
AWS
re:Invent

CMP208

AWS Outposts: Cloud where you want it

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General Manager, AWS Outposts

AWS

AWS re:Invent

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Agenda

- AWS Outposts overview
- What’s new since re:Invent 2019
- AWS where customers need it
- Customer momentum
- Partners
- Conclusion



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AWS Outposts

A truly consistent hybrid experience



AWS re:Invent

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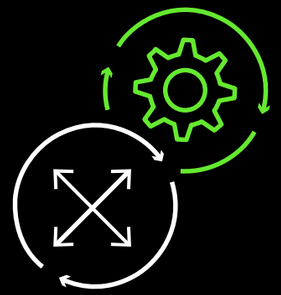
AWS Outposts

ADDRESSING CUSTOMER CHALLENGES



Simplifying IT

with fully managed infrastructure, growing IT efficiency, and responsiveness to business needs



Amplifying developer productivity

with same popular AWS API, console, tools, and broad system of partner solutions



Enabling IT and developers

to accelerate pace of business innovation



Delivering cloud infrastructure and services

where needed to meet data residency and regulatory requirements, and bridging the edge to the cloud

Customers want the same experience

ACROSS ON PREMISES, THE EDGE, AND THE CLOUD



Same reliable, secure, and high performance infrastructure

Same operational consistency

Same services and APIs

Same tools for automation, deployments, and security controls

Same pace of innovation as in the cloud

What's new since re:Invent 2019?

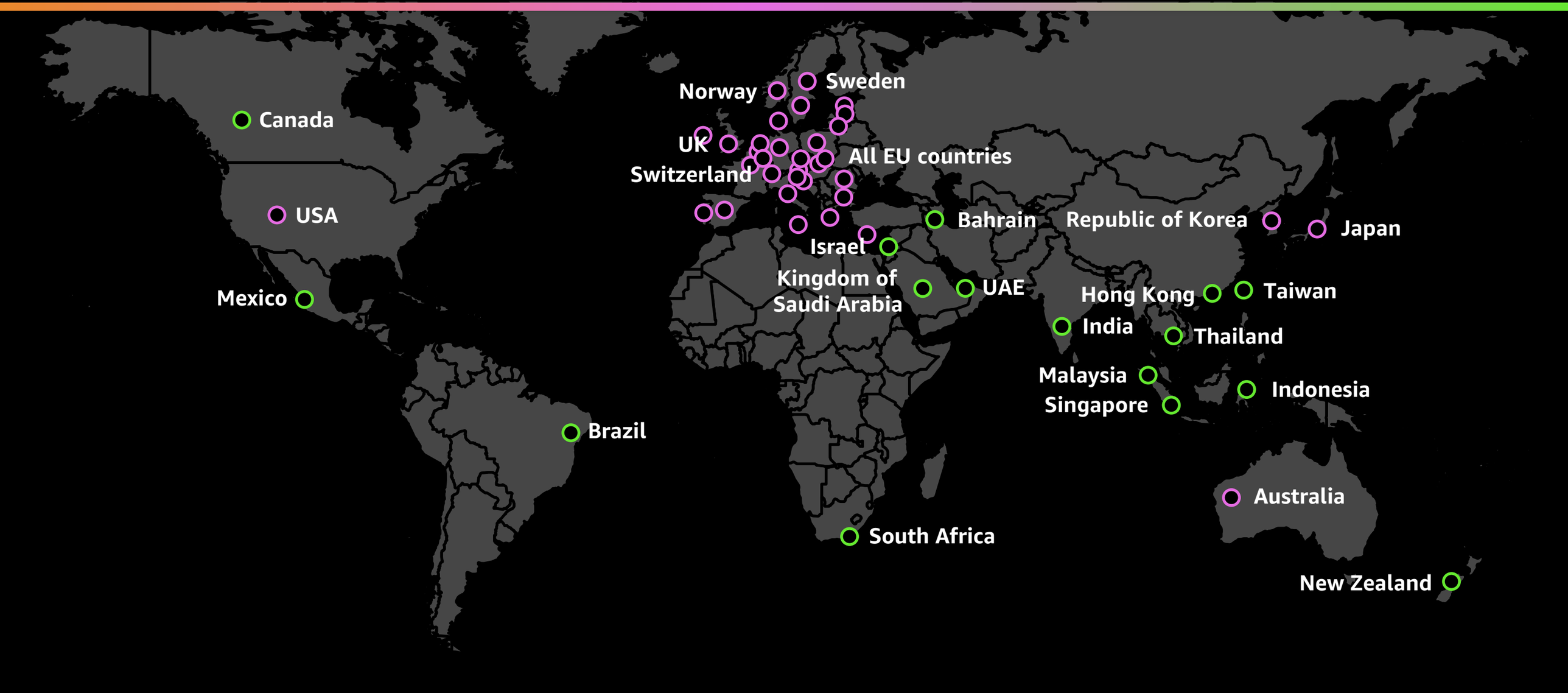


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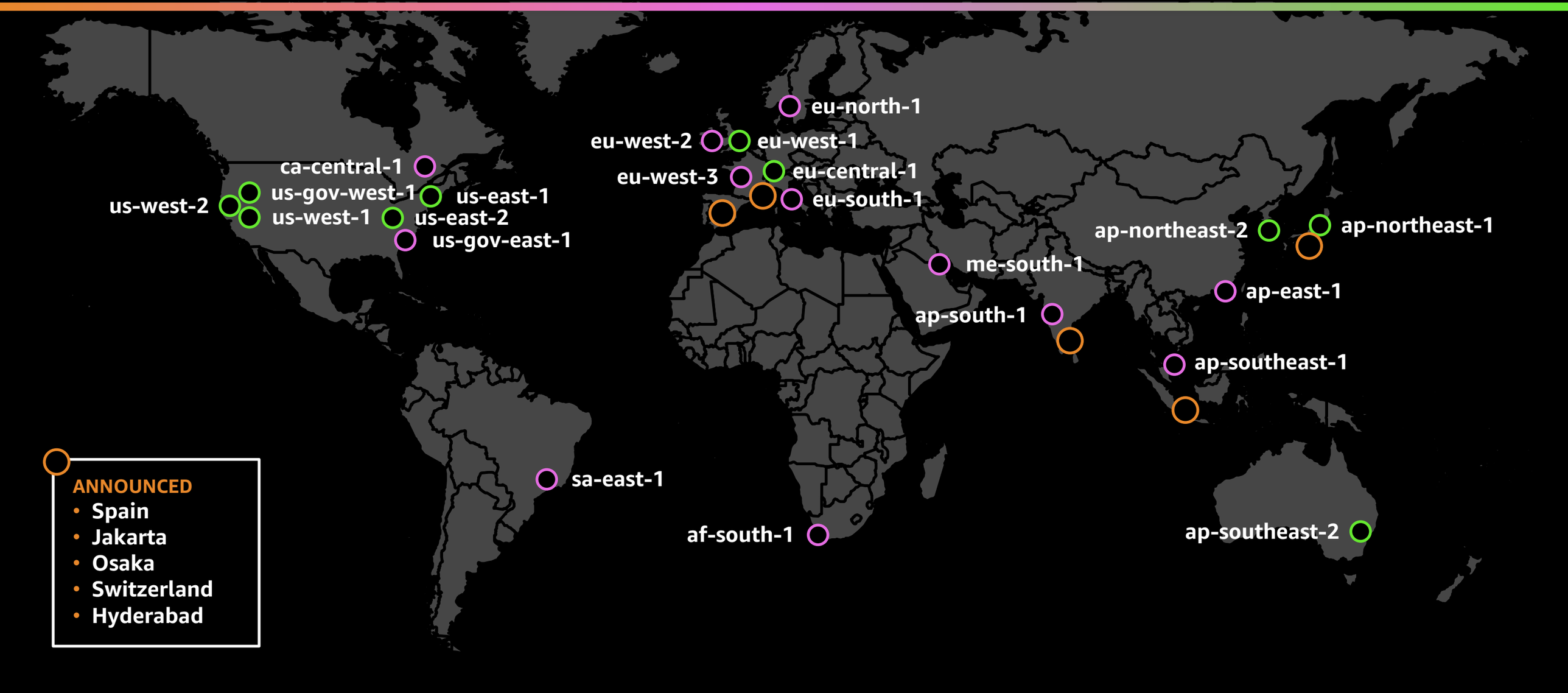
51 supported countries

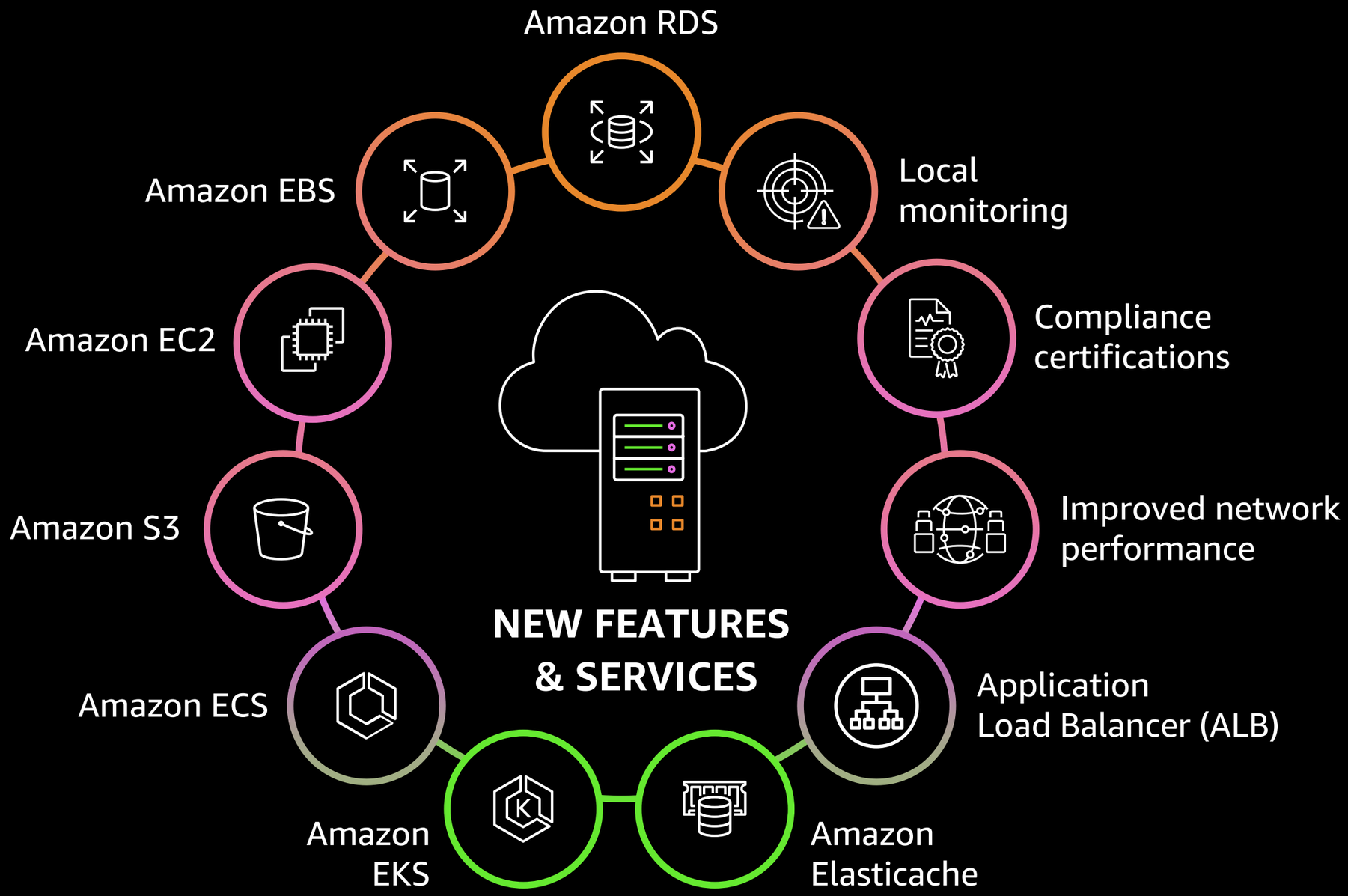
17 added in 2020



Supported in 22 Regions

12 added in 2020

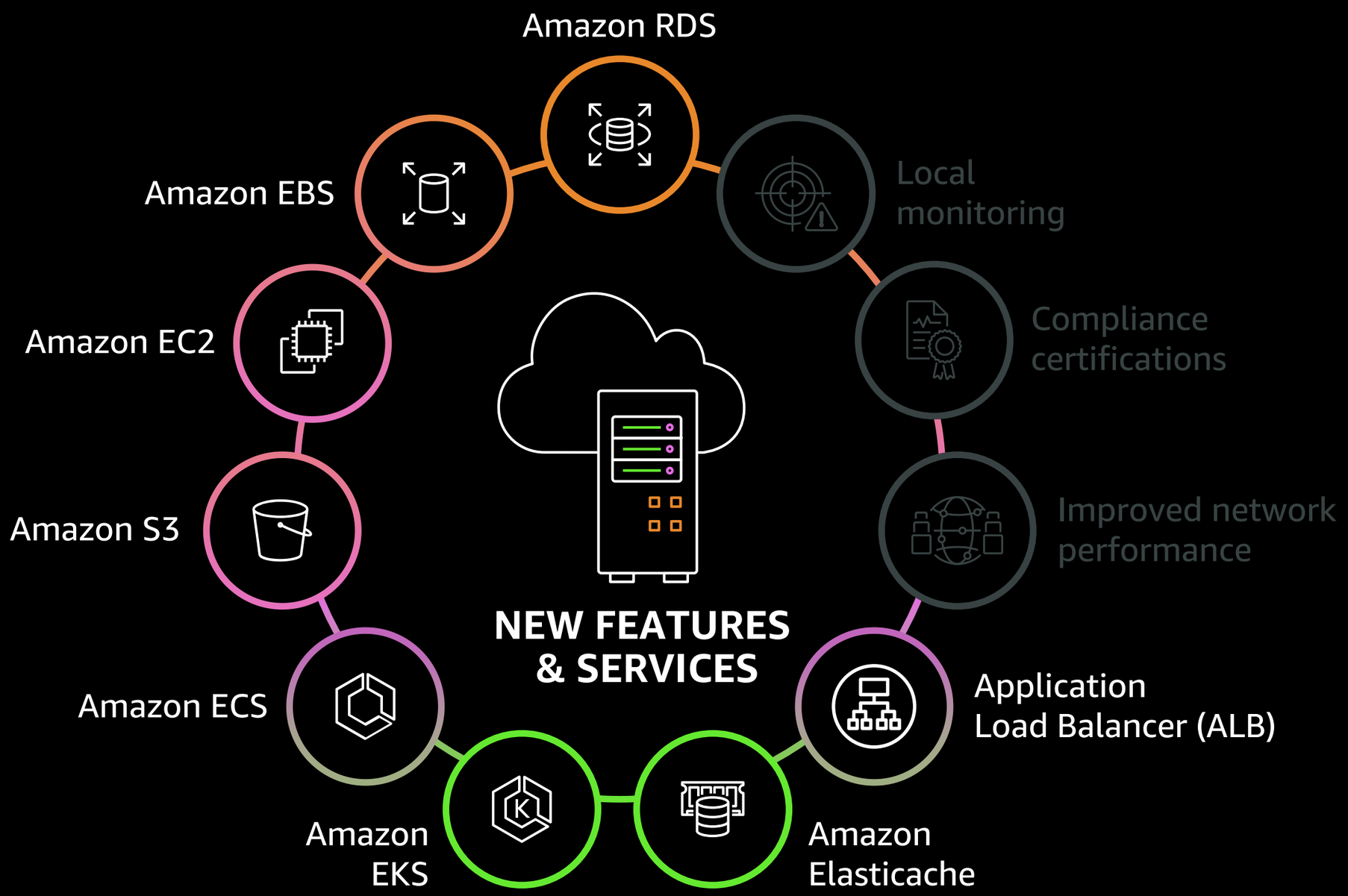



Amazon RDS
Amazon EBS
Local monitoring
Amazon EC2
Compliance certifications
Amazon S3
Improved network performance
NEW FEATURES & SERVICES
Amazon ECS
Application Load Balancer (ALB)
Amazon EKS
Amazon Elasticache


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Amazon EC2
Amazon EBS
NEW FEATURES & SERVICES

AWS where customers need it



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Application continuum

EASE OF MIGRATION TO CLOUD

AWS Regions

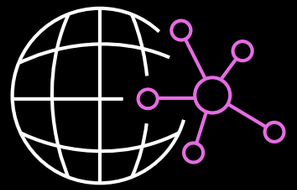
Web and enterprise



Most web and enterprise applications, such as email, collaboration, and intranet applications, are easily migrated to AWS Regions

AWS Regions or On Premises

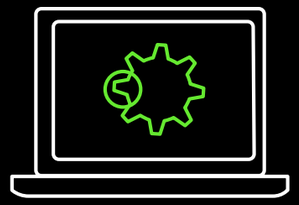
Residency



Regulations or contractual obligations dictate that data and infrastructure reside in specific countries, states, or provinces

On Premises

Local data processing



Transcoding, filtering, caching, and alerting applied at the edge; large datasets that can't be easily moved

Low latency

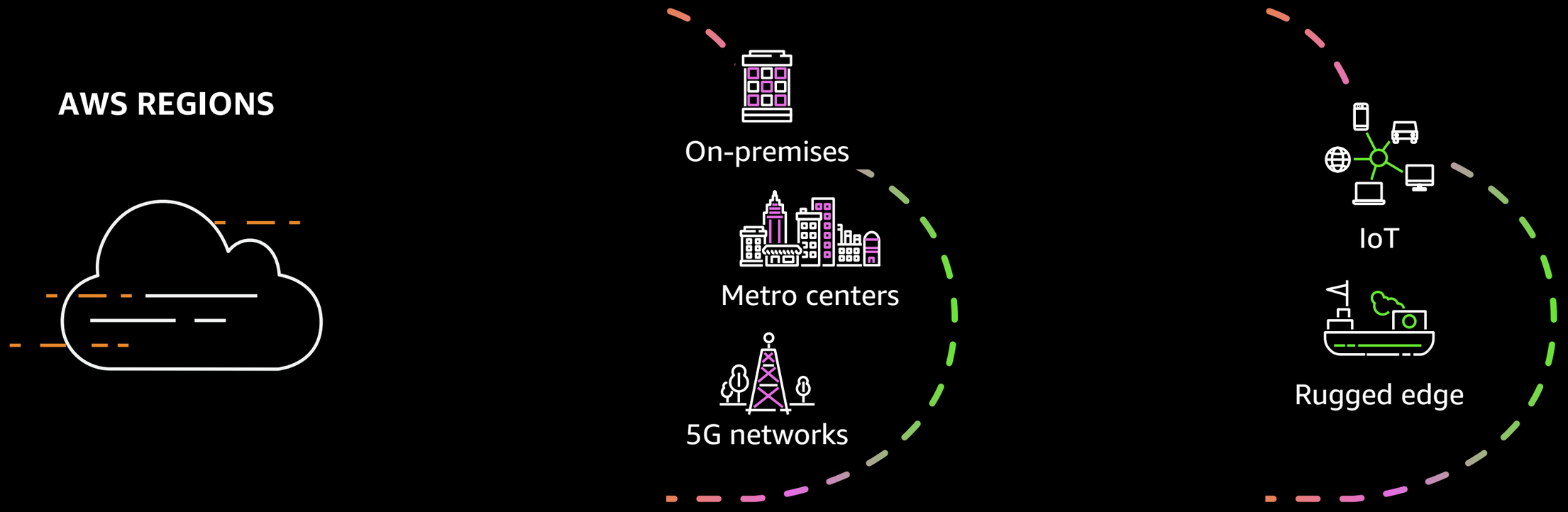


Equipment and processes sensitive to compute latency; interactive workloads such as AR / VR, design, and visualization; complex workloads that span a variety of local host or storage systems

Easier — Move to Cloud — Harder

Cloud continuum

DELIVER CLOUD WHERE CUSTOMERS NEED IT



AWS—Bringing the cloud closer to you...

AWS REGIONS



AWS Outposts

AWS Local Zones

AWS Wavelength

AWS IoT Greengrass and FreeRTOS

AWS Snow Family

For most use cases

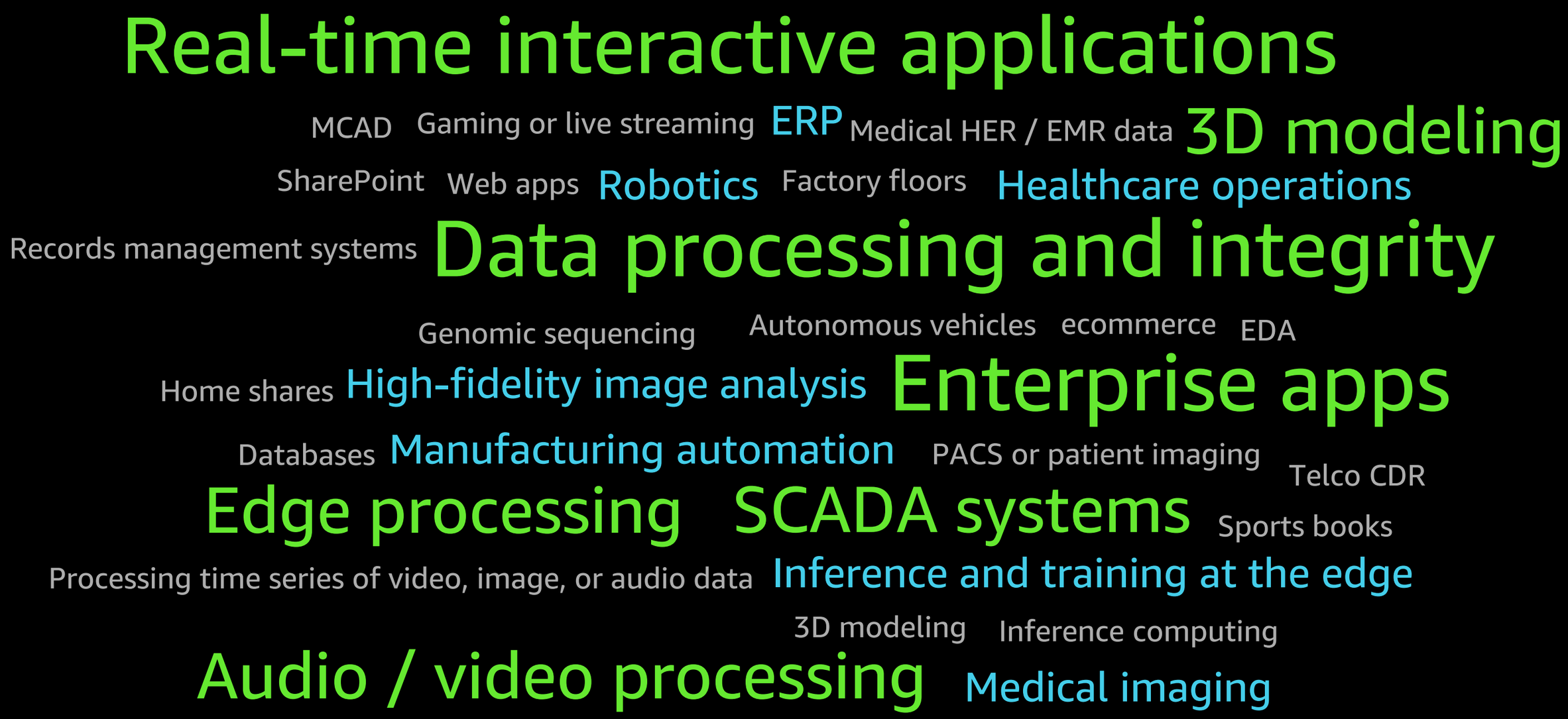
For low-latency, local data processing, data residency

CLOUD CONTINUUM

Customer momentum



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Real-time interactive applications
MCAD
Gaming or live streaming
ERP
Medical HER / EMR data
3D modeling
SharePoint
Web apps
Robotics
Factory floors
Healthcare operations
Records management systems
Data processing and integrity
Genomic sequencing
Autonomous vehicles
ecommerce
EDA
Home shares
High-fidelity image analysis
Enterprise apps
Databases
Manufacturing automation
PACS or patient imaging
Telco CDR
Edge processing
SCADA systems
Sports books
Processing time series of video, image, or audio data
Inference and training at the edge
3D modeling
Inference computing
Audio / video processing
Medical imaging

Accelerated delivery of healthcare services

CHALLENGE

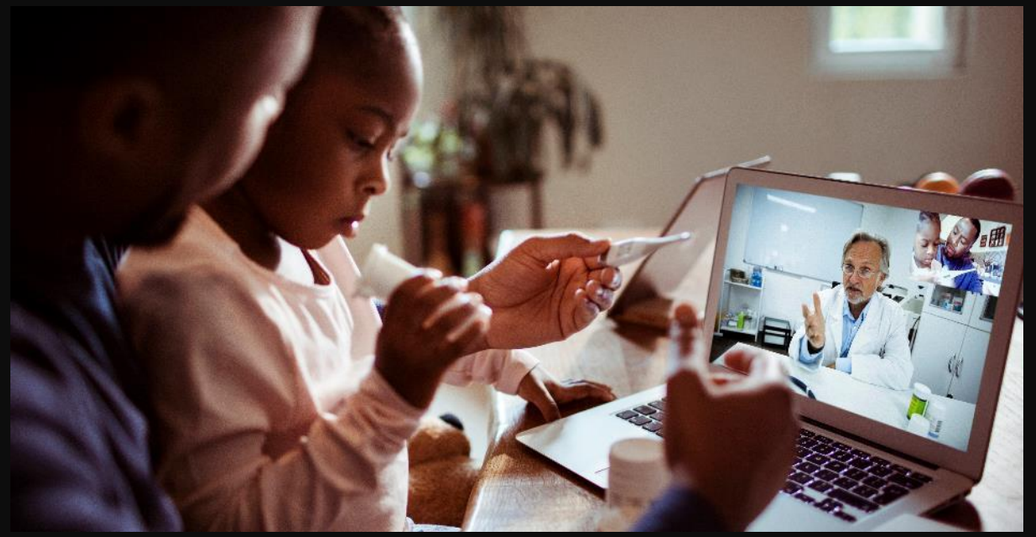
Critical care lacks predictive analytics for preventative treatment

SOLUTION

AWS Outposts is a fully managed service that provides a consistent experience across on-premises and cloud environments

BUSINESS OUTCOME

Proactive healthcare service delivery leveraging AI/ML



"With Outposts, I can develop applications, deploy them on the same infrastructure on-premises, and managed with the same tools, providing the same view end-to-end to both our care providers and IT administrators, with over 70,000 servers and distributed across 1,200 locations."

Rich Ridolfo
Sr. Director, Operations

WWT extends AWS experience on-premises

World Wide Technology

CHALLENGE

Public Sector: data sharing, processing, and residency regulations

SOLUTION

AWS Outposts brings cloud infrastructure and services on-premises, combined with WWT's cloud practice

BUSINESS OUTCOME

Accelerates digital transformation in the cloud and on-premises



"We are excited to bring a consistent cloud experience on-premises with AWS Outposts to address the application and infrastructure needs of our customers in the Public Sector, Manufacturing, Financial Services, Healthcare, and more."

Dave Sellers
GM MultiCloud, WWT

Low-latency gaming anywhere

CHALLENGE

A global launch for Riot's new Valorant game, under tight deployment timelines

SOLUTION

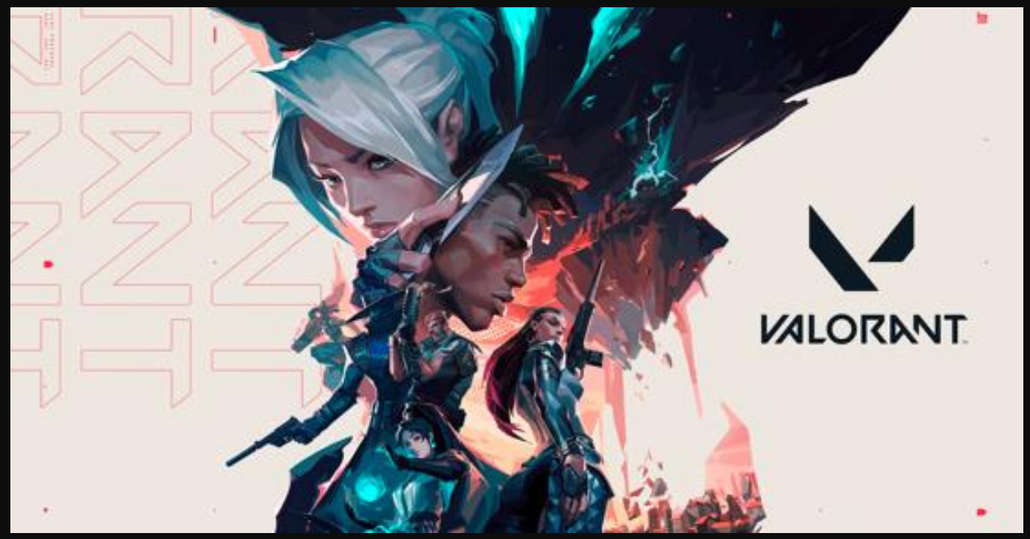
Outposts provides low-latency compute and storage services in a location the customer chooses

BUSINESS OUTCOME

The customer is seeing dramatic latency improvements in locations where games are running on AWS Outposts—this provides a meaningfully more responsive experience for gamers while enabling the company's developers to build and deploy games using familiar AWS APIs and tools

GAMING

Publisher of competitive mobile and PC online games, with global data center operations and games engaging 100 million+ monthly players



"Using AWS Outposts, we were able to reduce Valorant latency by 5–10 ms for players in strategic regions without taxing our supply chain during the COVID-19 epidemic. Rapidly lowering latency for hard to reach areas while utilizing AWS' supply chain was a huge win."

Zach Blitz
Head of Infrastructure, Riot Games

Hybrid cloud as bridge to all-in on AWS

CHALLENGE

Multi-year cloud migration journey with goal of being all-in on AWS

SOLUTION

AWS Outposts on-premises running VMs and containerized workloads

BUSINESS OUTCOME

“Lift and shift”: Build once, run on-premises, and seamlessly migrate to AWS Region when ready

MORNINGSTAR®

FINANCIAL SERVICE

Provider of premium independent data, research, and services to individual investors



“As we continue to modernize our data collection and software, we want to create a containerized hybrid infrastructure and easily deploy using AWS services. With AWS Outposts, we can build once and run applications on-premises and easily migrate our applications to an AWS Region where possible. Ultimately, this allows us to accelerate the adoption of cloud technologies within our development teams, keep up with accelerating business and customer needs, and support our long-term journey to the cloud.”

James Rhodes
Chief Technology Officer, Morningstar

Outposts partner solutions



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aws partner network | service ready
aws outposts

NEW!

AWS Outposts Ready Program

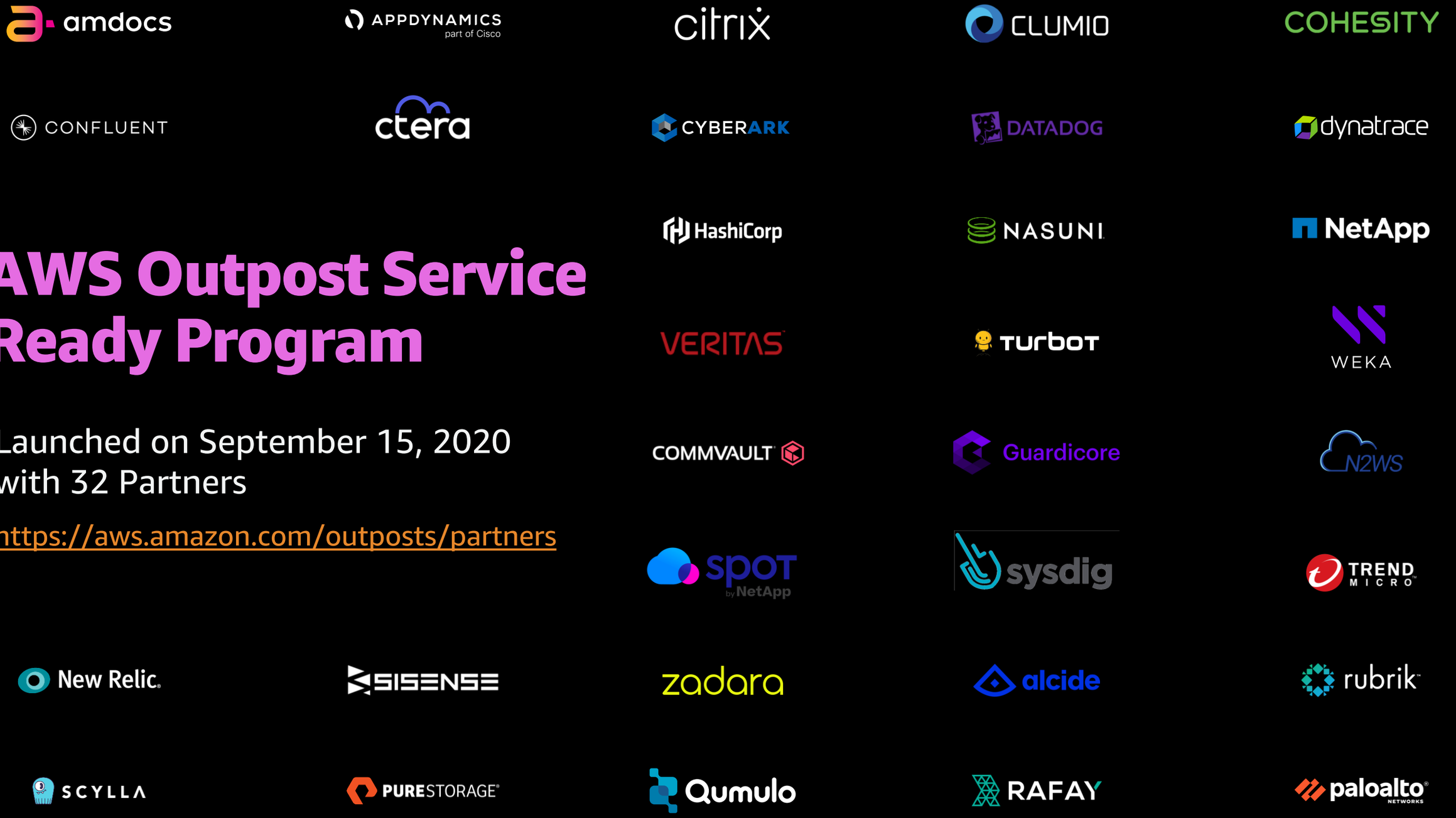
AWS PARTNERS PROVIDE SOLUTIONS SUPPORTING AWS CUSTOMERS

Simplify and protect your AWS Outposts deployment and accelerate access to insights

AWS Outpost Service Ready Program

Launched on September 15, 2020
with 32 Partners

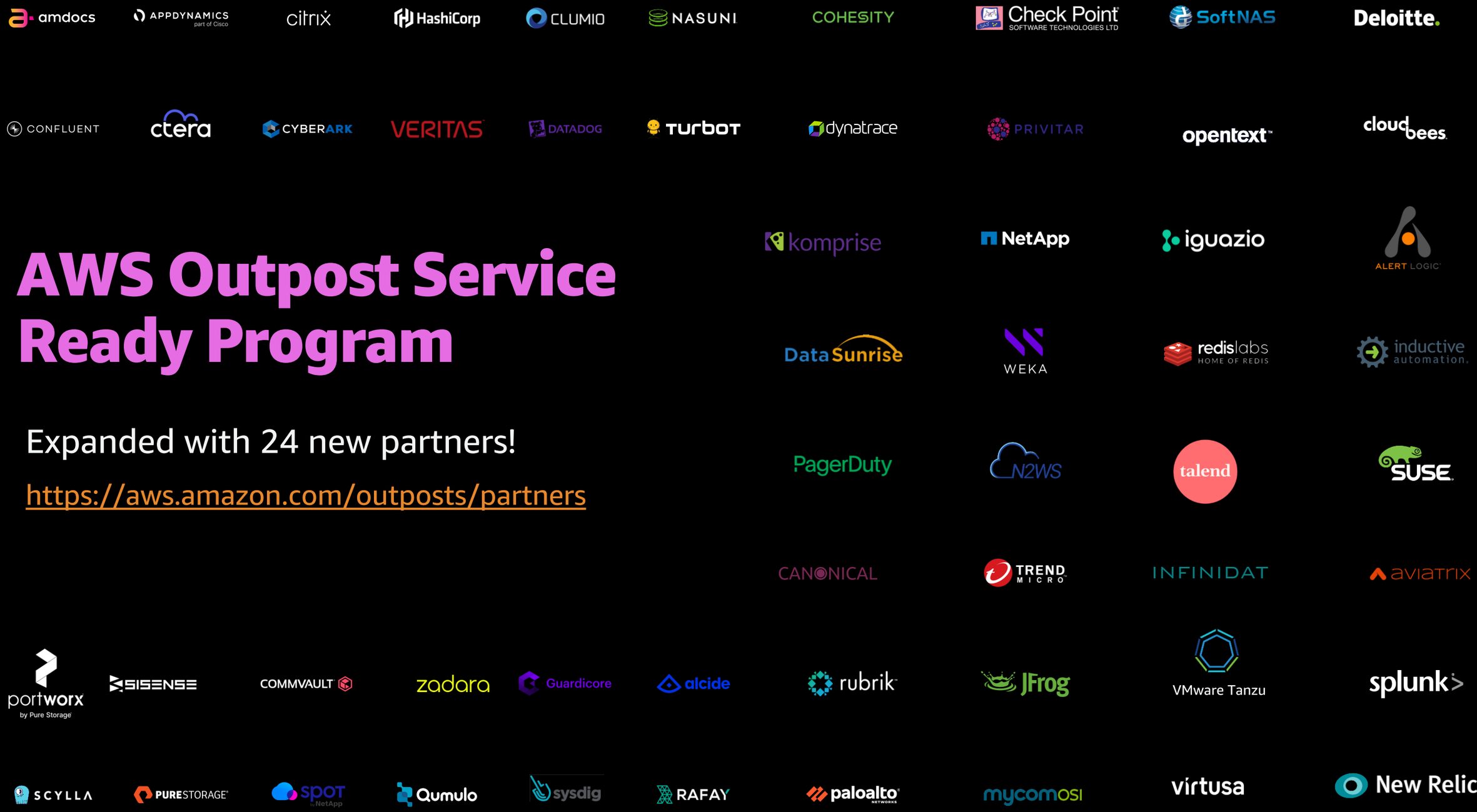
https://aws.amazon.com/outposts/partners



AWS Outpost Service Ready Program

Expanded with 24 new partners!

https://aws.amazon.com/outposts/partners



APN Consulting Partners

Provide expertise and training to drive customer outcomes

Provide consulting services to modernize applications, and implement solutions











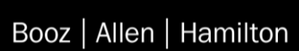






































































What's next for Outposts?

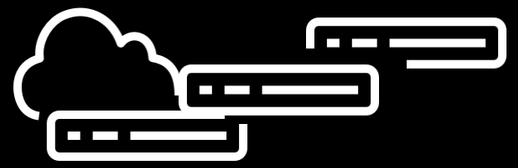


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Coming soon: New members of the Outpost Family



NEW!



Full-Racks (42U)

Single Servers (1 & 2U)

Summary



EMERGING NEED

for low-latency, local data processing, and data residency



CUSTOMERS WANT

the same experience on-premises and in the cloud to speed cloud migration



AWS OUTPOSTS

delivers the same fully managed infrastructure, services, and APIs as in the cloud



SIMPLIFIES BUSINESS

grows IT efficiency, amplifies developer productivity, and accelerates pace of innovation

“OUTPOSTS DELIVERED TO YOU” TWITCH SERIES

https://pages.awscloud.com/AWS-Outposts-Twitch-Series.html

Thank you!

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AWS
@joshuaseattle

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