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Project On-boarding in an Enterprise Environment

Before on boarding a Program / a new Project, ….

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Positioning

The Business Environment is Changing

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The average lifespan of an S&P company dropped from 60 years in the 1960s to **20 years** today.

Over half of new project budgets goes to **building technologies** vs. running existing operations.

84% of CIOs have **responsi_-bilities outside the traditional IT**, which commonly includes innovation and transformation. CIO success criteria is shifting from delivery to business-based measures.

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Why AWS in the Enterprise

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Focus on your core mission

Lower the time spent on infrastructure

Concentrate on new business initiatives

Dedicate more resources to innovation

"3M HIS is not in the IT business. Rather, we are a healthcare-analytics company. We are getting out of IT operations, and by going to AWS, we can focus our R&D team on the science of healthcare. For us that means analytics rather than IT, enabling us to attack the healthcare industry's cost and quality challenges."

David Frazee
Chief Technology Officer
3M Health Information Systems

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How This Affects You(r enterprise)

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- Different ways of consulting your customer
- Add to traditional IT the **mode-2-IT** (agility, overall monitoring and active customer consulting)
- Change responsibilities to Dev/Ops (CI/CD)
- Accept & drive the change

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The Project - Onboarding

	Project	Program
Goal	measurable KPIs	high level Vision; e.g. Cloud 1st strategy
Timeline	Detailed daily results (Sprint)	Start, long-term; quarterly results
Resources	Detailed assigned	Guardrails; Governance Intensive
Budget	Assigned; spending	Commitment; revenue & cost
Manage	Timeline, Goals	organization's strategy; Executive Skills

Your Program

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- Goal / Vision: No restrictions in expectations (top down)
- Working backwards from the expected outcome
- Focus on the customers of your customer
- Agree on Guardrails
- …

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A successful cloud project need

Executive Sponsorship

Cloud Strategy

Confirmed Budget

Principles & Standards

Cloud Centre of Excellence

Organizational Change

Adoption Roadmap

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Cloud Project Team

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Cloud Engagement Management

Security & Compliance CISO

Project ID

Project Sponsor (Business)

KPI for success criteria

Budget & Cost-Centre

Compliance Requirements

App. / Business Architect

Quality Management (Compliance)

PR

Project Timeline

Project Management

Project (outcome) description

Cloud Architect

Operations Management

Application Diagram

Security Requirements

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A successful cloud Project team need

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Executive Sponsorship

Technical Skills (CCoE)

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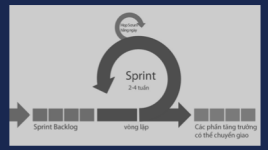
SA, Partner, TAM, ProServ,

Customer Team

Enterprise

Project Team



Project Management

Marketing & PR

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Your Project - Onboarding

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- Clear visible Guardrails = f(corporate compliance; legal & regulatory requirements, …)
- A long-term Vision (customer requirements) … and short-term next steps
- Staged deployment (communicated sprints)
- Well architectured reviewed design in AWS

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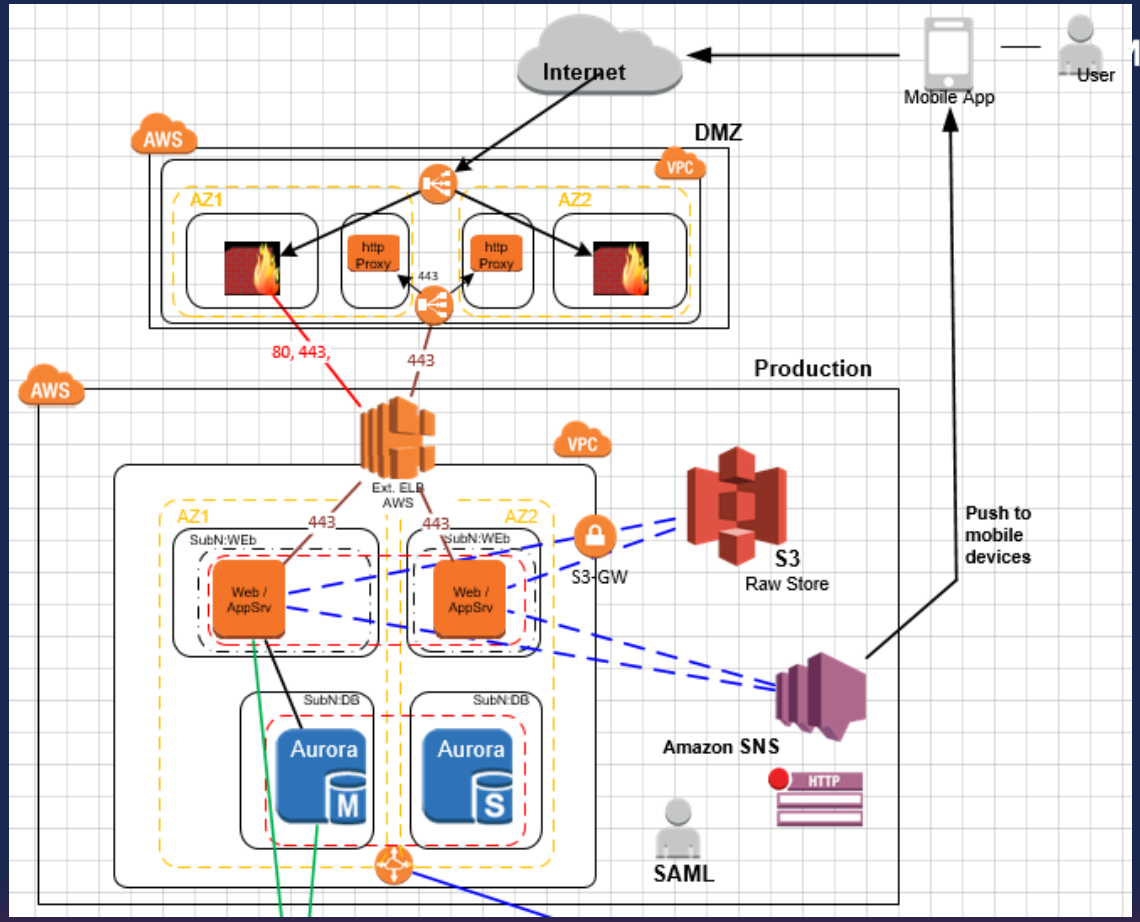
What is needed in phase-1?



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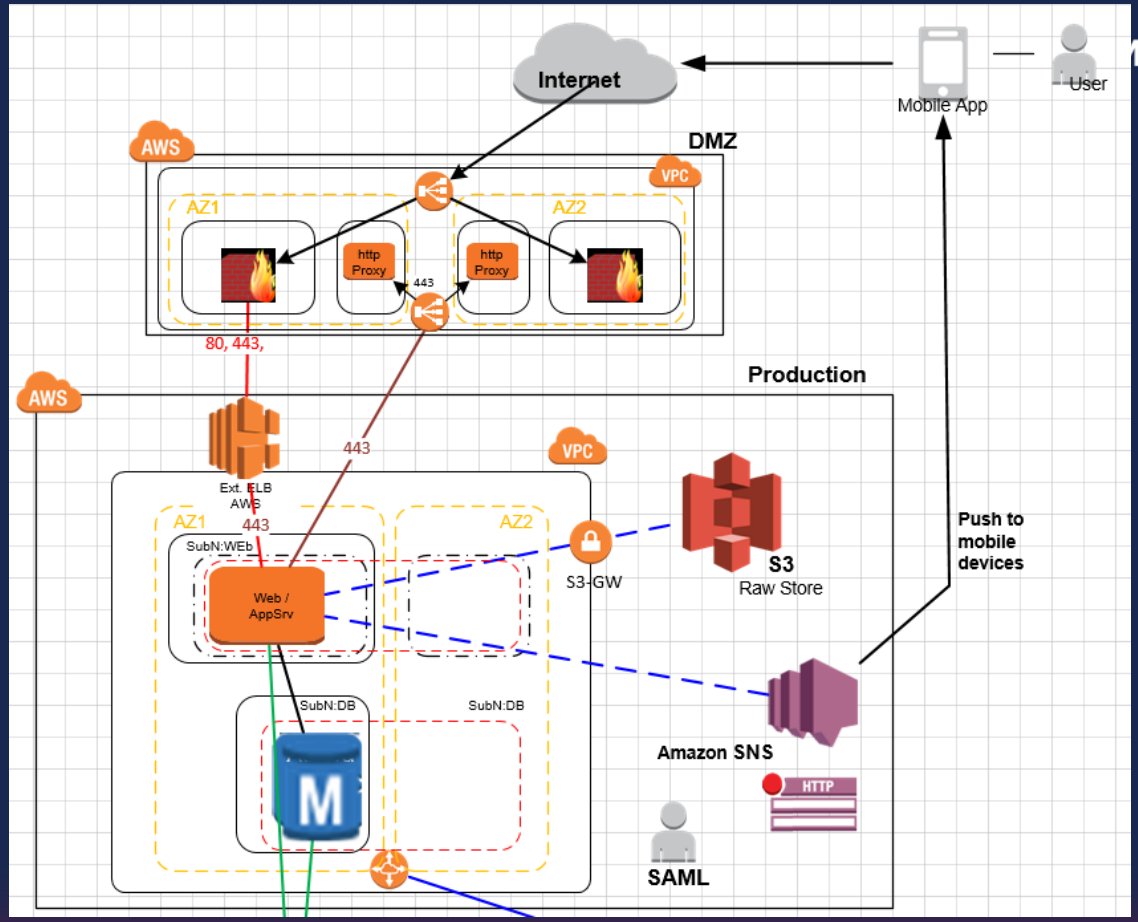
- Manage expectations
- Show abilities



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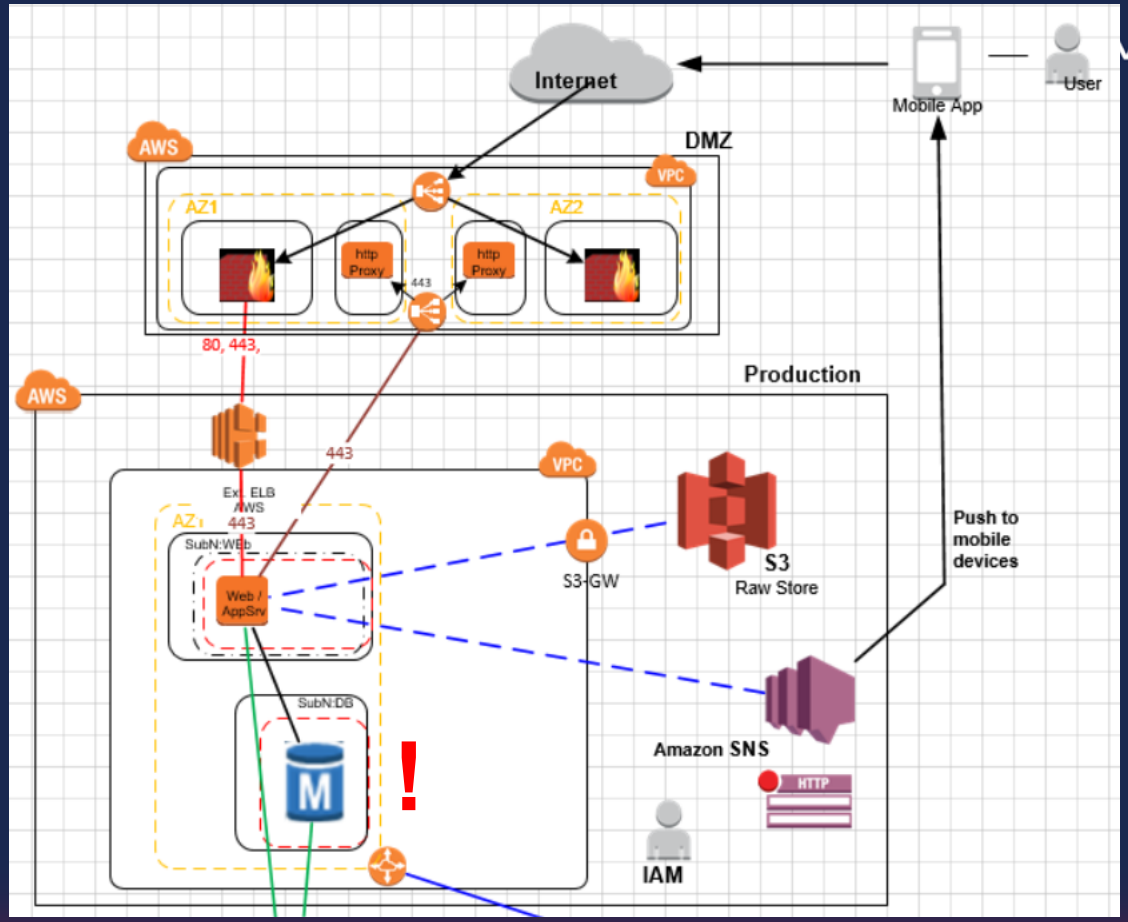
- Vertical sizing
- Reduced HA
- Keep architecture !



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Common technical challenges … with cloud adoption

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Multiple virtual machine formats

Incongruent networks

Operational inconsistency

Need to learn new skillsets & tools

Multiple monitoring & control mechanisms

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What Business Outcomes Drive Enterprises to AWS

	Cost Savings (TCO/CO)	Resource Efficiency	Operational Resilience	Business Agility
What is it?	Infrastructure cost savings / avoidance from moving to the cloud	Efficiency improvement by function on a task-by-task basis	Benefit of improving SLAs & reducing unplanned outage	Deploying new features / applications faster and reducing errors
Examples	>50% reduction in TCO (GE)	Over 500 hours per year of server configuration time saved (Sage)	Critical workloads run in multiple AZs & Regions for robust DR (Expedia)	Launch of new products 75% faster (Unilever)

← Typical Focus →

← Most Compelling Cloud Benefits →

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AWS assistance

Every journey to the cloud is different.
So why AWS?

1. Global scale and reach
2. Pace of innovation
3. Customers and developers
4. Proven business value
5. Experience / Assistance

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Your AWS assistance

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- CAF and its 6 Perspectives
- Platform Resources: tooling, PFR

Business	Technology
BUSINESS	PLATFORM
PEOPLE	SECURITY
GOVERNANCE	OPERATIONS

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AWS empowers you

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Technical & business support

Marketplace

Analytics

Application integration

Dev Ops

Mobile Services

IoT

AI

Enter-prise apps

Hybrid architect ure

Migra-tion

Infra-structure

Core services

Security & compliance

Management tools

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Your AWS assistance

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Business	Technology
BUSINESS	PLATFORM
PEOPLE	SECURITY
GOVERNANCE	OPERATIONS

- CAF and its 6 Perspectives
- Platform Resources: tooling, PFR
- Advisory Resources: (AM, SAs, TAM, ProServ, Partner, ..)

  Cloud Mentor, Advisor and tech. resource!

=> Goal: faster ramp up, with high Quality!

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… so start YOUR journey to the cloud using / consulting AWS!

1. Define YOUR use case
2. Get AWS Advisory
3. Make Your company aware
4. Start the cloud journey

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Thank You

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