AWS State, Local, and Education Learning Days

Chapel Hill, N. C.

aws Learning Days
State, Local, and Education

Rapidly Migrate Your VMware Workloads to AWS

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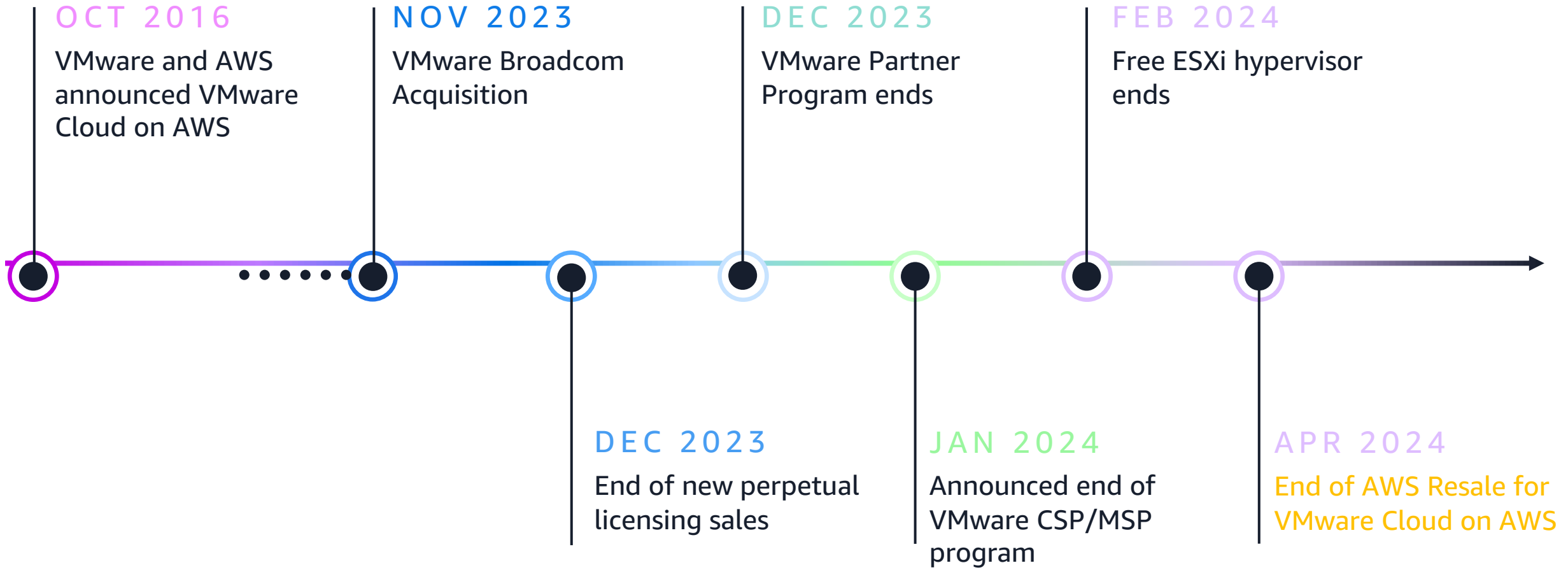
Solution Architect
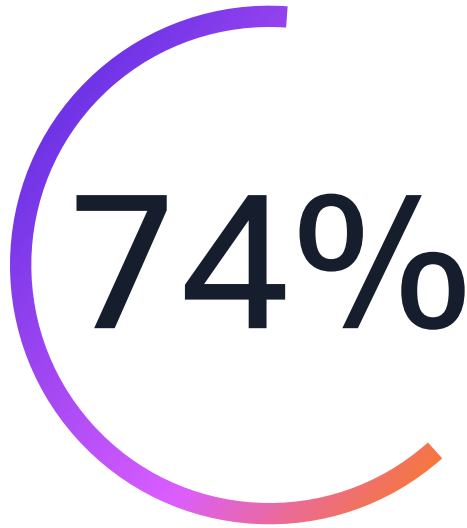Amazon Web Services
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State, Local, and Education

VMware related changes

VMware by Broadcom VMC-A changes

OCT 2016

VMware and AWS announced VMware Cloud on AWS

NOV 2023

VMware Broadcom Acquisition

DEC 2023

VMware Partner Program ends

FEB 2024

Free ESXi hypervisor ends

DEC 2023

End of new perpetual licensing sales

JAN 2024

Announced end of VMware CSP/MSP program

APR 2024

End of AWS Resale for VMware Cloud on AWS

Market dynamics and sentiment are shifting

74%

of VMware customers are
exploring alternatives

Source: Gartner Community Poll as of July 2024

95%
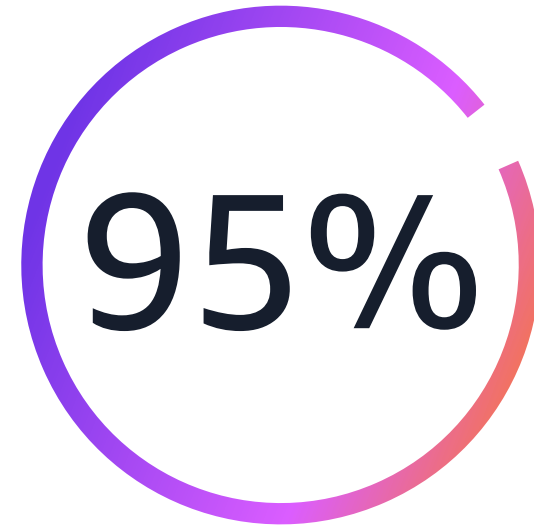
of new digital workloads
will be deployed on cloud-
native platforms by 2025

Source: Gartner Press Release

Drivers for migrating from VMware on-premises to AWS

aws

BUSINESS DRIVERS

- Reduce costs, risks, and disruption
- Innovate and modernize processes
- Become a data-driven organization
- Consolidate systems
- Support M&A activity
- Improve sustainability

TECHNICAL DRIVERS

- Reduce technical debt
- Improve security, scalability, and reliability
- Consolidate and eliminate data centers
- Increase IT staff productivity and retention
- Accelerate application delivery

Why AWS?

EXPERIENCE

17 years

helping millions
of customers

GLOBAL REACH

35 Regions

spanning 108
Availability Zones & 130+
Direct Connect locations

SECURITY

300+

security features

INNOVATION

200

service offerings

AWS INFRASTRUCTURE

3.6x+

energy efficient than the
median of surveyed U.S.
enterprise data centers

TCO

134

price reductions
since 2006

ECOSYSTEM

460+

Migration Competency
Partners

Customer concerns and how AWS can help

Concern

"While our team is skilled in VMware, they may not have the cloud skills for a seamless migration."

"We've never undertaken a migration at this scale before. Minimal disruptions and expedited processes are critical to us."

"I worry about costs and substantial investments required for a cloud migration."

Solution

TRAINING & SUPPORT
Training, migration and cloud skills courses, and guided support

TECHNOLOGY & SERVICES
Purpose-built technology and services to minimize time, cost, and disruptions

FUNDING & INCENTIVES
Funding and incentives for different VMware migration paths to AWS

Migration approaches

Near-term rapid migration

MIGRATE NOW – OPTIMIZE AND MODERNIZE LATER

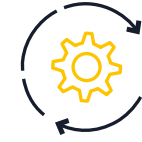| Assess	Migrate	Optimize

Rapid Discovery & Planning

Landing Zone

Lift & Shift Migration

Security & Compliance

Operate & Optimize

Skills, Culture, & Change Mgmt

AWS Professional Services and Partner Support

Customer stories
- ✓ Mayden rehosted 300 servers in 6 weeks with minimal downtime to AWS
- ✓ 3M migrated 2200 applications in 24 months with peak migration of 500 applications in around 12 hours
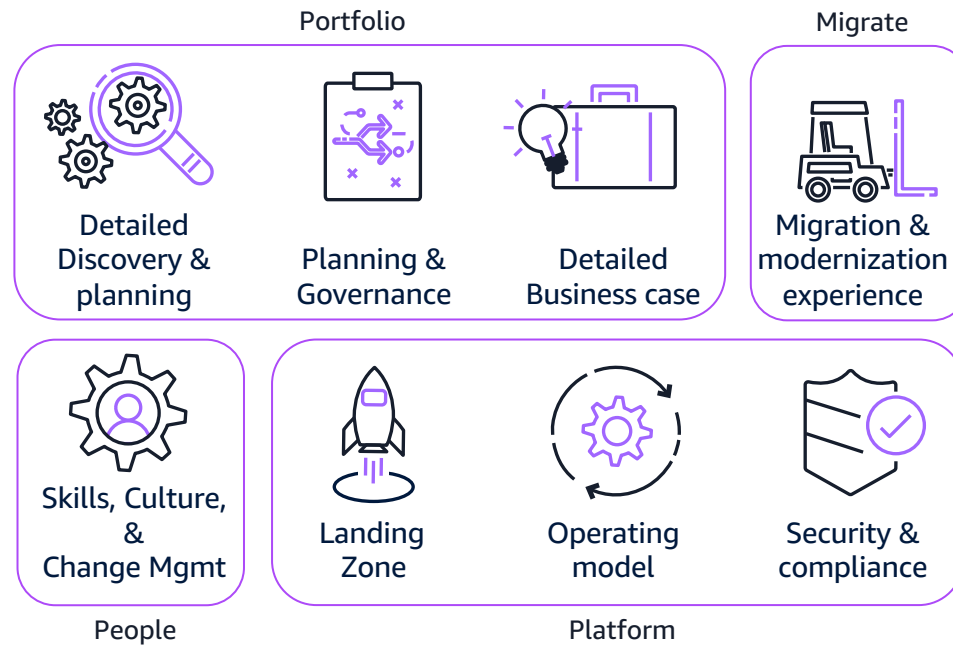
Full migration approach

Assess	Mobilize	Migrate & Modernize

Assess

Rapid Discovery

TCO report

Migration Readiness Assessment

Business case/ Mig. Evaluator

Briefings & workshops

Immersion day

Accelerators

Mobilize

Portfolio

Detailed Discovery & planning

Planning & Governance

Detailed Business case

Migrate

Migration & modernization experience

People

Skills, Culture, & Change Mgmt

Platform

Landing Zone

Operating model

Security & compliance

Migrate & Modernize

Migrate

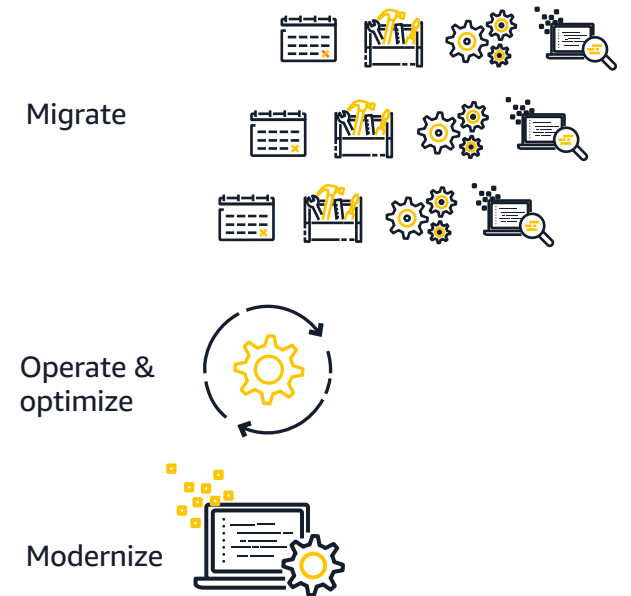Operate & optimize

Modernize

Create a case for change

Build readiness through experiences

Accelerate transformation at scale

Purpose-built migration services

AWS Application Migration Service (MGN)

Automate the conversion of your source servers to run natively on AWS with AWS MGN. Simplify application modernization with built-in and custom optimization options.

- Migrate applications to AWS with or without changes to applications or workflows.

- AWS MGN automates migration of VMware-based VMs to AWS.

- Modernize using AWS MGN preconfigured or custom actions during cutover.

- Access the full range of AWS capabilities to modernize applications running on AWS.
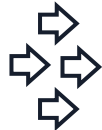
Accelerate large-scale migrations with MGN

Flexible

Migrate from any source

Wide range of OS, application, and database support

Suitable for large-scale migrations

Reliable

Robust, predictable, non-disruptive continuous replication

Short cutover windows with minimal downtime

Highly secure

Highly automated

Minimal skill set required to operate

Easy, non-disruptive tests prior to cutover

Easily plugs into migration factories and cloud COEs
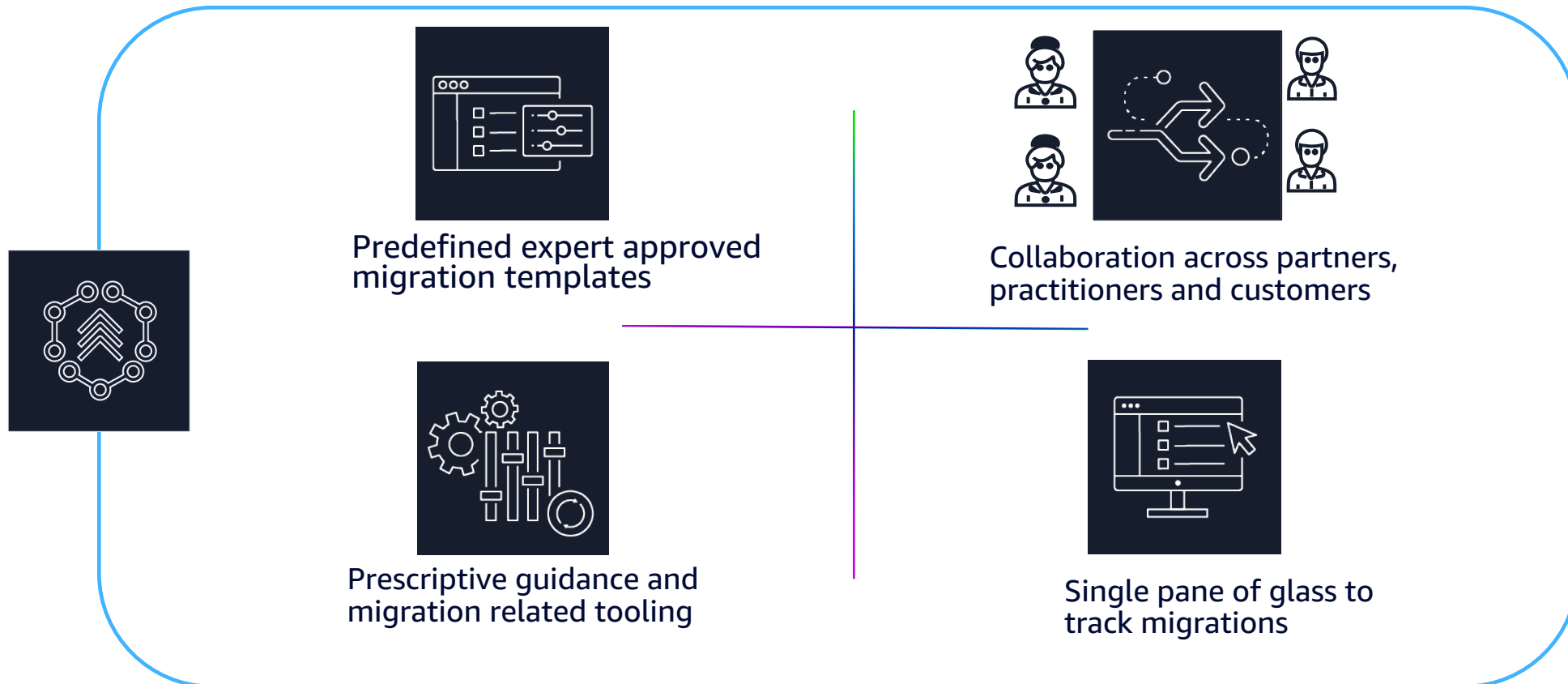
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AWS Migration Hub

AWS Migration Hub delivers a collaborative, guided end-to-end migration and modernization journey through discovery, assessment, planning, and execution.

- Discover your existing VMware-based environment

- Analyze application components and infrastructure

- Group resources into applications

- Plan and execute migrations via journeys

- Track status of each application migration

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Migration Hub Journeys

NEW! Collaborative, guided journey for accelerating end-to-end migration and modernization of your VMware-based applications to AWS

Predefined expert approved migration templates

Collaboration across partners, practitioners and customers

Prescriptive guidance and migration related tooling

Single pane of glass to track migrations

Training and support

Training to help vSphere admins develop cloud skills

Digital Training
AWS Skill Builder

600+ on-demand courses.

Risk-free practice with 1,000+ lab experiences.

Exam prep and real-world application through gamified training.

Instructed-led Classroom Training

Immersive and hands-on.

Work through problems and complex topics alongside AWS experts.

AWS Certification

Validate skills.

Identify your experts.

Retain top talent by funding exam fees.

AWS Education Programs

Tap into a pipeline of entry-level cloud talent.

Create in-house training to develop your early-career talent and drive meaningful change in local communities.

AWS for VMware Administrators Learning Plan

- Comprehensive learning plan equips VMware administrators with the knowledge and practical experience required to seamlessly transition to AWS.

- VMware administrators will develop the expertise necessary to manage and optimize workloads deployed on AWS,

- Combines:

  - interactive online courses

  - hands-on labs

  - simulated scenarios

Upskill your teams with migration-focused training

AWS COURSES FOR MIGRATION

Digital Courses

✓ Migration Evaluator Getting Started

✓ AWS Migration Hub Primer

✓ AWS Application Migration Service Getting Started

✓ Getting Started with AWS Systems Manager

✓ AWS Database Migration Service (AWS DMS) Getting Started

Classroom Training (includes Hands on Labs)

✓ AWS Migration Essentials

AWS programs & incentives

Start with an AWS assessment

- Assess your environment and get recommendations to optimize compute, storage, licensing
- Build a migration and licensing strategy to unlock cost savings as you transition to AWS

Expert license advice

OLA

Reducing costs

Capacity optimization

36% average compute cost savings versus on premises[1]

33.83% faster migrations[1]

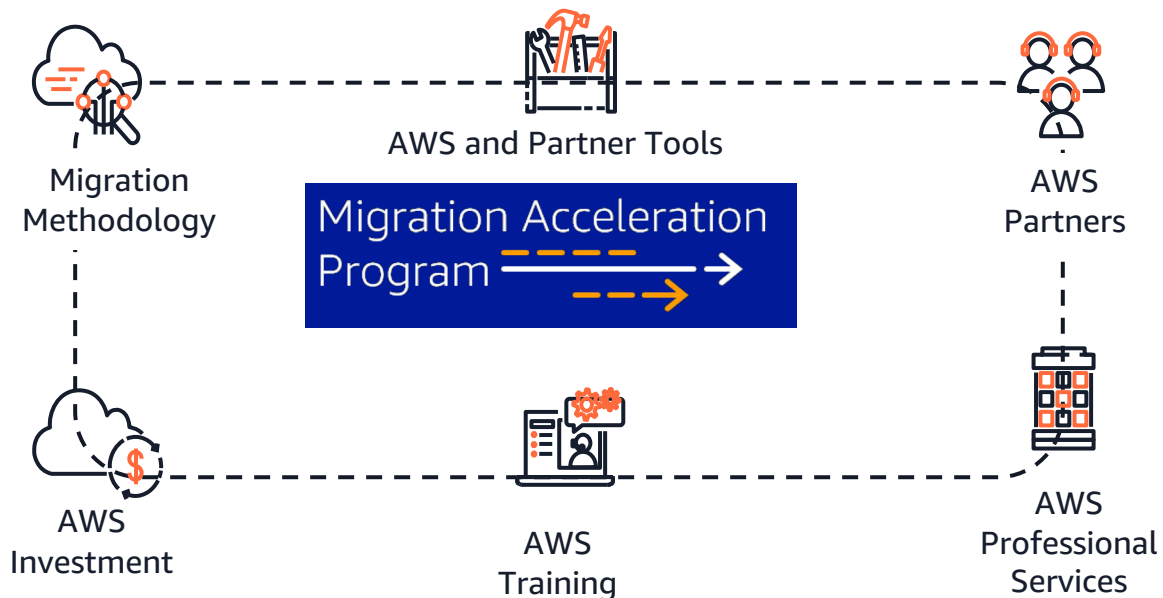**58% more migrations[1]**

[1] AWS Finance, AWS benchmark data of customers who have run an optimization and licensing assessment compared to customers who have not
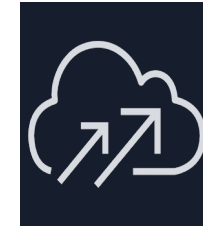[2] Minimal customer requirements

Speed up your migration and reduce costs

- Accelerate your cloud journey with a comprehensive and proven cloud migration program

- Access tools, automation capabilities, training, expertise from AWS Partners, and dedicated AWS investments to support your migration

Migration Methodology

AWS and Partner Tools

AWS Partners

Migration Acceleration Program

AWS Investment

AWS Training

AWS Professional Services

1.7x more cost savings

5.7x more staff productivity

4.3x more business agility

vs. migration without AWS MAP

- *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*

Migration incentives and support

vmware

On-premises and/or other cloud providers

aws

TRAINING & SUPPORT

- AWS-funded Support with 460+ Migration Competency partners
- Upskill with migration and cloud skills courses
- Hands-on for rapid VMware migration from AWS Professional Services
- Guided VMware to AWS Immersion Days

TECHNOLOGY

- Expedite lift and shift with AWS Application Migration Service
- End-to-end planning with AWS Migration Hub Journey
- Automate processes with AWS Professional Services
- Flexibility to use AWS services and infrastructure on premises or at the edge with AWS Outposts

FUNDING & INCENTIVES

- Increased AWS Migration Acceleration Program (MAP) Partner Funding to support VMware to AWS migration
- Lead with No-cost assessment

Customer stories

3M accelerated migration at Scale Using AWS Application Migration Service

Challenge

3M needed to migrate a diverse set of thousands of applications from aging on-premises data centers to the cloud to achieve greater scalability, resilience and drive innovation, while minimizing downtime.

Approach

3M worked alongside AWS Professional Services to plan and execute a large-scale migration to AWS. With AWS Application Migration Service (MGN), 3M automated the migration of source servers to run natively on AWS.

Outcomes

2200
applications migrated in 24 months

500
Applications cutover in 12 hours

- ✓ Cutover 500 applications in just 12 hours
- ✓ Saved millions of dollars by optimizing compute costs
- ✓ Reduced resource deployment time from weeks to minutes
- ✓ Improved scalability, flexibility, and resiliency

Rockdale County system in Georgia improved Security and reduced network downtime by migrating to AWS

## ROCKDALE COUNTY

99%+

Reduction in network downtime

"The cloud secures our data even more so than we could have done onsite. We quickly realized our data was going to be in a much more secure environment and that it was going to be routinely backed up. We also have the sense of security in knowing that if something major happens and we're not on site, we can still have the ability to access our software from any internet source."
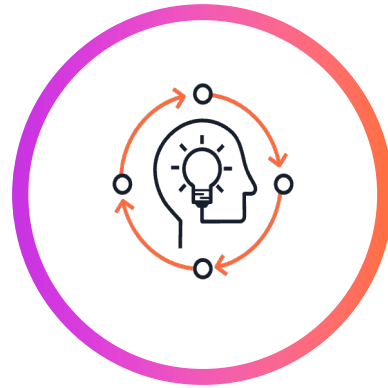
Jamie Cabe
Chief of staff, Rockdale County GA

Call to Action
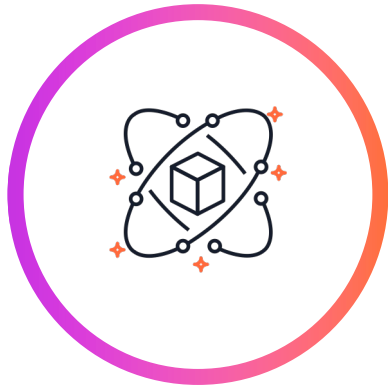
Assess your VMware Estate

Request an AWS assessment for cost savings on licensing, business case and migration planning

Leverage Partners

Engage with our large network of AWS VMware and Migration Competency Partners

Reach out to AWS Account Team

Determine your migration approach and timeline

Utilize incentive programs

Take advantage of our incentive programs designed specifically for VMware migrations

![aws]

Thank you!

Doug Pardue

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Amazon Web Services

Please complete the survey
for this session

Application Modernization, Security, and Governance
Rapidly Migrate Your VMware Workloads to AWS

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