

# AWS Migration Whitepaper

*November 2017*



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# Contents

Introduction	1
Cloud Adoption Framework (CAF) and Migrations	2
Motivating Change	4
Business Drivers	5
Migration Strategies	7
“The 6 R’s”: 6 Application Migration Strategies	8
Which Migration Strategy is Right for Me?	10
Building a Business Case for Migration	12
Building Your Business Case	14
Business Case Items to Consider	14
People and Organization	15
Organizing Your Company’s Cloud Teams	15
The Cloud Center of Excellence	16
Migration Readiness & Planning	18
Assessing Migration Readiness	18
Application Discovery	19
Application Portfolio Analysis	21
Migration Planning	22
Technical Planning	23
The Virtual Private Cloud Environment	24
Migrating	29
First Migrations – Build Experience	29
Migration Execution	30
Application Migration Process	30
Team Models	32
Conclusions	34

<b>Contributors</b>	<b>35</b>
<b>Resources</b>	<b>35</b>
<b>Additional Information</b>	<b>36</b>
<b>FAQ</b>	<b>36</b>
<b>Glossary of Terms</b>	<b>37</b>

# Abstract

Adopting Amazon Web Services presents many benefits, such as increased business agility, flexibility, and reduced costs. As an enterprise's cloud journey evolves from building and running cloud native applications on AWS, to mapping out the migration of an entire enterprise IT estate, certain challenges surface. Migrating at scale to AWS calls for a level of business transformation in order to fully realize the numerous benefits of operating in a cloud environment, including changes to tools, processes and skillsets.

The AWS approach is a culmination of our experiences in helping large companies migrate to the cloud. From these experiences, we have developed a set of methods and best practices to enable a successful move to AWS. Here we discuss the importance of driving organizational change and leadership, how to establish foundational readiness and plan for migrating at scale, and our iterative approach to migration execution.

Migrating to AWS requires an iterative approach, which begins with building and evolving your business case as you and your team learn and uncover more data over time, through activities like application portfolio discovery and portfolio analysis. There are the common migration strategies which will inform your business plan, and a recommended approach to organizing and evolving your cloud teams as confidence and capability increases. You will stand up a Cloud Center of Excellence (CCoE) to lead and drive change, evangelize your cloud migration initiative, establish cloud governance guardrails, and enable and prepare your organization to provide and consume new services. Our approach walks you through what it means to be ready to migrate at scale, and how to establish a solid foundation to save time and prevent roadblocks down the road. We will cover our approach to migration execution, continuing on with building momentum and acceleration through a method of learn-and-iterate.

# Introduction

You may already be using AWS for innovative business capabilities. But, migrating existing applications and IT assets to the Amazon Web Services (AWS) Platform presents an opportunity to transform the way your organization does business. You will lower costs, become more agile, develop new skills more quickly, and deliver reliable, globally available services to your customers. Our goal is to help you to implement your cloud strategy successfully.

AWS has identified key factors to successful IT transformation through our experience engaging and supporting enterprise customers. We have organized these into a set of best practices for successful cloud migration. Customer scenarios range from migrating small single-applications, to migrating entire data centers with hundreds of applications. We provide an overview of the AWS Migration methodology, which has been built on iterative and continuous progress. We include a discussion of the principles that drive our approach, and the essential activities necessary for successful enterprise migrations.

Migrating to AWS is an iterative process that evolves as your organization develops new skills, processes, tools, and capabilities. These skills build momentum and accelerate your migration efforts. Establishing the right foundation to build on is key to a successful migration. Our migration framework balances the business and technical efforts needed to complete a cloud migration. We identify key business drivers for migration, and the best strategies for planning and executing a cloud migration.

Once you understand why you are moving to the cloud, it is time to address how to get there. There are many challenges to completing a successful cloud migration. We have collected common customer questions from hundreds of cloud migration journeys, and listed them here to illustrate common concerns as you embark on your cloud migration journey. The order and prioritization will vary based on your unique circumstances, but we believe the exercise of thinking through and prioritizing your organization's concerns upfront is beneficial:

- How do I build the right business case?
- How do I accurately assess my environment?

- How do I learn what I don't know about my enterprise network topology and application portfolio?
- How do I create a plan to migrate?
- How do I identify and evaluate the right partners to help me?
- How do I estimate the cost of a large transition like this?
- How long will the migration process take to complete?
- What tools will I need to complete the migration?
- How do I handle my legacy applications?
- How do I accelerate the migration effort to realize the business and technology benefits?

These questions and many more will be answered throughout this paper. We have included support and documentation, such as the AWS Cloud Migration Portal.<sup>1</sup> Our AWS Best Practices will help you build a foundation for a successful migration including, building a solid business plan, defining appropriate processes, and identifying best-in-class migration tools and resources to complete the migration; while helping you avoid the typical migration pitfalls that can lead to cost overruns and migration delays.

## Cloud Adoption Framework (CAF) and Migrations

AWS has developed a framing construct, called the AWS Cloud Adoption Framework (CAF),<sup>2</sup> which helps organizations understand how cloud adoption transforms the way they work. CAF leverages our experiences assisting companies around the world with their Cloud Adoption Journey. Assessing migration readiness across each of these key business and technical areas, referred to as Perspectives, helps determine the most effective and efficient approach to preparing and executing an enterprise cloud migration effort. First let's level set by outlining what we mean by perspective. CAF is organized into six areas of focus, which span your entire organization. We describe these areas of focus as Perspectives: Business, People, Governance, Platform, Security, and Operations. For further reading please see the [CAF Whitepaper](#).<sup>3</sup> CAF provides a mental model to establish areas of focus in determining readiness to migrate and creating a set of migration execution workstreams. As these are key areas of the business impacted by cloud adoption, it's important that we create a

migration plan which considers and incorporates the necessary requirements across each area.



**Table 1: People and technology perspectives from the AWS Cloud Adoption Framework**

Perspective	Description and Common Roles Involved
<b>Business</b>	Business support capabilities to optimize business value with cloud adoption. Common Roles: Business Managers; Finance Managers; Budget Owners; Strategy Stakeholders
<b>People</b>	People development, training, communications, and change management. Common Roles: Human Resources; Staffing; People Managers.
<b>Governance</b>	Managing and measuring resulting business outcomes. Common Roles: CIO; Program Managers; Project Managers; Enterprise Architects; Business Analysts; Portfolio Managers.
<b>Platform</b>	Develop, maintain, and optimize cloud platform solutions and services. Common Roles: CTO; IT Managers; Solution Architects.
<b>Security</b>	Designs and allows that the workloads deployed or developed in the cloud align to the organization's security control, resiliency, and compliance requirements. Common Roles: CISO; IT Security Managers; IT Security Analysts; Head of Audit and Compliance.
<b>Operations</b>	Allows system health and reliability through the move to the cloud, and delivers an agile cloud computing operation. Common Roles: IT Operations Managers; IT Support Managers.



# Motivating Change

Cultural issues are at the root of many failed business transformations, yet most organizations do not assign explicit responsibility for culture.”  
– **Gartner, 2016**

Culture is critical to cloud migration. The AWS platform provides customers instant access to infrastructure and applications services through a pay-as-you-go pricing model. On-premises infrastructure has been historically managed by people, and even with advancements in server virtualization most companies have not been able to implement the levels of automation that the cloud can provide. AWS resources can be provisioned via API's thus allowing services to be provisioned as code, enabling full automation. As a result, roles and responsibilities will change as application teams have the ability to take more control of their infrastructure and application services.

Therefore, implementing a cloud platform like AWS will affect not only your infrastructure organization, but also your application workloads, business model, HR, and procurement processes. AWS resources can be provisioned and managed through a number of automated mechanisms. Cloud adoption can fail to reach maximum potential if companies do not consider the impact to culture, people, and processes, in addition to the technology.

The impact of culture on cloud, and cloud on culture, does not need to be a daunting or arduous proposition. Culture is the attitudes and behaviors that contribute to “the way we do things around here.” Some of these attitudes and behaviors are conducive to cloud adoption, for example: establishing a change-as-normal environment. While some work against your cloud migration efforts. Be aware and intentional about the cultural changes you are looking to drive and manage the people side of change. Measure and track the cultural change, just as you would the technology change. We recommend implementing an Organizational Change Management (OCM) framework to help drive the desired changes throughout your organization.

**Table 2: Change management approach to accelerate your cloud transformation**

## Apply a structured Change Management approach to accelerate your cloud transformation

	1. Mobilize Team 2. Align Leaders	3. Envision the Future 4. Engage the Organization	5. Enable Capacity 6. Make It Stick
TAG LINES	This change is critical and will succeed! We are all leaders of this change!	This is the vision, where we are going! This is how we get there together!	This is how we make it happen! Are we where we want to be?
OBJECTIVES	<ul style="list-style-type: none"> <li>Confirm sponsorship</li> <li>Secure resources, expertise</li> <li>Form strong coalition of leaders</li> <li>Build momentum</li> </ul>	<ul style="list-style-type: none"> <li>Articulate vision and roadmap for transition to Cloud</li> <li>Mobilize organization, build commitment, create change urgency</li> <li>Establish communication channels to gain and maintain buy-in, support and participation throughout entire transition</li> </ul>	<ul style="list-style-type: none"> <li>Ensure successful transition to Cloud</li> <li>Align IT org structure, roles, processes with AWS Cloud platform</li> <li>Ensure all IT staff/key stakeholders can operate in new environment</li> <li>Ensure Cloud benefits and objectives are achieved</li> </ul>
KEY ACTIONS	<ul style="list-style-type: none"> <li>Form team to lead change – executive sponsors, stakeholders, line leaders, PMO, change management, communication, training, etc.</li> <li>Establish program charter, roles, milestones</li> <li>Build guiding coalition, mobilize leadership</li> <li>Shape program governance structure</li> <li>Assess and align change leadership roles</li> </ul>	<ul style="list-style-type: none"> <li>Leaders communication future Cloud vision (via comprehensive messaging plan)</li> <li>Impacted business leaders reinforce new op model (process/tech/org)</li> <li>Identify/assess impacted stakeholders</li> <li>Enlist and mobilize Change Champion Network</li> <li>Drive ongoing communication, feedback – two-way conversations</li> <li>Address “How does this impact me?”</li> <li>Celebrate progress and control issues</li> </ul>	<ul style="list-style-type: none"> <li>Identify change impacts to IT roles, policy, org structure, process, etc.</li> <li>Modify IT roles, org structure, job descriptions and processes (if needed) to support AWS Cloud</li> <li>Align IT staff to new operating model</li> <li>Develop and implement targeted training</li> <li>Setup measurement structures</li> <li>Measure and evaluate outcomes</li> <li>Course correct where needed</li> </ul>

Source: Based on the work from our OCM consulting partner

The AWS OCM Framework, seeks to guide you through mobilizing your people, aligning leadership, envisioning the future state (how will you operate in the cloud?), engaging the organization beyond the IT environment, enabling capacity, and making all of those changes stick for the long term. For additional information on this topic, please see the Resources section of this paper.

## Business Drivers

The number one reason customers choose to move to the cloud is for the agility and speed they gain. The AWS Platform provides more than 90 services including everything from compute, storage, and databases, to continuous integration, data analytics, and artificial intelligence – right at your fingertips. You are able to move from idea to implementation in minutes rather than the months it can take to provision services on-premises.

In addition to speed and agility, other common reasons customers migrate to the cloud include: an increase in productivity, data center consolidation or rationalization, and preparing for an acquisition, divestiture, or reduction in infrastructure sprawl. Some companies want to completely re-imagine their business as part of a larger digital transformation program. And of course,

organizations are always looking for ways to improve the bottom line by reducing costs.

Common drivers that apply when migrating to the cloud are:

**Operational Costs:** Operational costs are the cost of running your infrastructure today. They include the unit price of infrastructure, matching supply and demand, investment risk for new applications, markets, and ventures, employing an elastic cost base, and building transparency into the IT operating model.

**Workforce Productivity:** Workforce Productivity is how efficiently you are able to get your services to market. Productivity is increased by not waiting for infrastructure and having access to the breadth and depth of AWS Services, freeing up your valuable resource to focus on the things that make your business different rather than spending time on the things that don't, like managing data centers. With 90 services at your disposal you eliminate the need to build and maintain these independently. We see workforce productivity improvements of 30-50% following a large migration.

**Cost Avoidance:** Cost avoidance is setting up an environment that does not create unnecessary costs. Eliminating the need for hardware refresh and maintenance programs is a key contributor to cost avoidance. Customers tell us they are not interested in the cost and effort required to execute a big refresh cycles or data center renewal and are accelerating their move to the cloud as a result.

**Operational Resilience:** Operation Resilience is reducing your organization's risk profile and the cost of risk mitigation. With 16 Regions comprising 42 Availability Zones (AZs) as of June 2017, AWS has the global footprint to improve uptime, thereby reducing your risk related costs. Our customers have seen improvements in application performance, better security, and reduction in high severity incidents as a result of their migrations. For example GE Oil & Gas saw a 98% reduction in P1/P0 incidents with improved application performance.

**Business Agility:** Business Agility is the ability to react quickly to changing market conditions. Migrating to the AWS Cloud helps increase your overall operational agility. You can expand into new markets, take products to market

faster, and enable flexibility to speed up divestiture or acquisition of lines of business. You can acquire assets that offer a competitive advantage. Operational speed, standardization, and flexibility develop when you use dev/ops models, automation, monitoring, and auto-recovery or high-availability capabilities.

## Migration Strategies

This is where you start to pull the pieces together and develop a strategy for migration. You will want to consider where your cloud journey fits into your organization's larger business strategy and find opportunities for alignment of vision, so the organization can better rally behind a common goal. A well-aligned migration strategy, with a supporting business case and a well-thought out migration plan, sets the proper groundwork for cloud adoption success.

One critical aspect of developing your migration strategy is to collect application portfolio data and rationalize it into what we refer to as the 6 R's: Re-host, Re-platform, Re-factor/Re-architect, Re-purchase, Retire, and Retain. This is a method for categorizing what is in your environment, what the interdependencies are, technical complexity to migrate, and how you'll go about migrating each application or set of applications. Using the "6 R" Framework, outlined below, group your applications into Re-host, Re-platform, Re-factor/Re-architect, Re-purchase, Retire and Retain. Using this knowledge, you will outline a migration plan for each of the applications in your portfolio. This plan will be iterated on and mature as you progress through the migration, build confidence, learn new capabilities, and better understand your existing estate.

The complexity of migrating existing applications varies, depending on considerations such as architecture, existing licensing agreements, and business requirements. For example, migrating a virtualized, service-oriented architecture is at the low-complexity end of the spectrum. A monolithic mainframe is at the high-complexity end of the spectrum. There are a number of business, organizational, and technical drivers to consider in determining which application or set of application will be most impactful to your mission. Typically, you want to begin with an application on the low-complexity end of the spectrum to allow for a quick win, provide a learning experience and opportunity for building team confidence. It is important, however to choose an application which is impactful on some level to the business. You want to create positive energy and build momentum, which is difficult to accomplish if you select an application business owners fail to see value in.

## “The 6 R’s”: 6 Application Migration Strategies

The 6 most common application migration strategies we see are:

### 1. **Re-host** (Referred to as a “lift and shift.”)

Move applications without changes. In large scale, legacy migrations, organizations are looking to move quickly to meet business objectives. The majority of these applications are re-hosted. GE Oil & Gas found that, even without implementing any cloud optimizations, it could save roughly 30 percent of its costs by re-hosting.

Most re-hosting can be automated with tools (e.g. AWS VM Import/Export). Some customers prefer to do this manually as they learn how to apply their legacy systems to the new cloud platform.

Applications are easier to optimize/re-architect once they’re already running in the cloud. Partly because your organization will have developed the skills to do so, and partly because the hard part—migrating the application, data, and traffic—has already been done.

### 2. **Re-platform** (Referred to as “lift, tinker, and shift.”)

Make a few cloud optimizations to achieve a tangible benefit. You will not change the core architecture of the application. For example, reduce the amount of time you spend managing database instances by migrating to a database-as-a-service platform like Amazon Relational Database Service (Amazon RDS), or migrating your application to a fully managed platform like Amazon Elastic Beanstalk.

A large media company migrated hundreds of web servers it ran on-premises to AWS, and, in the process, it moved from WebLogic (a Java application container that requires an expensive license) to Apache Tomcat, an open-source equivalent. This media company saved millions in licensing costs on top of the savings and agility it gained by migrating to AWS.

### 3. **Re-purchase**

Move from perpetual licenses to a software as a service. For example, moving a CRM to Salesforce.com, an HR system to Workday, or a CMS to Drupal.

#### 4. **Re-factor / Re-architect**

Re-imagine how the application is architected and developed, using cloud-native features. This is driven by a strong business need to add features, scale, or performance that would otherwise be difficult to achieve in the application's existing environment.

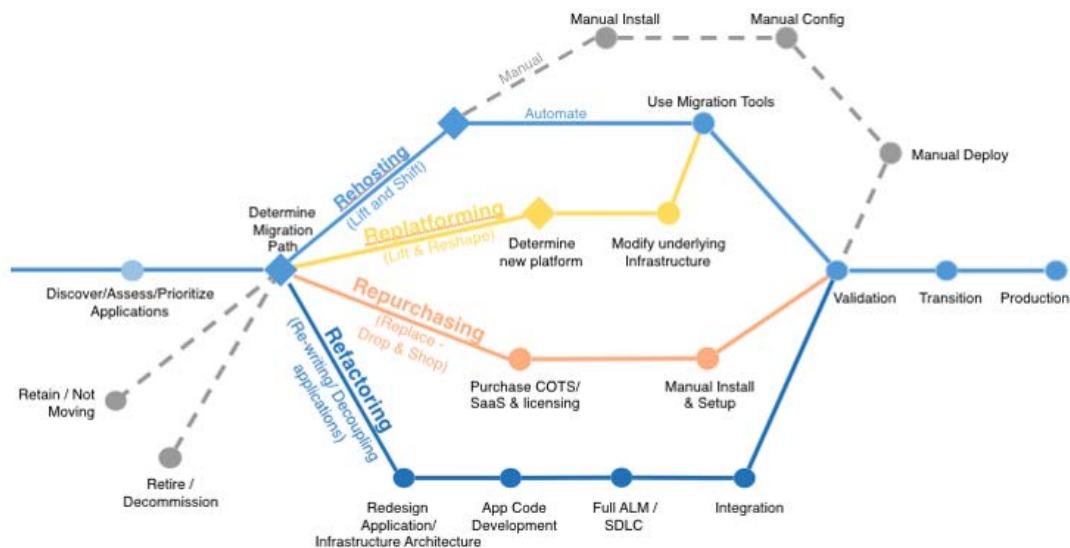
Are you looking to migrate from a monolithic architecture to a service-oriented (or server-less) architecture to boost agility or improve business continuity? This strategy tends to be the most expensive, but, if you have a good product-market fit, it can also be the most beneficial.

#### 5. **Retire**

Remove applications that are no longer needed. Once you have completed discovery for your environment, you will ask who owns each application. As much as 10%-20% of an enterprise IT portfolio is no longer useful, and can simply be turned off. These savings can boost the business case, direct your team's attention to the applications people use, and reduce how many applications you have to secure.

#### 6. **Retain** (Referred to as re-visit.)

Keep applications that are critical for the business, but will require major refactoring before they can be migrated. All applications that fall in this category can be revisited at later point in time.



**Figure 1: Six most common application migration strategies**

## Which Migration Strategy is Right for Me?

Choosing the right migration strategy depends on your business drivers for cloud adoption, as well as time considerations, business and financial constraints, and resource requirements. Re-platform if you are migrating for cost avoidance and to eliminate the need for a hardware refresh. Figure 2 shows that this strategy involves more effort than Re-host but less than Re-factor. Re-host the majority of your platform and Re-factor later if your data center contract is coming to an end in 12 months and you do not want to renew.

Consider a phased approach to migrating applications, prioritizing business functionality in the first phase, rather than attempting to do it all in one step. In the next phase, optimize applications where the AWS Platform can make a notable difference in cost, performance, productivity, or compliance. For example, if you are migrating an application that leverages an Oracle database and your strategy includes replacing Oracle with Aurora PostgreSQL, the best migration approach may be to migrate the application and stabilize it in the migration phase. Then execute the database change effort in a subsequent phase. This approach controls risk during the migration phase, and focuses on the migration business case and value proposition. There are common objectives that will improve application performance, resilience, and compliance across the portfolio that should be included in every migration. They should be packaged into the migration process for consistent execution.



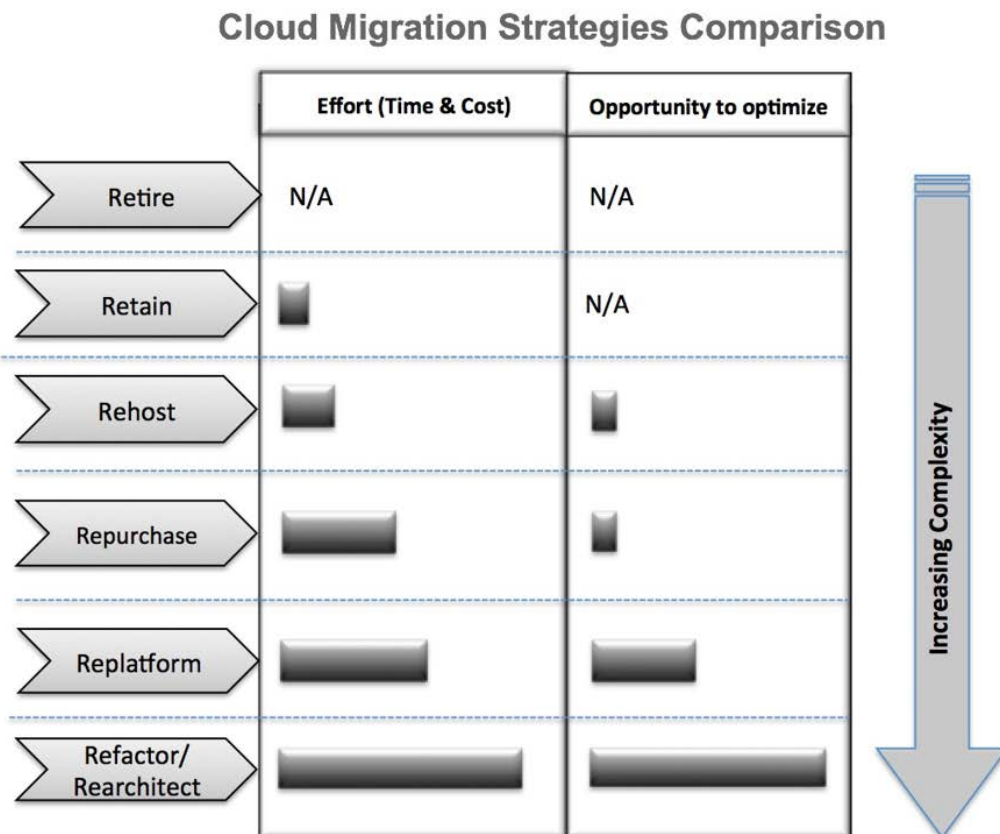
Your migration strategy should guide your teams to move quickly and independently. Applying project management best practices that include clear budgets, timelines, and business outcomes supports this goal. Your strategy should include the following dimensions, listed in no particular order:

- Is there a time sensitivity to the business case or business driver? For example, Data Center shutdown or contract expiration.
- Who will operate your AWS Environment and your applications? Do you use an outsourced provider today? What operating model would you like to have long-term?
- What standards are critical to impose on all applications that will migrate?
- What automation requirements will you impose on all applications as a starting point for cloud operations, flexibility and speed? Will this be for all applications or a defined subset? How will you impose these standards?

The following are examples:

- We will drive the migration timeline to retire specific facilities and use savings to fund the transformation to cloud computing. Time is very important, but we will consider any changes that can be done quickly and safely while creating immediate savings.
- We will insource core engineering functions that have been historically outsourced. We will look at technology platforms that remove operational barriers and allow us to scale this function.
- Business Continuity is a critical driver for our migration. We will take the time during the migration to improve our position. Where application risk and costs are high we will consider a phased approach: migrate first and optimize in subsequent phases. In these cases, the migration plan must include the second phase.
- For all custom development we will move to a dev/ops model. We will take the time to build the development and release processes, and educate development teams in each application migration plan matching this pattern.





**Figure 2: Cloud migration strategies comparison**

Understanding your portfolio of applications is an important step for determining your migration strategy and subsequent migration plan and business case. This strategy does not need to be elaborate but addressing the questions above helps align the organization and test your operational norms.

## Building a Business Case for Migration

IT leaders understand the value that AWS brings to their organization including, cost savings, operational resilience, productivity and speed of delivery. Building a clear and compelling migration business case provides your organization's leadership with a data-driven rationale to support the initiative. A migration business case has four categories including 1) Run Cost Analysis, 2) Cost of Change, 3) Labor Productivity, and 4) Business Value. A business case for migration addresses the following questions:

- What is the future expected IT cost in AWS versus the existing (base) cost?

- What are the estimated migration investment costs?
- What is the expected ROI, and when will the project be cash flow positive?
- What are the business benefits beyond cost savings?
- How will using AWS improve your ability to respond to business changes?

The table below outlines each cost or value category.

**Table 3: Business case cost/value categorization**

Category	Inputs for Consideration
<b>“Run” Cost Analysis</b>	<ul style="list-style-type: none"> <li>• Total Cost of Ownership (TCO) Comparison of run costs on AWS post-migration vs. current operating model</li> <li>• Impact of AWS Purchasing/Pricing Options (Reserved Instances, volume discounts)</li> <li>• Impacts of AWS discounts (Enterprise Discount Program, service credits (Migration Acceleration Program incentives)</li> </ul>
<b>Cost of Change</b>	<ul style="list-style-type: none"> <li>• Migration planning / consulting costs</li> <li>• Compelling events (e.g., planned refresh, Datacenter lease renewal, divestiture)</li> <li>• Change management: training establishment of Cloud Center of Excellence, governance, and operations model</li> <li>• Application migration cost estimate, parallel environments cost</li> </ul>
<b>Labor Productivity</b>	<ul style="list-style-type: none"> <li>• Estimate of reduction in number of hours spent conducting legacy operational activities (requisitioning, racking, patching)</li> <li>• Productivity gains from automation</li> <li>• Developer Productivity</li> </ul>
<b>Business Value</b>	<ul style="list-style-type: none"> <li>• Agility (faster time to deploy, flexibility to scale up/scale down, M&amp;A, global expansion)</li> <li>• Cost avoidance (e.g. Server Refresh, Maintenance Contracts)</li> <li>• Risk mitigation (e.g. Resilience for Disaster Recovery or Performance)</li> <li>• Decommissioned Asset Reductions</li> </ul>

For an enterprise Oil & Gas customer, cost savings was a primary migration driver. Additional financial and overall business benefits were realized through the course of migrating 300+ applications to AWS. For example, this customer was able to increase business agility, operational resilience, improve workforce productivity and decrease operational costs. The data from each value category shown in the table below displays a compelling case for migration.

**Table 4: A case for migration**

BUSINESS AGILITY	OPERATIONAL RESILIENCE	COST AVOIDANCE	WORKFORCE PRODUCTIVITY	OPERATIONAL COSTS
77% faster to deliver business applications	98% reduction in P1/P0's	52% average TCO savings	15 automated bots developed	35% reduction in compute assets (792)
Rapid experimentation	Improved security posture	80% cloud first adoption	8 cloud migration parties	50 applications decommissioned
Reduced technical debt	15 cloud services created		Shift to self-service culture	14M YOY Savings
Streamlined M&A Activity	Improved Performance		DevOps in Practice	

<b>\$14.2M Investment</b>	<b>+</b>	<b>18 Months</b>	<b>+</b>	<b>Focus</b>	<b>=</b>	<b>300+ Apps Migrated</b>	<b>&amp;</b>	<b>\$14M YOY Savings</b>
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## Building Your Business Case

Your business case will go through several phases of evolution: directional, refined, and detailed. The directional business case uses an estimate for the number of servers and rough order of magnitude (ROM) assumptions around server utilization. The purpose is to gain early buy-in, allowing budgets to be assigned and resources applied. A refined business case is developed when additional data about the scope of the migration and workloads is available. The initial Discovery Process refines the scope of your migration and business case. The detailed business case requires a Deep Discovery of the on-premises environment and server utilization. An automated discovery tool is recommended for Deep Discovery and is discussed in the Application Discovery section below.

## Business Case Items to Consider

- Right Size mapping provides estimates of the AWS service (compute, storage, etc.) required to run the existing applications and processes on AWS. It includes capacity views (as provisioned) and utilization views (based on utilization). This is a significant part of the value proposition, especially in overprovisioned virtualized datacenters.
- Extend Right Size mapping to consider resources that are not required full time. For example, turning off development and test servers when not in use, reducing run costs.
- Identify early candidates for migration to establish migration processes and develop experience in the migration readiness and planning phase.

This early analysis of the application discovery data will help you determine run rate cost, migration cost, resource requirements, and timelines for the migration.

AWS has a series of tools and processes that can help you develop your business case for a migration. The Simple Opportunity Calculator can help provide directional business case inputs, while the AWS Total Cost of Operation (TCO) calculator can take in more details and provide a more refined business case. Additionally, AWS has tools that can help estimate the cost of migration.

## People and Organization

It is important to develop a critical mass of people with production AWS experience are you prepare for a large migration. You will establish operational processes, and form a team dedicated to mobilizing the appropriate resources. This team is your Cloud Center of Excellence (CCoE). They will lead your company through organizational and business transformations over the course of the migration effort. A CCoE institutionalizes best practices, governance standards, automation, and drives change throughout the organization. When done well, a CCoE inspires a cultural shift to innovation and a change-is-normal mindset.

### Organizing Your Company's Cloud Teams

An effective CCoE team evolves over time, in size, makeup, function, and purpose. Long-term and short-term objectives, as well as key operating model decisions will require adjustments to the team.

In the early stages of cloud adoption, team development begins as a small, informal, group connected by a shared interest - experimentation with cloud implementation. As the cloud initiative grows, and the need for a more formalized structure increases, it becomes beneficial to establish a CCoE dedicated to evangelizing the value of cloud. While the CCoE establishes best practices, methods, and governance for your evolving technology operations, additional small cloud teams form. These small teams migrate candidate applications and application groupings, commonly referred to as migration waves, to the cloud environment. The CCoE directs the operating parameters of the migration teams, and both the CCoE and migration teams provide feedback.

Collectively lessons are learned and documented, improving efficiency and confidence through hands-on experience.

## The Cloud Center of Excellence

The following are key guiding principles for the creation of a CCoE.

### CCoE Tenets

- The CCoE structure will evolve and change as the organization transforms. Diverse, cross-functional representation is key.
- Treat the cloud as your product and the application team leaders as your customers. Drive enablement not command and control.
- Build company culture into everything you do.
- Organizational change management is central to business transformation. Use intentional and targeted organizational change management to change company cultural and norms.
- Embrace a change-as-normal mindset. Change of applications, IT systems, and business direction is expected.
- Operating Model decisions will determine how people fill roles that achieve business outcomes.

### Structure the CCoE to Prepare for Migration at Scale

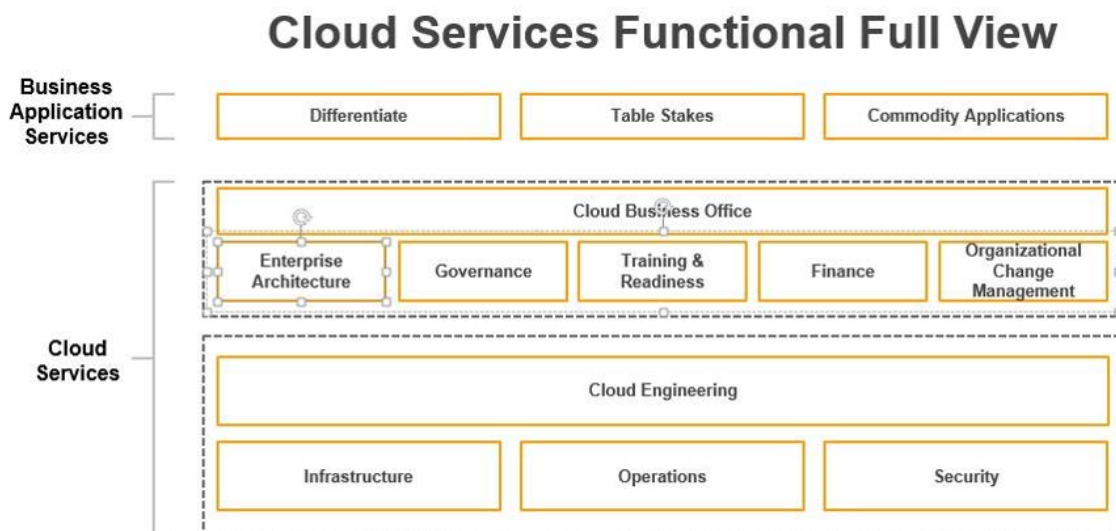
Designing a CCoE to include people from across impacted business segments, with cross-functional skills and experiences, is important for successful migration at scale. You will build subject matter expertise, achieve buy-in, earn trust across your organization, and establish effective guidelines that balance your business requirements. There is no single organizational structure that works for everyone. The following guidelines will help you design a CCoE that represents your company.

A CCoE design is comprised of two functional groups, the Cloud Business Office (CBO) and Cloud Engineering. The Cloud Business Office contributes towards the cloud service meeting the needs of your internal customer, Business Services. Business Services, and the applications that support them, consume Cloud Services. IT providing Cloud Services should adopt a customer-centric

model towards Business Application owners. This tenet represents a shift for most organizations. It is an important consideration when developing your cloud operating model, CCoE, and cloud team approach. The functions of each group will help you determine who to include in each group, and the larger CCoE.

The CBO owns functions such as organizational change management, stakeholder requirements, governance, and cost optimization. They will develop user requirements, and onboard new applications and users onto the cloud. They will handle vendor management, internal marketing, communications, and status updates to users. You will select IT Leadership responsible for the Cloud Service vision, Organizational Change Management/Human Resources lead, Financial Management Lead, Vendor Management Lead and Enterprise Architecture Lead. Multiple functional areas may be represented by one individual, or multiple individuals may represent one functional area.

The Cloud Engineering group owns functions such as infrastructure automation, operational tools and processes, security tooling and controls, and migration landing zones. They optimize the speed at which a business unit can access cloud resources and optimize use patterns. The Cloud Engineering group focuses on performance, availability, and security. The figure below shows the functional groups that require representation within your company's CCoE.



**Figure 3: Cloud services**

# Migration Readiness & Planning

Migration Readiness and Planning (MRP) is a method consisting of tools, processes, and best practices to prepare an enterprise for cloud migration. The MRP method aligns to the AWS Cloud Adoption Framework and is execution driven. MRP describes a specific program that AWS Professional Services offers. However, we highlight the main topic areas and key concepts below.

## Assessing Migration Readiness

The Cloud Adoption Framework (CAF) is a framework for analyzing your IT environment. Using this framework enables you to determine your cloud migration readiness. Each perspective of the CAF provides ways of looking at your environment through different lenses to make sure all areas are addressed. Being ready for a large migration initiative requires preparation across several key areas.

Items to consider:

- Have you clearly defined the scope and the business case for the migration?
- Have you evaluated the environment and applications in scope through the lenses of CAF?
- Is your Virtual Private Cloud secure and enabled to act as a landing zone for all applications in scope?
- Have your operations and employee skills been reviewed and updated to accommodate the change?
- Do you (or does a partner) have the experience to move the tech-stacks that are in scope?

AWS has developed a set of tools and processes to help you assess your organization's current migration readiness state in each of the CAF perspectives. The Migration Readiness Assessment (MRA) process identifies readiness gaps and makes recommendations to fill in those gaps in preparation for a large migration effort. The MRA is completed interactively in a cross-group setting, involving key stakeholders and team members from across the IT organization to build a common view of the current state. You may have representatives from IT Leadership, Networking, Operations, Security, Risk and Compliance,



Application Development, Enterprise Architecture, and your Cloud Center of Excellence or Cloud Business Office. The output of the MRA output includes actions and next steps and visuals like a heat map (See **Error! Reference source not found.**). The MRA is available through AWS or an AWS Migration Partner.

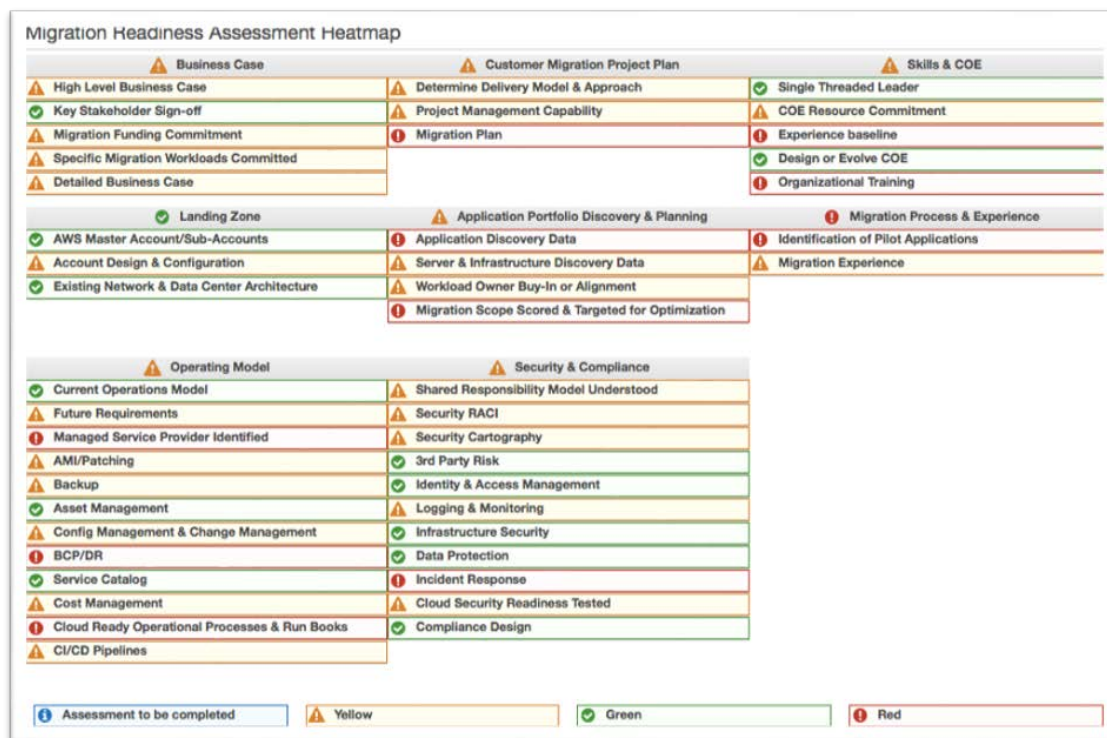


Figure 4: Migration readiness assessment heat map

## Application Discovery

Application Discovery is the process of understanding your on-premises environment, determining what physical and virtual servers exist, and what applications are running on those servers. You will need to take stock of your existing on-premises portfolio of applications, servers, and other resources to build your business case and plan your migration. You can categorize your organization's on-premises environment based on operating system mix, application patterns, and business scenarios. This categorization can be simple to start. For example, you may group applications based on an end-of-life operating system, or by applications dependent on a specific database or sub-system.



Application Discovery will help you develop a strategic approach for each group of applications. Application Discovery provides you with the required data for project planning and cost estimation. It includes data collection from multiple sources. A common source is an existing Configuration Management Database (CMDB). The CMDB helps with high level analysis but often lacks fidelity. For example, performance and utilization data needed to pair the resources to the appropriate AWS resource (i.e. matching Amazon EC2 types).

Manually performing discovery can take weeks or months to perform, so we recommend taking advantage of automated discovery tools. These discovery tools can automate the discovery of all the applications and supporting infrastructure including sizing, performance, utilization, and dependencies.

Items to consider:

- We recommend the use of an automated discovery tool
- Your environment will change over time. Plan how to keep your data current by continuously running your automated discovery tool.
- It may be useful to do an initial application discovery during business case development to accurately reflect the scope.

## Discovery Tools

Discovery tools are available in the AWS Marketplace under the Migration category. Additionally, AWS has built the Application Discovery Service (ADS). ADS discovers server inventories and performance characteristics through either an appliance connector for virtual servers, or agents installed on physical or virtual hosts.

An application discovery tool can:

- Automatically discover the inventory of infrastructure and applications running in your datacenter, and maintain the inventory by continually monitoring your systems.
- Help determine how applications are dependent on each other or on underlying infrastructure.
- Inventory versions of operating systems and services for analysis and planning.

- Measure applications and processes running on hosts to determine a performance baselines and optimization opportunities.
- Provide a means to categorize applications and servers and describe them in a way that's meaningful to the people who will be involved in the migration project.

You can use these tools to build a high fidelity, real-time model of your applications and their dependencies. This automates the time-consuming process of discovery and data collection and analysis.

Items to consider:

- An automated discovery tool can save time and energy of trying to bring a CMDB up to date.
- Keeping the inventory up to date is key as the project progresses and a tool helps make this less painful.
- Discovery tools on the market each have their special purpose or capability so analyzing this against your needs will help you select the right tool for your environment.

## Application Portfolio Analysis

Application portfolio analysis takes the application discovery data and then begins grouping applications based on patterns in the portfolio. It identifies order of migration and the strategy (i.e. which of the 6 R's, out lined on page 9, will be used) for migrating the given pattern. The end result of this analysis is broad categorizations of resources aligned by common traits, and special cases identified that may need special handling.

Examples of this high-level analysis are:

- Majority of the servers may be Windows based with a consistent standard OS version; some of the servers may require an OS upgrade.
- Distribution of databases across multiple database platforms. 80% of the databases are Oracle and 20% are SQL Server.
- Grouping applications and servers by business unit. The portfolio is a mix of 30% marketing and sales applications, 20% HR applications,

40% internal productivity applications and 10% infrastructure management applications.

- Grouping of resources across type of environments: 50% production, 30% test and 20% development.
- Scoring and prioritizing based on different factors: opportunity for cost saving, business criticality of the application, utilization of servers, and complexity of migration.
- Grouping based on 6 R's: 30% of the portfolio could use a re-host pattern and another 30% require some level of re-platforming changes, 30% will require application work (re-architecture) to migrate, and 10% can be Retired altogether.

The data driven insights from the application discovery work will become the foundation for migration planning as you move into the migration readiness phase of your project.

## Migration Planning

The primary objective of the migration plan is to create a plan for leading the overall migration effort. This includes managing the scope, schedule, resource plan, issues and risks, coordination, and communication to all stakeholders. Working on the plan early can organizes the project as multiple steams migrate multiple applications, impacting multiple teams. The migration plan considers critical factors such as the order workloads will migrate, when resources are needed, and tracking the progress of the migration. We recommend the team use agile delivery methodologies, project control best practices, a robust business communication plans, and a well-defined delivery approach.

Recommended Migration Plan activities:

- Review current state project management methods, tools, and capabilities to assess any gaps.
- Define project management methods and tools to be used during the project.
- Define and create the Migration Project Charter/Communication Plan, including reporting and escalation procedures.

- Develop a project plan Risk/Mitigation Log and roles and responsibilities Matrix (e.g. RACI) to effectively manage risks that occur during the project and identify ownership for each resource involved.
- Procure and deploy project management tools to support the delivery of the project.
- Identify key resources and leads for each of the migration workstreams defined in this section.
- Facilitate the coordination and activities outlined in the plan.
- Outline resources, timelines and cost to migrate the targeted environment to AWS.

## Technical Planning

Planning a migration goes beyond cost, schedule, and scope. It includes taking the application portfolio analysis data, and building an initial backlog of prioritized applications. Build the backlog by conducting a deep analysis on your portfolio by gathering data on use patterns. A small team can lead this process, often from the enterprise architecture team, which is part of your Cloud Center of Excellence (CCoE). The team analyzes the application portfolio, in priority order, gathering information about the current architecture for each application. They develop the future architecture, and capture workload details to execute a streamlined migration. It is not important to get through every application before begging execution of the plan. To be agile, do a deep analysis of the first two to three prioritized apps, and then begin the migration. Continue deeper analyses of the next applications while the first applications are being migrated.

An iterative process helps you avoid being overwhelmed by the scale of the project, or limiting your progress as the initial design plans become dated. Organize applications into migration patterns, and into move groups to determine the number of migration teams, cost, and migration project timeline. Maintain a backlog of applications (about three, two week sprints) for each migration team in the overall project plan. As you migrate you gain technical and organizational expertise that you will build into your planning and execution processes. You will be able to take advantage of opportunities to optimize as you progress through your application portfolio. The iterative process allows the project to scale to support migration teams structured by

pattern, business unit, geography, or other dimensions that align to your organization and project scope.

A high-fidelity model providing accurate and current Application and Infrastructure data, is critical to make performance and dependency decisions during your migration phase. Having a well-informed plan with good data is one of the key enablers for migrating at speed.

Items to consider:

- Application Discovery and Portfolio Analysis data is important for categorization, prioritization and planning at this stage.
- An agile approach allows for deep analysis to be used for migration before it becomes out of date.
- Iteration helps get migrations started as the detailed plan continues to evolve with new learnings.

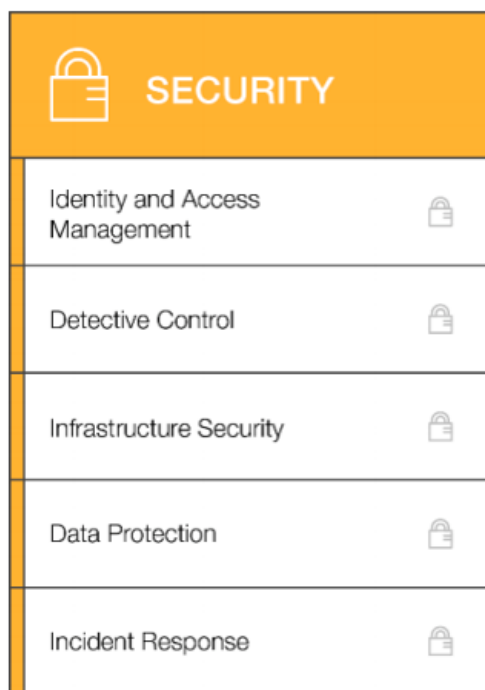
## The Virtual Private Cloud Environment

The Virtual Private Cloud (VPC) Environment is an integrated collection of AWS accounts and configurations where your applications will run. It includes third-party solutions from the AWS Marketplace that address requirements not directly controlled on AWS. The CAF perspectives of Security, Operations, and Platform are all part of your Virtual Private Cloud Environment. They will be covered together in this section. When implemented these areas allow you to migrate and operate in the cloud environment securely and efficiently.

### Security

Building security into your VPC architecture will save you time and will improve your security posture as a company. Cloud security at AWS is the highest priority. AWS customers benefit from the AWS cloud datacenters and network architectures built to meet the requirements of the most security-sensitive organizations. A compelling advantage of the AWS cloud is that it allows you to scale and innovate, while maintaining a secure environment. The Security Perspective outlines a structured approach to help you build a foundation of security, risk, and compliance capabilities that will accelerate your readiness and planning for a migration project. To learn more about Cloud Security see the [Security whitepapers](#).<sup>4</sup>

The CAF Security perspective details how build and control a secure VPC in the AWS Cloud.



The CAF Security perspective is composed of 10 themes:

- 5 core security themes– Fundamental themes that manage risk as well as progress by functions outside of information security: identity and access management, logging and monitoring, infrastructure security, data protection, and incident response.
- 5 augmenting security themes – Themes that drive continuous operational excellence through availability, automation, and audit: resilience, compliance validation, secure continuous integration (CI)/continuous deployment (CD), configuration and vulnerability analysis, and security big data analytics.

Using the 10 themes of the Security Perspective you can quickly iterate and mature security capabilities on AWS while maintaining flexibility to adapt to business pace and demand.

Items to consider:

- Read the AWS Security Whitepapers for information on best security practices.

- Engage with AWS to run security workshops to fast-track your teams learning and implementation.
- Read the AWS Well Architected Framework White Paper for information on architecting a secure environment.

## Operations

The Operations Perspective describes the focus areas to run, use, operate, and recover IT workloads. Your operations group defines how day-to-day, quarter-to-quarter, and year-to-year business is conducted. IT operations must align with, and support, the operations of your business. The Operations Perspective defines current operating procedures, and identifies process changes and training needed for successful cloud adoption.

 OPERATIONS	
Service Monitoring	
Application Performance Monitoring	
Resource Inventory Management	
Release Management / Change Management	
Reporting and Analytics	
Business Continuity / Disaster Recovery	
IT Service Catalog	

The Operations Perspective examines how you currently operate, and considers how you would like to operate in the future. Operational decisions relate to the the specific applications being migrated. Determine the appropriate Cloud Operating Model (COM) for a particular application or set of applications when envisioning the future state. To learn more about Cloud Operations see the [Operations whitepapers](#).

There are different uses and users for applications across your business. Products and services will be consumed in different patterns across your

organization. Therefore, you will have multiple modes of operating in a cloud environment. When planning for your migration you will first define the use cases and actors, and then determine how the solution will be delivered.

To build an organization that is capable of delivering and consuming cloud services create a Cloud Services Organization. Cloud organizational constructs such as a Cloud Center of Excellence, a Cloud Business Office, and Cloud Shared Services teams all fall within this Cloud Services Organization. The last piece of the Cloud Operating Model, is the set of capabilities such as ticketing workflows, service catalogs, and pipelines that are required to deliver and consume cloud services. These services facilitate the cloud operating model is functioning effectively.

#### Items to Consider:

- Building a Cloud Center of Excellence early in the process will centralize best practices.
- Recognize your organization will have multiple operating models (R&D applications will be different than back-office applications)
- A managed service, such as Amazon Managed Services (AMS), can reduce the time needed to solve operational problems in the early phases. They allow your team to focus on improving the applications that are migrating.

## Platform

The Platform Perspective includes principles and patterns for implementing new solutions on the cloud, and migrating on-premises workloads to the cloud. IT architects use models to understand and communicate the design of IT systems and their relationships. The Platform Perspective capabilities help you describe the architecture of the target state environment in detail.





The Platform workstream provides you with proven implementation guidelines. You will be able to repeatedly set up AWS environments that can scale as you deploy new, or migrate existing, workloads. You will establish key platform components that support flexible, baseline AWS environments. These environments will be able to accommodate changing business requirements and workloads. Once in place your platform will simplify and streamline the decision-making process involved in configuring an AWS infrastructure.

Key elements of the platform workstream:

**AWS Landing Zone:** provides an initial structure and pre-defined configurations for AWS accounts, networks, identity and billing frameworks, and customer-selectable optional packages.

**Account Structure:** defines an initial multi-account structure, and pre-configured baseline security designed to be easily adopted into your organizational model.

**Network Structure:** provides baseline network configurations that supporting the most common patterns for network isolation, implements baseline network connectivity between AWS and on-premises networks, and provides user-configurable options for network access and administration.

**Pre-defined Identity and Billing Frameworks:** provides frameworks for cross-account user identity and access management (based on Microsoft AD), and centralized cost management and reporting.

**Pre-defined User-Selectable Packages:** provides a series of user-selectable packages to integrate AWS-related logs into popular reporting tools, integrate with the AWS Service Catalog, and automate infrastructure. It offers third-party tools to help you manage and monitor AWS usage and costs.

Items to Consider:

- If your business is new to AWS consider a managed service provider, like Amazon Managed Services (AMS), to build out and manage the platform.
- Identify Account Structures up-front that allow for effective bill-back processes.
- You will have both on-premises and cloud servers working together, at least initially. Consider a Hybrid Cloud solution.

## Migrating

### First Migrations – Build Experience

MRP develops core operations, security, and platform capabilities to operate at scale. You will build confidence and momentum for your migration project. Running applications in the new operating model and environment will help you mature these capabilities. It is important to develop migration skills and experience early to help you make informed choices about your workload patterns. We recommend migrating three to five applications. These applications should be representative of common patterns in the portfolio.

One example is re-hosting an application using existing server replication tools. Other examples are Re-platforming an application to have its database running on Amazon RDS, or migrating an application that has internet facing requirements and validating the controls and services involved. Choose the applications before you start the MRP in order to develop an approach and schedule that accommodates your selections.

Working through these initial migrations builds confidence and experience. It informs the migration plan with the patterns and tool choices that fit your organization's needs. It provides validation and testing of the operational and security processes.

Items to consider:

- Identify patterns (common architectures, technology stacks, etc.) in the portfolio to create a list of application groupings based on common patterns. This creates a common process for group migrations.
- Your first three to five applications should be representative of common patterns in your portfolio. This will determine the process for moving that pattern in the mass migration to follow.

## Migration Execution

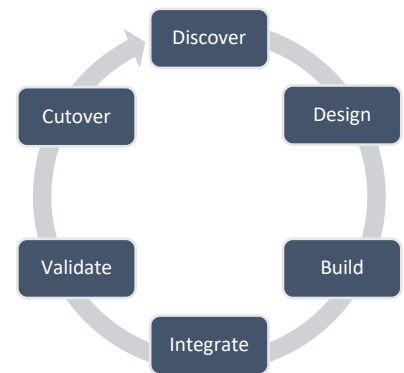
In the early migrations, you tested specific migration patterns and your CCoE gained experience. Now you will scale teams to support your initial wave of migrations. The core teams expand to form migration sprint teams that operate in parallel. This is useful for Re-host and Re-platforming patterns that can use automation and tooling to accelerate their migration. In this section we will cover the Migration Factory process and expand on the agile team model.

## Application Migration Process

Specific patterns with larger volumes, like Re-hosting, offer the opportunity to define methods and tools that will be used for moving data and application components. But every application in the execution phase will follow the same six step process: Discover, Design, Build, Integrate, Validate, Cutover.

## Discover

In the Discover stage the Application Portfolio Analysis and Planning Backlog is used to understand the current and future architectures. If needed, more data is collected about the application. There are two categories of information that we need: Discover Business Information (DBI) and Discover Technical Information (DTI). Examples of DBI are application owner, roadmap, cutover plans, and operation runbooks. Examples of DTI are server statistics, connectivity, process information, and data flow. This information can be captured via tools and confirmed with the application owner. The data is analyzed, and a migration plan for that application is confirmed with both the sprint team and the application owner. In the case of Re-host patterns, you will do this in groups that match the patterns. The Portfolio Discovery and Planning Process provides this information.



## Design

In the Design stage the target state is developed and documented. The target state includes the AWS architecture, application architecture, and supporting operational components and processes. A member of the sprint team and engineering uses the information collected during Discover to Design the application for the targeted AWS environment. This work depends on the migration pattern and includes an Infrastructure Architecture Document that outlines what services to be used. The document also includes data flow, foundational elements, monitoring design, and how the application will consume external resources.

## Build

In the Build stage the migration design created during the Design phase is executed. The required people, tools, and reusable templates are identified and given to the migration teams. The migration team member selection is based on the migration strategy chosen for the application. The teams will use these pre-defined methods and tools to migrate to AWS. They assert basic validations against the AWS-hosted application.

## Integrate

In the Integrate stage your migration team will make the external connections for the application. Your team will work with external service providers and consumers of the application to make the connections or service calls to the application. The team will perform on the application to demonstrate functionality and operation, before turning the application over to Validation.

## Validate

In the Validate stage each application will go through a series of specific tests (build verification, functional, performance, DR, and business continuity) before being finalized and released for Cutover. Your teams will evaluate release management, verify rollout and rollback plans, and evaluate performance baselines. Rollback procedures are defined by application within a rollback playbook, which will consist of an operations communication plan for users, define integration, application and performance impacts. You will complete business acceptance criteria by running parallel testing for pre-migrated, and migrated applications.

## Cutover

In the Cutover stage you will execute the cutover plan that was agreed upon by the migration team and application owners. Perform a User Acceptance Test at this stage to support a successful cutover. Use the outlined rollback procedure in the cutover plan if the migration is not successful.

Items to consider:

- Make sure the team is familiar with Agile practices.
- An iterative approach to maximizes immediate requirements gathering. You will not do up front work that will be out of date by the time you are ready to use it.
- The CCOE plays a key role in sharing best practices and lessons learned across the different migration teams.

## Team Models

Core migration teams persist through the project as part of your new IT operating model. These teams each have their own areas of specialization including.

## Core Cloud Teams

The Core Cloud Teams work across the migration teams. They act a central hub for managing projects, sharing lessons learned, coordinating resources, and building common solutions. These teams include:

**Cloud Business Office (Program Control):** Drives the program, managing resources, managing and reporting risk, managing budgets, driving communication, and change management. Typically, this team reports to the overall migration or cloud lead and becomes the program office for your migrations.

**Cloud Engineering & Operations:** Builds and validates the fundamental components that enable Development, Test, and Production environments are scalable, automated, maintained and monitored. This team also prepares landing zones as needed for migrations.

**Innovation:** Develops repeatable solutions that will expedite migrations in coordination with platform engineering, migration, and transition teams. They will work on larger or more complex technical issues for the migration teams.

**Portfolio Discovery & Planning:** Accelerates downstream activities by executing application discovery and optimizing application backlogs. They work to eliminate objections and minimize wasted effort.

## Migration Factory Teams

In the scale-out phase of the migration project you will have multiple teams operating concurrently. Some will support a large volume of migrations in the Re-host and minor Re-platform patterns. These teams are referred to as a Migration Factory. Your Migration Factory will increase the speed of your migration plan, with multiple sprint teams executing in parallel. Between 20-50% of an enterprise application portfolio consists of repeated patterns that can be optimized by a factory approach. This is an agile delivery model, and it is important to create a release management plan. Your plan should be based on current workloads and information generated during the readiness and planning phase. It should be continually optimized for future migration waves and future migration teams. We recommend that you have a backlog of applications that support three sprints for each team. This allows you to re-prioritize applications if you have problems that affect the schedule.

Larger and more complex applications often follow the Re-Factor/Re-Architect pattern. They are generally conducted in planned release cycles by the application owner. The factory teams are self-sufficient and include five to six cross functional–roles. They include operations, business analysts and owners, migration engineers, developers, and dev/ops professionals. The following are examples of specifically focused migration factory teams:

**Re-Host Migration Team(s):** Migrates high volume, low complexity applications that don't require material change. These teams leverage migration automation tools. This approach is integrated into patch and release management processes.

**Re-Platform Migration Team(s):** Designs and migrates applications that require a change of platform or a repeatable change in application architecture.

**Re-Factor/Re-Architect:** Designs and migrations complex or core business applications that have many dependencies. In most cases development and technical operations teams support this business capability. The migration becomes a release cycle, or a few release cycles within the plan for that team. There can be many of these in flight and the CBOs role is to track timing, risks, and issues to completion of the migration. This team owns the application migration process.

Items to consider:

- Perform a portfolio analysis to understand common patterns across all applications can help build repeatable work for the factory teams to execute efficiently.
- Use a partner to help with resource constraints as your team supports regular business activities.
- AWS and the partner ecosystem can bring specialized resources for specific topics like: databases, application development, and migration tooling.

## Conclusions

We have introduced both the preparation and execution steps required for large migrations to the cloud. Analyzing your current state, building a plan, and iterating the work breaks a large migration into manageable activities for

efficient execution. Looking at a migration as an organizational change project empowers you to build buy-in and maintain communications through each stage of the process. Build a business case and refine the return on investment as the project progresses. Use the AWS Cloud Adoption Framework (CAF) to analyze your environment through the different perspectives: Business, People, Governance, Platform, Security, and Operations. This allows a complete view of which areas need improvement before moving forward with a large migration effort. Use a migration factory construct and iterate the migration patterns to create an optimal move to the AWS Cloud. Today migrating to the cloud has moved from asking “why,” to asking “when.” Building an effective migration strategy and plan will change your response to “NOW!”

Migration is just the beginning of what is possible. Once you have migrated an application you can consider your migration experience as a capability that you can use for the optimization phases for this application. You will have a current architecture and a future design. You will implement, test, and validate changes. You will cutover and go live. You now have a new IT capability that can drive speed, agility, and business value for your organization and your company.

## Contributors

The following individuals and organizations contributed to this document:

- AWS Professional Services, Global Migrations Practice

## Resources

- AWS Migration Competency and Partners: <https://aws.amazon.com/partners/find>
- AWS Whitepapers: <https://aws.amazon.com/whitepapers>
- AWS Migration Acceleration Program: <https://aws.amazon.com/migration-acceleration-program/>
- AWS Webinar: How to Manage Organizational Change and Cultural Impact During a Cloud Transformation <https://youtu.be/2WmDQG3vp0c>



## Additional Information

- AWS Blog: Stephen Orban on Cloud Migration  
<http://amzn.to/considering-mass-migration>
- <http://amzn.to/migration-process>
- <http://amzn.to/migration-strategies>
- <http://amzn.to/cloud-native-vs-lift-and-shift>
- <http://amzn.to/migrate-mainframe-to-cloud>

## FAQ

### 1. **How do I build the right business case?**

Your business case should be driven by your organizational KPIs, and the common drivers such as operational costs, workforce productivity, cost avoidance, operational resilience, and business agility.

### 2. **How do I accurately assess my environment? How do I know what I don't know about my enterprise network topology and application portfolio and create a plan to migrate?**

Consider the volume of resources used by each application, and automate the assessment process to confirm it is done rapidly and accurately. Assessing your environment manually is a time-consuming process. It exposes your organization to human error. Automating the process will help you gain insight into what you don't know, and help you more clearly understand and define these uncertainties so they can be factored into your migration strategy.

### 3. **How do I identify and evaluate the right partners to help me?**

Details on the offerings of partners can be found at:

- [AWS Migration Partner Solutions](#)
- [Migration Solutions in AWS Marketplace](#)

### 4. **How do I estimate the cost of a large transition like this?**

The AWS Total Cost of Ownership Calculator can compare how much you will spend running your applications in an on-premises or colocation environment, with what it will cost on AWS:

- [AWS Total Cost of Ownership Calculator](#)

5. **How long will the migration process take to complete?**

Enterprise migrations that are completed within 18 months generate the greatest ROI. The duration of a migration depends on scope and resources.

6. **How do I handle my legacy applications?**

Consider taking an incremental approach to your migration by determining which of your legacy applications can be moved most easily. Move these to the cloud first. For legacy applications that will require a more complicated approach you can develop an effective plan for migration.

7. **How do I accelerate the migration effort to realize the business and technology benefits more quickly?**

Automating the migration process as much as possible, with migration tools from AWS and APN Partners is the best way to accelerate the migration effort.

## Glossary of Terms

- **Migration Method** – refers to Readiness, Mobilization, Migration at Scale, and Operate.
- **Stage** – the individual topics. Readiness, Mobilization, Migration at Scale, and Operate are all stages in the migration process.
- **Readiness** – initial stage in the Migration Process, when the opportunity is evaluated, the business case is confirmed, and organizational alignment is achieved for the move to the cloud.
- **Mobilization** – the stage in which roles and responsibilities are assigned, an in-depth portfolio assessment is conducted, and a small number of select applications are migrated to the cloud.
- **Migration at Scale** – the stage in the Migration Process when the majority of the portfolio is moved to the cloud in waves, with more applications moved at a faster rate in each wave.

- **Operate** – the stage when most of the portfolio has been migrated to the cloud, and is optimized for peak performance.
- **Landing Zone** – the initial destination area that is established on AWS where the first applications operate from to ensure they have been migrated successfully.
- **Application Portfolio** – the collection of detailed information about each application being used by an organization, including the cost to build and maintain the application, and the business value.
- **CAF** – Cloud Adoption Framework. A structure for developing an efficient and effective plan for organizations to successfully move to the cloud.
- **CCoE** – a Cloud Center of Excellence. A diverse team of key members who play the primary role in establishing the migration timeline, and evangelize about moving to the cloud.
- **MRP** – Migration Readiness and Planning. A pre-planning service to prepare for migration when the resources, processes, and team members who will be engaged in carrying out a successful migration to AWS are identified Part of the of the Readiness stage of the migration process.
- **MAP** – Migration Acceleration Program. Designed to provide consulting support and help enterprises who are migrating to the cloud realize the business benefits of moving to the cloud.
- **MRA** – Migration Readiness Assessment. A tool to determine level of commitment, competence, and capability.

## Notes

<sup>1</sup> <https://aws.amazon.com/cloud-migration/>

<sup>2</sup> <https://aws.amazon.com/professional-services/CAF/>

<sup>3</sup> [https://d0.awsstatic.com/whitepapers/aws\\_cloud\\_adoption\\_framework.pdf](https://d0.awsstatic.com/whitepapers/aws_cloud_adoption_framework.pdf)

<sup>4</sup> <https://aws.amazon.com/whitepapers/>