



Concierto: The Zero-Code Platform for Accelerated VMware to AWS Migration and Hybrid Cloud Management

SOLUTION BRIEF

The Strategic Imperative for Cloud Migration

Organizations today face unprecedented pressure to transform their IT infrastructure. VMware environments, once the foundation of enterprise virtualization, now present growing challenges:

Rising Cost Structure:

VMware licensing and operational costs are increasing 3-5x for many organizations

Innovation Lag:

Traditional infrastructure creates barriers to digital transformation and cloud-native capabilities

Technical Debt:

Maintaining legacy environments diverts resources from strategic initiatives

Competitive Disadvantage:

Organizations that delay cloud migration risk falling behind more agile competitors

Successful cloud migration requires a new approach- one that addresses both business and technical challenges while accelerating the journey to AWS.

The Concierto Advantage: A Complete Transformation Platform

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**.

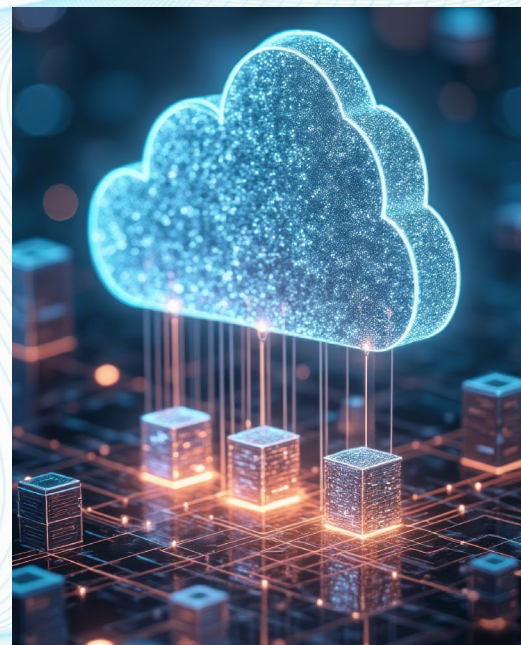
Concierto Modules:

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

End-to-End Platform

Concierto handles the **complete migration lifecycle**

Hyper-Automation

AI-powered automation accelerates migrations **up to 3X faster**

Zero-Disruption Cutover

Near-zero downtime migration for business-critical applications

Multi-Instance Grid

Simultaneous, parallel migrations across global environments

Funding Advantage

Qualifies for significant AWS migration funding, **reducing costs by 60-100%**

Cloud Migration Challenges Solved

Migration Challenge	Traditional Approach	Concierto Solution
Incomplete Assessment	Manual discovery and assessment tools producing static reports	CloudIgnite delivers agentless deep discovery with automated decision activation
Migration Planning Complexity	Manual dependency mapping and move group planning	AI-powered application dependency mapping and automated wave planning
Technical Skills Gap	Requires extensive cloud expertise	Zero-code, workflow-driven platform that bridges skills gaps
Manual Execution	Small-batch, high-touch migrations	Automated, parallelized migration with multi-instance grid capabilities
Cutover Risk	High potential for disruption	Automated near-zero downtime cutover orchestration
Post-Migration Operations	Fragmented management tools	Seamless transition to Concierto MANAGE for unified operations (optional)

The Concierto Migration Process

Concierto delivers migration success through a structured two-phase process:

Phase 1: CloudIgnite Assessment & Planning (FREE)

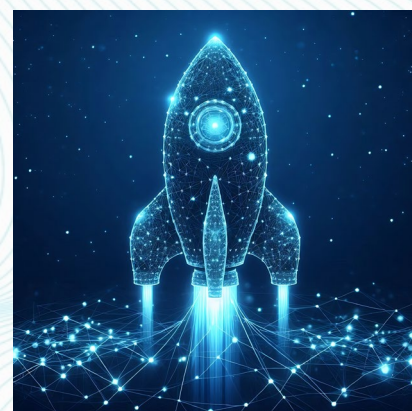
CloudIgnite is a software-driven deep analysis platform for infrastructure, platform, and application modernization that auto-configures Concierto for migration (Assess + Mobilize; excluding Landing Zone)):

Comprehensive Discovery: Multi-modal agent-less discovery of your environment in 2–3 weeks.

Business Case: Detailed TCO analysis, AWS funding opportunities, and modernization cost-benefit analysis.

Migration Planning: Automated application grouping, dependency mapping, and wave planning.

SaaS Configuration: Direct activation of decisions in the Concierto migration platform.



"Concierto MIGRATE positively changed the migration process across our global IT and organizational environment with its high levels of automation, ultimately simplifying our team's involvement, accelerating our migrations, and providing predictability." —

Jahid Khandaker, Chief Information Officer, GE HealthCare

Phase 2: CloudMach Execution & Cutover

CloudMach delivers hyper-automated migrations, deployed in single or multi-instance grids:

Enterprise & Account Landing Zones: Automated creation of secure, compliant AWS environments.

Migration Scheduling: Intelligent workload prioritization and wave planning.

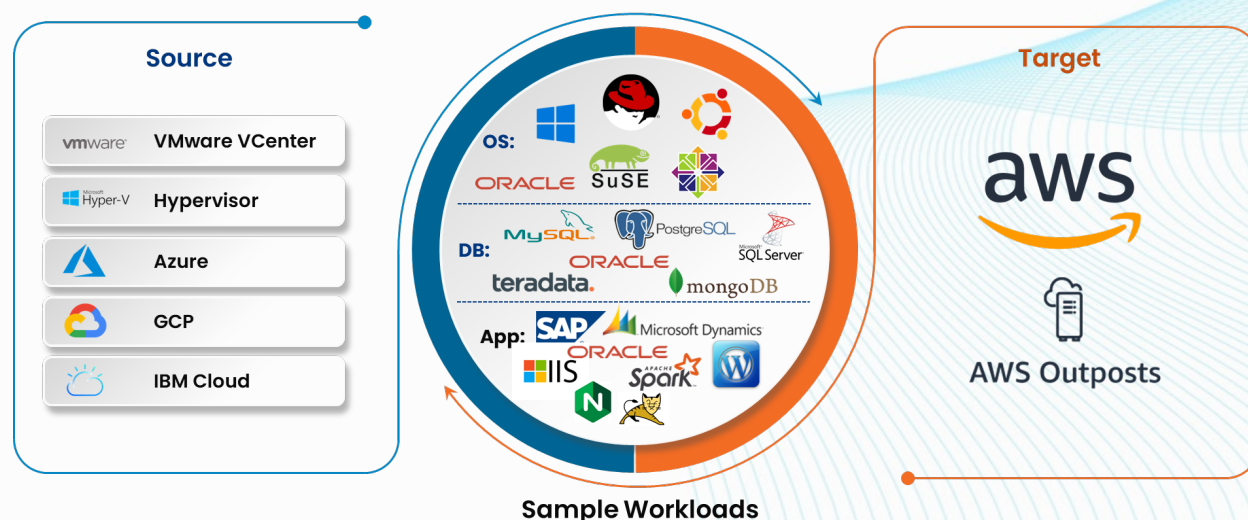
Parallel Migration Tracks: Multi-instance grid capability for accelerated migration.

Automated PaaS Modernization: Optional modernization of databases and middleware during migration.

Near-Zero Downtime Cutover: Automated orchestration for seamless transitions.



Concierto offers comprehensive support for diverse workloads and environments:



Enterprise-Proven Results

Concierto has achieved remarkable outcomes for customers across industries:



Fortune 500 Healthcare

Successfully migrated 5,000+ 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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