



CONCIERTO

MIGRATE | MODERNIZE | MANAGE | MAXIMIZE

aws

Qualified
Software



Unlock Agility and Innovation: Seamlessly Migrate from VMware to AWS with Concierto

EXECUTIVE BRIEF

The Urgent Need for Cloud Migration

In today's rapidly evolving technology landscape, cloud migration has shifted from a competitive advantage to a business necessity. With VMware's pricing changes and strategic direction shifting, organizations face critical decisions around their infrastructure strategy.

Growing Cost Pressure

On-prem and VMware costs are increasing 3-5x for many organizations

Innovation Requirements

Business transformation demands cloud-native capabilities

Timeline Constraints

Organizations face imminent renewal and transformation deadlines

Resource Limitations

Traditional migrations are slow, risky, and resource-intensive

Concierto: Redefining Cloud Transformation

Concierto is an **AWS-Qualified**, hyper-automated software platform that revolutionizes migration, management, modernization, and optimization in the cloud. It delivers **unprecedented speed, cost savings, and operational efficiency** through two powerful migrate phases: **CloudIgnite** and **CloudMach**.

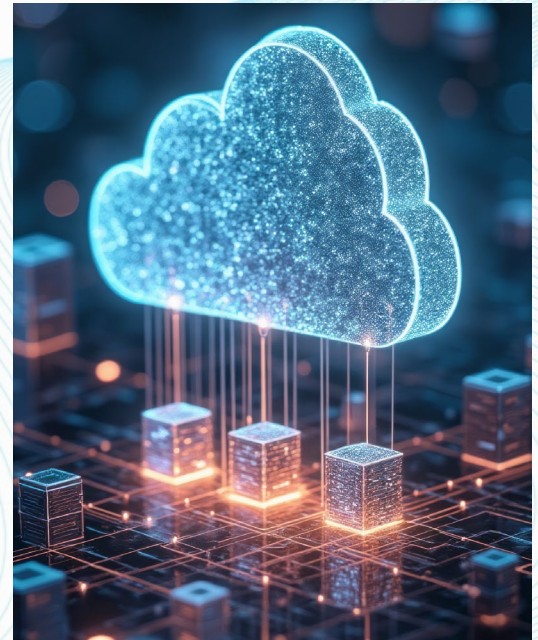
Concierto Modules:

MIGRATE: Rapid bulk workload migration with support for various source systems to AWS.

MANAGE: End-to-end hybrid cloud service management and operations from a single console.

MODERNIZE: Automated OS & DB modernization, infrastructure upgrades, and app transformation.

MAXIMIZE: Hybrid cloud FinOps, optimization, and automated remediation.



Key Benefits

Speed & Efficiency

Hyper-automated migrations that are **up to 3X faster**

Cost Savings

60-100% migration cost reduction via AWS & Trianz funding

Seamless Migration

100% success record with secure, compliant, and efficient transitions

Innovation & Agility

Modernization on AWS for measurable **business impact**

Minimized Downtime & Risk

Ensures smooth, **disruption-free** cutovers

CloudIgnite: Beyond Traditional Assessment

CloudIgnite (Assess + Mobilize; excluding Landing Zone) revolutionizes the pre-migration phase with:

Deep Analysis: Comprehensive assessment of infrastructure, platforms, and applications in 2-4 weeks (in 12 languages).

Business Case: Detailed TCO analysis, AWS funding opportunities, and modernization pathways.

Decision Activation: Converts decisions into configurations in a SaaS tenant for immediate migrations.

Seamless Transition: Unlike traditional PDF/PowerPoint assessments, CloudIgnite directly configures migration execution.



CloudMach: Accelerated Migration Execution

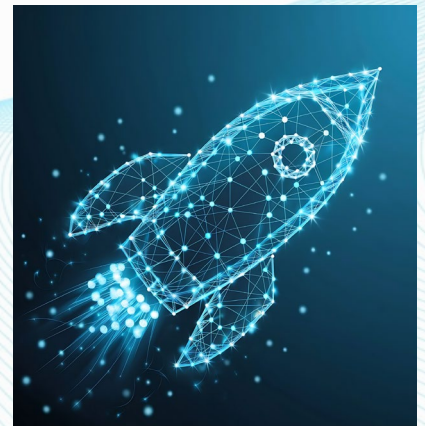
CloudMach delivers unparalleled migration speed and reliability:

Hyper-Automation: Up to 3x faster migrations through software-driven automation.

Multi-Instance Grid: Industry-exclusive parallel migration capability for large, global deployments.

Near-Zero Downtime: Automated cutover processes for business continuity.

PaaS Modernization*: Automated platform modernization during migration.



Enterprise-Proven Results

Concierto has achieved remarkable outcomes for enterprise customers across industries:



Fortune 500 Healthcare

Successfully migrated 8,000+ VMs across 7 global data centers



Global Financial Institution

Complex, multi-regional migration with 250+ business applications



Energy & Other Companies

Secure, compliant migrations with strict regulatory requirements



Multiple Universities

Rapid, no cost, and smooth transition with zero disruption during cutover

The AWS Partnership: Strategic & Financial Advantages

Concierto is built on a unique and powerful partnership between Trianz and AWS that delivers exceptional value:

AWS Qualified Software

Concierto has earned AWS's highest technical validation

AWS Competencies

Trianz holds multiple competencies including Migration, Modernization, Data, and DevOps

AWS Engineering Partner

Co-development relationship with direct AWS engineering support

ISV Partnership

Special access to AWS roadmaps and funding programs
+ ProServe partner

Funding Benefits



MAP (Migration Acceleration Program) Partner Funding and Credits for Assess, Mobilize, and Migrate



Incremental VMware Incentive Partner Cash



WMA Credits per Windows Server Instance Migrated



RMO Credits, AppMod Accelerator Program

Additional Manage Funding (for Year 1 on a case-by-case basis)

Exclusive to Concierto



ISV Funding: \$500 per VM migrated (up to \$2M per customer), significantly reducing migration costs



3 Months Free Cloud Ops & FinOps: With Concierto MANAGE & MAXIMIZE + Training to customer and MSP

Concierto has a robust worldwide partner ecosystem: Migration engagements can be done by our Partners OR Trianz professional services. Most funding will still be available.

Schedule your Concierto demo today and launch your free Cloudignite assessment to accelerate your seamless AWS migration journey at near-zero cost.



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