guidance

Just as you are an authority in your business, an experienced AWS Partner has deep expertise in the best approach for companies like yours to adopt the cloud.

An AWS Partner brings expertise to the process by:

- **Understanding compliance:** AWS Partners are up to date on how to meet and help maintain industry, national, and international compliance requirements.
- **Knowing your best approach:** A partner that has worked with companies like yours brings insight into how to design, plan, and adopt cloud-based IT infrastructure.
- **Being qualified:** AWS Partners have numerous certifications and extensive training, so they provide deep expertise on the most current cloud approaches.
- **Helping post-migration:** In addition to helping your business adopt the cloud without disruption, a partner can provide training, answers, and support to improve the experience.

IT support

Company IT teams are often stretched to the limit. Working with a good partner can augment your IT team's expertise with training to build their skills and support to smooth your transition to the cloud.

An AWS Partner provides IT help for your business by:

- **Increasing IT bandwidth:** Your current IT team is probably busy supporting day-to-day company needs. If so, they may simply not have the time to focus on adopting the cloud.
- **Training your team:** Partners can train, support, and guide your IT team to build their skills as part of the migration project.
- **Supplementing outsourcing:** Your business may currently rely on outsourced IT experts who don't have significant cloud migration experience. AWS Partners can work with these resources to support a smooth migration process.

Financial savings

While every company is unique, AWS Partners know how to manage costs and find programs to offset the expense of adopting the cloud for businesses like yours. Since partners are focused day in and day out on this type of project, they are aware of current options and incentives.

An AWS Partner can help reduce the cost of adopting the cloud by:

- **Identifying the right solutions:** An experienced partner knows which cloud products and services meet your needs and how to avoid overspending. With an AWS Partner, you'll invest in what you'll use without spending what you don't need.
- **Finding incentives:** AWS Partners can help you access programs and savings based on your business size or your workload and other factors. They've done this many times before, so AWS Partners know what programs and offsets are available.

There are different types of expert AWS Partners, such as system integrators, strategic consultancies, agencies, managed service providers, and value-added resellers, but they all have a common trait. **They are carefully vetted by AWS based on several competencies, including:**

- Skills or concentrations in a specific industry, such as healthcare or financial services.
- Use case knowledge, such as data and analytics, mobile, or storage.
- Expertise in specific applications, such as Oracle, Microsoft, or SAP.
- Up-to-date certifications and training in their areas of specialty.
- Positive feedback from previous customers.



Working with an AWS Partner can speed and simplify the process of adopting the cloud without necessarily adding extra costs. Partners provide the same high level of service as working directly with AWS and can help your company maintain its momentum during the migration. The AWS account team can help pair your company with the best partner for your needs. Businesses that want to take a more self-service approach can find information via the AWS Partner Finder.

Ready to get started?

Find the best partner for your migration

1. IDC, "Fostering Business and Organizational Transformation to Generate Business Value with AWS," pages.awscloud.com/rs/112-TZM-766/images/AWS-BV-IDC-2018.pdf
2. Nucleus Research, "Understanding the Value of Migrating from On-Premises to AWS for Application Security and Performance," <https://pages.awscloud.com/rs/112-TZM-766/images/the-value-of-improved-availability-security-and-performance.pdf>