Cloud Economics Accelerator by Contino

Developing a Business Case for AWS Adoption

CONTINO   aws✓ competency

Contino is an AWS Premier Consulting Partner and an AWS Financial Services Competency Partner

Business Challenge

Financial Services and Insurance organizations are increasingly looking to utilize the cloud, but need to make a reliable business case to do so. Desired benefits such as time-to-market and agility must be balanced with cost efficiency and quality.

Complex considerations abound: the costs associated with ensuring security and compliance of the new platform, integration with existing systems, and the initial migration (including app remediation). These costs must all be balanced against the higher revenues driven by increased time-to-market and business responsiveness in the years that follow. Additionally, Financial Services and Insurance enterprises saddled with legacy systems must manage the costs associated with winding down on-premises environments and spinning up new cloud infrastructure.

Offering Overview

To assist with this challenge, Contino provides a proven approach to assess the total cost of ownership (TCO) and return on investment (ROI) for the move to the cloud. This includes considering factors such as application portfolio, suitability for the cloud, migration complexity, and cloud costs. Client-specific considerations are balanced against Financial Services and Insurance industry trends and competitive pressures. The end result is a comprehensive business case for AWS adoption.

Strategy & Execution

- **Application & Infrastructure Portfolio:** We begin by collecting hard metrics, including server counts, groupings, and system utilization, and use them to determine the cost benefits our customers can expect through migration.

- **Application Migration Strategy:** We grade the cloud readiness of your application portfolio into AWS Cloud Adoption Framework aligned "6R" levels of readiness.

- **Opportunities for Improvement:** We provide a set of prioritized recommendations of where to spend finite resources first with a cost/benefit business case.

Sample Deliverables & Outcomes

- **Current State Analysis & Review:** Information gathering and analysis, including the following factors: operational costs, assets with remaining value, depreciation and licensing, application migration readiness, and understanding of the client's existing DevOps capabilities.

- **Future State Analysis:** Determination of the client's future business needs and corresponding IT environment, including recommendations of tooling and landing zone.

- **Business Case Development:** A multi-year adoption strategy based on specific business outcomes and expected ROI.

- **Business Technology Stakeholder Alignment:** Playbacks of findings and TCO sums to key stakeholders.

Partner Consulting Offerings

Partner consulting offerings are consulting engagements that will accelerate your adoption of AWS. These offerings will help you achieve your business goals by leveraging AWS services and expertise from members of the AWS Partner Network, including those who have attained Competency designations in Financial Services.

Benefits

By gaining clarity around the total cost of the software delivery lifecycle, there are significant benefits for your organization.

Application readiness assessment
A view of the application readiness for the shift to the cloud, including a "6R" assessment

Business case
Clear articulation of the TCO / ROI for the move to the cloud

Roadmap and progress guide
Metrics to support and measure the cloud transformation journey

People and process view
Identifying key organizational markers required to support cloud adoption

Private Reference

Customer problem: Global asset management company suffering from 'paralysis by analysis' when determining the best time to begin AWS adoption.
How did we solve it? Detailed analysis of the current state of the IT estate coupled with a cloud investment roadmap tied to key business drivers.
Value to customer: Our client was able to form an internal consensus on AWS adoption based on the business case provided by Contino. Additionally, our client based their adoption plan on the cost-value assessment and roadmap we provided.

About Contino

Contino works with highly regulated enterprises at all stages of the cloud adoption journey to modernize the application delivery model through DevOps principles. We focus on building expertise and helping our clients to in-source strategic technology capability so they get to market fast and build their own innovation engine. We help our clients securely and rapidly build applications on AWS using tools such as continuous delivery, cloud computing, microservice architecture, and containerization.

Getting Started

Contact AWS and Contino