



AWS Partner: Accreditation (Technical)

Transcript for Cloud Adoption Framework video

Now that you're comfortable with AWS concepts and the AWS Management Console, you can make recommendations and informed decisions from a technical perspective.

A McKinsey study showed that the cloud is expected to deliver more than \$1 trillion across the Fortune 500 companies by 2030. By effectively communicating the value and relevance of the cloud to your customers, you, as an AWS Partner, are positioned to become their trusted advisor in their cloud journey.

A lot of customers are eager to move to the cloud, but starting the journey without a well-defined path can lead to stalled migrations and extensive delays. Customers need to have a well formulated plan, and conversations about cloud adoption generally happens in bits and pieces. You have an opportunity here to partner with customers at the early stages of their cloud journey to help them formulate a complete cloud strategy

Based on our engagements with customers, AWS built a structured framework to guide them in progressing from their current business and IT landscape to a more cloud-optimized architecture. That's the AWS Cloud Adoption Framework, or AWS CAF.

AWS CAF organizes guidance into six areas of focus, called perspectives. Each perspective is used to create workstreams that uncover gaps in your existing skills and processes, which are recorded as inputs. These perspectives cover distinct responsibilities owned or managed by functionally related stakeholders.

As a partner, you can play a pivotal role in formulating an organization's solutions, and can also help shape the vision for your customer's journey into the cloud.

Every organization's path to the AWS Cloud is unique. But it often begins with a comprehensive evaluation of your current business and IT infrastructure and concludes with the seamless transition of your business workloads into the AWS Cloud.

AWS CAF assists in visualizing the future state of your customer's organization. It can help identify and strategically address any readiness gaps to ensure your customer's business is well-prepared for cloud migration.

Next let's discuss how to put AWS CAF into action! We do this through what we call transformation phases. These are iterative stages that guide an organization through their cloud journey. Let's take a look at these phases and some of their key outcomes.

During the Envision phase, you help create a foundation for your cloud strategy that returns ongoing measurable value to your organization. It connects your business goals and





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outcomes to enabling technologies, identifying key measures, and helping you prioritize your cloud initiatives.

After the Envision work is completed comes Alignment. The outcome of this phase is a usable action plan that helps you determine what cloud adoption means to your customer's organization. It surfaces key benefits for stakeholders, establishes the best approach, and drives clarity to guide the organization's change management during their cloud journey.

For the Launch phase, your key outputs are workstreams using the action plan from the previous phase. These include workstreams for production cloud deployment, completing your cloud projects, proactively addressing stakeholder's concerns, and starting to use the cloud for incremental business value.

After you've launched and realized the business value, you can work with the organization to measure its success and iterate to deliver against your organization's business plans. This is when you're helping the organization to Scale. This can look like expanding production pilots to ensure that the business benefits associated with your organization's cloud investments are realized and sustained.

Let's breakdown how AWS CAF works through an example with AWS Partners.

As a partner, you can conduct an AWS CAF Envision workshop. In this interactive session, you will assist the customer organization's senior leadership in collaboratively developing a cloud-readiness vision. This involves identifying stakeholders, establishing success metrics, understanding how to drive business outcomes, and prioritizing initiatives, leading to the formation of a comprehensive and unified vision plan.

After crafting the vision, the next step is the AWS CAF Alignment workshop. In this workshop, you, as a partner, will work hand-in-hand with the identified stakeholders. You will find and organize issues, blockers, and challenges to the successful implementation of the vision established earlier. You will help customers discern trends, devise action items, allocate ownership, and set up a clear, actionable plan to achieve cloud readiness.

With the gaps addressed, and your customers reaching an optimum cloud readiness, you can work toward identifying the workloads, deciding on migration strategies, and planning the migration.

In essence, your role as an AWS Partner is pivotal. You're not just a guide; you're a trusted advisor in the customer's journey toward cloud readiness and migration. Now that we've learned about the Cloud Adoption Framework, how do we actually get to the cloud? In the next training video, we will cover common cloud migration strategies. See you soon!

