
AWS
re:Invent

ENT204

Migrate and modernize to achieve your business goals

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AWS re:Invent

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Industry leaders migrate to AWS



Recent customer examples

Dow Jones



25%
Cost savings realized



30%
Increased product development velocity

Why customers migrate and modernize



Digital transformation

Agility and staff productivity

Improved operational resilience, scalability, and security

Cost reduction

Going global quickly, M&A

IoT and AI / ML

Data center consolidation

Outsourcing changes EOL HW / SW

Average realized benefits



31%

Cost savings over comparable infrastructure



62%

More efficient IT infrastructure staff



75%

Increase in agility in delivering new features

Source: IDC, Document #US43535718, 2018. www.idc.com

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Agility benefits

46x
More releases

440x
Faster lead time

170x
Faster MTTR

90%
Automation changes

5x
lower failure rate

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amazon

~15,000
Releases shipped per day



“Invention requires two things: the ability to try a lot of experiments, and not having to live with the collateral damage of failed experiments.”

Andy Jassy
CEO of AWS

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Laurent Rotival

SVP and CIO
Cambia Health Solutions



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Our cause
To serve as a catalyst to transform health care, creating a person-focused and economically sustainable system
CAMBIA
HEALTH SOLUTIONS

Health care industry is evolving rapidly



Value-based care
and SDoH



Analytics and
personalization



Telehealth and
precision medicine

Cambia's transformation

IT as a cost center	TO	**IT as an essential business driver**
Archaic data stores and siloed analytics	TO	**Predictive insights from a single source of truth**
Monolithic, on-premise infrastructure	TO	**Flexible, cloud-first infrastructure**
Legacy IT skills and resources	TO	**Cutting edge tools and consumer-centric practices**
Security built as broad wrapper	TO	**Security designed at every level**

Cambia's cloud-first journey

2007

Embracing SaaS and PaaS

Salesforce

2011

Cloud-based innovation



+ Salesforce
+ Rackspace

2014

Embracing cloud-first



+ Salesforce
+ Other clouds

2017+

Accelerating through migration & modernization



+ Other clouds

Transformation as business driver for Cambia



Agility

Cambia has ubiquitous APIs and flexible integration – workforce is well-equipped to work remotely



Elasticity

Cambia can act in real time on data with greater automation – simplified dev cycles (days vs. weeks)



Cost

Cambia enables significant cost savings by paying only for what is consumed – multimillion in savings

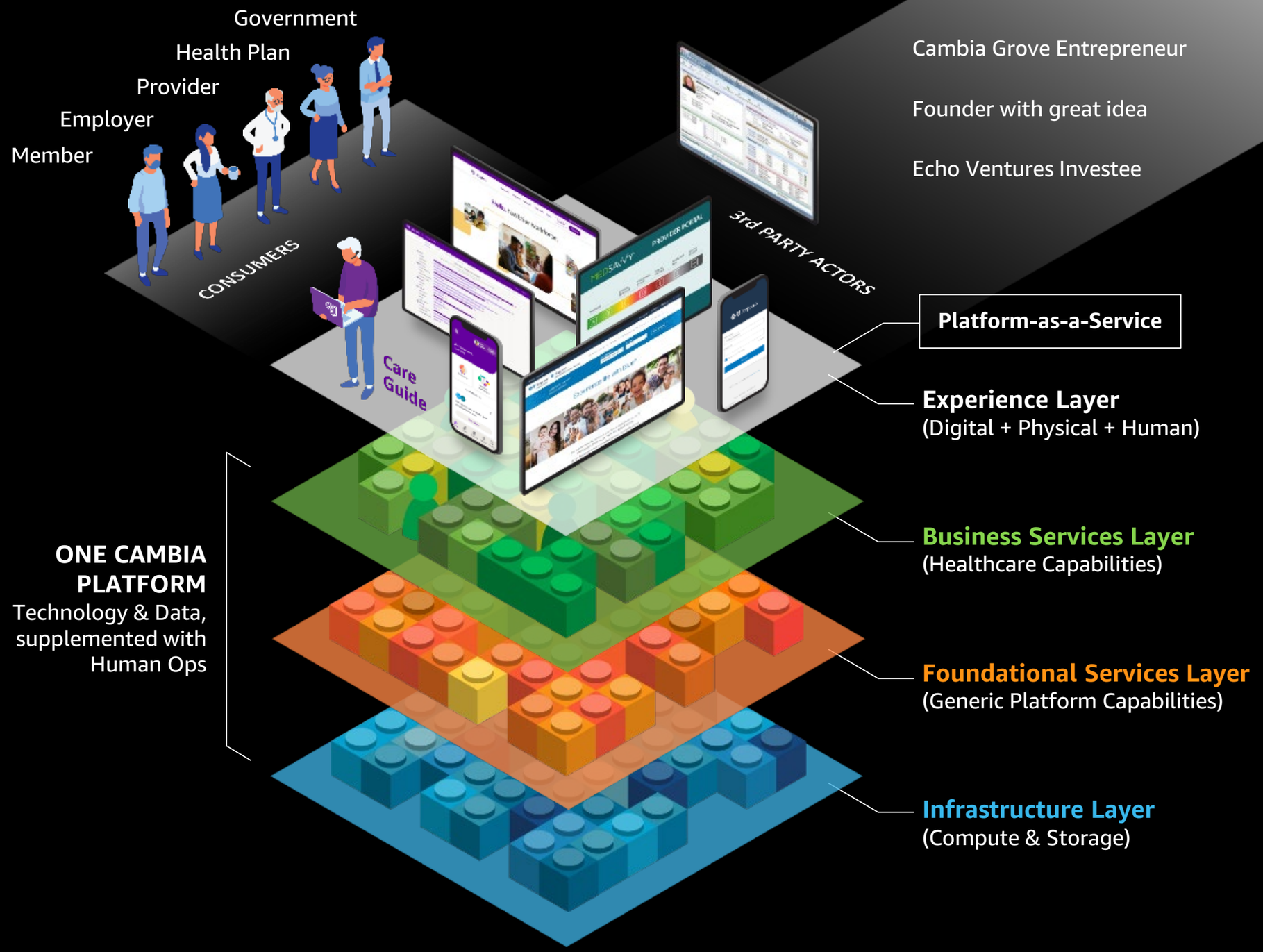


Data science

Artificial intelligence (AI) and the generated insights are only as good as the information pipeline

CAMBIA®
HEALTH SOLUTIONS

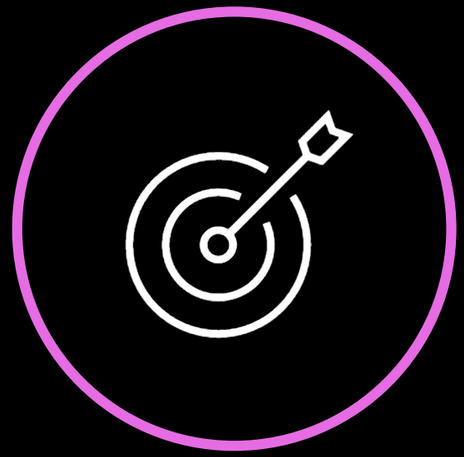
Human-centered, Technology-enabled, Total health solutions company.



Guidance learned from migrating 1,000+ customers



Ensure strong executive sponsorship



Set bold and outcome-focused goals



Build early momentum and gain expertise



Take a portfolio-driven approach

Guidance learned from migrating 1,000+ customers



Ensure strong executive sponsorship



Set bold and outcome-focused goals

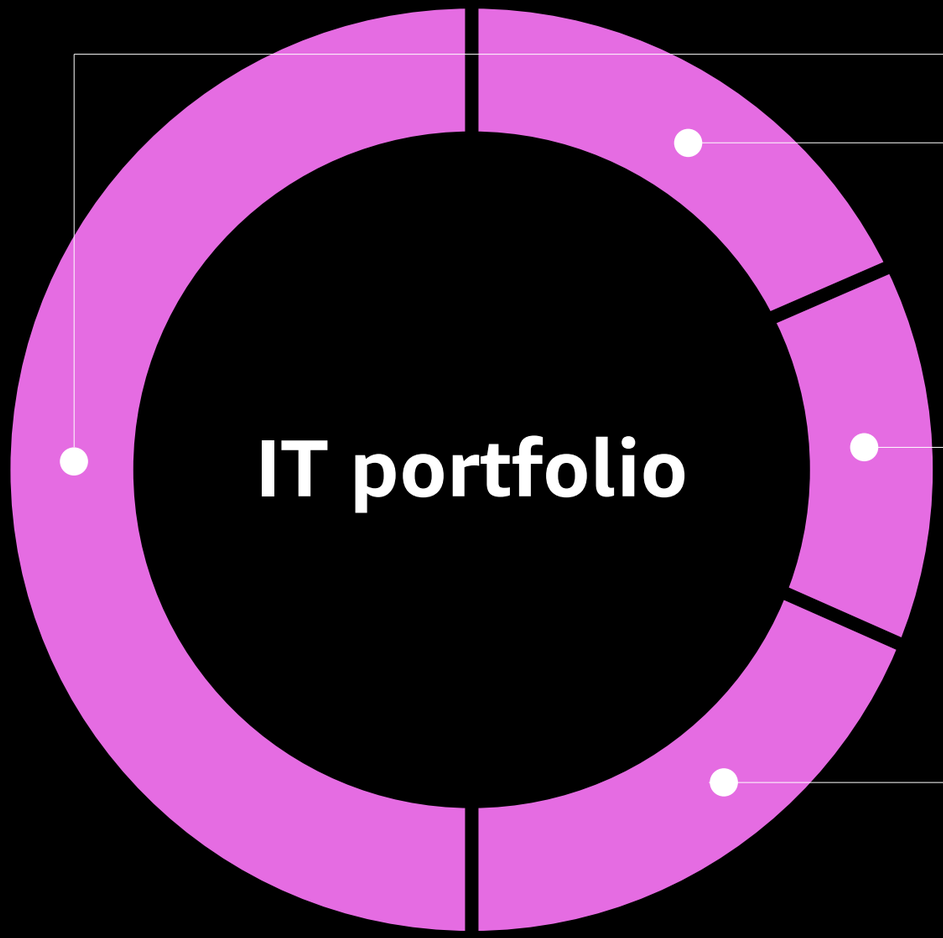


Build early momentum and gain expertise



Take a portfolio-driven approach

Leverage full spectrum of migration patterns

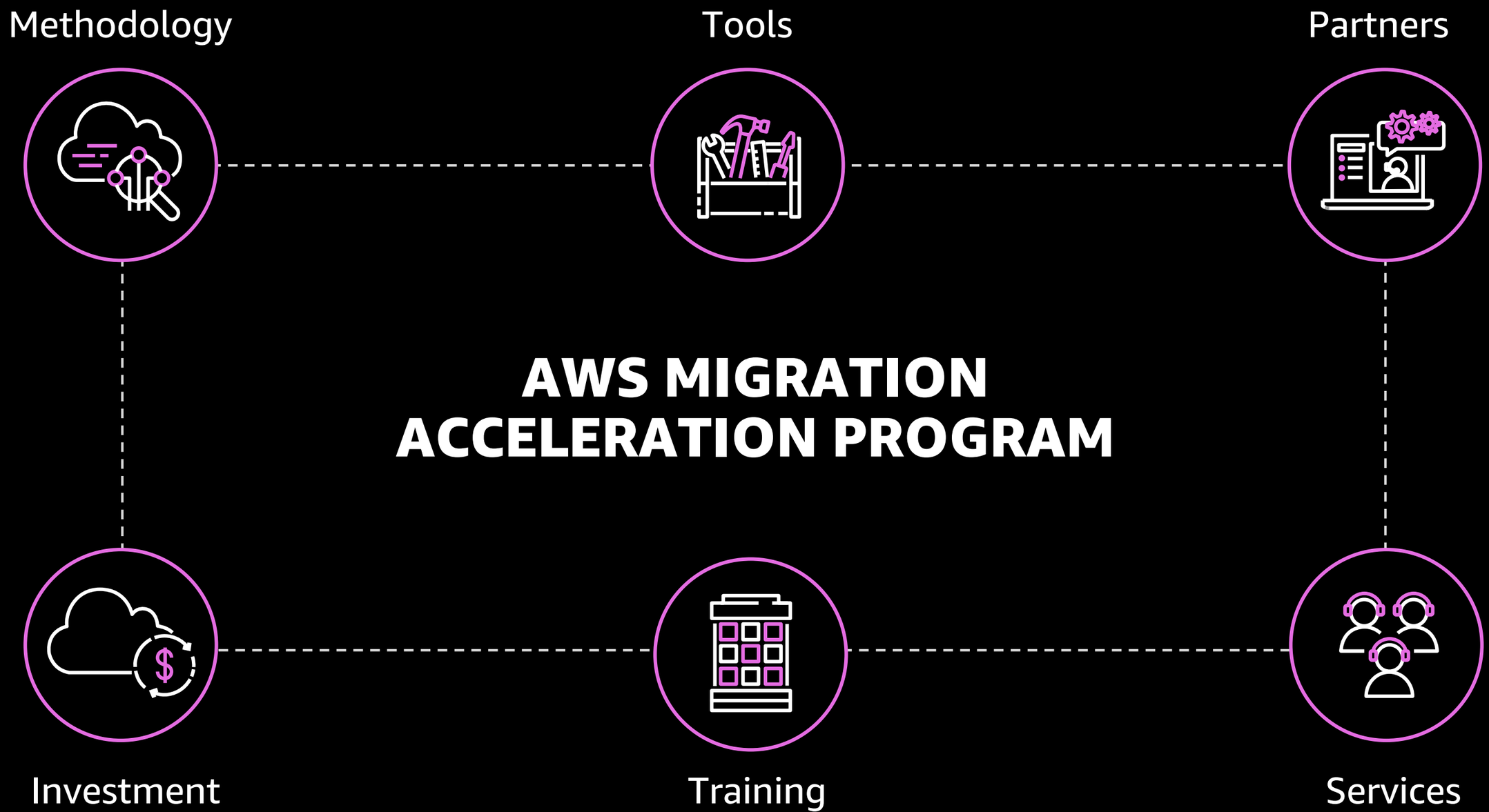


50% Lift & shift

20% SaaS

10% Retire

20% Modernize


Methodology
Tools
Partners
AWS MIGRATION
ACCELERATION PROGRAM
Investment
Training
Services

AWS uses a structured approach to drive migration success

Assess

Discovery and assessment



Rapid discovery



TCO report



Briefings & workshops



Migration Readiness Assessment

Mobilize

Build momentum and gain experience

Portfolio



Discovery and planning



Migration plan



Business case / Migration Evaluator

Migrate



Migration experience

People

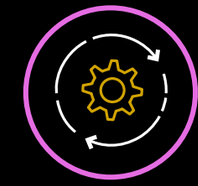


Skills / center of excellence

Platform



Landing zone



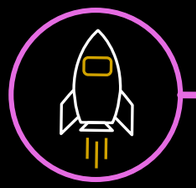
Operating model



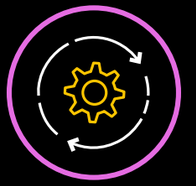
Security and compliance

Migrate & modernize

Accelerate, scale, and modernize



Scale



Operate & Optimize



Modernize

AWS is investing in removing barriers through automation and tooling

CloudEndure
An AWS Company



Fast



Non-Disruptive



Flexible



Secure

CloudEndure Migration is free for all AWS customers

AWS is investing in removing barriers through automation and tooling

Assess

Decision support

- Cloud Adoption Readiness Tool (CART)
- Migration evaluator
- Migration Portfolio Assessment
- Migration Readiness Assessment
- AWS Application Discovery Service

Mobilize

Planning support

- Migration Portfolio Assessment
- AWS Application Discovery Service
- AWS Control Tower
- AWS Prescriptive Guidance
- **Migration Evaluator**
- Directional business case
- Automated Landing Zone
- AWS Migration Hub
- CloudEndure Simplified Rehost Migration

Migrate and modernize

Migration automation and governance

- AWS Service Catalog
- AWS Migration Hub
- AWS Prescriptive Guidance

Server and database migration

- CloudEndure Simplified Rehost Migration
- AWS Server Migration Service
- AWS Database Migration Service

3rd party sw and tools

- AWS Marketplace

Hybrid solutions

- AWS Outposts
- AWS Direct Connect
- VMware Cloud on AWS

Data and storage transfer

- AWS DataSync
- AWS Transfer Family
- AWS Snowball
- AWS Kinesis Data Firehose
- AWS Direct Connect
- AWS Storage Gateway

Partners are key to transformation success



100+
AWS Migration
competency partners



Advanced
AWS-certified
level at minimum



Established
Migration
services practice

Partners are key to transformation success



Where do you start?



Business case

Understand the main business drivers and ROI – align transformation plan with business outcomes



Assessment and readiness

Get a detailed assessment of your current state and understand your organizational readiness

Resources

Cloud Migration Homepage:
https://aws.amazon.com/cloud-migration/

Additional Migration Resources, AWS Prescriptive Guidance, AWS Enterprise Blog Collection:
https://aws.amazon.com/cloud-migration/resources/

Migration Immersion Day:
https://migration-immersionday.workshop.aws/en

All AWS workshops available here:
https://www.workshops.aws/



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