

APN Partner Deal Acceleration Program –**Project Plan**

[*CollegeDunia* ] – [MothersonSumi INfotech & Designs Ltd.] – [Date]

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|  | **Partner Credentials on AWS**  **Submitted By**  MothersonSumi INfotech & Designs Limited  **MMM-DD-YYYY** |  |

**Revision History**

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Table of Contents

[1 Project Overview 4](#_Toc64441351)

[1.1 Executive summary 4](#_Toc64441352)

[1.2 Business Requirement 4](#_Toc64441354)

[1.3 Pain Points / Challenges in the current environment 5](#_Toc64441355)

[1.4 Project Success Criteria 5](#_Toc64441413)

[1.5 Pre-Requisites 6](#_Toc64441416)

[1.6 Dependencies 6](#_Toc64441417)

[1.7 Assumptions 6](#_Toc64441419)

[1.8 In-scope 7](#_Toc64441420)

[1.9 Out of Scope 7](#_Toc64441421)

[1.10 Risks and Mitigation 9](#_Toc64441422)

[1.11 Raci Matrix 10](#_Toc64441425)

[2 Solution Architecture Diagram 11](#_Toc64441476)

[2.1 Architecture on AWS 11](#_Toc64441477)

[2.2 Overview of the Architecture 12](#_Toc64441482)

[3 Project Execution / summary of milestones & deliverables 14](#_Toc64441483)

[3.1 Expected AWS Cost Breakdown by Services 14](#_Toc64441484)

[3.2 Acceptance 15](#_Toc64441485)

[4 Resources & Cost Estimates 16](#_Toc64441486)

[4.1 Project Sponsor(s) / Stakeholder(s) / Project Team 19](#_Toc64441487)

[Appendix A – technical project plan for migration project 20](#_Toc64441488)

[Appendix B – Pilot Migrations in Mobilize phase 22](#_Toc64441489)

**Disclaimer**

This deck outlines general guidance from AWS on what expectations we have to cover broader base of customer requirements. The intent is to make it easier for APN partners to work on funding requirements and reduce the cycle time. With sample text to refer, this is helpful for partners in building comprehensive SoW (Statement of Work). However, this deck shouldn’t be looked at as an ideal SoW. Sections identified below may not always apply and based on specific customer requirements, the contents of SoW will have to be updated/carved out by the partner team.

Please seek your own legal advice when writing SoW for customers

# Project Overview

## Executive summary

MothersonSumi INfotech & Designs Ltd. (MIND) is a part of Joint venture between **Samvardhana Motherson Group** (SMG) of India and **Sumitomo Wiring Systems** of Japan (SWS).

MIND is a provider of end-to-end software and engineering design solutions to companies around the globe. MIND started as an IT arm of the group in the year 2000 to support the IT needs of Samvardhana Motherson Group and Sumitomo Wiring Systems worldwide. MIND has further ventured into European and American Market to customers who are non-SWS and SMG to expand our services.

MIND's headquarters and development centers are in Noida (near New Delhi), India. MIND is a CMMi Level 5, an ISO 9001:2008 and ISO 27001 certified company. Since its inception in 2000, MIND has emerged as a strong world class IT Company with projects across the globe. MIND has multi-lingual software development capabilities including Japanese and German.

MIND is a Microsoft Gold Certified Partner, AWS, Azure & Google Cloud Service Provider, Oracle GOLD OPN partner and partner with other big IT brands.

MIND has Data Center (Level 3) services, Security Consulting Services Enterprise IT Helpdesk (Multi-lingual), Remote Application Management, Performance Management & Capacity Planning, Network Management Services and Application Hosting. MIND has defined Business Continuity (BC) and Disaster Recovery (DR) plans to mitigate risk of business disruption for its customers.

CollegeDunia is an extensive search engine for the students, parents, and education industry players who are seeking information on higher education sector in India and abroad. One can rely on Collegedunia.com for getting most brief and relevant data on colleges and universities. CollegeDunia has been created to fulfill a vision of empowering students with knowledge so that they make a wiser decision while choosing their career.

## Business Requirement

Clickstream events are small pieces of data that are generated continuously with high speed and volume. In this business problem, they are generated by user actions and it is very useful to analyze them for data-driven decision making, influenced by the user behavior.

But capturing and processing data clickstream events in real time is difficult due to its large volume. The customer wanted to analyze the effectiveness of its new application features, website layout and marketing campaigns, in real time so that he can take actions faster.

For doing this the biggest challenge is to store metadata coming from collegedunia’s website, mainly the metadata about which links are clicked most, which link is seen for most of the time duration etc.

To cater to this need, the metadata is extracted from their website and is restructured to a specific format which ensures seamless data flow in the pipeline. Troubleshooting and root-cause analysis further identifies anomalies.

## Pain Points in the current environment

Challenges faced by the *CUSTOMER* in the current environment include

* Performance bottlenecks during peak hours of the day/week/month/at the time of running batch jobs
* Increased page load times, application response time
* Wide variety of skills required to manage tech stack
* Capturing and processing data clickstream events in real time
* Analysis of clickstream logs is time consuming

## 















## Project Success Criteria

* Application performance under test environment will define the success
* Implementing the infrastructure setup of the proposed solution in development environment
* Successfully running application and database on AWS
* Unified access to logs
* Lower cost and robust architecture

## Pre-Requisites

* Architecture diagram, documentation, inventory and performance details of the existing environment will be made available
* AWS Administrator/necessary access to AWS Partner to start and work on the project
* Customer to provide access to clickstream logs
* Assign an executive to work collaboratively with joint accountability of the program

## Dependencies

* Project is bound by timelines due to license/data center contract expiration.
* Network bandwidth requirement for end user connectivity to AWS
* Site-to-site VPN between customer application to AWS region
* Dependencies from on-premises data center on file server, license server and antivirus server

## Assumptions

* Logs are near real time and without any delay.

## In-scope

MIND discussed the problem with the customer and after analyzing the business problem, following steps were taken to deliver an efficient solution-

* This solution detects the user behavior on collegedunia website by analyzing the sequence of clicks that the user is making, the duration of time the user spends, where it usually begins to navigate, and how the user ends the session.
* By tracking this user behavior in real time, this solution helps to update recommendations, perform advanced A/B testing, push relevant notifications based on duration of session, and a lot more.
* As the number of users and web and mobile assets you have increases, so does the volume of data which is why this solution uses Amazon Kinesis which provides you with the capabilities necessary to ingest this data in real time and generate useful statistics immediately so to take necessary action.
* AWS Lambda service is used to fetch metadata from college dunia website and then process this data so that the output is restructured data, AWS S3 is used to store this restructured data.
* Lambdas are no doubt a powerful service but using them to directly ingest data is not the best approach so we have paired it with some other AWS services which also lowers down the cost of the pipeline.
* Firehose’s job is simply receiving data and pouring it at a target destination. There are options to choose between S3, RedShift, Lambdas, and Elasticsearch. Firehose, however, is an excellent fit for this scenario as its job is simply to receive the data and pour it at the destination location.
* Amazon Firehose streams the restructured data coming from S3 to Amazon Redshift.
* Then Amazon Redshift is used to run high performance queries on this streamed data with the customer then creates powerful reports and dashboards for quick insights.

## Out of Scope

1. Issues related to application configuration, setup, and stability along with application testing
2. Any third-party components deployment or third party software solution configuration
3. Any report generation
4. Any production deployment related activity including DevOps pipeline and infrastructure
5. Performance testing on production volume data
6. Procurement of any software, tools or pertinent licenses unless specifically mentioned in this SOW
7. Any upgrades required to other systems to enable them to work with the new setup
8. Training for clients’ team
9. Non-functional requirements like application load testing, benchmarking is responsibility of the customer
10. No SLAs are defined in terms of application up-time, page load time, throughput estimates, and availability
11. Issues arising out of DoS attacks (Denial of Service), malware, virus and security related issues. However, these will be attended by partner on a best effort basis and charged on actual efforts
12. Any unplanned changes to the AWS design, new technology stack support, deployment or infrastructure will be out of scope. If and when so desired, these must go under a Change Management process
13. Any licenses / tools cost not specified in this proposal will be customer ’s responsibility
14. Any security / legal / compliance audits

## Risks and Mitigation

|  |  |
| --- | --- |
| **Risk** | **Mitigation** |
| **Single AZ setup** | Educate and sensitize the customer highlighting the potential of business impact; customer owns the risk |
| **Change of architecture** | While moving from PoC to production there can be change of the architecture which may lead to change in cost |
| **Stringent timelines, any delay will have a cascading effect** | Requested artefacts should be provided within 2 business days. Also, a dedicated PM from customer would be required for governance activities |
| **Performance bottlenecks impacting overall SLA** | Performance testing to be done by *customer* during the implementation phase with production-like data in a separate environment.  Observations to be shared with development team for required course corrections. |
| **Lack of support from business, existing partner** | Manage project timelines through regular governance agreed mutually by partner and customer at the time of project initiation. Escalate in timely fashion in case of any issues/risks |
| **Lack of testing assets and tools to validate the implementations** | customer to provide the input & output for comparison testing from their existing application |
| **Technical issues while executing the migration to AWS** | AWS Business support plan will be purchased |

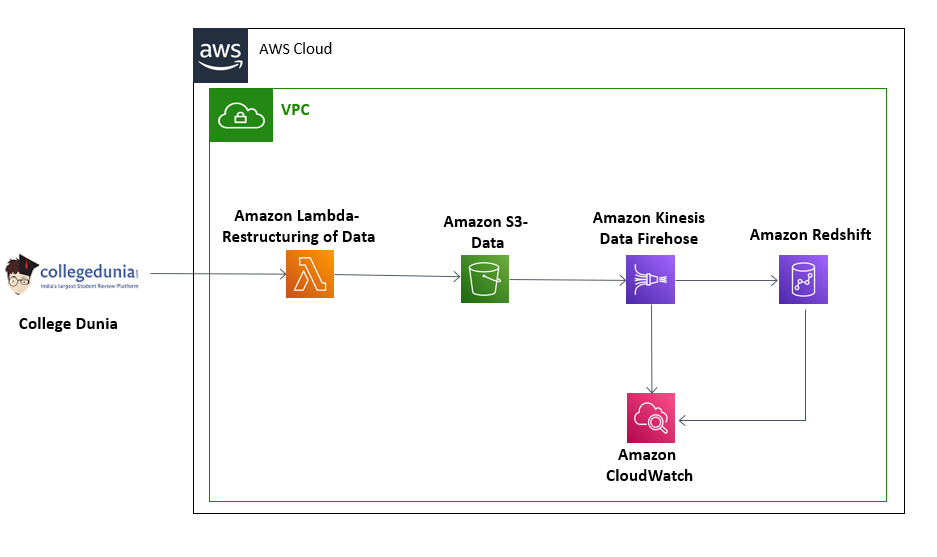
## Raci Matrix

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Tasks/Activities** | **Responsible** | **Accountable** | **Consulted** | **Informed** |
| Project initiation & Kick-off | MIND | COLLEGEDUNIA | AWS | COLLEGEDUNIA |
| Infra setup and configuration - Foundation | MIND | COLLEGEDUNIA | AWS | COLLEGEDUNIA |
| Discovery | MIND | MIND | AWS/ COLLEGEDUNIA | AWS/ COLLEGEDUNIA |
| Design | MIND | MIND | AWS/ COLLEGEDUNIA | AWS/ COLLEGEDUNIA |
| Implementation | MIND | MIND | AWS/ COLLEGEDUNIA | AWS/ COLLEGEDUNIA |
| Code Build | MIND | MIND | AWS/ COLLEGEDUNIA | AWS/ COLLEGEDUNIA |
| Code Review | COLLEGEDUNIA | COLLEGEDUNIA | AWS | AWS |
| Validation | MIND | COLLEGEDUNIA | MIND | AWS |
| Sign-off | COLLEGEDUNIA | COLLEGEDUNIA | AWS/ MIND | AWS/ MIND |



# Solution Architecture Diagram

## Architecture on AWS



## Overview of the Architecture

1. User clickstream logs on CollegeDunia’s website are captured.
2. These captured logs are restructured to an optimised format by using AWS lambda.
3. These restructured logs are stored in S3.
4. Amazon kinesis firehose service then streams these logs from S3 to amazon redshift.
5. Simultaneously, logging for these services is done in AWS cloudwatch.
6. Redshift is a data warehousing service that can hold large amount of data. This data can be analysed using high performance queries.

# Project Execution / summary of milestones & deliverables

|  |  |  |
| --- | --- | --- |
| **Scope Schedule** | | |
| **Activity** | **Wk1** | **Wk2** |
| Working on lambda for restructuring of data |  |  |
| Streaming of data from Amazon Firehose to Amazon Redshift |  |  |

## Expected AWS Cost Breakdown by Services

The monthly estimate for this project can be reviewed by following the below link:

https://calculator.aws/#/estimate

## Acceptance

*[To conclude a project, define acceptance process here. For example:*

*Upon completion of a Phase, PROVIDER will submit the associated tangible Deliverables, to CUSTOMER accompanied by an Acceptance Form in the form set forth in Appendix B to this SOW. Upon such submission, CUSTOMER will review, evaluate and/or test, as the case may be, the applicable Deliverable(s) within eight (8) business days (the “Acceptance Period”) to determine whether or not each Deliverable(s) satisfies the acceptance criteria for the particular Deliverable in all material respects. If the Deliverable satisfies its acceptance criteria in all material respects, CUSTOMER will furnish a written acceptance confirmation to PROVIDER via the Acceptance Form prior to the end of the Acceptance Period. For a Deliverable that is not accepted due to a non-conformity or defect, CUSTOMER will indicate the detailed reasons for such rejection on the Acceptance Form and return the Acceptance Form together with the associated tangible rejected Deliverables, if any, to PROVIDER (a “Rejection Notice”) within the Acceptance Period. Upon receipt of a Rejection Notice, PROVIDER will promptly correct any defects or non-conformities to the extent required so that each Deliverable satisfies the requirements of this SOW and its acceptance criteria in all material respects. Thereafter, PROVIDER will resubmit a modified Deliverable to CUSTOMER , accompanied by the Acceptance Form and the process set forth above will be repeated. However, CUSTOMER will limit its review, evaluation and/or test of each resubmitted Deliverable to determining whether or not PROVIDER has corrected the defects or non-conformities identified in the Rejection Notice and to the effects or impact which PROVIDER’s corrections or modifications have on other Deliverables or other portions of the same Deliverable. If CUSTOMER fails to provide PROVIDER with the above described Rejection Notice prior to the end of the applicable Acceptance Period, then the corresponding Deliverable(s) are deemed accepted.]*

Typical deliverables at the end of the engagement are Standard Operating Procedures, Build document. However, what the customer desires for acceptance needs to be discussed and agreed upon before beginning of the engagement

# Resources & Cost Estimates

*[List all billable and non-billable resources involved in the project]*

*APN partner are required to ensure Project Plan and the Work Break Down list is comprehensively charted out. Each task should be broken down in to as much details as possible and efforts listed down should be justifiable*

Partner Technical Team

1. Title - Name
2. Title - Name

|  |  |
| --- | --- |
| Resource | Rate (USD) / Hour |
| Solution Architects |  |
| Engineers |  |
| Other (Please specify) |  |

|  |  |  |
| --- | --- | --- |
| Project Plan and Work Break Down List | | |
| Infrastructure Creation and Implementation | | |
| Common Infrastructure & Activities | | |
| Roles | **Sub task** | **Effort required (person days)** |
| Technical Architect | Discuss the Application and Infrastructure Architecture. Understand Dependencies and Integration points |  |
| Create Document, Reviews from Customer, Corrections and Document sign off |
| Sr. Cloud Engineer | AWS Account Creation / Setup or Gain access if existing A/c and IAM (Roles, Policies, Groups and Users) Access Setup |  |
| Setup of Cloud Trail & Billing with their S3 Buckets |
| Setup Network components like VPC, OpenVPN, Subnets, Routing Tables, NAT, Bastion/RDP GW etc. as per the architecture |
| Setup of NACL's & Security Groups and configuration of security rules as per the document. |
| Setup of S3 Buckets |
| Setup of Base AMI's (App / Layer wise) with latest OS patches & software's required by the applications. |  |
|  | **Total** |  |
| Kubernetes Architecture | | |
| Roles | **Sub task** | **Effort required (person days)** |
| Sr. Cloud Engineer | Setup and configuration of the Kubernetes cluster |  |
| Sr. Cloud Engineer | Setup and configuration of the Worker Nodes |  |
| Sr. Cloud Engineer | Configuration of AutoScaler on Kubernetes cluster |  |
| Sr. Cloud Engineer | Setup and configuration of Load Balancer Ingress Controller |  |
| Sr. Cloud Engineer | Setup of Cluster Level monitoring using Open Source tools |  |
| Sr. Cloud Engineer | Setup of ElasticCache service |  |
| Sr. Cloud Engineer | Setup Client Build Environment with Fileshare |  |
| Sr. Cloud Engineer | Setup HashiCorp Vault and configure KMS |  |
| Sr. Cloud Engineer | Setup ALB and WAF then configure it to route requests to servers |  |
| Sr. Cloud Engineer | Setup RDS with MySQL |  |

|  |  |  |
| --- | --- | --- |
| Sr. Cloud Engineer | Support to customer on application setup.  (Deployment server in case of Web/App/Api) |  |
|  | **Total** |  |
|  | **Data Migration (for all 7 customers)** |  |
| Roles | **Sub task** | **Effort required (person days)** |
| Sr. Cloud Engineer | Migrate Data from Cloud SQL to RDS |  |
| Sr. Cloud Engineer | Migrate Data from Cloud storage to S3 |  |
|  | **Total** |  |
|  | **CI/ CD** |  |
| Roles | **Sub task** | **Effort required (person days)** |
| Sr. Cloud Engineer | Setup and configure Jenkins server for the application deployment |  |
| Sr. Cloud Engineer | Setup Jobs for various services |  |
| Sr. Cloud Engineer | Take care of roll back in case of failures |  |
| Sr. Cloud Engineer | Test the entire solution end to end |  |
| Sr. Cloud Engineer | Walk through of the entire branching and workflow of DevOps setup |  |
| Sr. Cloud Engineer | Corrections on feedback |  |
|  | **Total** |  |
|  |  |  |
|  | **For v5/6 Architecture (For all 7 customers)** |  |
| Roles | **Sub task** | **Effort required (person days)** |
| Sr. Cloud Engineer | Setup of EC2 instances according to architecture |  |
| Sr. Cloud Engineer | Setup ALB and configure it to route requests to servers |  |
| Sr. Cloud Engineer | Setup RDS with MySQL |  |
| Sr. Cloud Engineer | Support to customer on application setup. (Deployment server in case of Web/App/Api) |  |
| Sr. Cloud Engineer | Cloud Watch Alerts and Setup of Standard / Custom Metrics - ASG Metrics |  |
| Cloud Watch Dashboards Setup |
| Sr. Cloud Engineer | Configure GuardDuty and AWS Config |  |
| Sr. Cloud Engineer | Handover & Documentation. |  |
|  | **Total** |  |

|  |  |  |
| --- | --- | --- |
|  |  |  |
|  | **Data Migration (For all 7 customers)** |  |
| Roles | **Sub task** | **Effort required (person days)** |
| Sr. Cloud Engineer | Migrate Data from Onpremise/Cloud to RDS |  |
| Sr. Cloud Engineer | Migrate Data from Onpremise/Cloud storage to S3 |  |
|  | **Total** |  |
| Project Management | | |
| Roles | **Sub task** | **Effort required (person days)** |
| Project Management | Project will conduct governance with Technical Team and Customer Stakeholders |  |
|  | **Total** |  |



Cost Contribution distribution between Partner, *CUSTOMER*, AWS:

|  |  |  |
| --- | --- | --- |
| Party | Contribution (USD) | % Contribution of Total |
| *CUSTOMER* |  |  |
| Partner |  |  |
| AWS |  |  |

## 

*CUSTOMER*

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# Appendix A – technical project plan for migration project

Migration Project Plan must demonstrate a consistent methodology and process applied through multiple migration phases as exemplified below. Though specific details may vary from project to project, a solid migration framework with major phases and work areas must be clearly identified and exercised consistently across all the projects.

The migration work scope and deliverables below are for guidance and demonstration purposes. Refer to AWS [Migration Consulting Competency Checklist](https://partnercentral.awspartner.com/sfc/#version?selectedDocumentId=0690h000003pc7y) for details. Actual project details may include other work items not limited to the following areas.

|  |  |
| --- | --- |
| Phase | Work Area and Deliverables |
| Assess | Migration Readiness Assessment (MRA) -  MRA determines *CUSTOMER* ’s readiness based on [AWS Cloud Adoption Framework](https://aws.amazon.com/professional-services/CAF/) comprised of Business, People, Governance, Platform, Security, and Operations perspectives.  Deliverables should include an assessment report with suggested actions and Statement of Work for executing the Mobilize phase next.  Total Cost of Ownership (TCO)–  The purpose of TCO analysis at assess phase is to perform rapid discovery and create TCO report.  Deliverables should include a detailed business case with focus on TCO modelling, business value assessment and detailed migration cost. |
| Mobilize | The purpose of Mobilize phase is to validate foundational migration capability and business case and plan migration project next. Mobilize may consist of the following work streams:   * Mobilize phase execution and migration planning * Portfolio discovery and analysis * Operations model assessment and design * Landing Zone design * Initial implementation Security specification * Migration pilot implementation as per [Appendix B](#_Appendix_B_–) * Migration team/organization establishment, Team RACI, training plan, and training activities * Detailed Business Case justification supported by Total Cost of Ownership (TCO) calculations   Deliverables should reflect the results of each of the work streams. |
| Migrate & Modernize | Migrate -  The migration project may consist of the following work areas on a per application basis:   * Design: migration pattern, application architecture, operations, cutover plan and process, reusable templates, migration tooling, and validation test plan * Migration: servers, databases, data, infrastructure services, followed by basic validation test * Integration: connectivity, application interfaces, operations (backup/restore, ...) * Validation: functional, performance, reliability, security, compliance * Cutover: meeting RTO and RPO with rollback plan   Modernize –  Modernization may be performed as part of migration work or post migration. The modernization project may consist of following areas on a per application basis:   * Assessment:Figure out motivation driver to modernize an application. Assess the amount of effort, time and cost to modernize. Assess the cost savings with modernization options (replatform, refactor, repurchase etc.) * Design: Migration pattern, target application architecture and AWS Services, operations, cutover plan and process, migration tooling and validation test plan. * Development: Develop or modify application to use AWS managed platform. * Validation: functional, performance, reliability, security, compliance * Cutover: meeting RTO and RPO with rollback plan   Optimize -  It may involve one or more of the following work areas.   * Cost optimization (e.g., right-sizing services, resource reservation, leveraging spot instance, monitoring and analyzing service usage and cost) * Application optimization (e.g., performance, functional, design) * Process optimization (e.g., development process automation) * Operational optimization (e.g., operations support systems, infrastructure as code))   Deliverables should reflect the results of each of the work areas. |
| Completion | Reach the project closure with the *CUSTOMER* .  Deliverables should include *CUSTOMER* ’s acceptance letter and training materials. |

# Appendix B – Pilot Migrations in Mobilize phase

The Application Migrations work stream defines an agile approach to migrate applications to AWS during the Mobilize Phase. This work stream helps *CUSTOMER* s get hands-on experience in migrating different types of applications to AWS using standard migration tools and process, working together with AWS and/or Partner migration experts. It also helps bring some of the outputs from other work streams, such as Security, Risk & Compliance, Operational Integration, and Landing Zone together through live-migrations.Although the number of applications migrated in this work stream is normally no more than 10, it is largely indicative of how the majority of applications can be migrated as detailed discovery and analysis is completed for the rest of the portfolio.

**General Guidelines for selecting applications for Pilot**

Applications that are web-based (accessed via web browsers), 2 or 3tiered (web-app-database); running a supported operating systemon virtual or physical hardware; have no dependency (or are loosely coupled) on other applications in data center/on-prem; have little (less than 1 Mbps) connectivity needs back to data center or *CUSTOMER* has Direct Connect; no shared data storage (SAN/NAS) with other applications; runs on AWS RDS supported databases ; Database size less than 20GB; not to exceed 20 server instances; preferably, stateless-architecture (can be deployed in a clustered mode using load balancer); preferably, at least 50% test automation for expedited testing/certification; preferably, well understood and documented architecture; acceptable (less than 2 hours) downtime.

In addition to above guidelines, there are other factors to be considered based on *CUSTOMER* ’s process, application criticality, commitment, SME availability.

General Examples of applications preferred for Pilot Migrations:

Online properties/Marketing sites

Intranet applications built on n-tiered architecture

Content Management Systems

Web Applications

Marketing, Sales and Service applications

General Examples of applications not recommended for Pilot Migrations:

ERPs and CRMs– SAP, PeopleSoft, Oracle ERP, Microsoft Dynamics, Seibel

Financial Reporting Systems

Data Warehouse

Information Lifecycle Management, ETL, B2B data exchanges,

EAI and middleware

Citrix-based workloads

**Outcome**

*CUSTOMER* resources trained in migration tools, AWS services, monitoring, and best-practices

*CUSTOMER* ramped-up on scalable migration factory framework