

ATO on AWS When to Leverage AWS Services

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OPS Track ATO Sales Kick Off 2019



How do organizations implement software on AWS?

AWS SOFTWARE DEPLOYMENT OPTIONS



SOFTWARE PACKAGE INSTALLATION

Traditional software installation on an Amazon EC2 instance using Windows Installer (.MSI), Linux-based (.RPM), and Unix-based (.DEB) packages.



AMAZON MACHINE IMAGE (AMI)

Public or private software template that provides the information required to launch an AWS EC2 instance. Include root volume, launch permissions, and block device mappings.



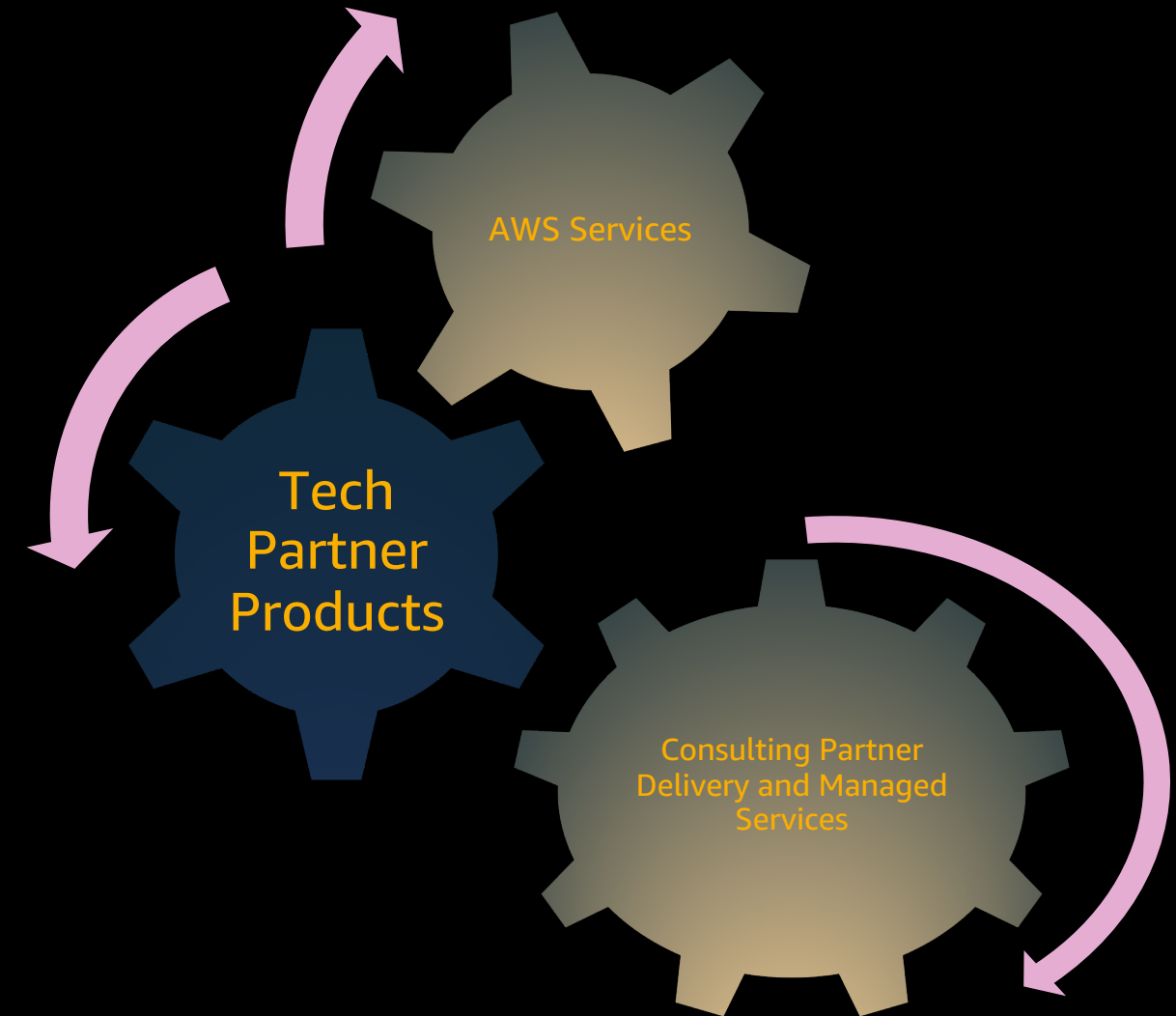
SOFTWARE AS A SERVICE (SAAS)

Software licensing and delivery model whereby software is centrally managed and hosted on AWS and available to customers on a subscription basis.

How ATO on AWS includes Partners

Partner Driven and Partner Led Solution

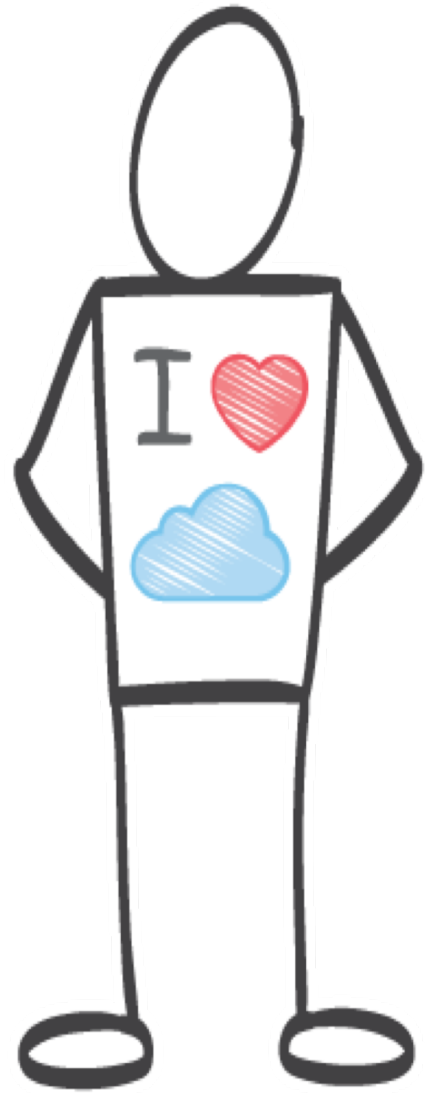
- **AWS services** provide AWS scale, durability, cloud economics and access to cloud-based analytics
- **AWS Technology Partners**
Independent Software Vendors that offer advanced and differentiated solutions
- **Consulting Partners** help customers deploy and manage end-to-end business solutions



With the AWS cloud,
you only **pay for what
you use**



Why move to AWS?



Leveraging the scale, breadth, and scope of AWS services to increase operational efficiency.

Stop managing servers when services are available.

Inherit and extend strong security and compliance practices.

This is not your old fashioned data center



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Embracing cloud economics



“We’ve seen a **52%** total cost of ownership **reduction**.”

Ben Wilson, CTO GE Oil & Gas



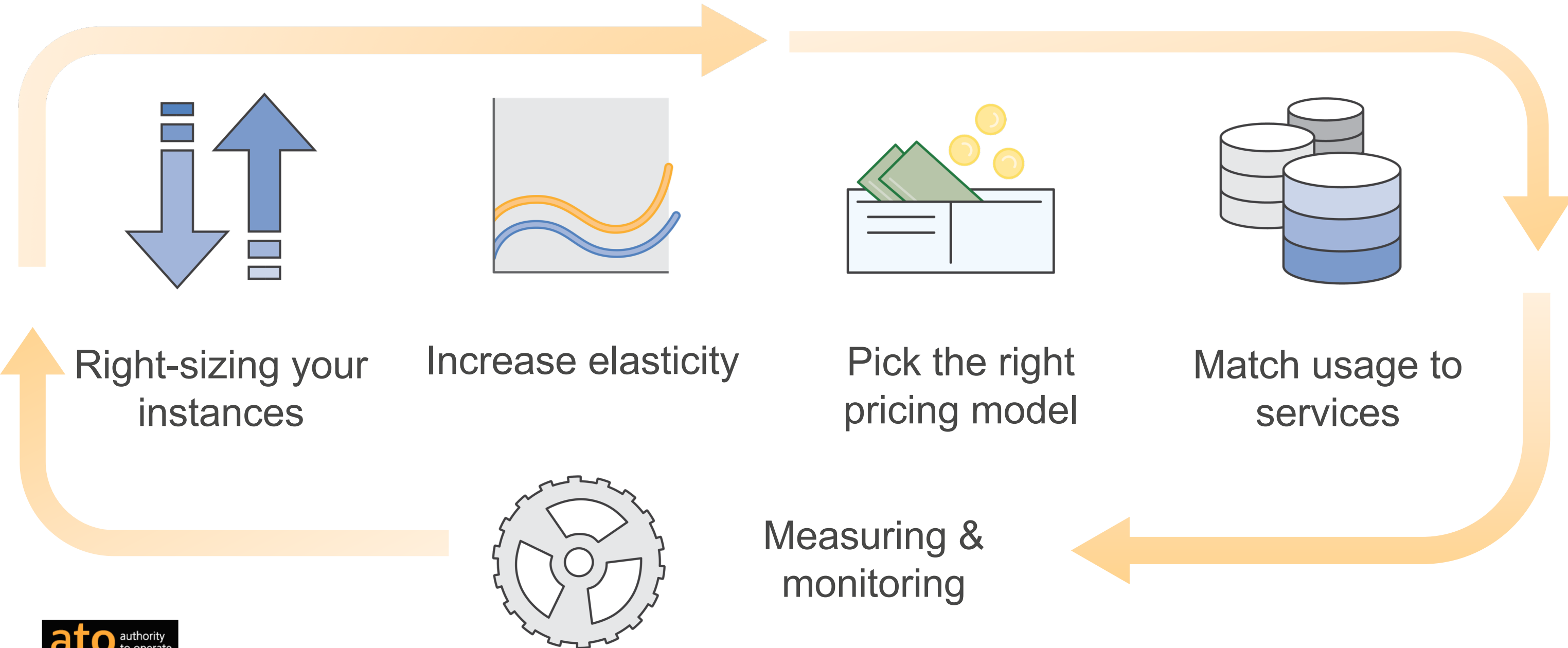
Regarding their **58% cost reduction**,
“People who conclude the cloud is too expensive are
doing it wrong.” Jake Burns, VP of Cloud Services



“**40% decrease** in usage cost per hour,
while **growing usage by 70%**.”



The **five pillars** of cost optimization

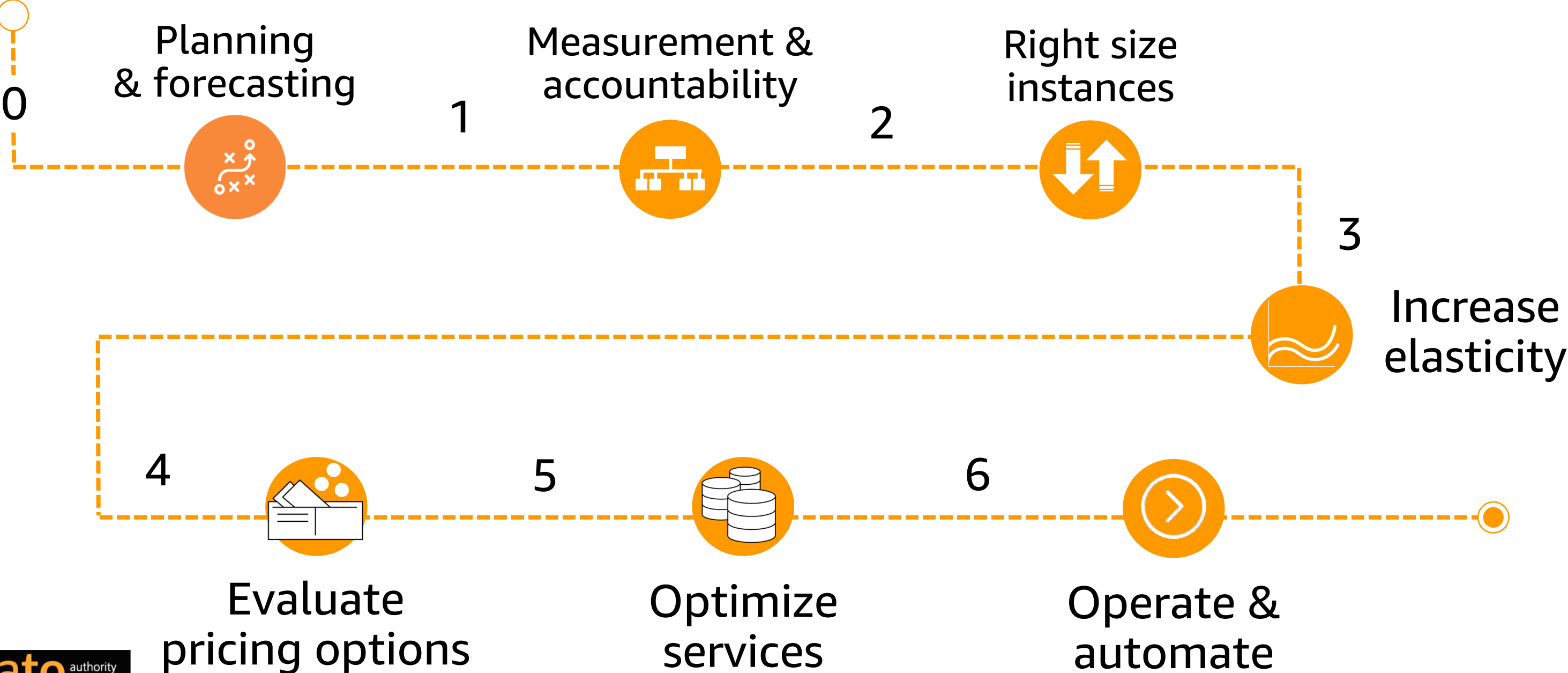


“The trick to optimizing spend? It starts with a shift in behavior.”

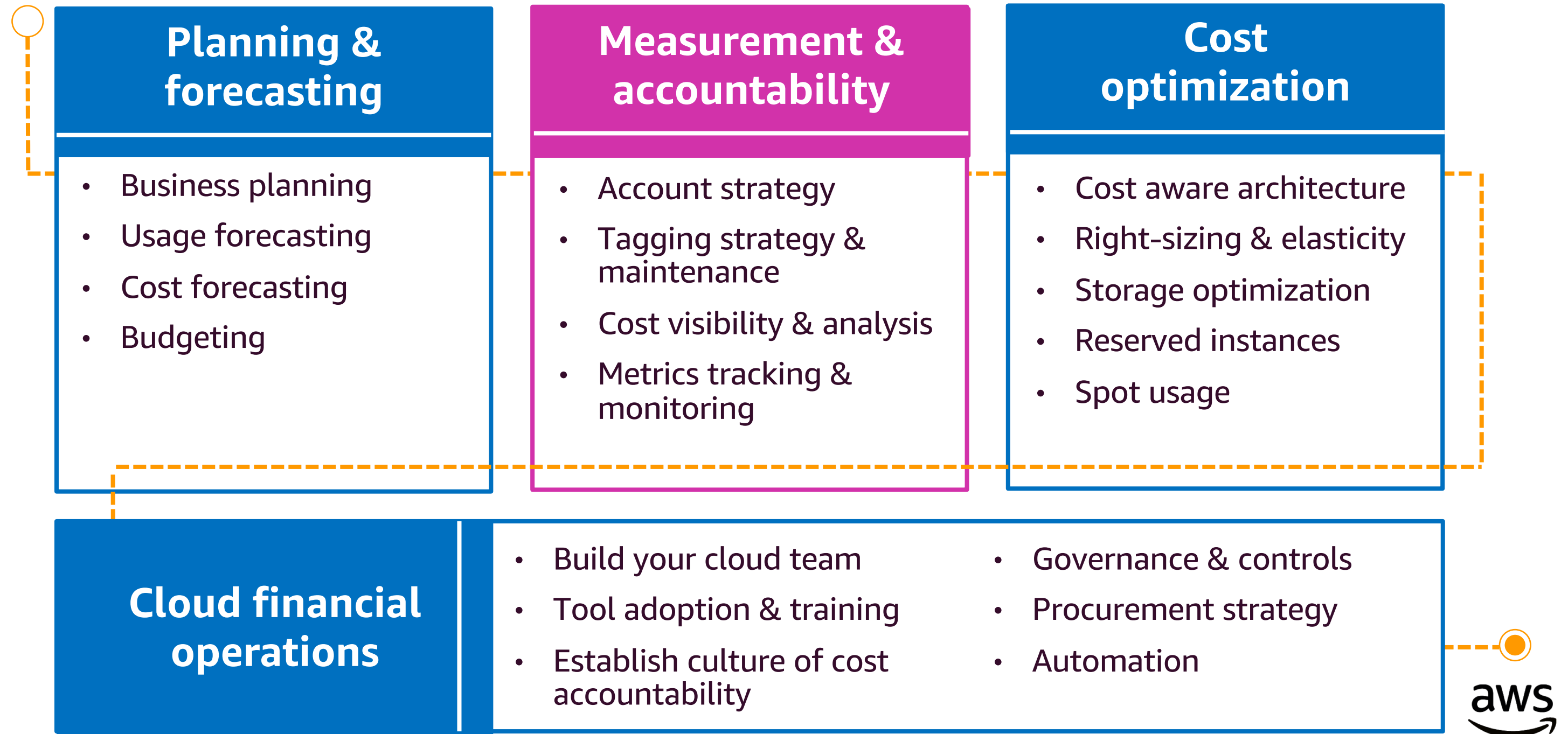
Marco Carrubba,
Vodafone



Re: Designing the process



Cloud financial management framework



Any Questions?

