



AWS FOR MIGRATION

Optimize your AWS journey with SHI

Essential steps for a seamless migration

In collaboration with



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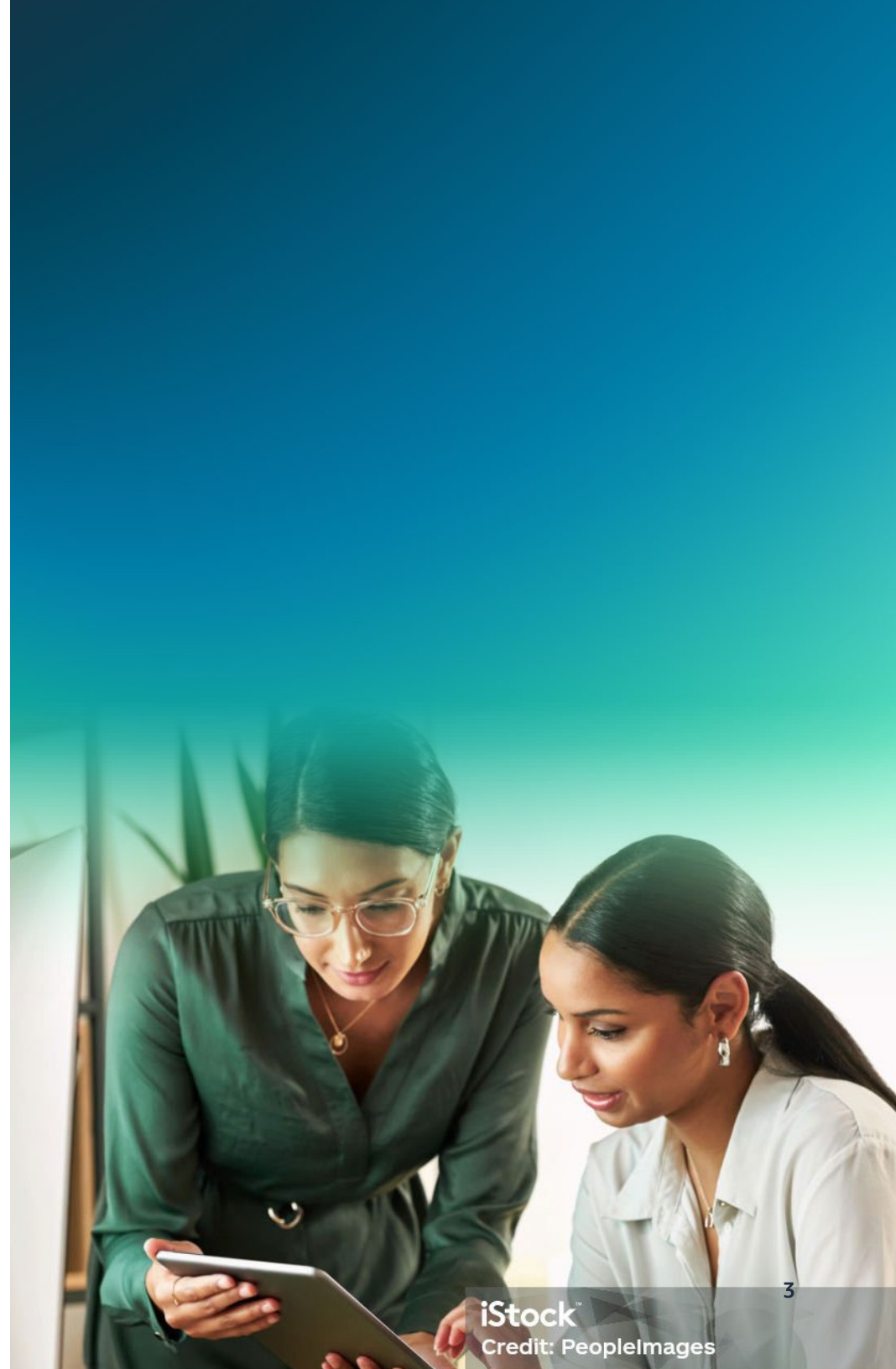
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True transformation happens in the cloud

Organizations across every industry want to become more agile to innovate and remain competitive. Faced with ever-increasing disruption, they must also find ways to differentiate their businesses. Moving to the cloud quickly is many organizations' best first step to modernization and transformation.

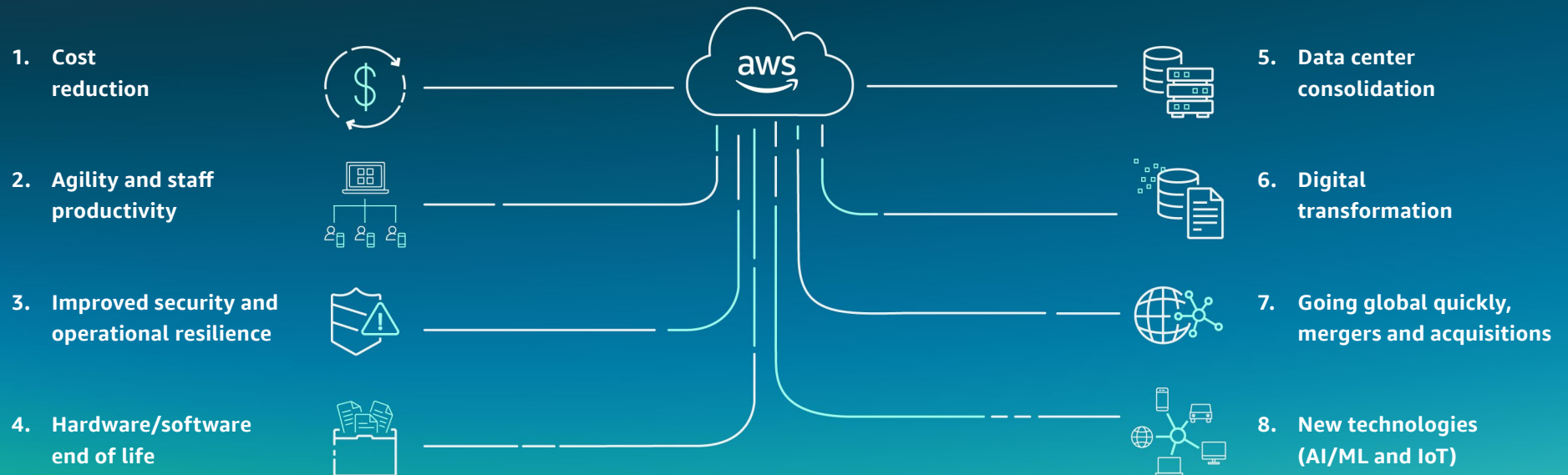
This ebook explores how organizations are migrating to and modernizing on Amazon Web Services (AWS) to achieve critical business advantages such as higher productivity, faster time to market, and a more robust bottom line. It also covers the key benefits of cloud migration, why now is the best time to migrate, and how your organization can realize the benefits of an AWS migration with SHI, a global solutions provider and AWS Partner.



Why cloud? Why now?

The decision to migrate workloads to the cloud often starts with a desire to reduce costs. However, customers find that the strategic value of migrating to AWS goes well beyond the cost savings of retiring legacy infrastructure. Leveraging the breadth and depth of its research, AWS has identified eight key business drivers for moving to the cloud. Organizations can achieve transformational results by migrating some or all of their digital assets to the cloud.

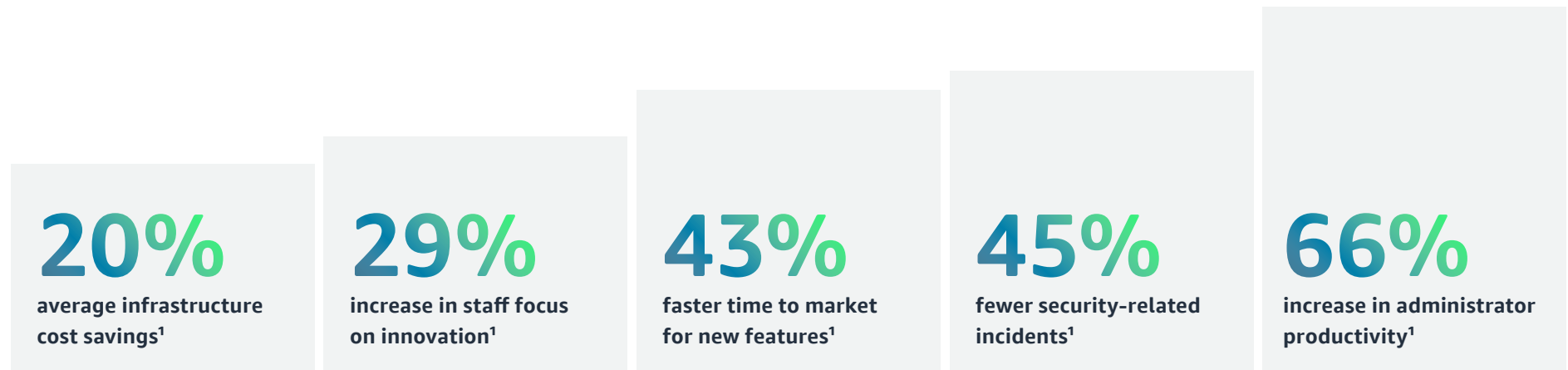
Business drivers for migrating to the cloud



Why migrate to AWS?

To boost innovation, respond quickly to changing demands, and drive business transformation, organizations are migrating their infrastructure and applications to AWS. Modernizing on AWS enables streamlined operational practices that lead to measurable results.

On average, migrating to AWS delivers:



While migrating to AWS offers many benefits and opportunities, successful migrations take planning and expertise. Organizations must also understand the challenges they will likely face during the process.

With an experienced AWS Migration Competency Partner such as SHI by their side, businesses can anticipate those challenges and accelerate their cloud journey to achieve benefits faster.

The 7 Rs of cloud migration

Creating a detailed strategy that identifies the best pattern for various workloads is essential to accelerating and optimizing the migration journey, as well as achieving desired business objectives. Common migration patterns usually follow one of six basic patterns—but with AWS, organizations have a seventh option, culminating in “The 7 Rs.”

1. Rehost

Most workloads are rehosted in a large-scale migration scenario that demands a quick migration and rapid scaling to meet a business case—such as a data center lease termination. Also known as “lift-and-shift,” rehosting can be automated with tools such as [AWS Application Migration Service](#) in most cases.

2. Re-platform

Sometimes referred to as “lift-tinker-and-shift,” re-platforming entails making a few cloud optimizations to achieve tangible benefits—but without changing the core architecture of the application. For example, businesses that are managing a messaging broker can easily replace the seven common patterns for migration with [Amazon MQ](#). Amazon MQ is a fully managed service that doesn’t require users to rewrite their applications or pay for third-party software licenses. Or, if migrating a Windows-based application that requires file storage, organizations can use the fully managed [Amazon FSx for Windows File Server](#).

Need to migrate a database?

If you are considering rehosting, re-platforming, or refactoring your database to AWS, [AWS Database Migration Service](#) (AWS DMS) keeps the source database fully operational during the migration, enabling near-zero downtime during the cutover. You can then reduce the time you spend managing database instances with a database-as-a-service offering such as [Amazon Relational Database Service](#) (Amazon RDS).

3. Refactor

Refactoring changes the way an application is architected and developed. Typically, refactoring (or rearchitecting) is driven by a strong business need to add features, scale, or improve performance that would otherwise be difficult to achieve in an application’s existing environment. If an organization is looking to boost agility or improve business continuity by moving to a service-oriented architecture (SOA), this strategy is a strong—though often the most expensive—option.

4. Relocate

Once on AWS, businesses can take advantage of the wide variety and capabilities of AWS services to easily optimize or rearchitect applications. One example is VMware Cloud on AWS, which allows users to quickly relocate hundreds of applications virtualized on vSphere to the AWS Cloud. It also maintains consistent operations with VMware Cloud Foundation-based environments—in just a few days.

5. Repurchase

Casually referenced as “drop and shop,” repurchase enables organizations to replace their current environment by moving to a newer version of software or purchasing an entirely new solution. This also applies to businesses that are looking for a new software licensing model that allows them more flexibility to match their business needs. In this case, an organization may purchase **Amazon Connect** to replace its current contact center application.

6. Retain

A company may have portions of its IT portfolio that it is not ready to migrate or believes are best kept on premises. For on-premises workloads, **AWS Outposts** brings the same APIs, services, management tools, support, and operating model to virtually any data center, co-location space, or on-premises facility. With AWS Outposts, businesses have a truly consistent hybrid cloud, allowing them to develop once and deploy across AWS Outposts on premises or on AWS without having to recertify their applications.

When going the retained route, businesses should remember that as more of their portfolio moves to the cloud, the allocation of data center expenses across fewer workloads may eventually require revisiting the retained workloads.

7. Retire

The retire route lets organizations decommission or archive unneeded portions of their IT portfolio. When businesses first assess their environments’ readiness to migrate, they may encounter applications that are no longer being used. By rationalizing their IT portfolios and identifying assets that are no longer useful, organizations can strengthen their business case and direct their team’s attention toward maintaining the resources that are more widely used.

A streamlined approach to migration with SHI and AWS

To streamline the cloud migration journey, it is vital to have the proper support and guidance when needed. With a long list of AWS certifications, SHI offers end-to-end services to help customers navigate their cloud journey.

By aligning with AWS best practices, including the AWS Migration Acceleration Program (MAP), SHI can work with in-house IT teams to ensure a smooth, efficient cloud transition. SHI thoroughly evaluates customers' existing environments to understand their current state and readiness for migration.

Following MAP, SHI applies a three-phased approach:

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 survey enables organizations to identify the capabilities required to migrate and build a total cost of ownership (TCO) model. SHI follows best practices from AWS to determine how to migrate infrastructure with the utmost care and handle any unforeseen challenges.

- AWS Rapid Discovery
- TCO reports
- Migration readiness assessments

2 Mobilize

The mobilization phase creates an operational foundation for migration to fix the capability gaps identified in the assessment phase. SHI analyzes and identifies financial hurdles, potential blockers, and other skill and knowledge barriers that might need attention before migration. This step accelerates migration decisions by providing clear guidance that improves the success of a migration.

- Define migration strategy
- Develop migration plan
- Conduct skill gap analysis
- Establish a Center of Excellence (CoE)
- Deploy AWS Control Tower and Landing Zone

3 Migrate and modernize

In this final phase, organizations implement the migration plan developed during the mobilization phase. Once application testing is complete, SHI migrates workloads to the AWS Cloud and optimizes for performance and spending.

- Rehost or re-platform workloads
- Optimize for cloud environment
- Ongoing managed services for performance, security, and cost efficiency

The simplicity and power of SHI's migration methodology

Why choose SHI for AWS Cloud migration?

With rapidly changing business needs, cloud migration is crucial for enhancing agility, scalability, and cost-efficiency while testing, implementing, and unifying workflows. The approach to AWS migrations at SHI is simple yet powerful: We prioritize automation to minimize human error and establish a secure and efficient migration process. As an AWS Partner with extensive professional services experience, SHI has over 1,000 technical resources and a remarkable 99 percent customer retention rate.

SHI's four phases of AWS cloud migration

1. The migration process begins with an **assessment** during which SHI focuses on in-depth discovery to ensure the migration's success. In this stage, SHI addresses client compliance, disaster recovery, backup, security, networking, and operational needs to fill gaps. Using the AWS Application Discovery Service, SHI can accurately identify server-to-server communication and performance data. This emphasis on discovery allows SHI to use the right-sized servers, promote secure communication with dependencies, and meet regulatory requirements.
2. In the **mobilization** phase, SHI prepares the target AWS environment using AWS Control Tower and tools such as the Landing Zone Accelerator on AWS to quickly deploy a custom and secure environment that is ready to accept incoming workloads. This highly automated infrastructure-as-code solution sets up a safe, scalable, governed, and easy-to-manage cloud framework for operating in AWS.
3. For large-scale cloud migrations in the **migrate** phase, SHI deploys tools such as the Cloud Migration Factory on AWS, AWS Application Migration Service, and AWS Migration Hub to coordinate and automate migrations into the newly built, secure foundation. The migration process is customized based on client needs. SHI involves clients at every crucial stage to meet the company's unique requirements.
4. **Optimization** occurs throughout the migration process. Post-migration, SHI can provide clients with continued support around monitoring, optimization, and managed services to ensure ongoing performance and cost efficiency.

Our success metrics include surpassing customer timelines and achieving client satisfaction. Through our expertise, advanced tools, and client-centric approach, SHI ensures a seamless and successful transition to AWS with training and support.

End-to-end migration services and solutions from SHI

Key services offered by SHI

As an AWS Premier Tier Partner, SHI provides various migration services to meet diverse client needs. Our offerings include:

- **Standard lift-and-shift migrations**
- **AWS MAP**
- **Rapid Migration Offer (RMO)**

With AWS Migration Competency, SHI offers both funded and non-funded migration services. Our approach ensures a seamless transition to AWS, using the same methodologies, tools, and services as the cloud provider.

Benefits of SHI's migration services

- Accelerated migration and speed to market
- Fixed price and timelines
- Enhanced agility
- Improved security
- Data center consolidation

Rapid Migration Offer

RMO is a fixed-price, partially funded service based on MAP. It is designed to help decision-makers quickly assess their environment and move straight into rehosting or re-platforming workloads. RMO allows businesses to plan, control their budget, and set expectations with fixed timelines, ensuring the migration stays under budget and on time. This includes:

- **Assess.** SHI thoroughly evaluates the existing environment to understand the current state and readiness for migration and utilizes its quick environment evaluation method and a Readiness Assessment tool.
- **Mobilize.** This portion of the engagement is focused on helping organizations build readiness through detailed planning and preparation. SHI and the client define the migration strategy, develop a migration plan, and conduct a skill gap analysis to ensure the team is prepared for the transition. Together, they can rethink core workstreams and implement automated Landing Zone development.
- **Migrate.** During this time, SHI turns to the actual migration of workloads to AWS and application modernization. SHI uses automated tools and best practices to carry out a seamless and efficient migration. This can involve rehosting or re-platforming workloads.

Global transportation leader achieves 25.7% AWS cost reduction with SHI

Stuck on the tracks

A global leader in intelligent transportation faced difficulties managing its AWS environment. The company lacked visibility into IT usage, costs, and optimization, which was compounded by a complex infrastructure and limited expertise. It needed a trusted partner to enhance visibility and governance through tagging, account structure, alerts, reporting policies, and licensing.

Next stop: modernization

To remedy these challenges, SHI delivered a comprehensive IT asset management (ITAM) solution. SHI experts reviewed the AWS setup and configured its cloud health to collect cost and usage metrics. The customer received platform access, support, and training. SHI established cost governance policies for flexible allocation, budgeting, and reporting. Additionally, SHI provided an actionable workbook with targeted recommendations to reduce costs and improve governance. It also supplied custom reporting and held monthly reviews with a certified cloud optimization consultant. The customer was also able to leverage optional remediation of identified waste.

On the road to long-term optimization

The transportation organization saw several key benefits following its engagement with SHI.

- **Significant cost savings:** Identified potential monthly savings of 25.7 percent.
- **Increased efficiency:** Shortened the learning curve for AWS optimization.
- **Enhanced knowledge:** Educated on savings plans and reserved instances with expert guidance.
- **Critical insights:** Gained valuable insights into usage, performance, and savings through customized and automated reports.
- **Expanded AWS accounts:** Increased AWS accounts from 18 to 38, including two new payer accounts billed through SHI.
- **Business growth:** Grew AWS business from \$154K in January 2022 to over \$458K in December 2023 while also reducing costs.

[Read the full case study.](#)

Take the first step with SHI

SHI is an AWS Premier Consulting Partner, blending deep expertise with a customer-first approach. Together, we offer:

- **Industry-Leading Cloud Infrastructure:** Access over 200 AWS services to support any workload—from data analytics to cybersecurity.
- **End-to-End Guidance:** SHI's experts are with you every step of your AWS journey, providing visibility, cost control, and tailored solutions.
- **Proven Public Sector Experience:** We understand Indiana's unique requirements and are dedicated to your mission's success.

Exclusive Benefits for Indiana Public Sector Customers with SHI QPA (#70026)

Accessing AWS solutions and expert support has never been easier, thanks to the SHI QPA for software value added reseller and limited consulting services. Through this contract, eligible Indiana public sector customers can enjoy:

- **3% Discount on AWS Consumption:** Save more on your AWS consumption billing through SHI
- **Easy Access to AWS Marketplace:** Procure state-approved software quickly and confidently, with all relevant terms and conditions in place.
- **Professional Services Available:** Get the expert help you need for configuration, implementation, and training on your AWS solutions.

All Indiana state agencies, local government units, school corporations (including charter schools), higher education institutions, and public libraries are eligible to purchase AWS solutions and services through this streamlined contract. Procurement is flexible—via Purchase Order, Statement of Work, or directly through SHI.

Ready to get started?

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