



# Migrare nel Cloud

## Benefici e Best Practices

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AWS

# Agenda

Drivers for transforming your applications

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Application migration tools

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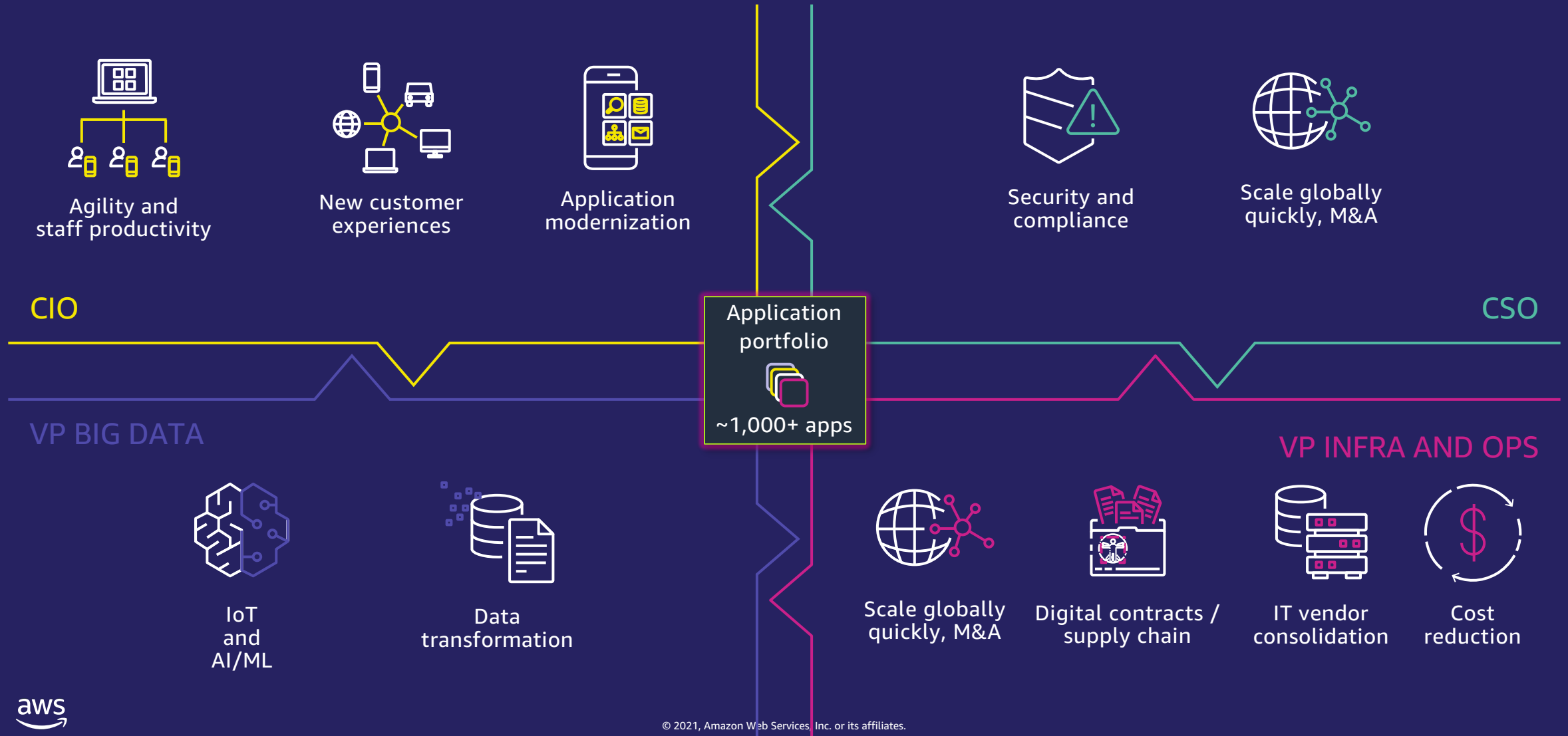
How can we help

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Q&A

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# Drivers for transforming your applications



# Why use AWS to migrate your workloads?



## Most migration experience

Over a million active customers; leading brands migrate to AWS



## Most comprehensive and mature migration tools

AWS migration tools, as well as mature third-party migration tooling ecosystem to simplify and accelerate each step of the migration process



## Broad partner ecosystem

110+ Migration certified partners, ISVs, and system integrators to help customers assess, mobilize and execute their cloud migration



## Most complete migration solutions

Set of programs and solutions to accelerate your cloud journey



Migrated ~5,500 instances in 9 months, reduced storage costs by 50% and compute costs by 20%, and sped up provisioning 10x from 4 weeks to 2 days



Ferrari can run **thousands** of simulations **concurrently** to gain insights far faster than ever before possible running simulations in an on-premises environment

# Benefits as seen across thousands of migrations

**31%**

Average infrastructure  
cost savings

**43%**

Fewer security  
incidents per year

**62%**

IT staff  
productivity boost

**3x**

More features  
delivered per year

Sources: IDC, Nucleus Research, AWS Analysis



# Make a plan for your application portfolio

- Focus on your differentiators

**Reduce the size of  
your estate\***



**Retire**



**10%+**



**SaaS**



**20%**

**Move to AWS**



**Lift & shift**



**50%**



**Re-platform**

**Transform on AWS**



**Modernize**

Serverless / containers / microservices



**20%**

# Migrate and modernize legacy applications



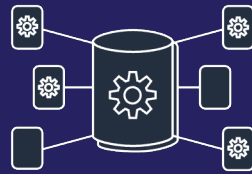
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Migrate to  
free-up  
resources



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Shift licensing  
and cost  
models to the  
cloud



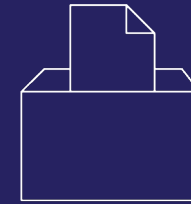
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Scale  
infrastructure  
on demand



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Leverage your  
data with  
advanced  
analytics



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Innovate with  
200+ cloud  
native  
services



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Boost skills  
and  
experience for  
speed and  
agility

# Benefits of modernizing legacy workloads



**442%**

projected 5-year ROI  
running Windows on  
AWS



**5000+**

Active customers  
running SAP on AWS

**vmware®**

**43%**

Reduction in IT  
infrastructure costs  
with VMware  
Cloud on AWS

**ORACLE®**

**350,000+**

Databases migrated to  
AWS

Source: IDC, Windows Server Operating Environment Market Update, Doc # US44217118, August 2018

Source: IDC Business Value White Paper, sponsored by Amazon Web Services, The Business Value of VMware Cloud on AWS for Supporting Business-Critical Applications, doc #US46974120, January 2021

Source: IDC Business Value White Paper, The Business Value of Efficiently Running High-Performing Windows Workloads in AWS Cloud, 2019



# Tools



# Migration Evaluator

## Migration Evaluator Agentless Collector

- Gathers inventory and time-series performance data
- Collects utilization data for Windows and Linux family operating systems (ex. SUSE, Ubuntu, RHEL)
- Supports VMware and Hyper-V infrastructure discovery and performance monitoring
- Automates Microsoft SQL Server detection
- Provides a higher level of accuracy

## Using Existing Data

- Uses inventory and usage data the customer provides from other monitoring tools
- Uses industry benchmarks where there are gaps in the data
- Bypasses environmental constraints preventing deployment of the agentless Collector
- Removes collection period for time-sensitive engagements
- Data needs to be provided in Migration Evaluator's Data Import File

## AWS Application Discovery Service

- Gathers inventory and time-series performance data
- Monitors VMWare infrastructure with the Discovery Connector
- Discovers dependencies with the Discovery Agent
- Integrates with AWS Migration Hub
- One collector for discovering, planning, and executing your migration
- Analyze discovery data in AWS Migration Hub, Amazon Athena, and Amazon QuickSight



# Migration Evaluator Agentless Collector

- Installed on a new dedicated server running English Windows Server 2012 R2 or greater with local admin rights
- Supports automatic upload of daily inventory and utilization
- Supports data redaction through manual Excel export and upload via Management Console
- More details can be found in the Migration Evaluator Collector Installation Guide

## VMware

- Communicates with each vSphere virtual appliance
- Provisioning is persisted along with their relationships (VM/Host) & time-series usage

## Hyper-V

- Communicates with each Hyper-V host
- Provisioning is persisted along with their relationships (VM/Host) & time-series usage

## Bare Metal

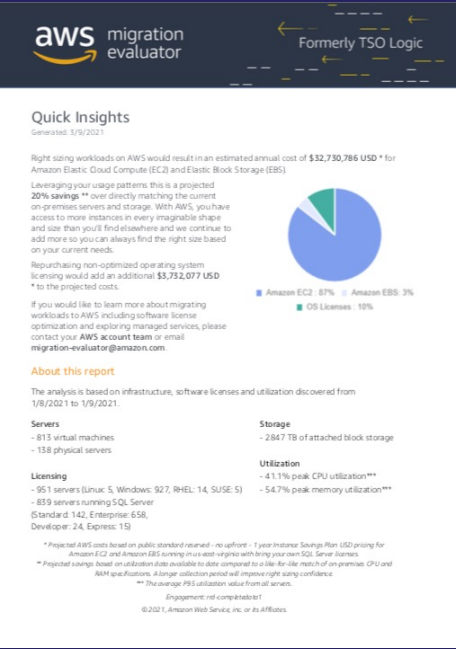
- Communicates with each server directly through WMI, SNMP v2c or SNMP v3
- Provisioning is persisted for Windows machines & time-series usage

## SQL Server

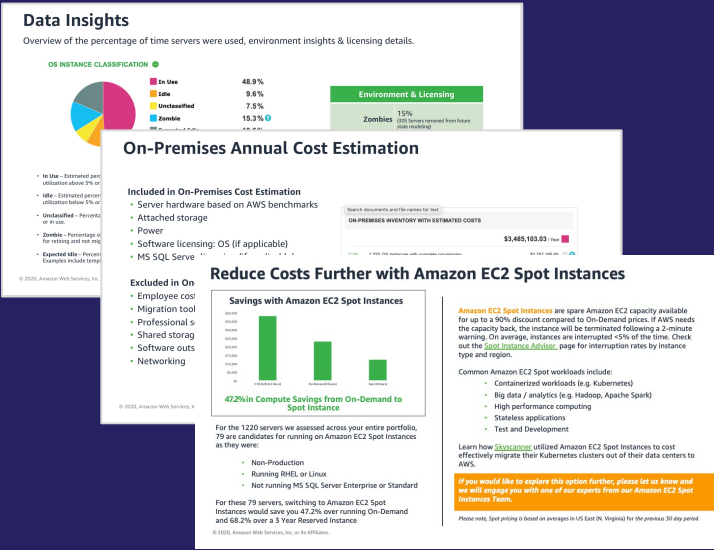
- Communicates with each server directly through local T-SQL
- SQL Server version and edition is persisted against each VMware virtual machine, Hyper-V virtual machine and bare metal

# Deliverables

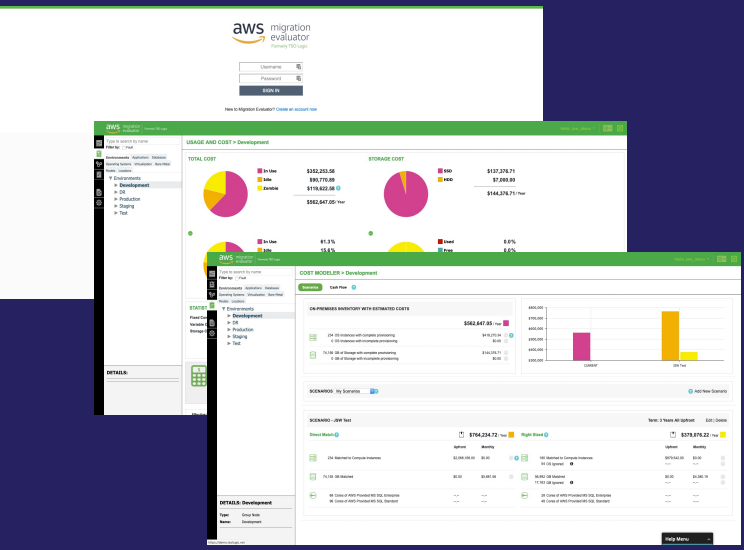
## Quick Insights



## Directional Business Case



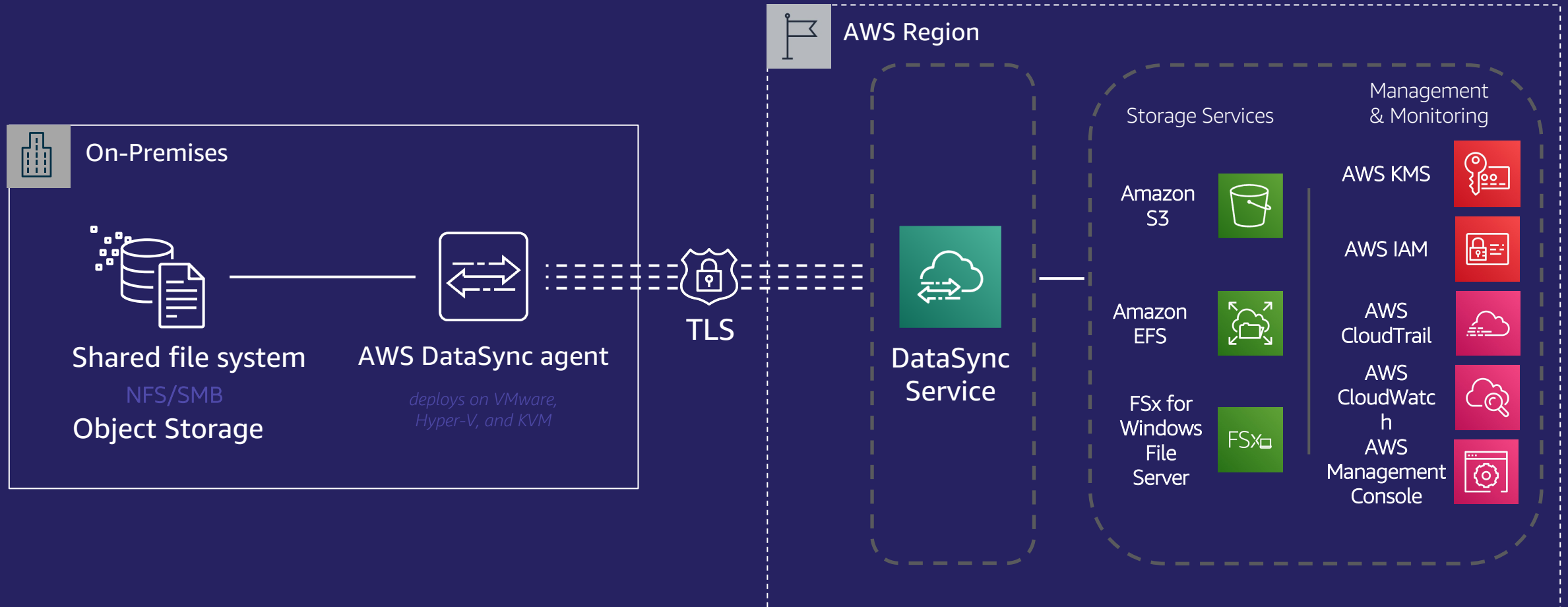
## Analytics Engine



Available upon request

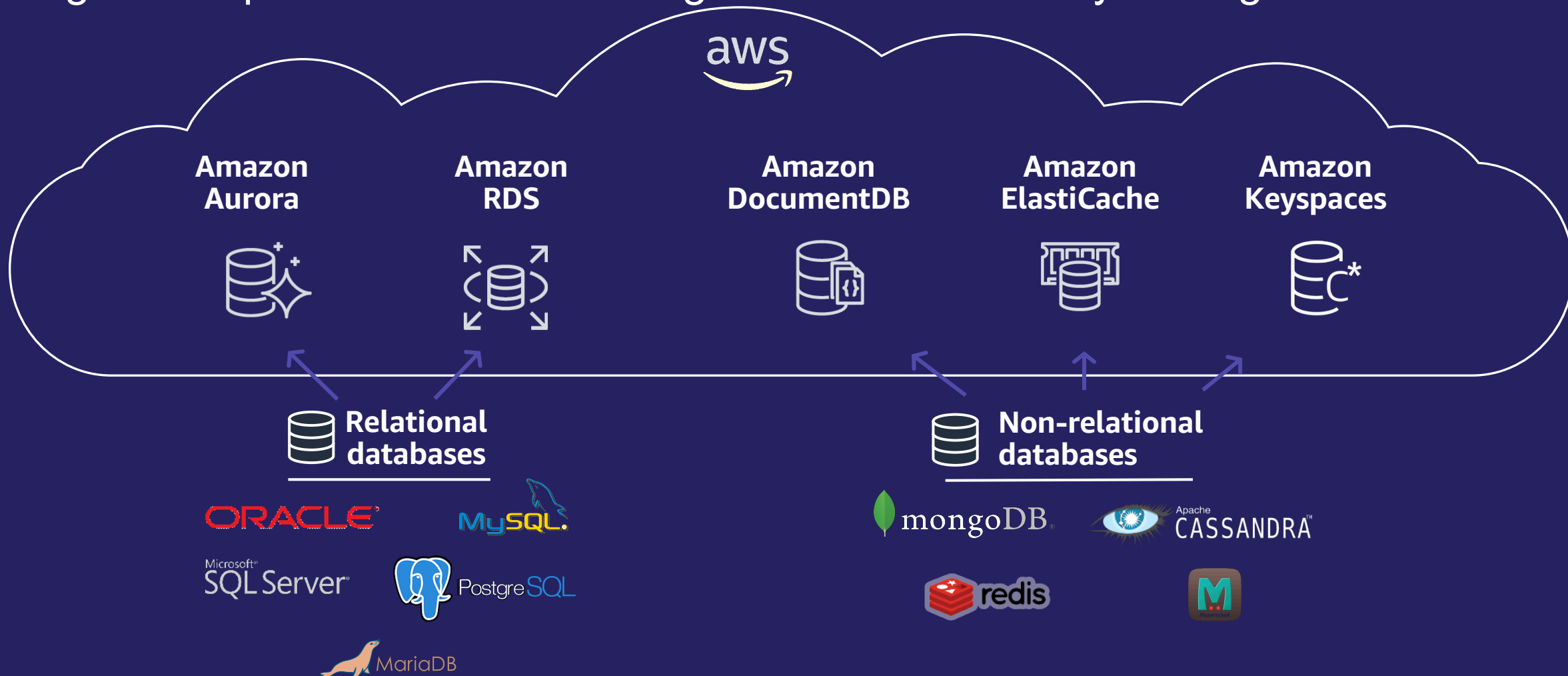
# AWS DataSync

Simplifies, automates, and accelerates data transfer to or from AWS



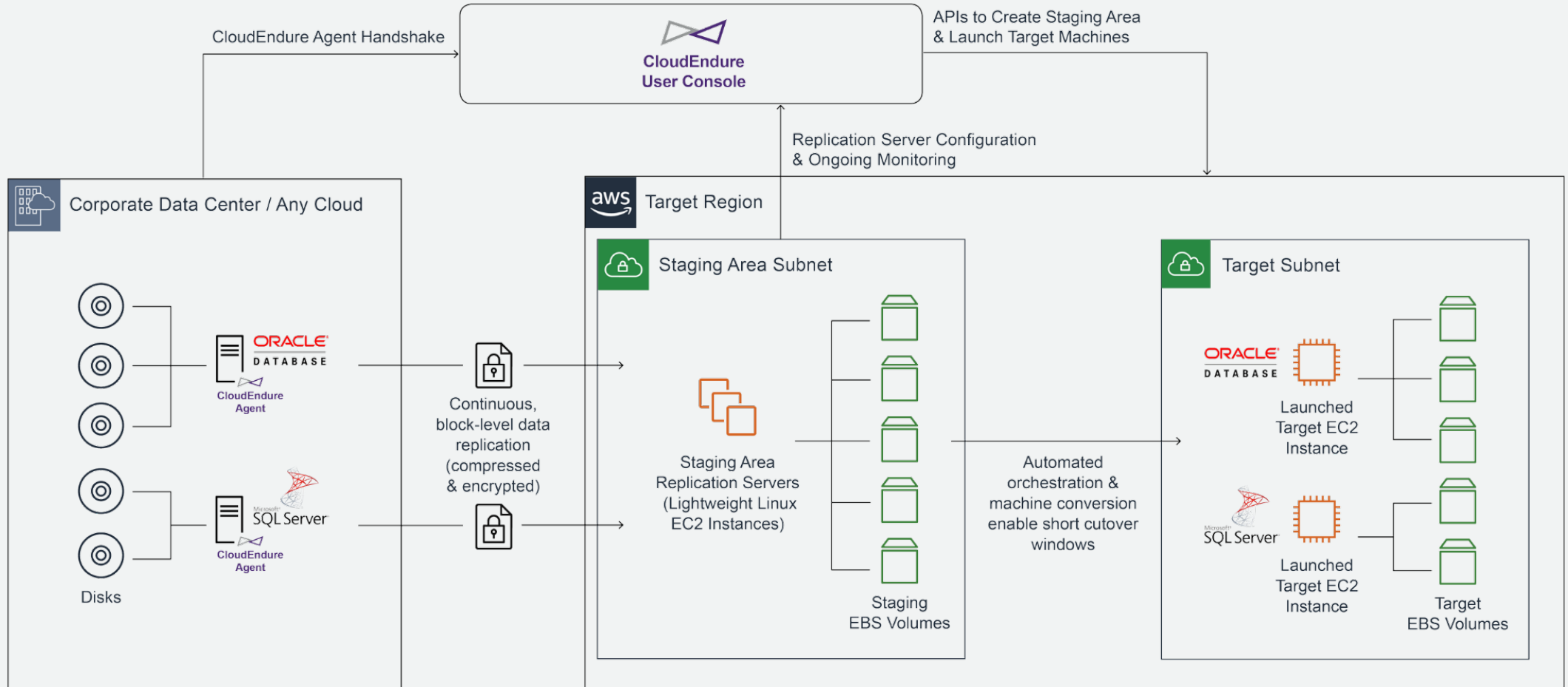
# AWS Database Migration Service

Migrate on-premises or self-managed databases to fully managed services



# CloudEndure

- Continuously replicates any application or database from any source into AWS
- Business outcome: self-service, rapid, reliable migration with minimal business disruption



## AWS ProServe Vision

“ accelerate customer business outcomes through the innovative use of the AWS platform ”



# What we do

Accelerate customer business outcomes



# Technology and solutions for every use case

## AWS Value Proposition



### 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

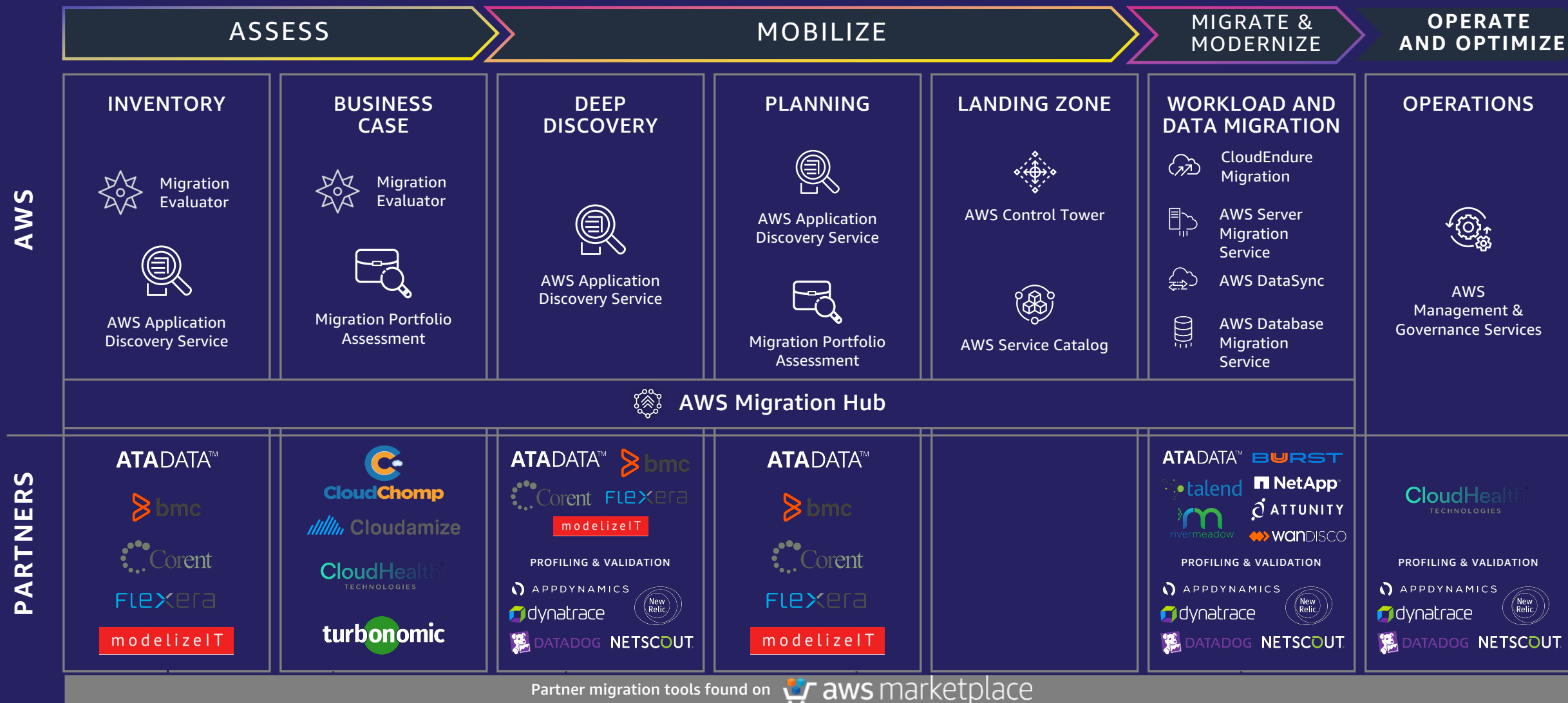


### Emerging & Intelligent Technologies

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

AWS Partner Network

# Rich toolset to support each phase of migration



# Actions we recommend

- 01 Be selective on which apps to transform; focus on differentiators
- 02 Design and build a service management framework to enable your cloud operating model
- 03 Choose partner(s) to guide you and bring skills and experience

[aws.amazon.com/cloud-migration](https://aws.amazon.com/cloud-migration)



# Q&A



# Thank you!