



Migration Acceleration Program

AWS & Crayon



Tangible business outcomes



Cost Savings

“realized a 52 percent reduction in TCO”

General Electric

“avoided acquiring additional data center space, saving an estimated \$1M+ over three years”

Lionsgate

“reducing its data center footprint from eight to three by 2018”

Capital One



Staff Productivity

“we have enhanced software development by 20%”

Orbis

“without AWS, we would need the DevOps team to be at least twice the size”

Avizia

“with half the people normally required to build and operate sites”

Bustle



Operational Resilience

“15% increase in availability”

Conde Nast

“We're seeing up to 99.99% availability”

Vodafone Italy

“availability increased from 99.7 to of 99.999”

2C2P



Business Agility

“gone from deployments taking 6 weeks to 1 per week”

3M

“set up in about 1/5 of the time it would taken to do a buildout and deployment”

Intuit

“our projects no longer last years, they last months”

Autodesk

Migration business outcomes



31%

Cost savings over comparable infrastructure



62%

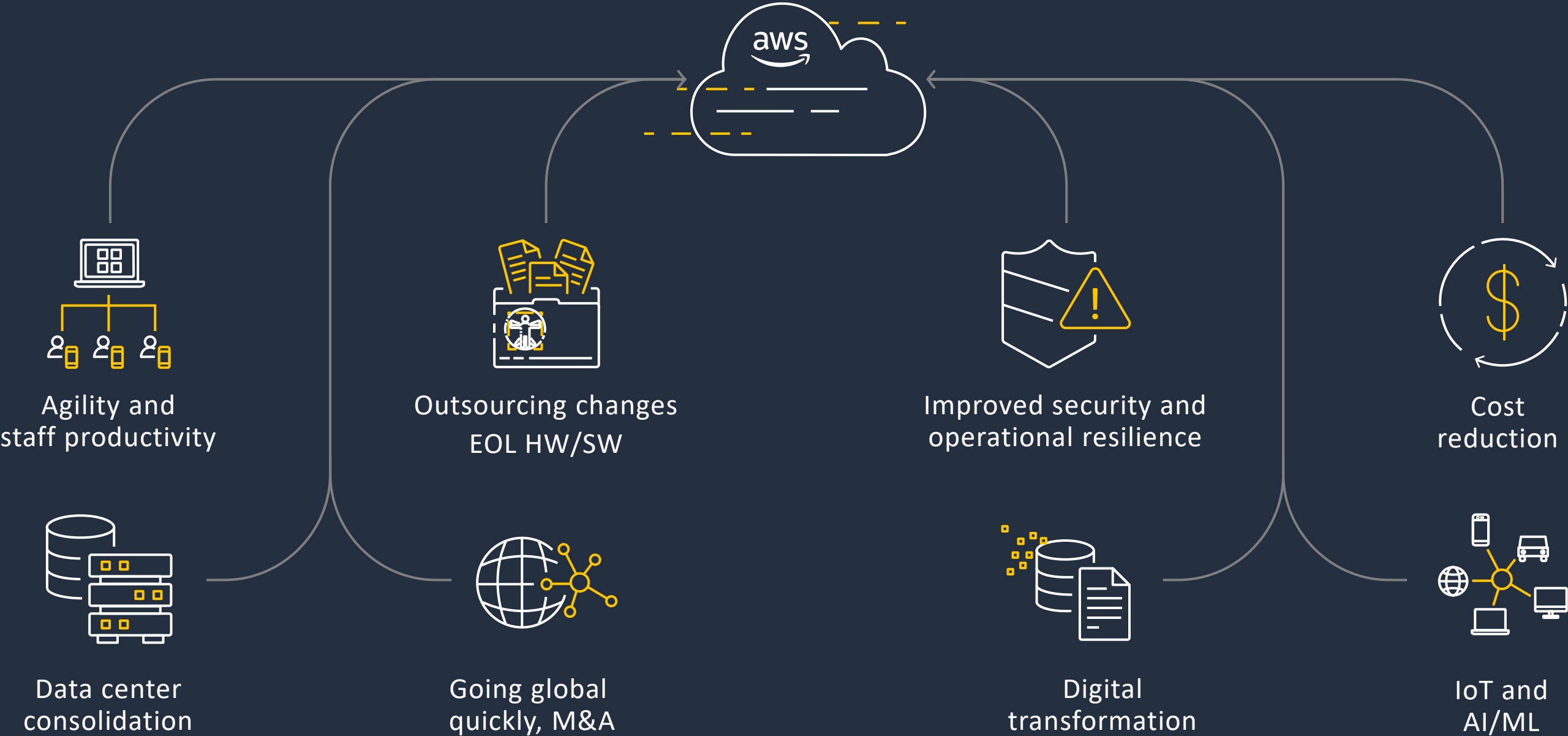
More efficient IT infrastructure staff



75%

Increase in agility in delivering new features

Business drivers for migrating to the cloud



Customer examples



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



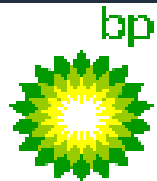
Re-architected on-premises Hadoop cluster to AWS serverless in 3 months; increased cost efficiency by 2x while handling half a trillion stock trade validations a day, improving security and compliance



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



Improved system uptime from 85% to 99.99% after migrating its finance reporting system from on-premises to SAP S/4HANA on AWS.



Increased SAP ERP response times by 40% while lowering costs to support supply chain initiatives.

Migration projects can be challenging

Enterprise migrations are complex:

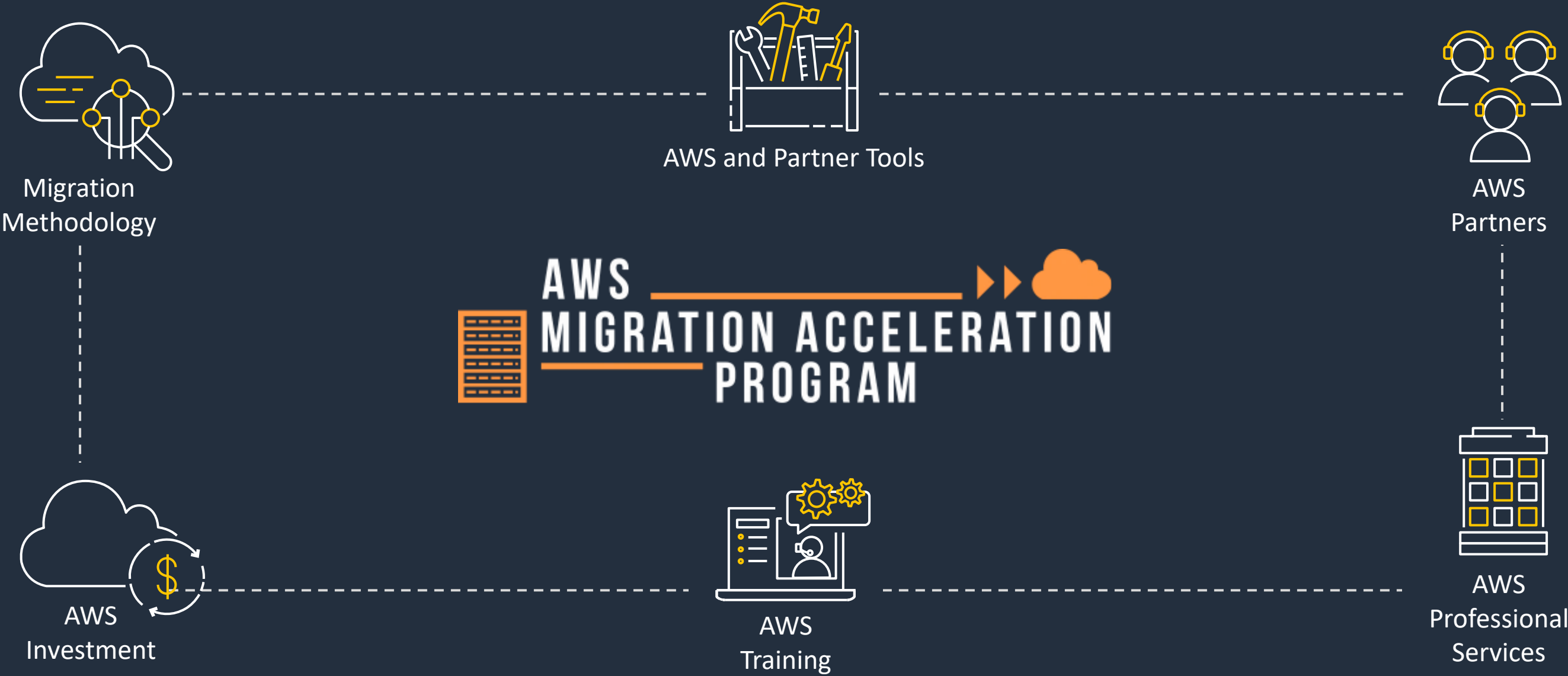
- Deconstruct the on-premises technical environment
- Performance and relationship of migrating applications
- Understand the current operational processes
- Policy issues and business rules
- Security policies
- Embedded tribal knowledge
- People/culture issues
- Regulations

✓ Best Practices

- ✓ Demonstrated leadership
- ✓ Set clear business goals
- ✓ Develop cloud skills / address gaps

**The highest risk has been in a stalled project or a false start
..... these can set a cloud program back by months, even years**

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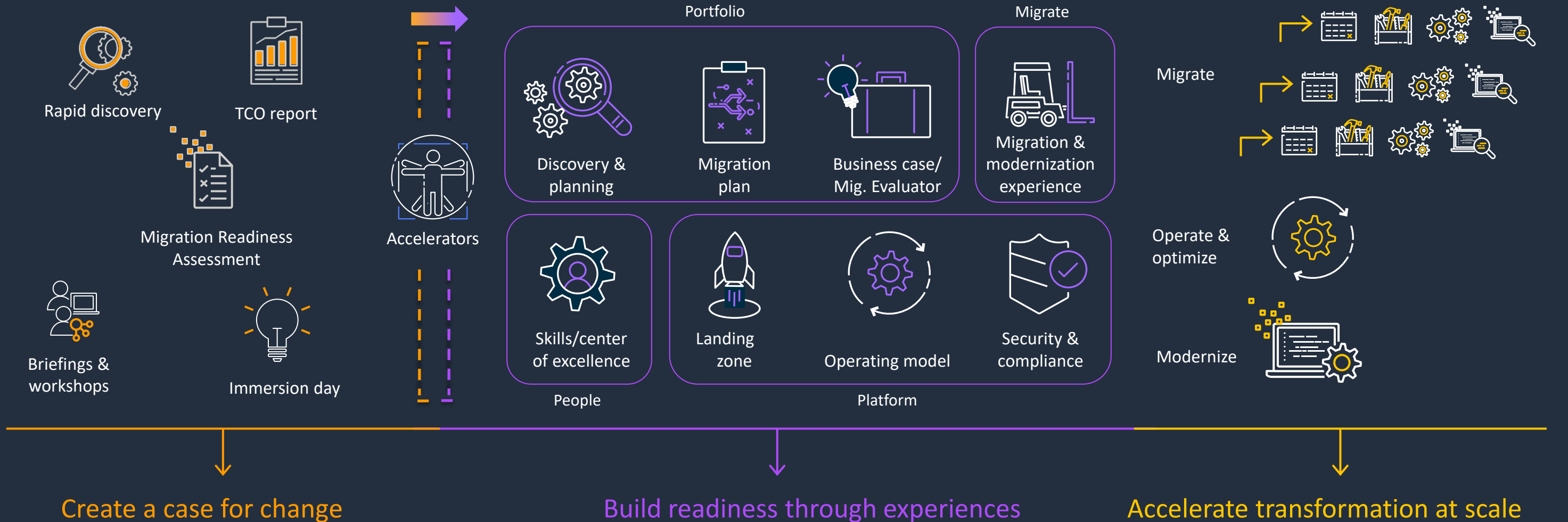


Simple three-step approach

Assess

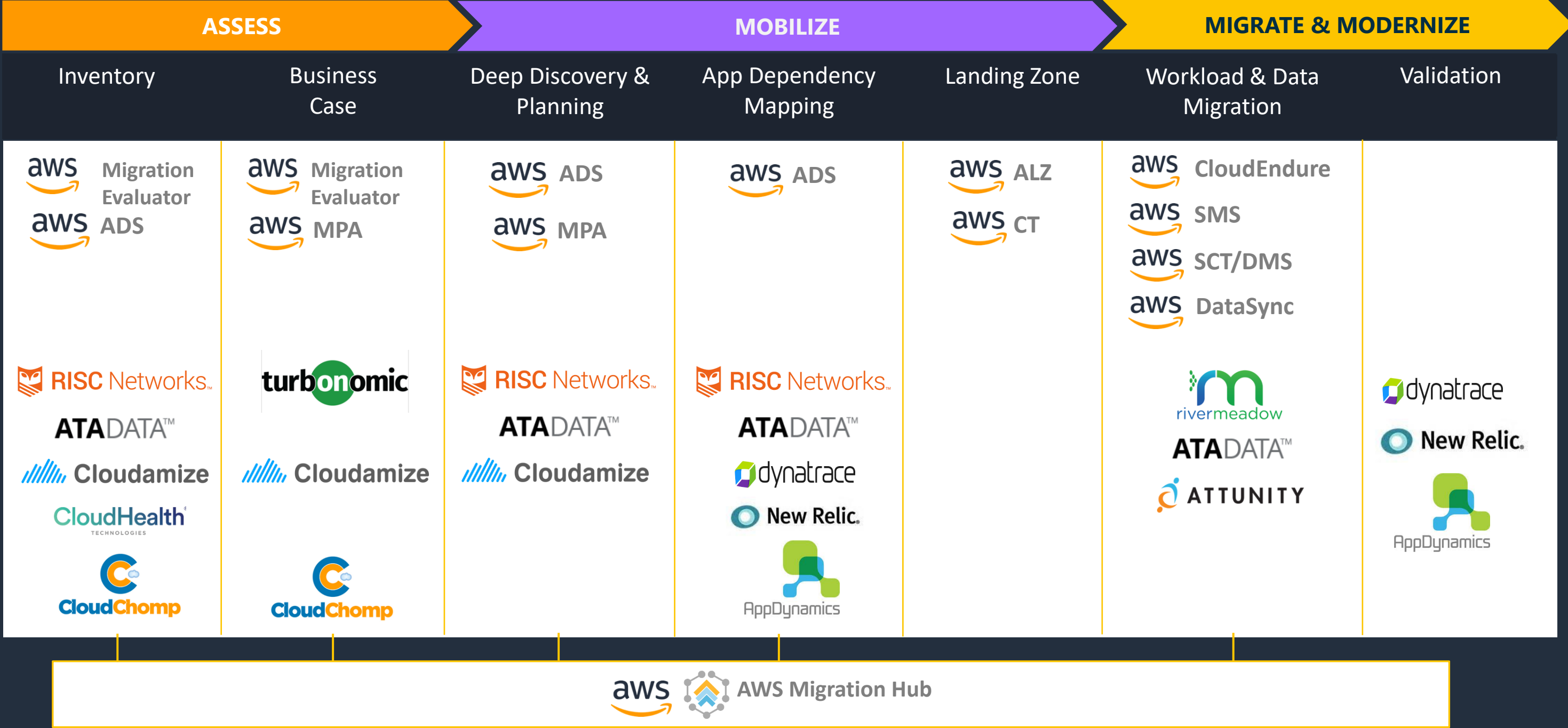
Mobilize

Migrate & Modernize



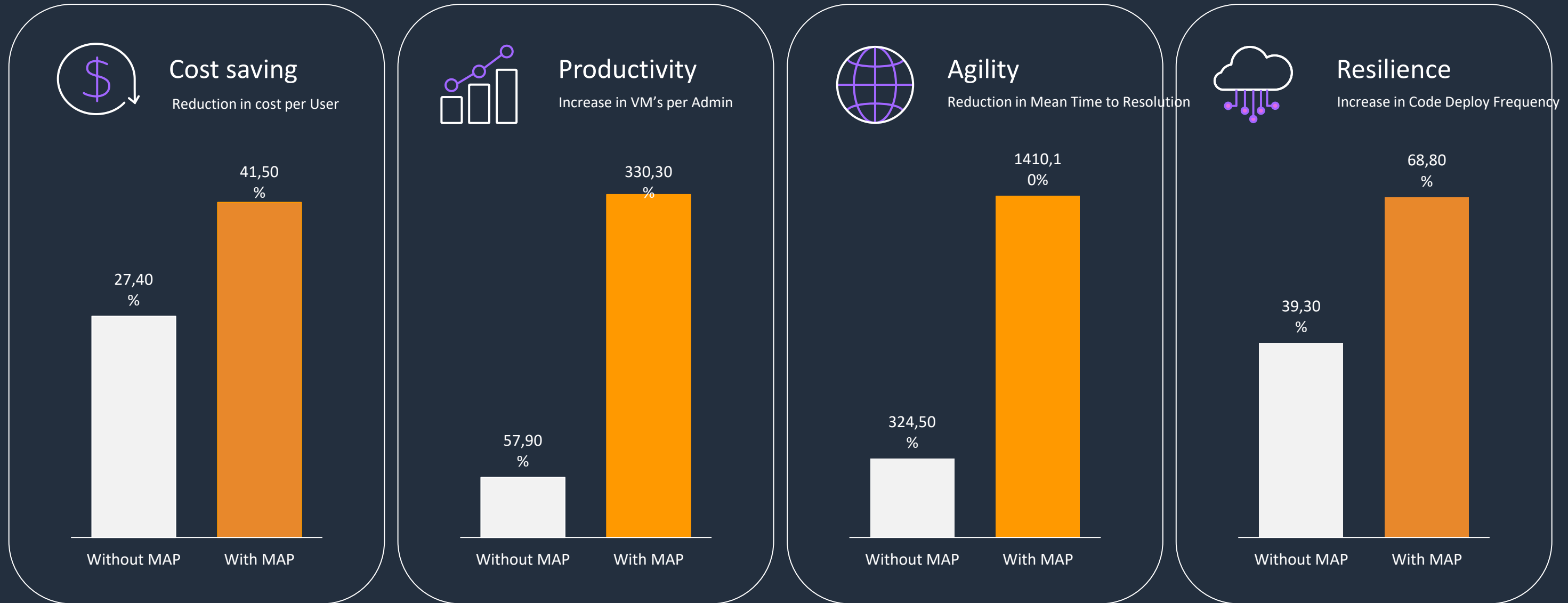
Using a proven framework greatly increases your odds of success and speed to market

Migration tools by AWS & Competency Partners



Partner migrations tools found on aws marketplace

Customers that migrate with MAP realize higher benefits



- Based on 2019 AWS value Benchmarking Research – a double-blind study conducted by independent third party market research firm (OmnicomGroup)
- 1000+ US AWS customers with 1 year plus on AWS after migration and respondents are IT Leaders and application / LOB owners.
- Sample size: 1036 customers without MAP | 32 customers with MAP