



AWS  
re:Invent

**ENT208-R**

# Build a cloud action plan with AWS Cloud Adoption Framework

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# Introduction

Raise your hand if you have ever been part of an IT project  
that stalled, stopped, or was canceled

(Keep your hand up)

Put your hand down if that stall, stop, or cancellation was  
due to the technology

Note the number of people who kept their hand raised

What if there were a way to identify and address the issues that cause cloud projects to stall, stop, or cancel, at the very beginning of the project?

That's the premise of the  
AWS Cloud Adoption Framework!



Using the framework, we take you through a set of activities that help you create an action plan. The plan is tailored to your organization and to your stakeholders' questions and concerns.

Today we will do an abbreviated version of that one-day workshop. At the end of the session, you will have the start of an action plan tailored to your organization and your stakeholders.

Over the next 2+ hours, we will work together on the following:

1. Identify & classify challenges

2. Determine actions

3. Begin your cloud journey

# Let's get started!

# Activity 1 – Surface challenges



- On your own
- Identify **questions/concerns/blockers** around cloud adoption
- 1 concern per sticky, please
- Try for 6+ stickies – the record is 21!

Security concerns



Procurement



How can we meet PCI-DSS compliance in the cloud?









What do we do with our existing licenses?



Keep your stickies for now. We will use them in a moment.

# The AWS Cloud Adoption Framework

# AWS CAF perspectives

 BUSINESS	 PLATFORM
 PEOPLE	 SECURITY
 GOVERNANCE	 OPERATIONS

## CAF (Cloud Adoption Framework)

Learn more about the CAF online:

[https://d0.awsstatic.com/whitepapers/aws\\_cloud\\_adoption\\_framework.pdf](https://d0.awsstatic.com/whitepapers/aws_cloud_adoption_framework.pdf)

### The AWS Cloud Adoption Framework (CAF) helps organizations:

- Understand how cloud adoption transforms the way they work
- Leverage experience of 1000's of cloud adoption journeys
- Customize a collaborative, executable action plan

### CAF starts with:

- Identifying critical stakeholders
- Grouping related stakeholders into six perspectives

### Perspectives allow us to:

- Identify gaps and barriers to cloud adoption by stakeholders
- Recognize cross-organizational dependencies



# The AWS CAF model

Capability

**What** a stakeholder executes to support the organization's business strategy






Things you know

Things you do

The **knowledge** used to execute the capability

The **processes** used to execute the capability







# The business perspective

 BUSINESS	
IT Finance	
IT Strategy	
Benefits Realization	
Business Risk Management	

Focused on:

- Alignment between business and IT needs
- Tracing IT investments to business results

# The people perspective

 PEOPLE	
Resource Management	
Incentive Management	
Career Management	
Training Management	
Organizational Change Management	

Focused on:

- Cloud-based competencies
- Communications
- Organizational readiness








# The governance perspective

 <b>GOVERNANCE</b>	
Portfolio Management	
Program and Project Management	
Business Performance Measurement	
License Management	

Focused on:

- Ensuring business governance and compliance
- Managing and measuring cloud investments
- Evaluating business outcomes







# The platform perspective

 PLATFORM	
Compute Provisioning	
Network Provisioning	
Storage Provisioning	
Database Provisioning	
Systems and Solution Architecture	
Application Development	

Focused on:

- Provisioning applications and infrastructure in the cloud
- Optimizing services and solutions in the cloud

# The security perspective

 SECURITY	
Identity and Access Management	
Detective Control	
Infrastructure Security	
Data Protection	
Incident Response	

Focused on:

- Managing access and authorization
- Aligning cloud security controls with current security requirements
- Compliance

# The operations perspective

 OPERATIONS	
Service Monitoring	
Application Performance Monitoring	
Resource Inventory Management	
Release Management / Change Management	
Reporting and Analytics	
Business Continuity / Disaster Recovery	
IT Service Catalog	

Focused on:

- System health and reliability
- Resiliency
- Best practices

# Activity 2 – Assign by perspective



- Sort your sticky notes by perspective
- Add any additional **questions/concerns/blockers** you've thought of after hearing about the AWS CAF
- As you finish, take the time to read the stickies others added



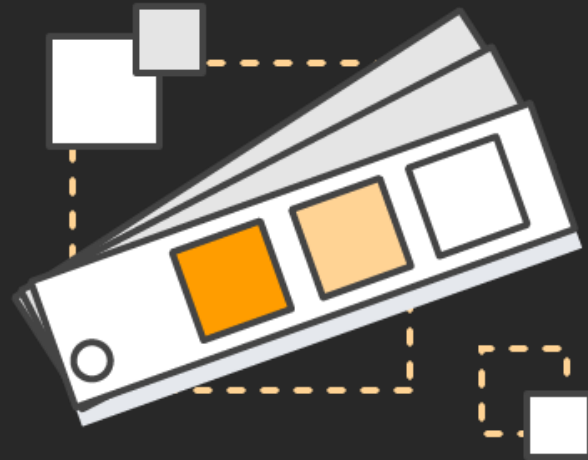
# Recap



## What did we learn?

- There are a lot of concerns!
- Cloud adoption impacts more than the IT department
- Most concerns fall into one of six perspectives
- We know a lot about what needs to be done

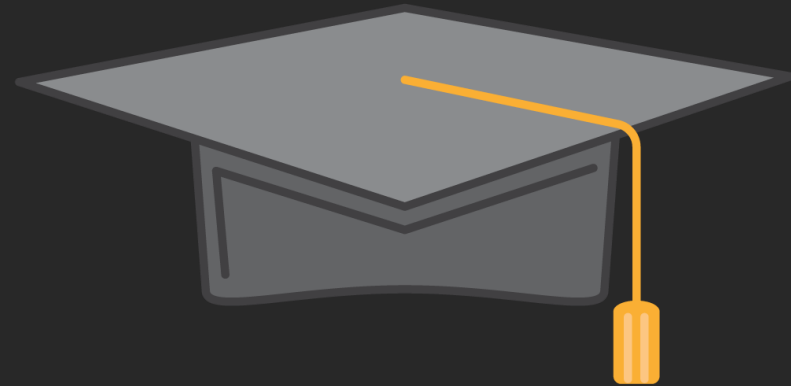
# Activity 3 – Identify themes



## **Break into groups (one for each sheet)**

- Ensure you understand the concerns, or ask for help
- Combine stickies that identify the same concern
- Note the “themes” of each cluster
- Last chance! Add any missing concerns or themes
- Walk around the room and read the themes

# Recap



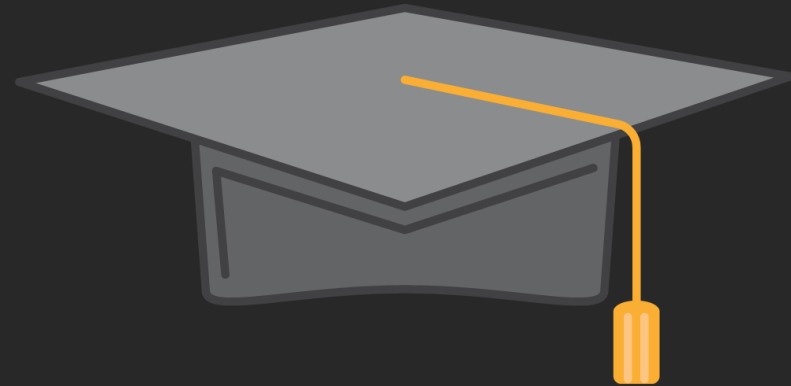
## What did we learn?

- There are definite patterns of concerns
- When we narrow the field, it doesn't look so intimidating
- Many different stakeholders share the same concerns

# Activity 4 – Classify challenges

- For each theme, think about:
  - Stickies that identify gaps in knowledge
  - Stickies that identify gaps in processes
- Annotate “knowledge” clusters with an “K”
- Annotate “process” clusters with a “P”
- Annotate “knowledge/process” clusters with both “K” and “P”
- Once you’ve completed the clusters, annotate specific stickies within that cluster that represent gaps not clearly addressed at the cluster level
- If a concern is duplicated on multiple perspectives, consolidate the stickies to one perspective and note the other perspectives on the bottom of the duplicate sticky

# Recap



## What did we learn?

A lot of the **questions/concerns/blockers** stem from people not having the knowledge they need, or from people not understanding how to change what they do today

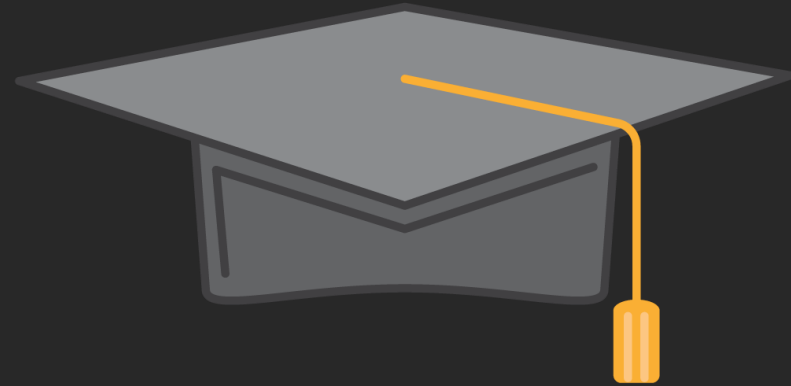
We also learned some concerns involve multiple stakeholders and need to be addressed with all stakeholders

# Activity 5 – Create actions



- Working in teams, assign an “action” to each concern
- All actions should begin with a verb!
- Knowledge actions typically use “learn,” “investigate,” and “train”
- Process actions typically use “create a ...”; “update a ...”; “develop a ...”; and “re-evaluate a ...”
- These are just suggestions—use your own verbs as well!

# Recap



## What did we learn?

Collectively, we are clear on the actions we can take to help eliminate questions/concerns/blockers

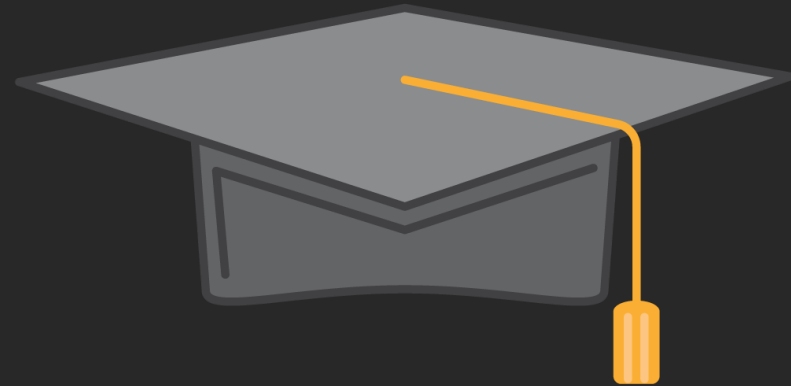
**Change management** is going to be a key focus as we move forward

# Activity 6 – Determine your starting point

- You all have a copy of the AWS CAF action plan whitepaper. In the back of the whitepaper is a copy of the action plan grid.
- Circle the room, visit each perspective, and add the actions you want to tackle in the next 2-4 weeks to your action plan. Under each action, note the key stakeholder who can “sign off” on the action to indicate that it is complete.
- Use the AWS CAF Resource Center on the internet, your AWS account team, APN Partners, and your own internal resource to complete the actions.



# Recap



## What did we learn?

There are things we can start to work on immediately to help ensure our cloud adoption journey is successful. We also have a better understanding of our critical stakeholders and when multiple stakeholders should be involved.

# AWS Training and Certification for the enterprise

Resources to help your organization build cloud skills and achieve business objectives



Cost savings  
(TCO)



Staff  
productivity

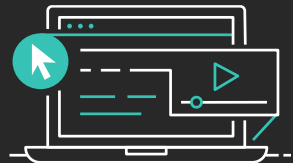


Operational  
resilience

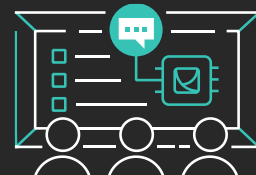


Business  
agility

Comprehensive skill development plan for broad cloud fluency



Digital training



Classroom training



AWS Certification



Enterprise resources

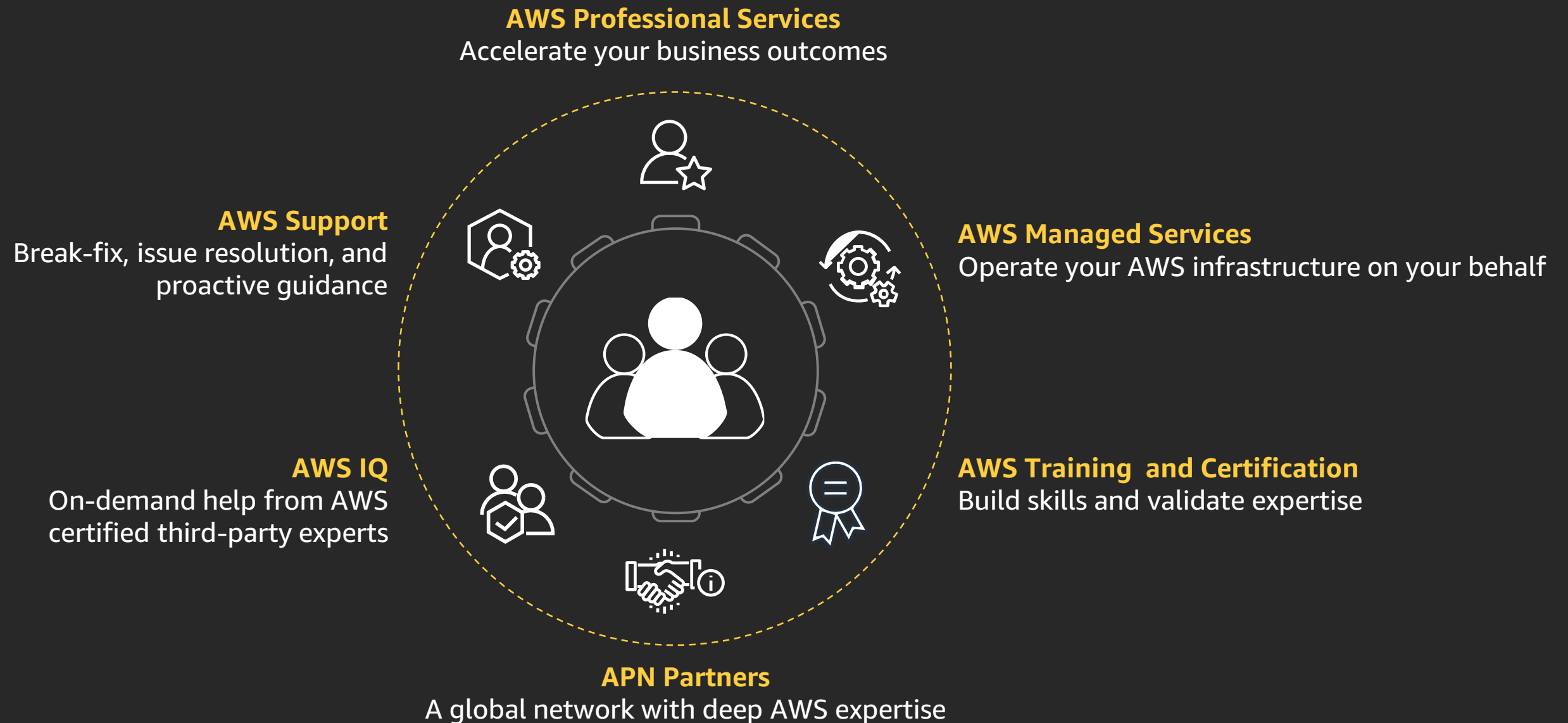


Talent pipeline

Visit [aws.amazon.com/training/enterprise](https://aws.amazon.com/training/enterprise)

# AWS customer enablement

## Migrate and build faster in the cloud



# Thank you!

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