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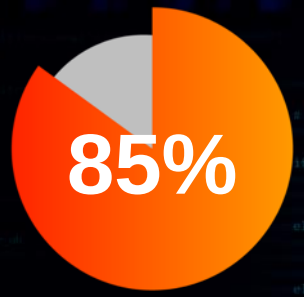
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Top four mistakes to avoid for ERP cloud migrations

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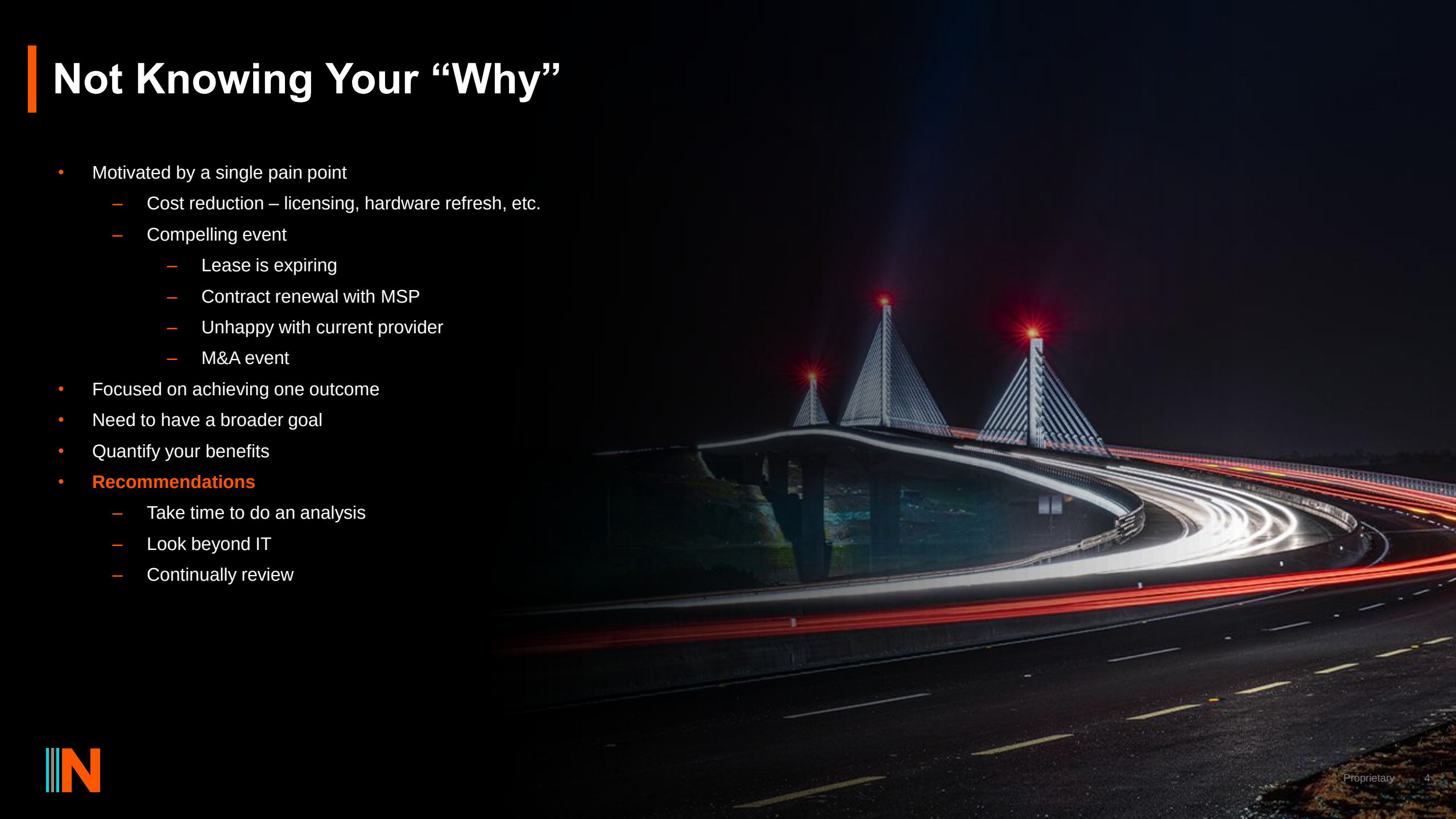


of organizations will be **cloud-first by 2025**

> There is no business strategy without a cloud strategy.
>
> – Gartner

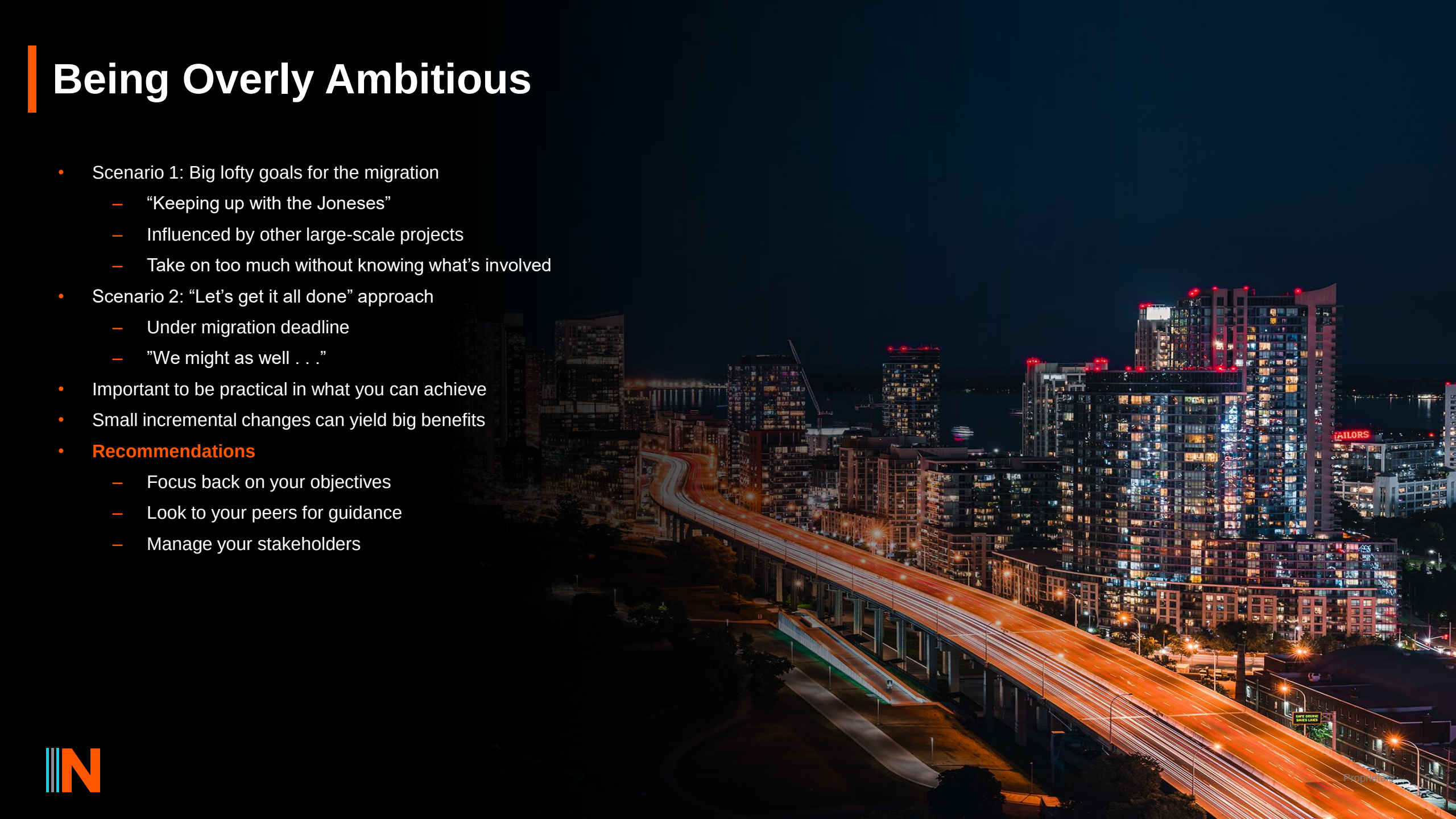
Not Knowing Your “Why”

- Motivated by a single pain point
  - Cost reduction – licensing, hardware refresh, etc.
  - Compelling event
    - Lease is expiring
    - Contract renewal with MSP
    - Unhappy with current provider
    - M&A event
- Focused on achieving one outcome
- Need to have a broader goal
- Quantify your benefits
- **Recommendations**
  - Take time to do an analysis
  - Look beyond IT
  - Continually review



Being Overly Ambitious

- Scenario 1: Big lofty goals for the migration
  - “Keeping up with the Joneses”
  - Influenced by other large-scale projects
  - Take on too much without knowing what’s involved
- Scenario 2: “Let’s get it all done” approach
  - Under migration deadline
  - ”We might as well . . .”
- Important to be practical in what you can achieve
- Small incremental changes can yield big benefits
- **Recommendations**
  - Focus back on your objectives
  - Look to your peers for guidance
  - Manage your stakeholders



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Waiting Too Long to Assess Workforce Requirements

- Assume you can leverage same skill set
- Haven’t made the business case
  - Project already mid-flight
  - Causes delays
  - Increases your costs
  - Jeopardizes cutover and operations post go-live
  - Can impact broader adoption
- First step: asses your current state
- What are your options? (MSP, in-house, upskilling)
- **Recommendations:**
  - Establish training goals
  - Set realistic expectations
  - Work with AWS or partner to determine training paths



Not Establishing Your Cloud Operating Model

- Too focused on the migration deadline and “getting there”
- Haven’t properly assessed your needs from the start
  - Tools needed
  - Skill sets needed
  - Haven’t established TCO or other key metrics (monthly costs, etc.)
  - Operating procedures
- **Recommendations**
  - Establish a cloud center of excellence
  - Needs to incorporate cloud enablement
  - Leverage AWS programs to support cloud readiness
  - FinOps and cloud management expertise





Q & A

Thank you!

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