



Turn chaos into structure with automated cloud migration

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Today's speakers



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Member of Deutsche Bank Supervisory Board
Former EVP, IHS Markit
Former Group CIO, UBS

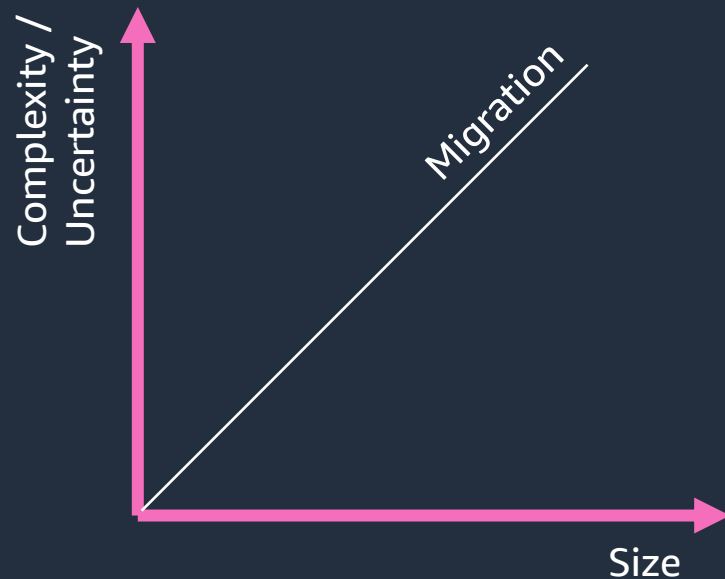
Agenda

- Why are large migrations complex?
- What's the outcome of that complexity?
- How to solve migration challenges
- Cutover and AWS
- Customer success stories
- Q&A

Why are large migrations complex?

Why is a large migration different?

Complexity



Technology complexity. Many tools are needed to support the migration, including discovery tools, migration tools, configuration management database (CMDB) tools, spreadsheets, and project management tools.

People complexity. Many teams are involved, including infrastructure teams, cloud teams, migration teams, and testing teams. Too many cooks in the kitchen.

Process complexity. Many new and old processes need to work together. It can be complex to cross technologies and boundaries that might not have been previously linked.

Manual repetitive work. Many small manual tasks must be completed, including checking C:\ free space, installing an agent, and selecting a target Amazon Elastic Compute Cloud (Amazon EC2) instance. And you need to do these manual tasks 1,000 times.

“If we had an easy button, big companies would move their workloads **tomorrow.**”

AWS Executive

What's the outcome of that complexity?

Complexity increases risk

Regional Financial Service Corporation migration project

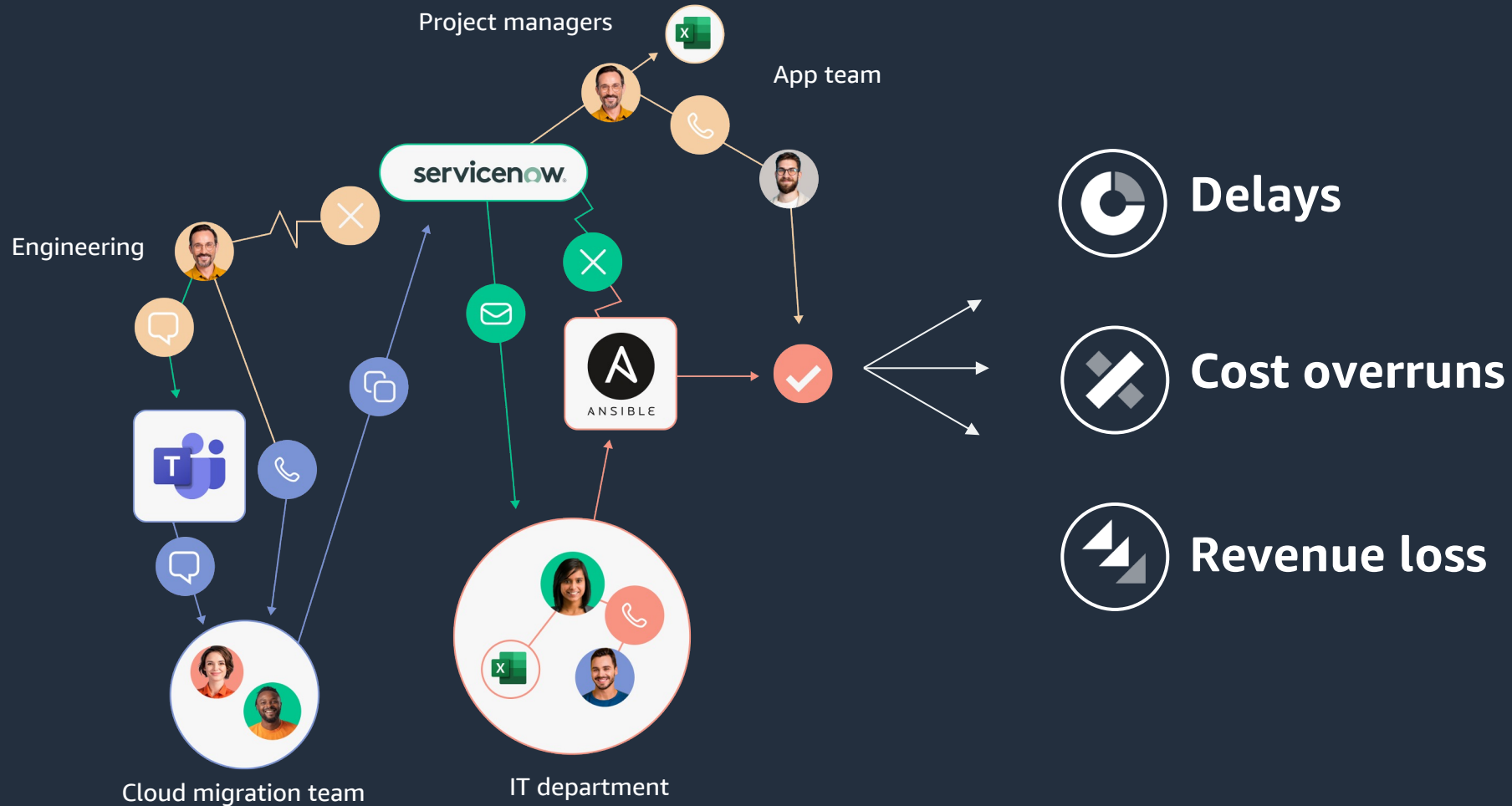
- **High-level goal:** Retain customer confidence by migrating aging infrastructure to the cloud.
- **Scope:** Migrate 1,500 servers in time to close data center by end of 2022.
- **Project start:** Executive sponsorship but only high-level planning, which led to a lack of strong program governance and commitment by the teams to deliver.
- **Project restart:** Implemented detailed program/project planning, a tracking system for activities, and automation for repetitive tasks.
- **Current status:** Rehosted and replatformed 1,500 servers by September 2022 and on track for data center closure.

Lessons learned

- Gain executive support.
- Build team collaboration and ownership.
- Document end-to-end process for standard migration patterns early.
- Start small, fail fast, and iterate.
- Automate repetitive tasks.
- Outline prerequisite activities.
- Learn from the data.

The old way of working

Teams, applications, and technology working in silos



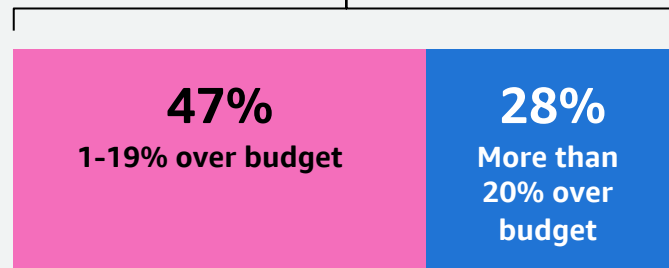
Impact: \$100B of wasted migration spend

Missteps in coordinating migrations are taking a toll

Planned cost per year

75%

Over budget

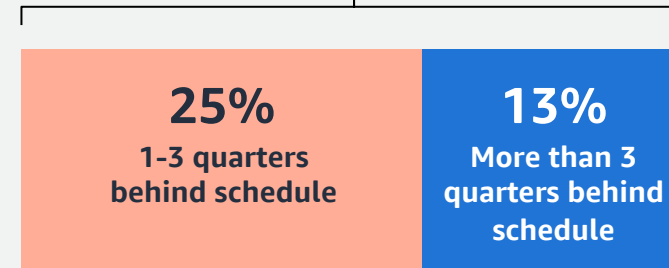


Avg. of 14% in unanticipated cloud migration spend

Planned timeline

38%

~1 year behind schedule



Due to inefficiencies

The consumption gap: Migration delays result in no consumption and lower adoption

Source: <https://www.mckinsey.com/industries/technology-media-and-telecommunications/our-insights/cloud-migration-opportunity-business-value-grows-but-missteps-abound>

Benefits go beyond cost savings and increase over time



Get to the cloud faster

- Meet deadlines communicated both internally and externally
- De-risk dependencies on the move to the cloud

Cloud benefits and cost savings

- Enable or increase scalability
- Support analytics previously impossible with traditional technology platforms
- Sunset on-premises data centers
- Save project costs

Market opportunities and growth

- Deploy new customer experiences faster

How to solve migration challenges

How to solve the problem

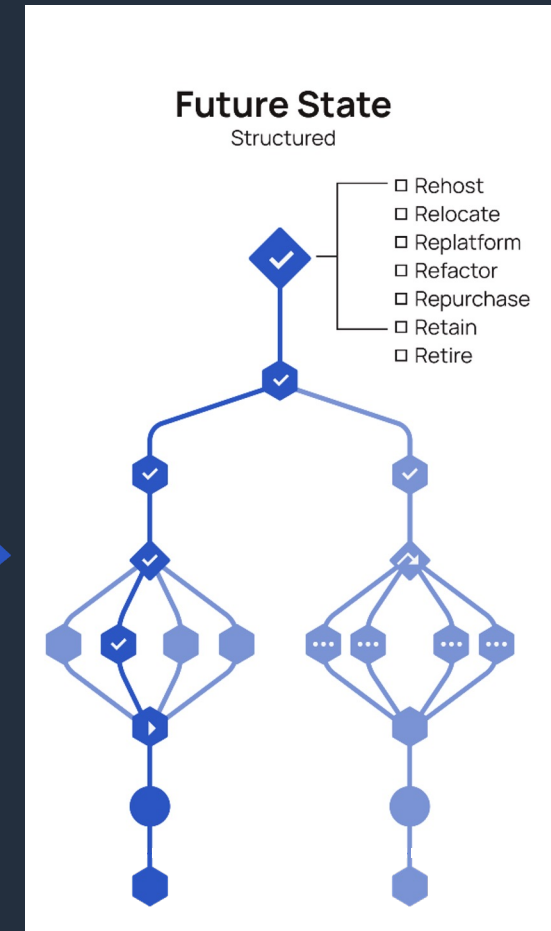
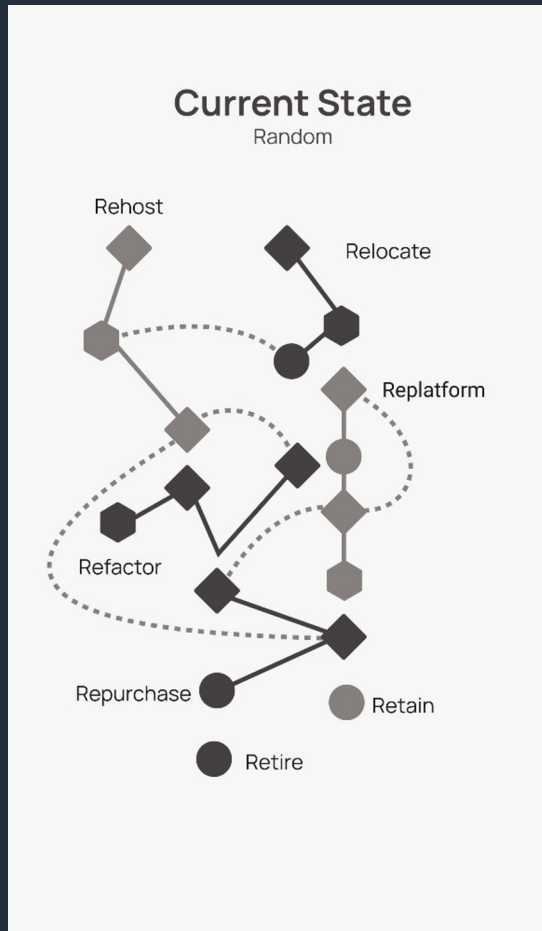
Simplify

Examples

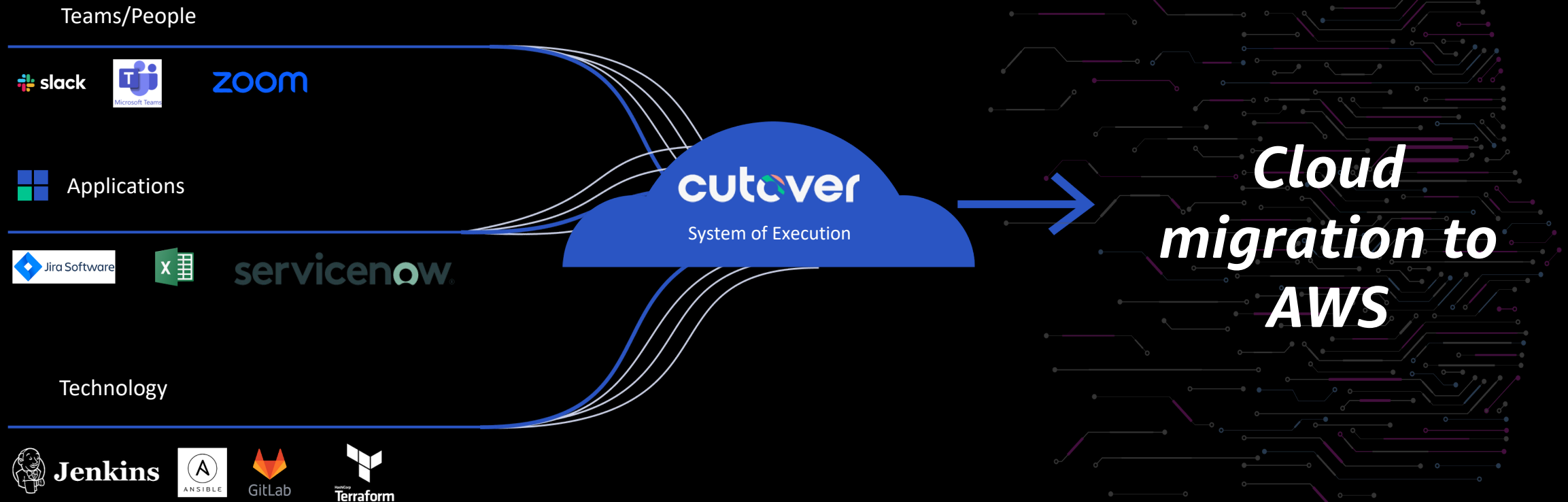
- Build standard operating procedures and runbooks
- Less manual activities, more automation
- Set up an effective measurement and governance model

How to control and accelerate your migrations

Bring order to the chaos



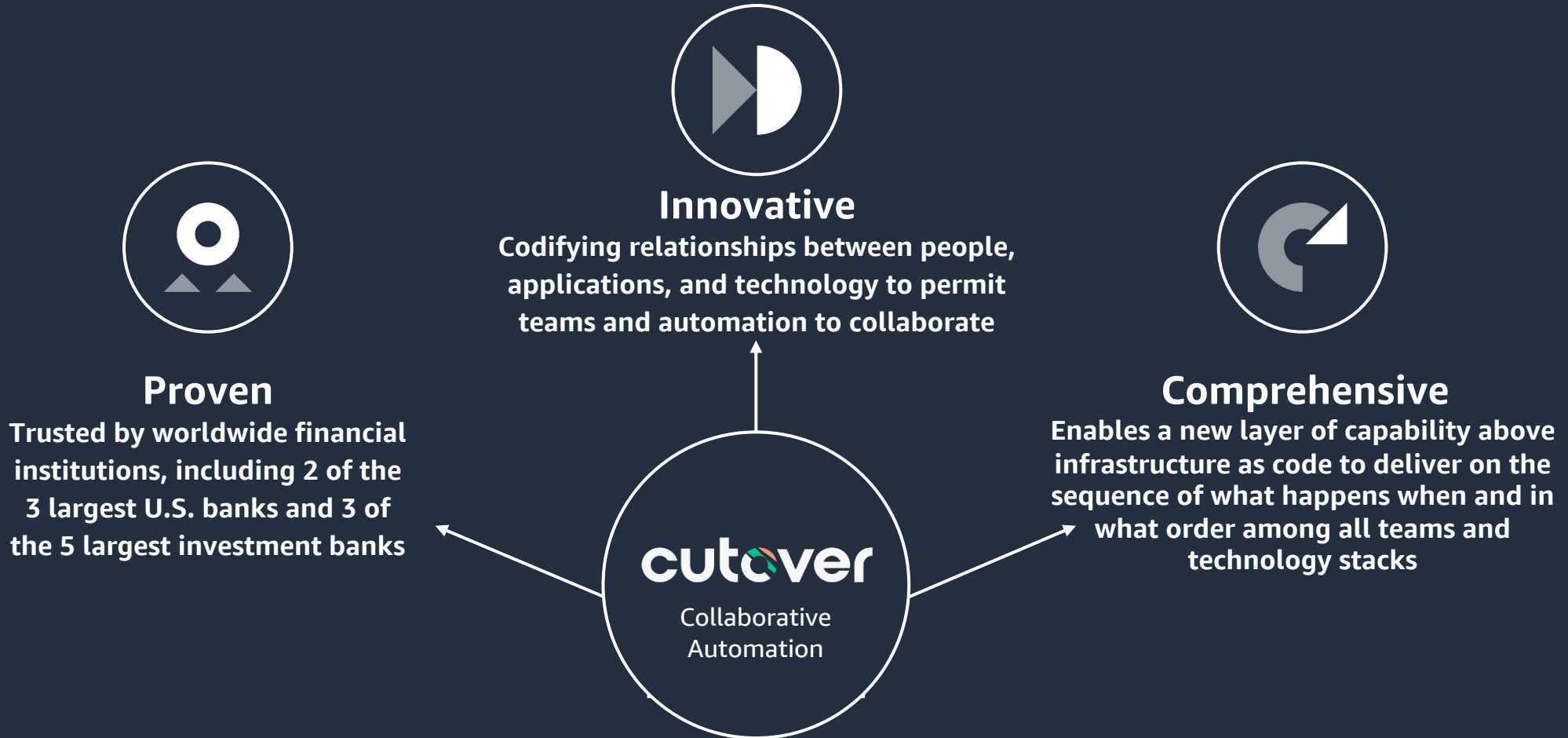
Cutover connects teams, applications, and technologies



Cutover and AWS



Founded in 2015 with a focus on cloud migration, resilience, and complex release management by building a framework for collaboration between teams and automation



Migration acceleration: How Cutover and AWS work together

Assess

aws
cutover



Rapid
discovery and
approval

Business case

Mobilize/plan

aws

cutover



Migration planning:
landing zone and
design build

Guided cloud
migration templates
for rehosting

Mobilization through domain experience

Migrate and modernize

cutover



Guided migration
runbooks for
rehosting 5 apps

Setup MGN
integration

Track progress
with
dashboards

Accelerate migration at scale

aws



In production
/ operate

AWS guided migration runbook template

The screenshot shows the AWS Migration Hub console interface for a guided migration runbook template. The main header displays the title "Getting Started With Cutover Template" and a "Create Runbook" button. The left sidebar contains navigation options: Home, Access Management, Starred, Workspaces (AWS Migration), My Saved Views, and a list of migration steps (01. Guided Migration, 02. Migration Runbooks, 03. Waves, 04. Assess and Mobilize). The main content area shows a task list for "My tasks" (11/11 tasks) with a "List" view selected. The task list includes:

- Day 1 00:00 #1 Start your Migration Journey
- #2 Choosing next steps (1h)
- 01:00 #4 Manually set up migration Runbooks
- #3 Set up Assess and Mobilize Runbook
- #6 Create Application Runbooks
- #5 Create Assess and Mobilize Runbook
- #8 Invite Application Owners to Cutover
- #7 Start Assess and Mobilize Runbook
- #9 Start Application Runbooks
- #10 Assign Application Owners to App Teams

Customer success stories

Use case: Large private mortgage company

Challenge

A large private mortgage company needed to remove time-consuming manual task orchestration as it was migrating its application infrastructure to AWS.

Solution

Cutover and the AWS ProServe team have been actively engaged in jointly supporting the company as it rehosts its applications to AWS.

Results

The company is actively and quickly moving its applications to AWS. To date, by using Cutover runbooks, the company has successfully deployed four out of five complex migration waves with speed and automation.

Use case: Global bank

Challenge

The large multinational bank needed to migrate apps to AWS with improved collaboration, efficiency, and speed.

Solution

By working with Cutover, the company was able to migrate applications in a repeatable, scalable, efficient process.

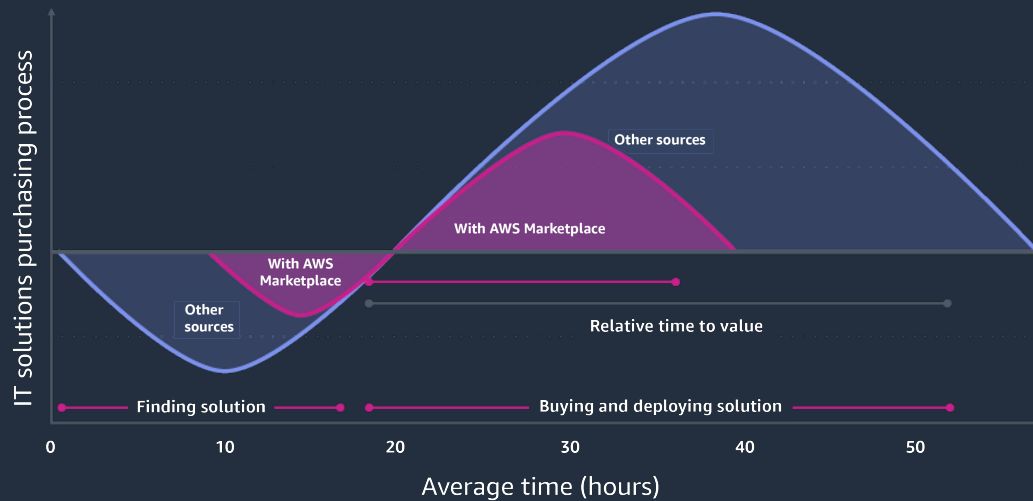
Results

- 3x faster migration speed
- 50% less time spent in AWS migration phases
- 100% compliance

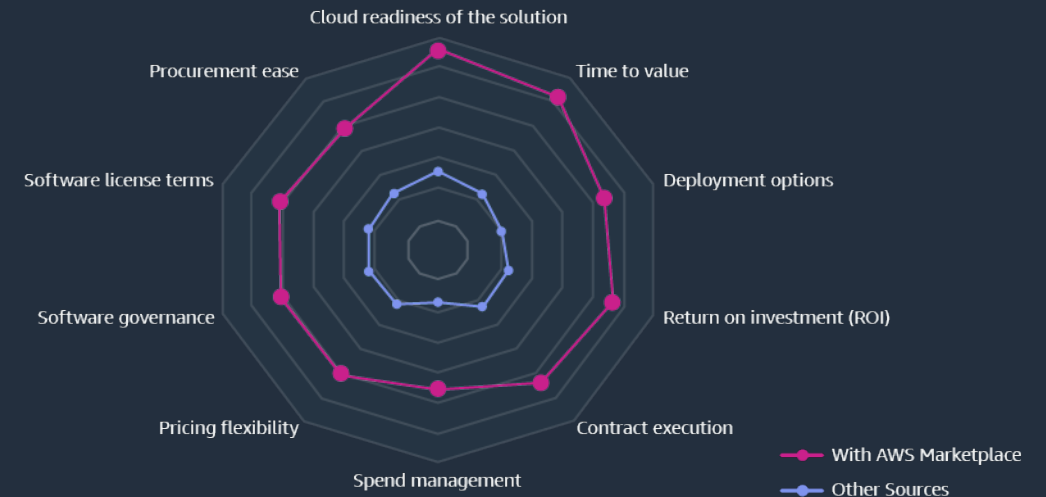
“Using Cutover, we were able to manage over 600-plus migrations for multiple applications all within different LOBs’ (verticals) moving at the same time, while shaving a day off of our process, with zero incidents. That’s unheard of.”

- Executive Director

Why AWS Marketplace?



IT decision-makers (ITDMs) cut their time in half using AWS Marketplace compared to other sources.



ITDMs feel 2.4 times better about purchasing using AWS Marketplace compared to other sources.

*AWS Marketplace surveyed 500 IT decision-makers (ITDMs) and influencers across the U.S. to understand software usage, purchasing, consumption models, and compared savings.

How can you get started?



A breadth of cloud migration **solutions** including:



And more:

<https://aws.amazon.com/marketplace/solutions/migration>

Learn more about Cutover:

<https://aws.amazon.com/marketplace/pp/prodview-desk2b6mu5vkm>

Use promo code: **Cutover30***

*Valid until Dec. 31, 2022



Through flexible purchasing options:

Free trial

Pay-as-you-go

Budget alignment

Bring Your Own License (BYOL)

Private Offers

Billing consolidation

Enterprise Discount Program

Private Marketplace



With multiple deployment options:

SaaS

Amazon Machine Image (AMI)

CloudFormation Template

Containers

Amazon Elastic Kubernetes Service (EKS)

Amazon Elastic Container Service (Amazon ECS)

AI/ML models

AWS Data Exchange

Summary/key takeaways

- Large-scale migrations are complex.
- Complexity leads to timeline delays, disengagement, and budget overruns.
- Solutions: automation tools, standardization, data analytics, and governance.
- Cutover connects teams, applications, and technologies with guided migrations.
- Cutover's data enables you to drive continuous improvement.
- AWS and Cutover can help accelerate your migration and modernization.

Q&A

aws marketplace

Thank you!