



AWS FOR MIGRATION

The next step for your VMware workloads is AHEAD

Learn how migrating and modernizing on AWS
with the help of an AWS Partner accelerates
your business transformation

In collaboration with

AHEAD



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Migrating legacy workloads is your gateway to digital transformation

Organizations across every industry want to become more agile so they can innovate and respond to changes faster. Faced with ever-increasing disruption, evolving market demands, and global compliance needs, they must also find ways to differentiate their businesses to stay competitive.

For many organizations, modernizing enterprise workloads is the best first step toward digital transformation. And that transformation can open enormous opportunities for business growth. Leveraging the breadth and depth of its research, Amazon Web Services (AWS) has identified eight key business drivers for moving to the cloud.

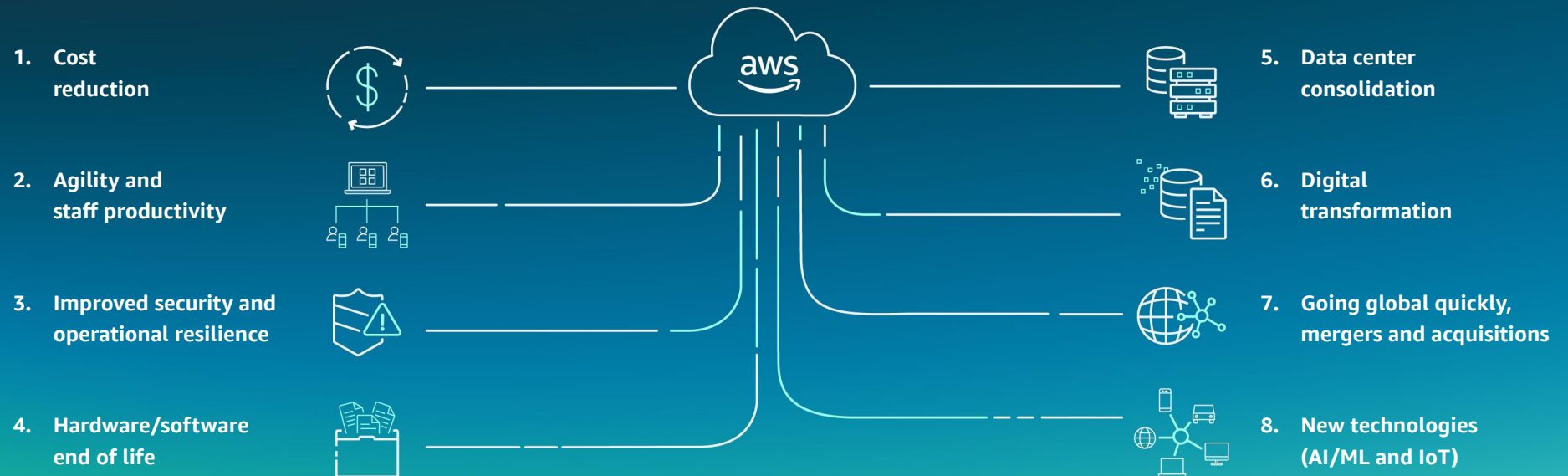
In many cases, the decision to migrate workloads to the cloud often starts with a desire to minimize not only the total cost of ownership, but also opportunity costs. For instance, you might be asking yourself:

- By keeping legacy applications on premises, are we preventing the business from developing new products and services faster?
- Do our legacy systems integrate with modern systems so we can deliver optimal customer experiences?
- How much time are we spending to find and train staff who provision on-premises hardware and software, manage licenses, create and maintain security postures, and ensure compliance?



These are key considerations when planning for a cloud migration and modernization of enterprise workloads. Read on to learn more about why organizations choose to migrate to AWS, how they modernize specific workloads, and how other customers have modernized by successfully leveraging AWS Migration Competency Partner solutions like those from [AHEAD](#).

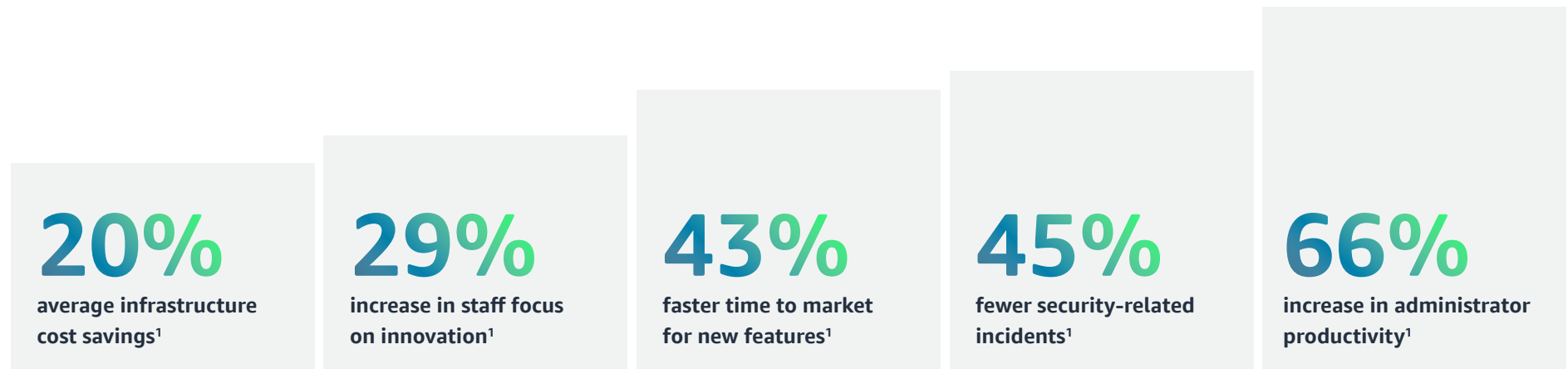
Business drivers for migrating to the cloud



Why migrate to AWS?

From lifting and shifting workloads to moving entire data centers, AWS provides the organizational, operational, and technical capabilities you need for a successful migration. And with the deepest set of migration and modernization services—including many that are purpose-built for specific industries—you can start realizing the business value of AWS quickly and comprehensively.

Modernizing on AWS enables streamlined operational practices that lead to measurable results. On average, migrating to AWS delivers:



To take advantage of these cloud benefits, it helps to have expert guidance every step of the way. You should first understand the challenges you could encounter during your migration journey, as well as have a prescriptive path forward to overcome any hurdles.

With an experienced AWS Migration Competency Partner such as AHEAD by your side, you can anticipate those challenges and accelerate your migration to achieve benefits faster.

Mainframe on AWS—goodbye big box

Customers today, across a variety of industries, want to modernize their mainframe-based applications to take advantage of the cloud and innovate with the years of business knowledge built into their systems. Augmenting, refactoring, or replatforming mainframe applications to run on AWS allows organizations to benefit from the elasticity, scalability, and reliability of AWS infrastructure. Drive innovation with access to 200+ cloud services and build modern, scalable, digitally native applications faster.

32%

average decrease in time between **production releases for migrated apps**

200+

AWS services to drive innovation



Modernizing your mainframe is simplified with AWS. Proven methodologies, specialized services, and best practices allow you to accelerate the process.



Cost savings

Once migrated to AWS, customers reduce costs by **an average of 31 percent** by removing the hardware and staffing costs of traditional mainframes. You can also gain additional efficiency through accelerated application development.



Specialized services

Break up and manage your complete migration with infrastructure, software, and purpose-built services like AWS Mainframe Modernization, which helps you augment, refactor, and replatform legacy applications and data.



Innovation

Gain flexibility to experiment and innovate with cloud services. AWS can help transform your legacy application to a modern language running on a modern stack. Deploy an agile development and test lifecycle while providing access to tools like analytics to derive more value from previously locked data.



Any application

From hybrid to high-performing, AWS is where you can build, run, and scale virtually any application.



Mainframe experts

Benefit from mainframe modernization experts and partners who will guide you through AWS best practice methodology for augmentation, automated refactoring, or replatforming.

AHEAD helps customers establish a modernization strategy for their mainframe workloads. Modernization of these workloads often involves incremental refactoring of application and data tiers to AWS as opposed to a simple rehosting approach. The compute, application, and data subject matter experts at AHEAD can help you establish a future-state architecture using the optimal set of AWS services and a staged modernization program to deliver a successful outcome.

AWS for VMware—unlock new possibilities

Migrating your VMware-based workloads to the cloud is about enhancing your capabilities and driving business transformation. As the longest-standing cloud provider with experience in helping VMware customers at scale, AWS is a leading choice to simplify your transition to the cloud. With multiple migration and modernization pathways, you can kickstart innovation by leveraging AWS's extensive portfolio of over 200 services.

20%

reduction in **total technology infrastructure costs**

69%

decrease in **unplanned downtime**



Migrate and modernize to AWS to leverage purpose-built services, programs, and incentives—and achieve more.



Optimized costs

Work with AWS and AWS Partners to start a no-cost AWS Optimization Licensing Assessment (OLA) that will provide you with optimization and migration recommendations to reduce the compute, storage, and licensing costs of running and operating your workloads, even providing cost savings before you start to migrate to the cloud. Accelerate your migration with the AWS Migration Acceleration Program (MAP), a comprehensive offering that provides tools to reduce costs as you journey to AWS.



Migration approaches tailored to your business needs

There are many ways to migrate and modernize with AWS. Choose to lift and shift your applications to Amazon EC2 and optimize your workloads to replatform or re-architect them over time, according to your timeline. You can also take a full migration and modernization approach by leveraging purpose-built AWS tools and services for modernizing to containers and serverless or moving to managed services.



Global infrastructure

Experience increased scalability, enhanced security, and improved performance with AWS's extensive global infrastructure, unmatched reliability, and broad set of security services.



Innovation

Modernize your development, operations, applications, and data by leveraging AWS's extensive portfolio of services. Automate tasks such as provisioning, scaling, and management of computing resources to refocus on strategic initiatives.

AHEAD's VMware Modernization Services offer customers a comprehensive strategy for cloud transformation. As a trusted technology advisor, AHEAD leads the conversation on the implications of VMware changes and explores how to leverage this opportunity to foster innovation and gain a competitive edge through AWS. The approach goes beyond a straightforward product migration; it involves a strategic assessment of future investments and the development of an optimized operating model built on AWS.

SUCCESS STORY

Leading mortgage company accelerates cloud migration with AHEAD

The Challenge

A leading mortgage company faced rising operational costs and an urgent need for digital transformation. To address these challenges, they partnered with AHEAD to design and migrate their production infrastructure and applications to the cloud. The goal was to meet contractual deadlines, achieve the first milestone in their cloud-native journey, and reduce expenses by transitioning from on-premises data centers to the cloud. Amidst restructuring their business to reduce expenditures and reach a desired run rate, they aimed to migrate up to 350 applications and related infrastructure components to AWS within an eight-month timeframe.

The Solution

AHEAD provided a comprehensive solution to migrate the mortgage company's workloads to AWS, including:

- **Assessment:** Evaluating the existing infrastructure and applications to determine the best migration approach.
- **Design:** Architecting a cloud-native network and security design, as well as a full cross-platform network connectivity solution.
- **Implementation:** Executing the migration of applications and infrastructure to AWS-native services, existing ISV solutions used by operational teams, and VMware Cloud (VMC) on AWS for selected infrastructure tiers.
- **Managed services:** Providing ongoing support and management of the cloud environment.

The Results

By leveraging AHEAD's expertise and AWS technologies, the mortgage company achieved the following results:

- Successfully migrated their production infrastructure and applications to AWS within the eight-month timeline.
- Achieved seamless production cutover in one weekend, enabling agents to service customers the following week without disruption.
- Realized the value of ISV technologies for a fast migration, combined with the ability to leverage transformative AWS-native services.
- Achieved their goal of reducing operating expenses through the transition from on-premises data centers to the cloud.
- Completed the first milestone in their cloud-native journey, enabling further digital transformation initiatives.

Accelerate your modernization with AHEAD and AWS

To streamline your workload modernization journey, it helps to have the proper support and guidance when you need it. Lean on a trusted AWS Partner, like **AHEAD**, to help you along the way. AWS Partners with the **AWS Migration Competency** have demonstrated technical proficiency and proven customer success in delivering software products that accelerate your journey to AWS.

By aligning to AWS best practices such as MAP, AHEAD can work in tandem with your in-house IT teams to ensure a smooth, efficient cloud transition.

Following MAP, AHEAD applies a three-phased approach to modernize your enterprise workloads:

AWS offers MAP as a complete and proven cloud migration program based on AWS's experience migrating thousands of customers to the cloud. The program packages best practices, tools, financial incentives, and the expertise and solutions delivered by AWS Partners to make cloud adoption easier and help customers reach their business goals faster.

1 Assess

The migration readiness assessment identifies gaps along the six dimensions of the **AWS Cloud Adoption Framework**: business, process, people, platform, operations, and security. This allows you to identify the capabilities required to migrate and build a TCO model.

2 Mobilize

The mobilize phase creates an operational foundation for migration, with the goal of fixing the capability gaps identified in the assessment phase. This step accelerates migration decisions by providing clear guidance.

3 Migrate and modernize

In this final phase, you implement the migration plan developed during the mobilize phase. After testing applications, you can begin migrating workloads to AWS, then optimizing for performance and spend.



AHEAD methodology

AHEAD's VMware modernization solutions

AHEAD provides a comprehensive approach to navigating VMware changes by aligning with the multifaceted challenges organizations are already working to address, including:

- Escalating costs and complexity
- Data silos
- Operational challenges and lack of visibility
- Security and disaster recovery
- Ransomware protection
- Slow or stalled transformation journeys

AHEAD delivers a holistic analysis and transformation strategy. Engagements cover a detailed evaluation of the current state, a workload analysis, the financial implications, and a tailored roadmap for modernization, helping customers answer the following key questions:

- Why transform?
- Where and how should we run our workloads?
- Where else can we maximize efficiencies by modernizing and optimizing operations?
- How much will it cost to transform?
- What will my business-as-usual cost to run be after transformation?

AHEAD's VMware Strategic Assessment tackles business and strategy challenges by aligning the modernization journey with evolving market demands, merger and acquisition activities, and workplace transformation initiatives. It addresses architectural complexities with a thorough workload analysis and architectural evaluation, considering factors such as single- or multi-cloud strategies, workload placement, dispositioning patterns, and ISV/ecosystem integrations. AHEAD's experts also provide recommendations for managed services, reskilling, or upskilling in order to address people and skill transformation needs. Additionally, AHEAD's holistic approach accounts for operational implications, including partner integrations, audit posture, and security policy alignments, ensuring seamless operational continuity, compliance, and long-term sustainability on AWS.

AHEAD's VMware AWS Readiness Accelerator offering includes targeted services intended for customers with short-term (<18 month) VMware renewals or in cases where an AWS cloud transformation strategy is less defined. AHEAD provides a rapid analysis of the workload portfolio, a high-level TCO for migration to AWS, identification of short-term AWS migration candidate workloads, and a prescriptive AWS Landing Zone. AHEAD also offers optimized pricing and licensing guidance in support of VMware/Broadcom renewals.

	VMware Strategic Assessment	VMware AWS Readiness Accelerator
Offering	Strategic assessment: • Strategic analysis • Workload analysis • Financial analysis	Assessment: • Lite workload analysis • Lite financial analysis • Migration readiness
Outcomes	• Transformation strategy + roadmaps + wave planning • Financial business case • Scorecard/matrix • Refactoring applications	• Scorecard/matrix • High-level TCO • Readiness assessment

The time to modernize is now

Engage with AWS and AHEAD to help assess the current state of your enterprise applications and design a strategy for migrating and modernizing.

AHEAD, an AWS Premier Tier Services Partner, accelerates cloud-based transformation and maximizes the business impact of AWS. We go beyond providing AWS services; we engineer digital platforms that power the most successful organizations in the world. Our consultative approach, technical expertise, and innovative solutions combine to accelerate the business impact of technology for every client we serve. Our formal Strategic Collaboration Agreement with AWS underscores our commitment to continuously develop and expand our capabilities on the AWS platform. With six AWS Competencies and over 450 Certifications, customers choose AHEAD because we stand as the authority in data, developer, and infrastructure platforms within the AWS ecosystem. Are you ready to take the next step? Visit ahead.com/partner/aws.

Embrace the VMware inflection point as a catalyst for innovation and gain a competitive edge by leveraging AHEAD's expertise in VMware Modernization. Our comprehensive VMware Strategic Assessment and VMware Investments Workshop deliver a tailored roadmap, addressing architectural complexities, financial implications, skill transformation needs, and operational alignments.

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