



INNOVATE2018

ONLINE CONFERENCE



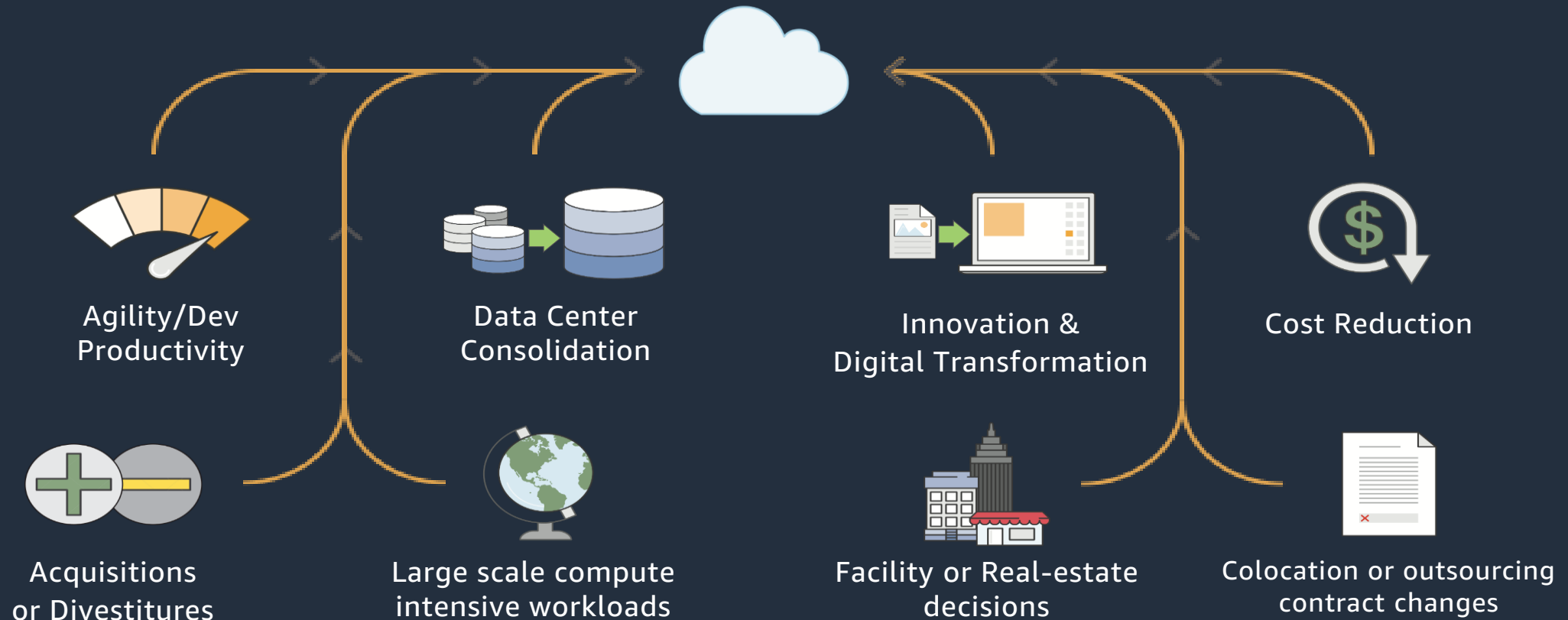
Building Scalable Migration Practices for Enterprise Applications (Level 200)

Ahlan Thiagarajah, Partner Solution Architect

What to expect from the session

- **Why** invest in building a migration practice.
- **What** are the ingredients of a scalable migration practice.
- **How** migration tools and AWS programs can help scale the migration practice for successful enterprise application migration.

Why Enterprises are moving to the Cloud ?



Enterprise customers in the cloud



Migrated over 1,200 instances (90+ apps) in 18 months, introduced an automated build and deployment pipeline, and sped up provisioning from weeks to 1-2 days for an entire application stack.



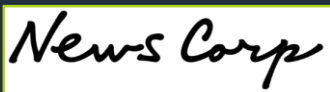
Visy migrated Production SAP boosting performance by 46% generating end of month reports in half the time, speeding up provisioning from weeks to days.



Migrated over ~5,500 instances in 9 months, reduced storage costs by 50% and compute costs by 20%, and sped up provisioning 10X from 4 weeks to 2 days.

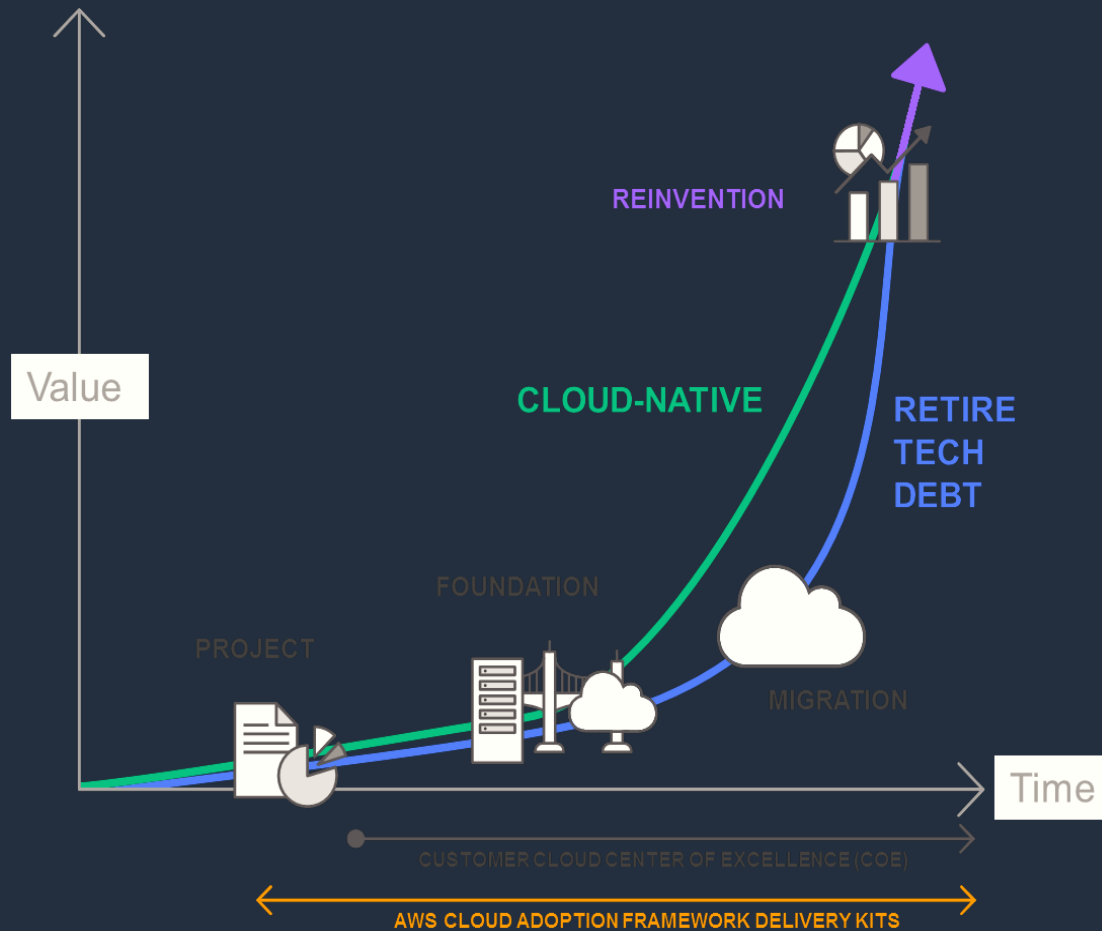


Migrated over 600 workloads to AWS in under 14 months, including some Unix to Linux conversations, driving year over year cost reduction.



Consolidating 56 datacenters down to 6, moving 75% of infrastructure to cloud, and re-allocating more than \$100M to key business drivers.

Enterprise Cloud Adoption Journey



The Stages of Adoption path describes a common journey customers take to drive innovation and value through the cloud

- Project stage
- Foundation stage
- Migration stage
- Reinvention

Why build a migration practice ?

Migrate at Scale



Migration methodology that can be used repeatably for migration at any scale.

Accelerate Migration



Well defined methodology, experience CCOE and migration tools accelerates the migration phases and drives predictable outcomes.

Reduce risk



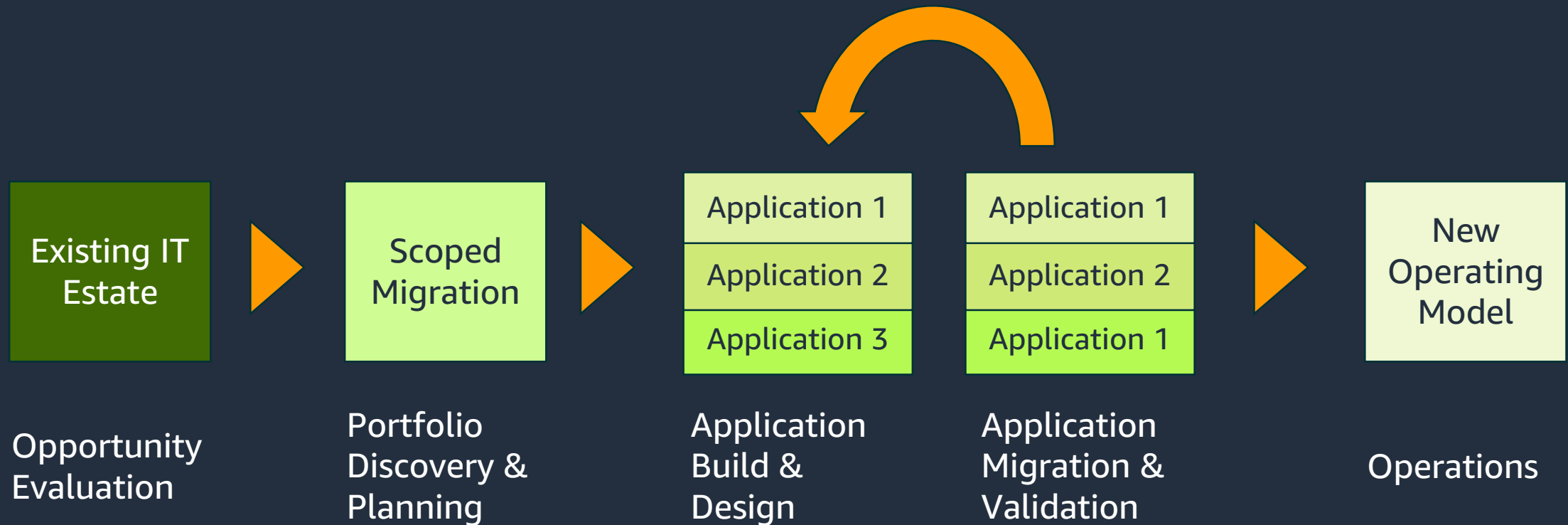
Security and Compliance are address adequately throughout the migration phases.

Grow line of business and venture into other areas of the customer.



Migration competency program which requires a migration practice can help partners grow their line of business in migrations. Migrations are seen as the easiest way to earn trust and venture into other project within the customer.

Anatomy of a Migration Practice



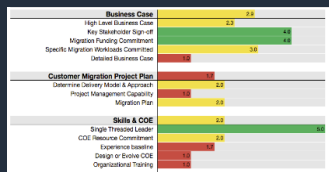
AWS Migration Practice

ASSESSMENT

READINESS & PLANNING

APPLICATION MIGRATIONS

Migration Readiness Assessment (MRA)



Rapid
Discovery



Directional
Business Case

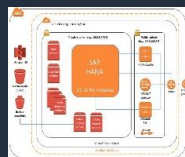
Migration Readiness and Planning (MRP)



Discovery
& Planning



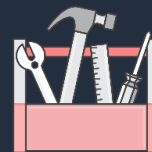
Security &
Compliance



Landing
Zone



Operating
Model



Skills/CoE



Migration
Expertise

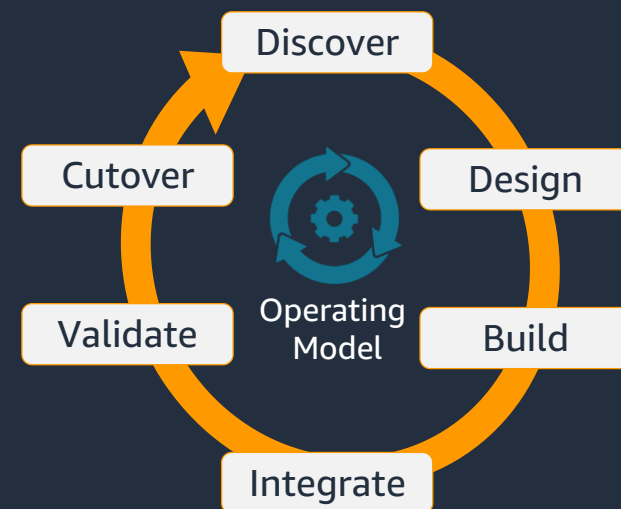


Migration
Business Case



Migration
Plan

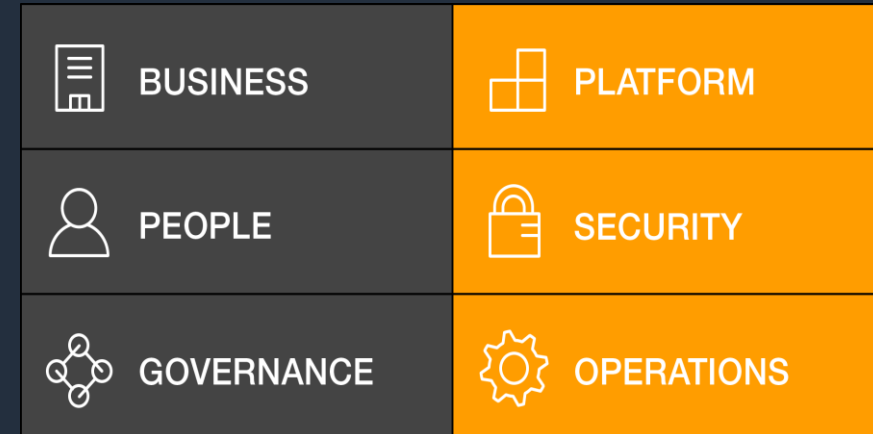
Migration



Migration Readiness Assessment (MRA)

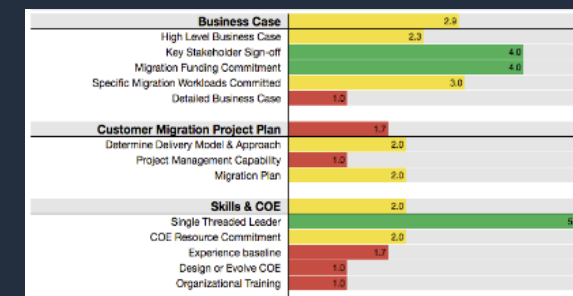
- A process of assessing the customer's current state and identifying their cloud adoption readiness gaps.
- 69 CAF Aligned Questions
- An opportunity to listen, learn and influence customer's stakeholders.
- A way to determine the scope of the Migration Readiness & Planning engagement.

Cloud Adoption Framework (CAF)



<https://aws.amazon.com/professional-services/CAF/>

Migration Readiness Assessment (MRA)



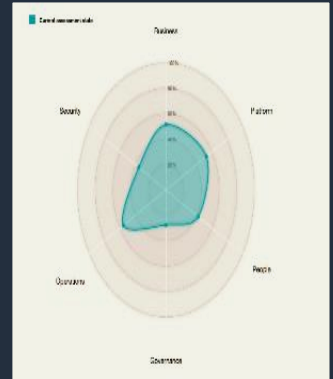
Migration Readiness Assessment (MRA) - Outcomes

Customer

- Consensus on current state.
- Identify pockets of capability.
- Awareness of gaps.
- AWS evaluation of their capabilities.
- Action plan to increase capability.

Partner

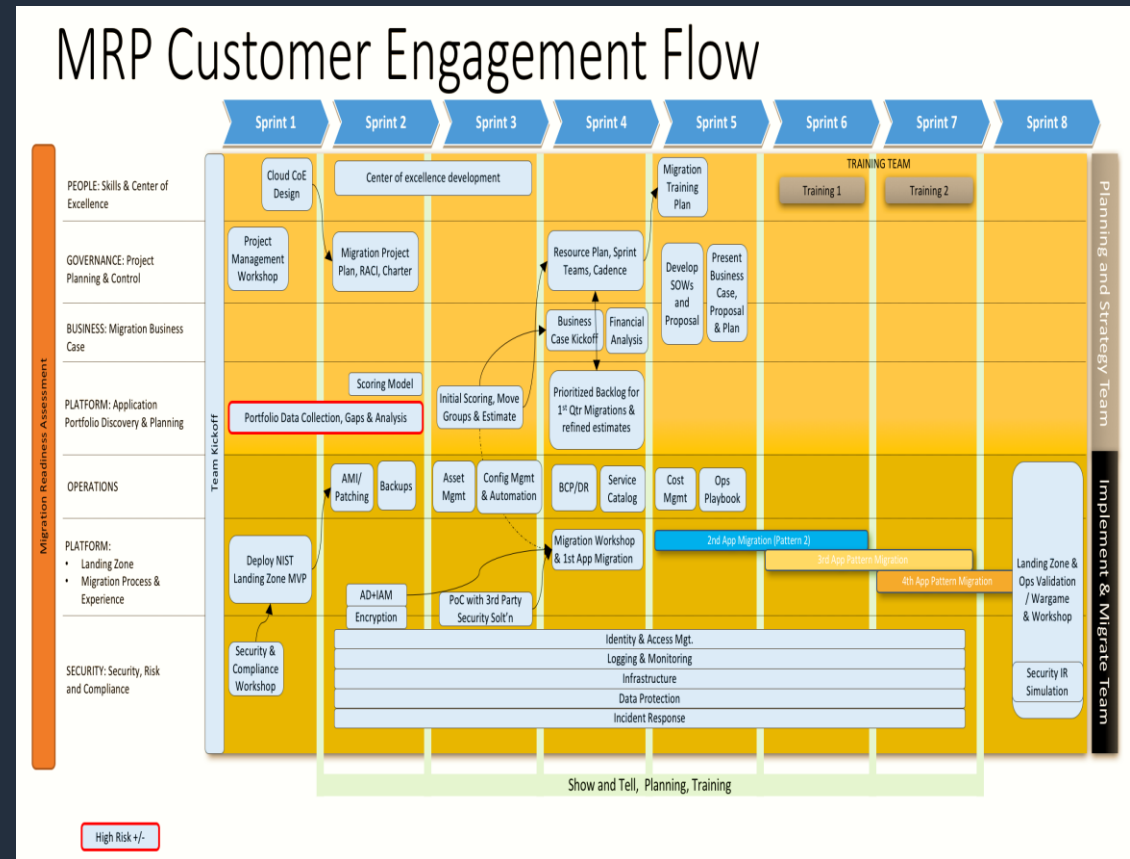
- Insight to current state.
- Builds trust.
- Understand political situations.
- Gain insights to how the customer works.
- Recommend appropriate activities.



- Fewer roadblocks during Migration.
- Common playbook for improvement.

Migration Readiness & Planning (MRP)

- Eight Work Streams of sprints delivered through agile methodology that focuses on: -
 - Closing the MRA gaps.
 - Building the customers cloud environment.
 - Building a repeatable Migration Process (Migration Factory).
- The actual migration happens after the customer signs off the MRP.

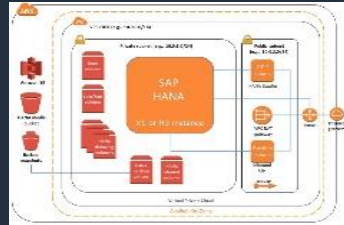


Migration Readiness & Planning - Outcomes

Migration Readiness and Planning (MRP)



Discovery
& Planning



Landing Zone



Skills/CoE



Migration
Business Case



Security &
Compliance



Operating Model

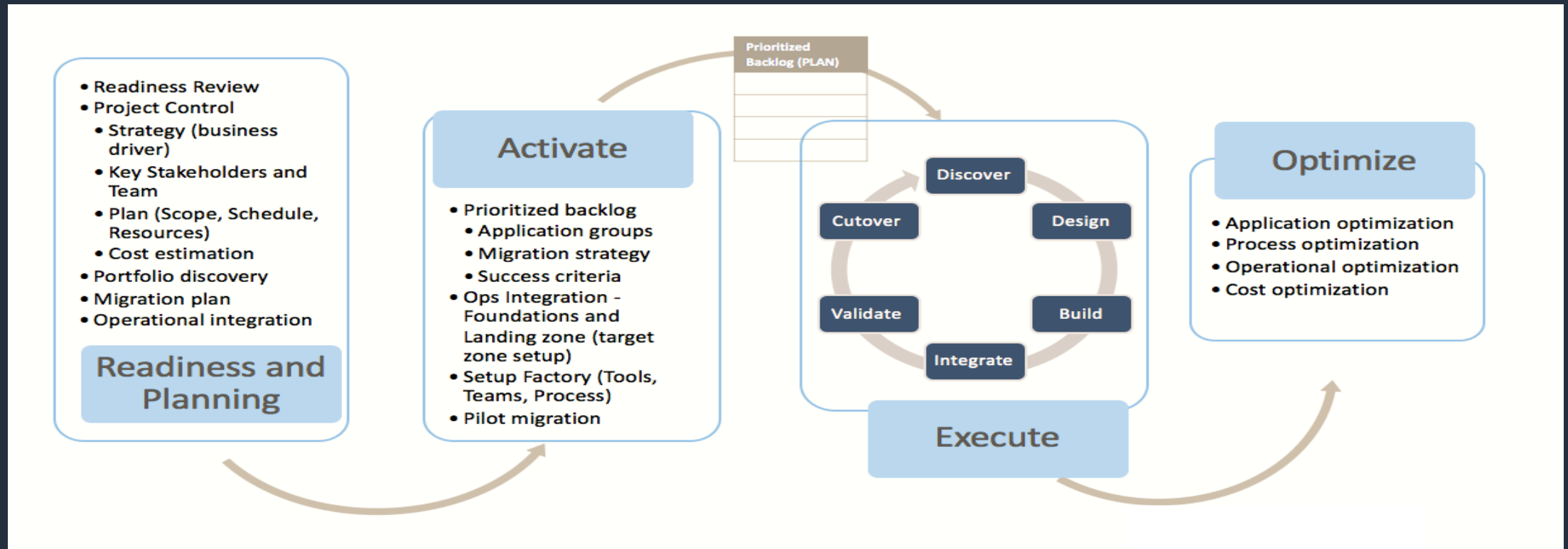


Migration
Expertise

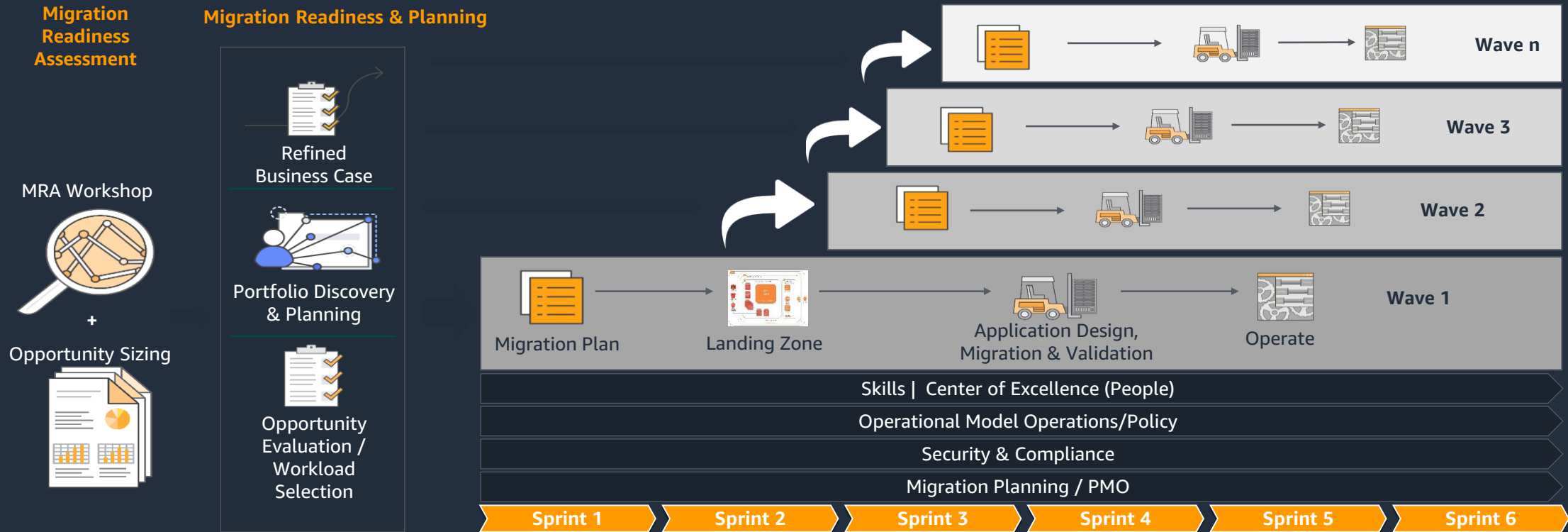


Migration Plan

Application Migration - Migration Factory



Application Migration - Overview



Migration Resource Toolkit

- Account Structure
- Network Design
- Identity & Access Management
- Culture Change Assessment
- Security Directives
- Compliance Models
- Resource Plan
- Defining Application Patterns and Grouping
- Application Design Process
- Application Validation & Test
- Landing Zone build
- Migration Cost Estimate
- TCO Modelling
- Business Value Assessment
- Options to Optimize
- RACI, Roles and Policy
- Training Materials
- Operational Run Books
- Monitoring & Logging
- Provisioning, Asset Management
- Configuration Management
- BCR/DR
- Service Catalog

Migration Practice - Secret Sauce

- **Build a Cloud Center of Excellence**

- Leadership Management Team – PMO & Migration Lead
- Infrastructure Team
- Security Team
- Operation Team
- Application Team

*Grow the teams capability through training and certification.

- **Define Migration Phases and Outcomes**

- Each phases needs to have outcomes and supporting standardize documentation.
- Important documents – SOW, Design Document, Security Document, RACI, Project Plan or WBS.

- **Automation** – landing Zone, Config Baseline, EC2 creation, application deployment.
- **Use Migration tools** to accelerate the phases.

Foundations & Operations



Portfolio Discovery



Lift and Shift Migration Teams



Re-Platform Migration Teams



Re-Factor Migration Teams



Innovation Teams

Migration activity based teams

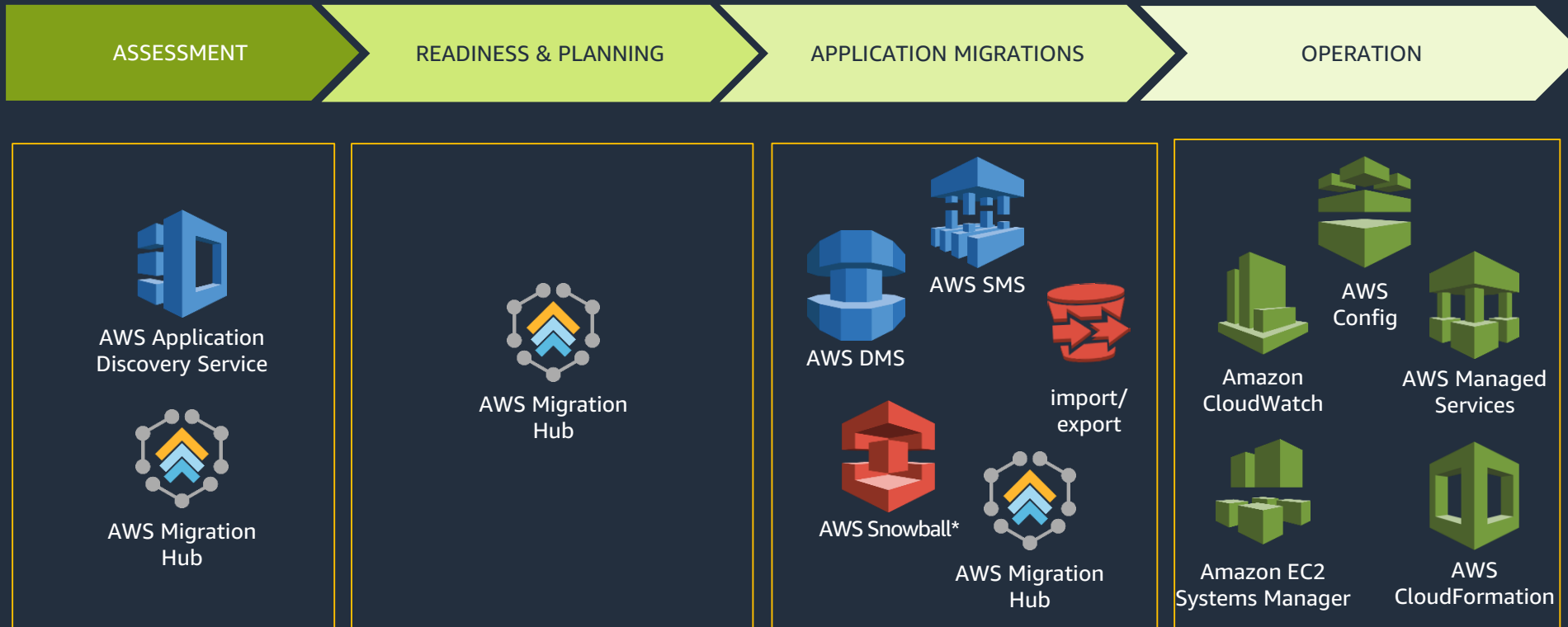
Scale Migration Practice with Tools

- A migration practice can't scale without tools.
- Tools can help: -
 - Accelerate the phases of the migration.
 - Discover, plan, track and visualize the migration.
 - Increase accuracy in discovery and application profiling.
 - Automate the migration of the servers, databases and data.
 - Migration Validation.
- Be aware of the limits of the tool.
- Choosing the right tool base on the customer's requirements and environment is key.



<https://aws.amazon.com/migration/partner-solutions/>

AWS Migration Services



Accelerate the Migration Phases

Reduces Migration Risk

3rd Party ISV Migration Partner Tools

ASSESSMENT

READINESS & PLANNING

APPLICATION MIGRATIONS

OPERATION

CloudHealth[®]
TECHNOLOGIES

 dynatrace

TSO Logic



 RISC Networks™

 Cloudamize

CloudHealth[®]
TECHNOLOGIES

TSO Logic

 RISC Networks™

 Cloudamize

 dynatrace




CloudEndure™

 CLOUDVELOX

 ATTUNITY

 dynatrace

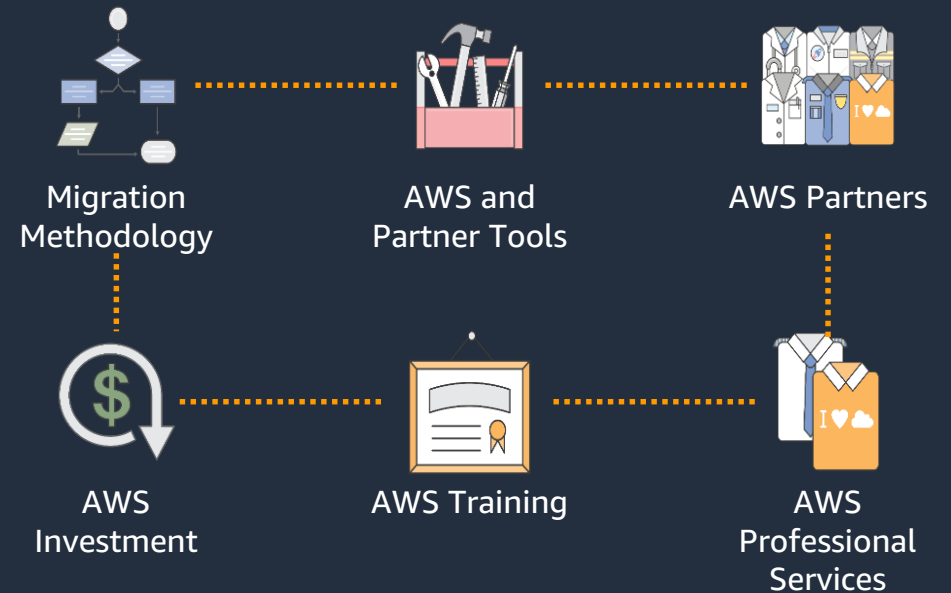


APPDYNAMICS

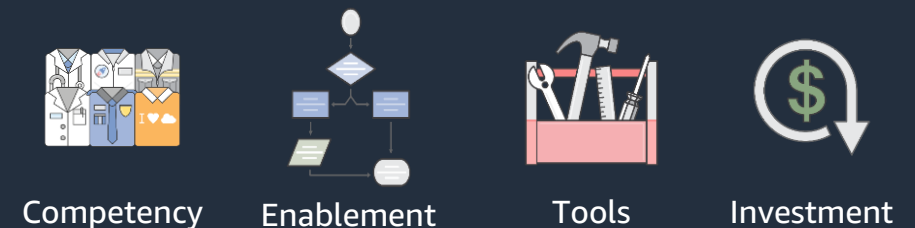
Scale further with AWS Migration Programs

- AWS have two main Migration Programs: -
 - Partner Migration Program (PMP)
 - Migration Acceleration Program (MAP)
- The programs have a set of requirements and are leveraged base on the size of the migration.
- The programs are aimed to help ease the cost during the migration bubble and provide the right enablement to help the customer or partner to complete the migration successfully.
- Reach out to your Partner Developer Manager (PDM) for more information.

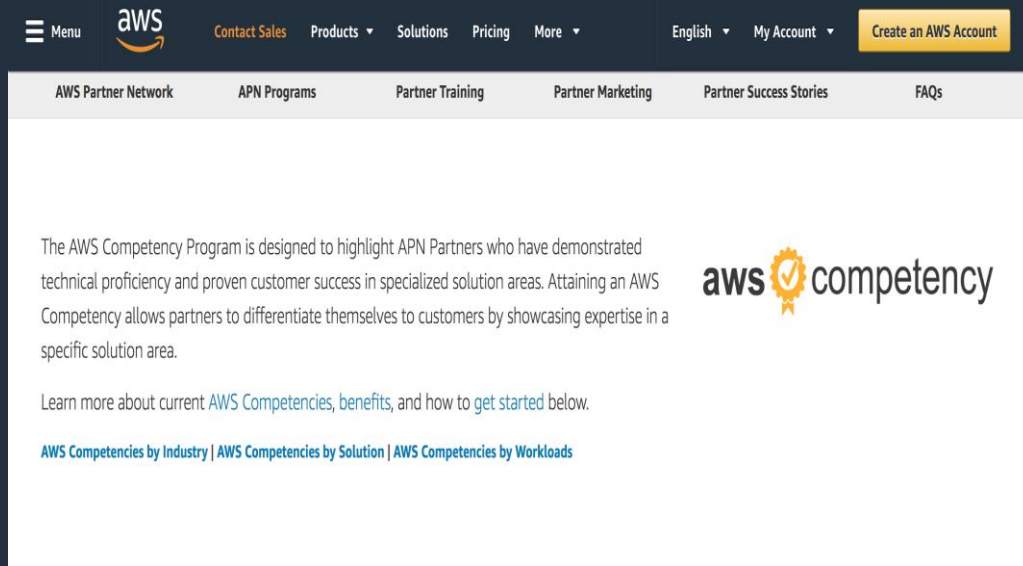
Migration Acceleration Program (MAP)



Partner Migration Program



AWS Migration Competency



<https://aws.amazon.com/partners/competencies/>
<https://aws.amazon.com/migration/partner-solutions/>

- Highlight APN Partners who have demonstrated technical proficiency and proven customer success in specialized solution areas.
- Migration Competency:-
 - Migration Competency - **Delivery Partner**
 - Migration Competency - **Consulting Partner**
 - Migration Competency - **Technology Partner**
- It is important to validate your migration practice and delivery through the competency to ensure compliance to AWS best practices.
- All AWS migration competent partners will be published under the migration partner solution on the AWS site to help customers right pick the partner for their migrations.

Migration Competency Benefits

Exclusive Competency – Differentiation factor.

Methodology Support and Training – Personalized, one to one workshops and training.

Migration Tools – Recommended eco-system of tools at discounted pricing.

Professional Service Guidance – Support and knowledge transfer by AWS Professional Service on complex migration projects.

Migration Toolkit – Access to digital library of migration artefacts to build and continuously enhance migration practice.

Migration Programs – Customer engagement through the migration programs.

Marketing – Integrated Partner Campaigns.

In Conclusion

- Migration practice is important to **accelerate** and handle **migration at scale**.
- Migration practice should be complimented with a strong **cloud center of excellence team**.
- Build **automation** in the migration practice.
- Include **Migration Tools** as part of the Migration Factory to accelerate migration phases.
- Leverage **Migration Programs** to deliver successful migration to the customer.
- Validate your migration practice and delivery through **AWS Migration Competency**.
- **You are not alone** – reach out to the AWS Partner Team.

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