Focus on your core business value and reduce security risks

Build, migrate, and optimize your business solutions with AWS Managed Service Providers (MSPs)

Today’s businesses are looking for cloud-native solutions to save time and resources, improve business agility, and focus on innovation. Understanding how to migrate legacy, on-premise workloads to the cloud, or how to manage hybrid workloads is a complex undertaking. To help mitigate risk and optimize the roles of internal resources, many organizations are turning to Managed Service Providers (MSPs).

IDC predicts that by 2026, IT spending on cloud-related managed and professional services will increase from 39% to 53%. Additionally, Managed Service Providers (MSPs) will manage 65% of the total public cloud spend on Infrastructure as a Service, Platform as a Service and Service Integration as a Service.¹

AWS Managed Service Providers are adept in navigating customers’ cloud strategy and deployment as well as reducing the resource and financial burden of what can often be a convoluted journey.

By working with a next-generation Amazon Web Services (AWS) Managed Service Provider (MSP), customers can leverage the cloud as a strategic business advantage that goes beyond technical benefits and generates positive business outcomes.

Next-generation AWS MSP Partners have developed expertise in helping customers assess, migrate, deploy, optimize, and manage their solutions on the AWS cloud.

¹ IDC Worldwide Whole Cloud Forecast, 2022–2026: The Next Stage of the Shift to a Cloud-Centric Technology Industry
An AWS Partner for all your business needs

The next-generation AWS MSPs have demonstrated experience working with clients to understand their business objectives on the cloud, as well as developing and executing solutions across the full cloud adoption lifecycle.

AWS MSP Partners are validated across a range of technical and business capabilities in a 2-day, rigorous audit. Additionally, validated AWS MSP Partners are required to complete continuous compliance checks on an annual basis which ensures a high bar for our customers. Partners who achieve the designation have proven success in delivering for use cases such as (but not limited to):

- Systems integration
- Application development, management, hosting, and modernization
- Digital transformation
- Infrastructure management and modernization
- Managed security

To ensure success in your digital transformation journey, **AWS MSPs deliver services in four stages:**

1. **Plan and design**
   - Understand future-state objectives, review current technology investments, and create a roadmap.

2. **Build and migrate**
   - Experienced practitioners manage the future-state environment’s build and migration process.

3. **Run and operate**
   - Next-generation AWS MSPs provide managed services to ensure efficiency and operational resilience.

4. **Optimize**
   - Leverage platform insights to determine how your environment can be fine-tuned for optimal value and performance.

"The technical training sessions and Atos’ customer experiences helped us improve the services of our IT team and drive the delivery of the migration project with confidence. We no longer need to reserve resources for the future, because we can scale whenever necessary. Using AWS saves nearly 30 percent over the cost of our on-premises data center. We can now invest those resources into growing the business."

Yang Zhaoyong
Senior IT Manager, WeEn Semiconductors
Building alongside a next-generation AWS MSP

As your organization plans its future on the cloud, working with an AWS MSP Partner can deliver cost savings and efficiencies that enable your staff to focus on projects that help your business continue to grow.

Through consultations and planning, next-generation AWS MSP’s work with your organization to understand its vision for the future and identify the solutions and resources needed to achieve it.

AWS MSP teams are highly skilled at delivering full-lifecycle solutions that reduce costs, improve business agility, increase security, and drive growth.

Next-generation AWS MSPs serve in an advisory role that allows them to simplify digital transformation through ongoing consulting and education on your business’ services.

Regardless of where your business is in its cloud migration journey, connecting with AWS MSP Partners can help you realize your desired business outcomes.

"The initial decision to move from on-premises to cloud meant navigating delivery challenges and operational risk. We needed to be sure we partnered our teams with professional service providers who would deliver."

Read the full story

John Armstrong
Vice President of Business Service Platforms, Burberry

Reduce costs
Monitor usage and patterns to save money and increase performance.

Drive growth
Leverage automation to refocus resources and time on developing new features.

Increase security
Align to specific customer needs and system protections.

Improve agility
Design and deliver cloud adoption roadmaps that clarify app workloads.