Hospital System VMWare Exit to AWS

Challenge

The hospital's legacy VMWare infrastructure created scalability issues and operational inefficiencies. Regulatory demands in healthcare required strict data controls, complicating IT operations. Technical debt hindered innovation and made system integration difficult, especially during mergers. These challenges increased costs and limited the hospital's ability to deliver efficient, compliant digital services. The organization needed a solution that could address these constraints while enabling modernization and long-term growth.

Solution

Intuitive Cloud led a structured migration using automated discovery, stakeholder workshops, and AWS's Well-Architected Framework. The team applied "Frugal Architect" principles to design efficient transition paths and trained internal staff on Infrastructure as Code, CI/CD, and AWS operations. Collaboration with AWS Solution Architects and Professional Services (ProServe) secured AWS Migration Acceleration Program (MAP) funding and accelerated the timeline. This approach ensured a smooth, cost-effective migration while empowering the hospital's teams to manage their new cloud environment independently.

Outcome

The migration resulted in significant cost savings by eliminating VMWare licensing and retiring legacy VMs. System performance improved with better uptime and reduced overhead. Developer productivity increased through automation, and leadership gained confidence in broader cloud adoption. Post-migration, new workloads were deployed rapidly and with agility. The project demonstrated the hospital's ability to modernize securely and efficiently, setting the stage for future innovation.

Intuitive Cloud

Intuitive Cloud is a global technology services firm with deep expertise in cloud modernization, cybersecurity, data & AI/ML, and platform engineering. With over 130 enterprise and public sector clients and a 90% retention rate, Intuitive delivers secure, scalable, and compliant solutions tailored to mission-critical needs.

Better with AWS

The hospital's migration succeeded through the combined strengths of Intuitive Cloud and AWS. AWS delivered a secure, scalable, and compliant infrastructure, while Intuitive provided hybrid expertise and a collaborative "do with" approach. This partnership enabled a smooth VMWare exit, supported by MAP funding and AWS ProServe. Internal teams were empowered to manage the environment independently, resulting in improved uptime, reduced costs, and stronger confidence in cloud adoption. Together, they delivered a future-ready solution tailored to healthcare's unique demands.
<Link to AWS Marketplace page or joint solution landing page>

Overview

A prominent hospital system partnered with Intuitive Cloud and AWS to modernize its IT infrastructure by transitioning from a legacy VMWare environment to Amazon Elastic Compute Cloud (Amazon EC2). This strategic initiative aimed to reduce operational costs, enhance system performance, and position the organization for future digital innovation. Given the highly regulated nature of the healthcare industry, the migration also prioritized compliance, data security, and operational resilience.

Results

- 1,200+ VMs migrated across 5 business units
- Completed over 16 weeks with minimal business disruption
- 85% automation achieved leveraging AWS Migration Hub, Terraform, and CloudEndure
- 35% infrastructure cost reduction
- 6x faster deployment speed
- 60% reduction in operational effort
- 28% compute cost savings using AWS Compute Optimizer and right-sizing tools