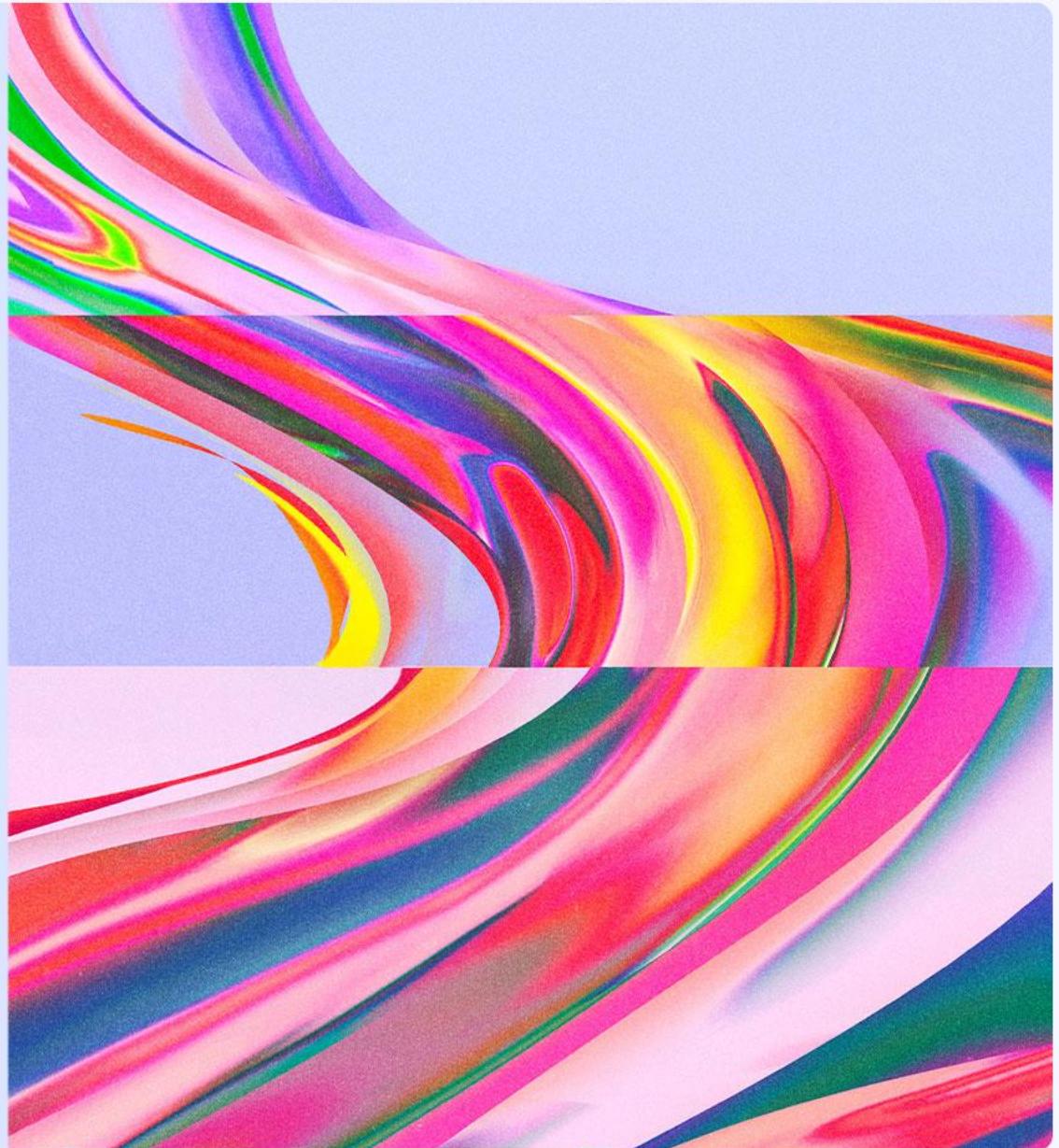




INNOVATE

MIGRATE AND MODERNIZE



Cloud innovation for a cause: Bonterra's modernization journey

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Lalith Kumar

Principal Account Executive, AWS

Session agenda

- Brief video
- Overview of Bonterra
- Our journey
- Architecting for the future
- Perspectives that shaped our thinking
- Upcoming technology



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[Play Video](#)



About Bonterra

Social good software with—and for—a purpose.

Vision

to increase giving from 2.5% of the US GDP—a number that's stayed flat for over 50 years—to 3% by 2033.

Our philosophy

For every dollar we make, we strive to change a life. A billion dollars means a billion lives changed.

Our technology

We build enterprise-grade software—supported by coaching and expertise—to power trillions of dollars in new impact.

We serve 19,000+ clients including nonprofits, foundations, and corporations to drive social impact

Every organization

300K+

nonprofit fundraising efforts supported in 2022

Every mission

\$18 Billion+

raised or received in grants in 2024

Every day

40 Million+

lives touched through our case management platform



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Our journey

Hybrid estate



10% AWS/10% Azure/
80% DC (VMWare)



100% Heroku



15% AWS/85% DC (VMWare)



25% AWS/75% Azure



85% AWS/15% DC (VMWare)



5% AWS/95% Heroku



AWS hosted



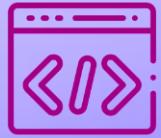
Impact management:
Apricot, ETO, and Penelope



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Challenges we faced

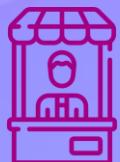
Operational complexities



18 products



Five rented data centers



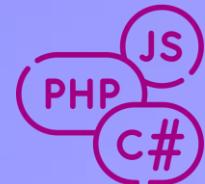
150 vendors



Five database types



Three clouds



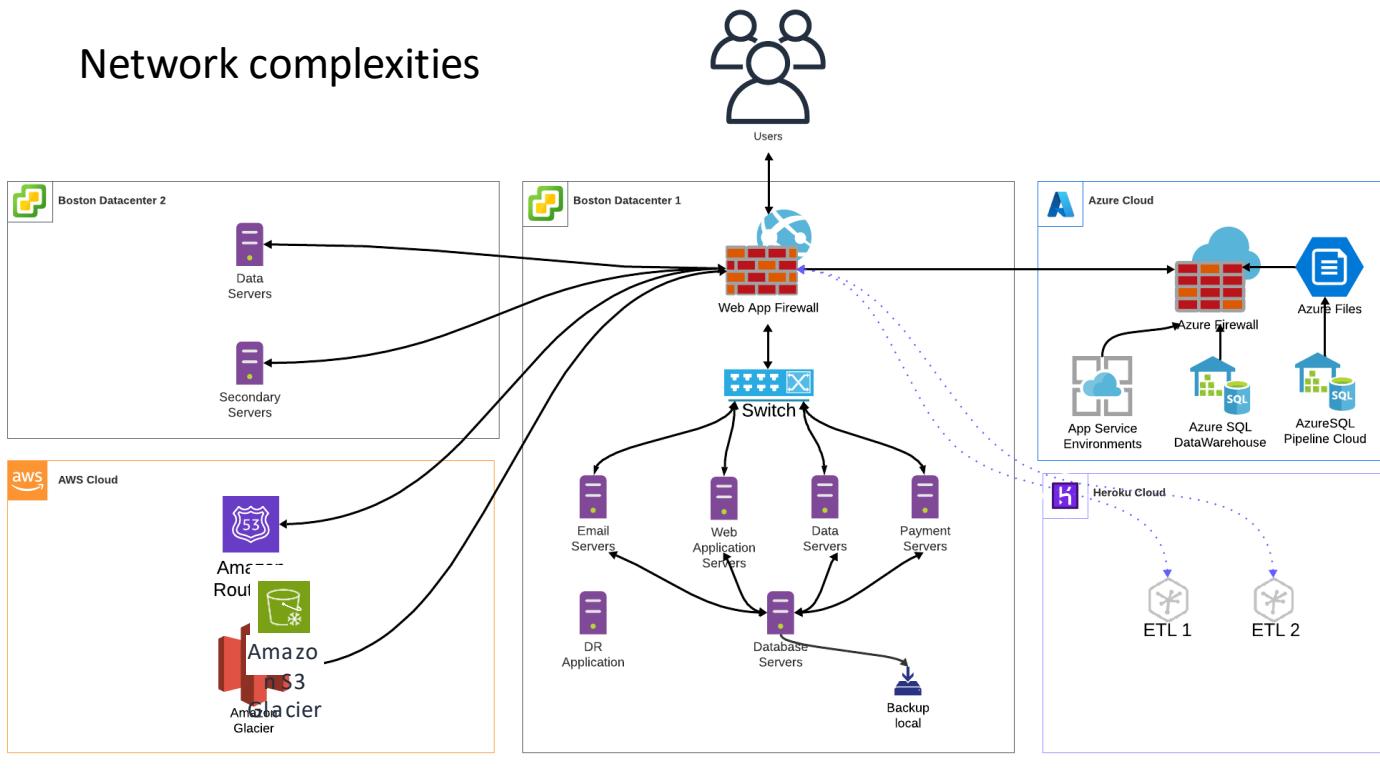
Eight languages

Key vectors of focus

- Product proliferation
- Multi-cloud complexity
- Data center sprawl
- Vendor management
- Database delivery
- Programming language fragmentation

Challenges we faced, continued

Network complexities



Key vectors of focus

- Performance
- Network sprawl
- Security
- Scalability
- Management overheads
- Documentation gaps
- Compliance and operational risks

Architecting for the future

“Multicloud creates an abstraction, and diminishes competitive advantage”

— Scott Brighton, CEO Bonterra

Business goals

- **Unify** workloads on single platform
- **Reduce** hardware and software maintenance burden
- **Improve** product SLAs portfolio-wide
- **Streamline** knowledge transfer, enhance cross-training
- **Decrease** total cost of ownership
- **Accelerate** new product time-to-market

Technical goals

- **Implement** logical cloud service usage
- **Centralize** monitoring for all services
- **Standardize** cloud-based CI/CD processes
- **Utilize** uniform IaC across infrastructure
- **Migrate** applicable applications to Kubernetes
- **Avoid** lift-and-shift migration strategy



Actions we undertook

Assessment

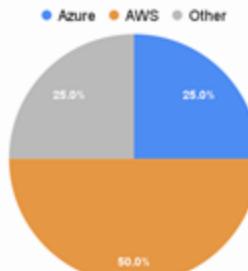


Cost comparison and cloud proposals

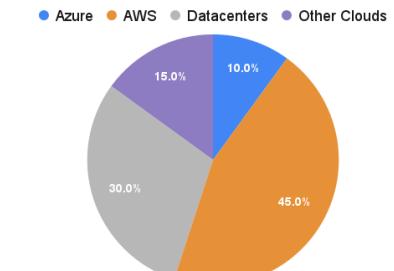


Technical assessment and feasibility study

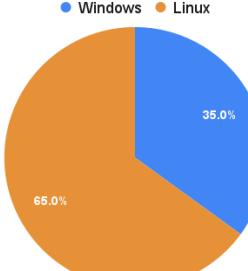
Comparison



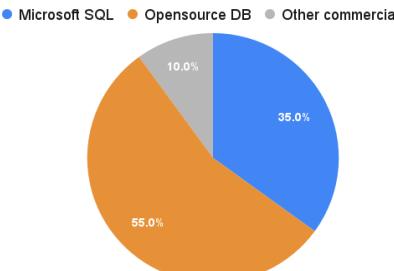
Ops team cloud knowledge



Pre-migration infra distribution



OS dependency



Database distribution

Evaluation



Right price performance, breadth of the AWS offerings, and migration acceleration Programs



Strategic alignment of Bonterra and AWS nonprofit mission, including joint go-to-market opportunities

Perspectives that shaped our thinking

- Hidden dependencies often surface late (e.g., during DNS changes)
- Even repeat migrations can reveal unexpected ancillary apps
- Invest time upfront to minimize surprises later

Takeaway

There's no such thing as too much discovery (to a point)

- Business requirements (e.g., elections) can dictate timing
- Client concerns may require phased or split migrations
- Extra infrastructure and contract renewals add cost and complexity
- Secure buy-in from all stakeholders before starting

Takeaway

Get buy-in from ALL clients prior to the migration and business support behind you

- Legacy systems rarely have complete, up-to-date documentation
- Overreliance on assumed documentation is risky
- Conduct system audits before migration planning
- Prioritize discover -> document -> decide -> migrate instead of lift-and-shift.

Takeaway

Discover, document, decide what to migrate and THEN migrate—do not blindly lift-and-shift



GenAI came to our rescue

Why did we use it?

- We don't know everything
- Wanted to accelerate path to migration
- Bring rigor
- LLM models 85% precise with replies
- Faster ramp up for cloud and IaC rather than reading loads of documentation

...and how?

- ChatGPT:
 - Terraform best practices
 - Write simple scripts
 - Ask questions about networking, apps, and so on
- Cursor:
 - Organizing our code
 - Finding information through all repositories
 - Identifying vulnerabilities
 - Spell checking code!



Benefits that we took advantage of



Reliable DX connectivity



>50% cost savings for number of products



Simpler PCI/ISO/SOC audits



Standard documentation
across migrated products



AWS support helped us
with diagrams and tech
setup when stuck



Migration Acceleration
Program credits



Moved 50% of vendors to
Marketplace

... strategic mindset delivered results

1000+
Databases

300 TB
Data migrated

3000
Customers migrated

80+
Applications migrated

6
CI/CD migrated

6
Member team

60%+
cost saves over Azure

50%+
cost savings for number of
products

99.95%+
uptime

<60 days
new acquisition to all-in
AWS

50%+
transact thru Marketplace

AWS SaaS Co-Sell ready

AWS Public Sector Partner

Strategic Collaboration Agreement



What's next: Gen AI-led acceleration

KNOWLEDGE BASE CHAT—Q&A

PRODUCT ONBOARDING AND CROSS TRAINING



AWS
Transform



Amazon Q
Business



Amazon Q in
QuickSight



Amazon Q in
Connect

WRITE SIMPLE SCRIPTS

AUTOMATIONS

CODE REVISION AND CLEANUP

ALERTING AND ANOMALY DETECTION



Guardrails | Agents | Customization capabilities



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Thank you!

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