AWS Professional Services
Accelerating Your Cloud Transformation

aws

Today's Topics

What customers tell us

How we help

What we do

Our Approach

Why AWS Professional Services
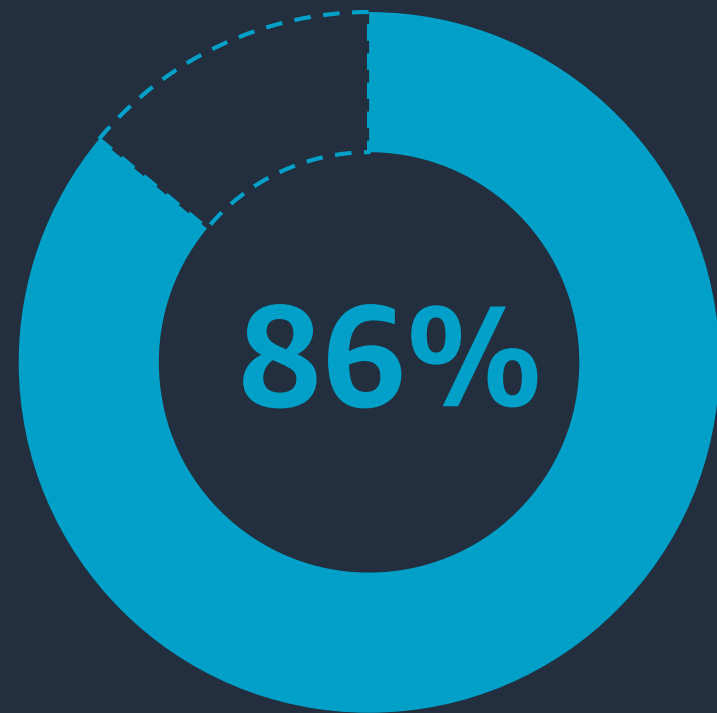
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Today's Topics

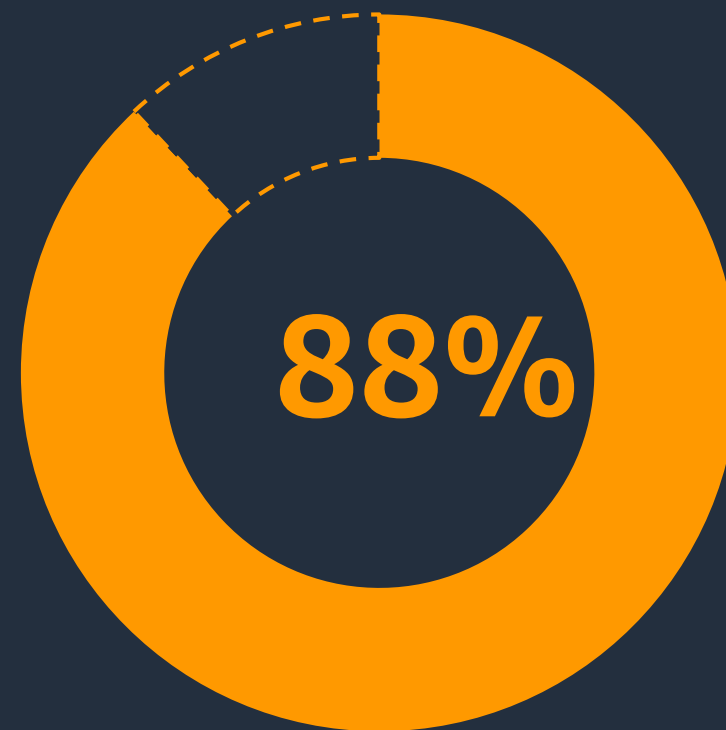What customers tell us

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Enterprise business transformation challenge

86%

**Infra spend still
on-premises**

88%

**Enterprises have
cloud-first strategy**

" 88% of enterprise IT organizations
have a cloud-first strategy,
yet 86% of enterprise
infrastructure spend is still directed
to technology on-premises "

Gartner

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What customers tell us

They need:

to accelerate their business transformation initiatives

to operate in the cloud but lack the in-house skills

to ensure cloud security and compliance supports their business

to develop cloud skills and approaches

to reduce their operating costs

to innovate quickly

"The biggest inhibitor to cloud adoption is lack of skills. Enterprises can't hire and train fast enough."

Gartner

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How we help
AWS Customer Enablement

AWS Professional Services
Skills and experience from AWS experts to supplement your team

AWS Support
Go beyond reactive break-fix with proactive Support programs

AWS Managed Services
Offload day-to-day AWS infrastructure management and operation

AWS IQ
A marketplace of AWS Certified third-party experts

AWS Training and Certification
Advance your team's skills and build cloud fluency by learning from AWS experts

APN Partners
A global network of APN Partners with deep AWS expertise

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How we help
AWS Professional Services

High-touch

Working alongside you to **introduce new skills** to your organization

Technology + Business

Changing not just **technology**, but **people and process**

Advisory Services

Using **experience** from **1000s** of other enterprises

AWS Partner Network

Global network with deep expertise on AWS

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Helping customers drive better outcomes

verizon

Migrated complex order management application to AWS with zero downtime

SCANIA

increased deployments from 5/week to 25/week, improving speed-market

AstraZeneca

Machine learning implementation results in a 50% reduction of time spent cataloguing tissue samples

SAMSUNG

Scalable database architecture enables cost efficient growth

Panasonic.

Reduced deployment time
by 91%, from 22 hours to 2 hours

resideo

Moved 125 servers to AWS Managed Services and cut over most applications in under 5 months.

Coca-Cola

Enhanced security posture of North American Data Lake to prepare for expanded use

rbi restaurant brands international

28% improvement in performance for RBI's key SAP business processes

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What we do

Accelerate customer business outcomes

Access to **specialists**
for business and
technology guidance

Migrate and
free-up IT resources

Architect for faster
innovation cycles

Deploy highly scalable
analytics
for faster, deeper insights

Organize for
ownership

Ensure security,
compliance and
resiliency

aws professional services

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Global Specialty Practices
Technology and solutions for every use case

Application Migration & Modernization
- Application Modernization
- Portfolio Assessment & Planning
- Operations Integration
- Workload & Database Migrations
- AWS Managed Services

Security & Infrastructure
- Security Assurance and Advisory
- Network Security Architecture
- Application Security Architecture
- Data Security and Advanced Reasoning
- Cloud Infrastructure Architecture
- DevSecOps Strategy and Implementation

Advisory & Engagement Management
- Engagement Management
- People
- Business
- Governance
- Innovation

Emerging & Intelligent Technologies
- Data & Analytics
- Internet of Things (IoT)
- Amazon Connect
- End User Computing
- High Performance Computing

AWS Partner Network

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Consultants with industry-specific experience

Automotive

Digital Marketing

Education

Financial Services

Gaming

Government

Healthcare & Life Sciences

Manufacturing

Media & Entertainment

Nonprofit

Energy

Power & Utilities

Retail

Telecom

Travel & Hospitality

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Packaged Offerings to accelerate your outcomes

✓ 100+ Proven Solutions

✓ Packaged based on best practices developed over 1000s of Engagements

✓ Designed to deliver pre-defined Customer outcomes

✓ Everything you need – playbook, content
   Artifacts, references, guidance

✓ Leverage AWS Professional Services standardized delivery methodology

Migration
- Migration Readiness Assessment
- Migration Readiness Planning
- Well Architected Framework
- 50 Apps in 50 Days

Security & Infrastructure
- Executive Security Workshop
- Enterprise Security Blueprint
- Security Epics Accelerators
- Risk Governance and Compliance

Advisory
- Cloud Adoption Framework
- People, Product, Operating Model
- Cloud Foundation Team
- Governance at Scale

Emerging Technologies
- AI/ML, Blockchain and IoT
- Data Lake and Analytics
- SAP, Hadoop, Teradata, Redshift
- Amazon Chime, Connect, Neptune

Modernization
- Application Architecture
- Microservices Enablement & Discovery
- AWS Containers
- AppSync for Data Driven Mobile Apps

Industry/Verticals
- Manufacturing Process Improvement
- HIPAA and Genomics on AWS
- Video on Demand, Digital Publishing
- AWS for Energy (Oil & Gas)

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AWS IoT Discovery

Align

Outcome:
Discover how AWS IoT
Services can help
Customer's realize
business vision

Scope

Explore AWS IoT Services, customer use cases, required skills, technology options

Deep dive lab into the use cases and build a prototype solution

Key Activities

Introduce the capabilities for IoT on AWS

Explore how machine learning (ML) can create business value in the IoT landscape

Discover pertinent use cases, issues, objectives, and goals

Deep Dive to understand Customer technology, architecture, assets, protocols, integration points, and sensors

Hands-on Lab to create a demo solution

Prepare a proposal for next steps to achieve Customer vision

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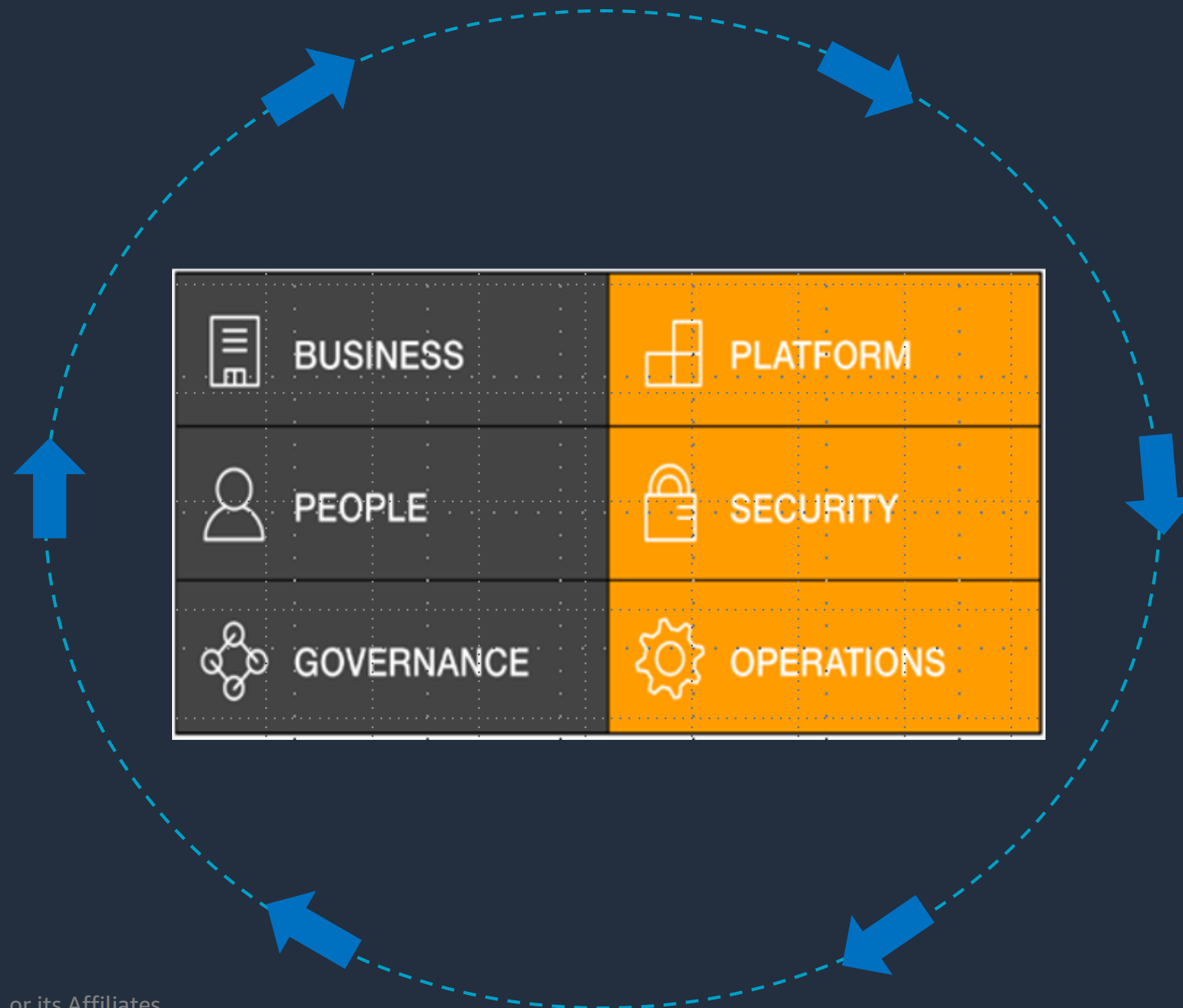What customers tell us

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The AWS Cloud Adoption Framework (CAF)

Best practices help design and accelerate your cloud journey

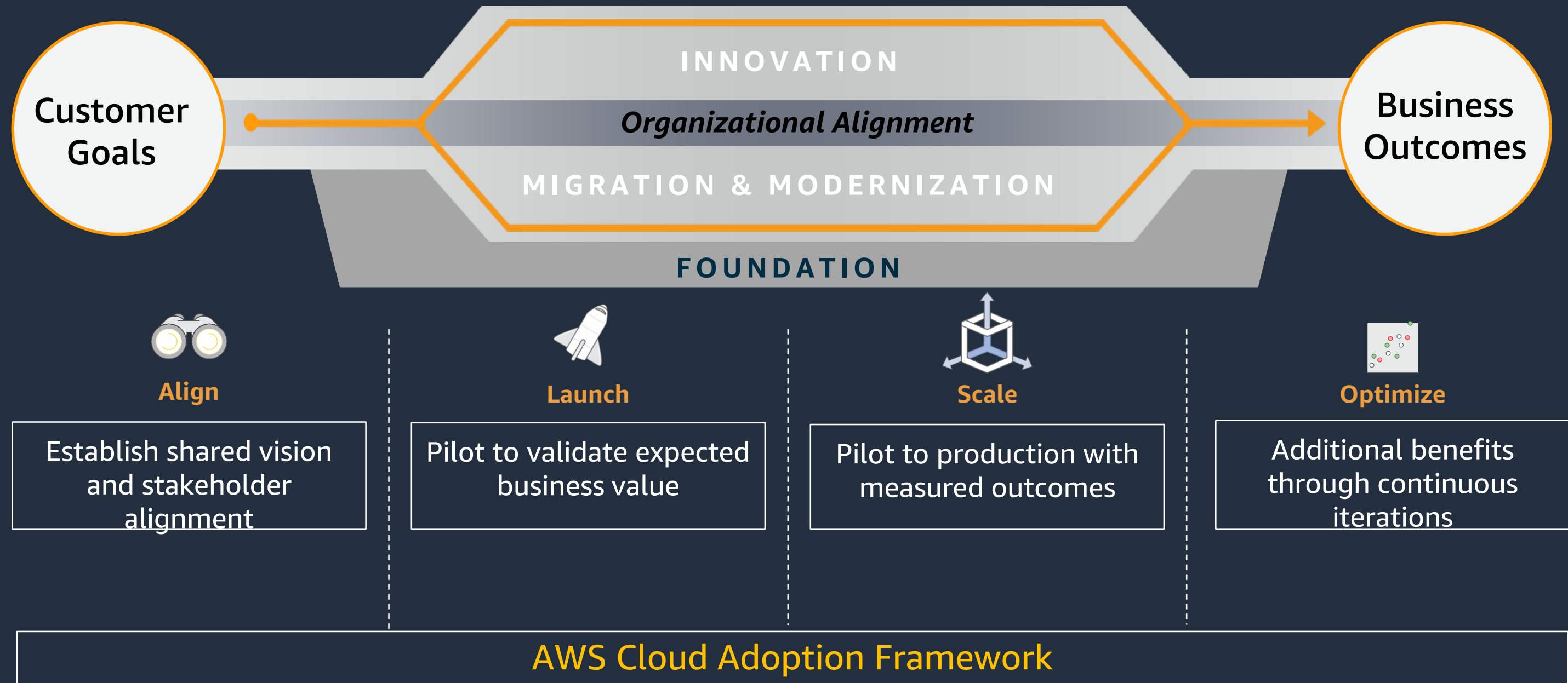
BUSINESS

PLATFORM

PEOPLE

SECURITY

GOVERNANCE

OPERATIONS

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Our Approach
Successful enterprises follow a common path

Customer Goals

INNOVATION

Organizational Alignment

MIGRATION & MODERNIZATION

FOUNDATION

Business Outcomes

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Engagement Model

Customer Goals

Business Outcomes

INNOVATION

Organizational Alignment

MIGRATION & MODERNIZATION

FOUNDATION

Align
Establish shared vision and stakeholder alignment

Launch
Pilot to validate expected business value

Scale
Pilot to production with measured outcomes

Optimize
Additional benefits through continuous iterations

AWS Cloud Adoption Framework

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Why AWS Professional Services

People

Methods

Accelerators

Highly skilled specialists

Field-tested frameworks

Packaged offerings

Extensive Partner Network
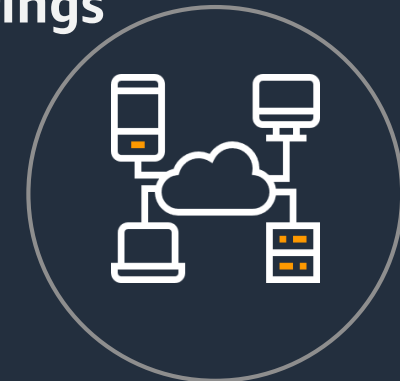
Standardized delivery model

Advisory & Managed Services

Helping customers move at the speed of Amazon to realize their desired business outcomes using the AWS Cloud

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Next Steps

Let's dive deeper

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Appendix

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Offerings for every stage
Market-tested solutions for cloud adoption and transformation

Goals

INNOVATION

MODERNIZATION

FOUNDATION

Business Outcomes

DAY 1

AWS CAF Envisioning Workshop

DAY 2

AWS CAF Alignment Workshop

What are the desired outcomes?
How do we measure success?
What are the critical first steps?

PLANNING – 2 to 6 WEEKS

Innovation
- Working Backwards
- People Transformation
- Org Structure
- Product Mindset

Foundation
- Business
- People
- Governance

Modernization
- Rapid Discovery
- Directional Business Case

- Platform
- Security
- Operations

DELIVER JOINT PROGRAM PLAN 2+ Years
- Executive Summary
- Business Outcomes
- Schedule
- Team
- Time & Cost/Benefits Estimates
- Risk Management
- Next Steps

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AWS Amazon Connect

Launch

Outcome:
One (1) Customer Line of Business on Amazon Connect

<u>**Scope**</u>

Deploy One (1) customer Line of Business (LoB) with minimal viable configurations to support operations running in production on Amazon Connect.

<u>**Key Activities**</u>

Discover current state contact center architecture & requirements

Prioritize key requirements for call handling, data storage, application integration (e.g., Salesforce) and contact flows

Design contact center operational components & processes

Build platform templates, provision services, and deploy solution

Evaluate technical & non-technical questions & concerns

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SAP on AWS Go Live Review & Recommendations

Scale

Outcome:
Assess one (1) SAP environment and recommend best practices

Scope

Assess – Using SAP on AWS best practices as a baseline, review the Customer environment

Document – Report on the findings and any recommendations for improvement for the SAP environment

Key Activities

Validate – Review current state of the SAP environment against SAP on AWS and industry best practices.

Review – Analyze the architecture and implementation of the environment.

Recommend – Provide guidance based on best practices for improvements and/or adjustments that could enhance the overall reliability and performance of the environment.

Document – Provide the Customer with a report of the findings and recommendations

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AWS Cost Governance

Optimize

Outcomes:
Visualization, optimization, and governance of the costs associated with the Customer's AWS environment

Scope

Assess current costs

Recommend changes/adjustments per best practices

Remediate optimizing recommendations

Key Activities

Collect current state data

Analyze spending against AWS best practices

Document current and future state spending recommendations

Enable customer confidence that the AWS environment is cost optimized

Implement automation to build a cost governance framework

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Getting started in your cloud journey

Value

Continuous Reinvention

Cloud native

Modernization

Legacy applications and data

Project

Foundation

Migration

Time

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