



AWS FOR MIGRATION

Accelerate your legacy workload migrations with Trianz | Concierto

Learn how modernizing on AWS and working
with Concierto simplifies migration, ops, and
transforms your business

In collaboration with



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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.

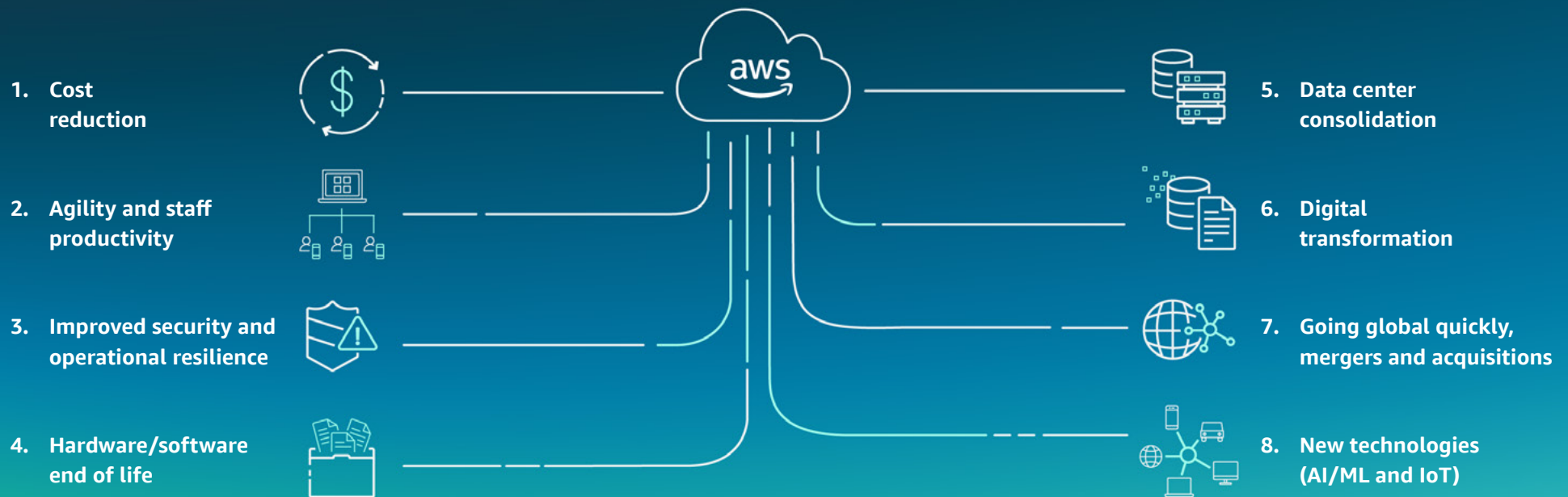
In many cases, the decision to migrate workloads to the cloud often starts with a desire to minimize not only the total cost of ownership, but also opportunity costs. For instance, you might be asking yourself:

- 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 learn from examples of other customers who have modernized by successfully leveraging AWS Migration Competency Partner solutions like those from Trianz | Concierto.

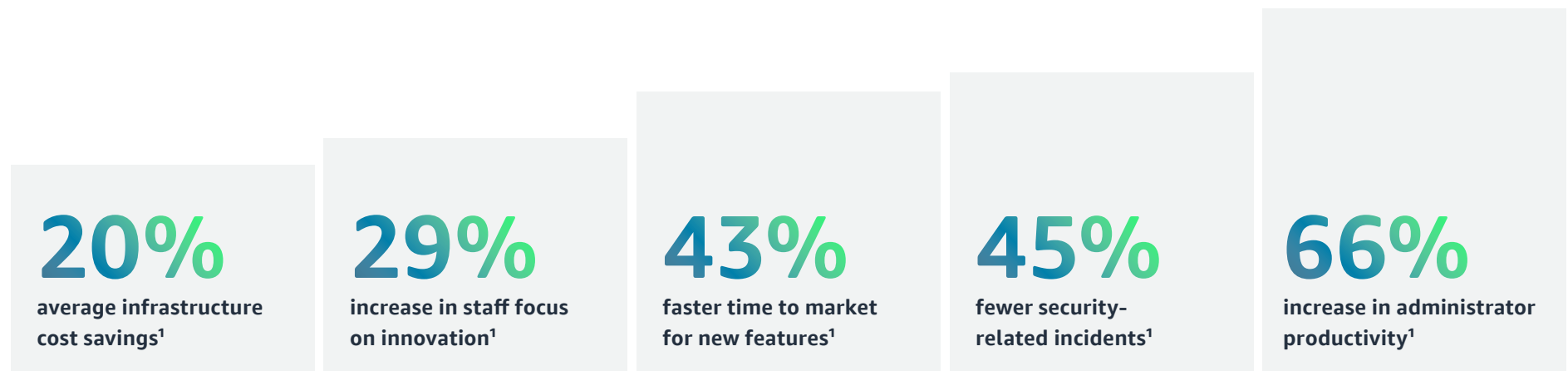
Business drivers for migrating to the cloud



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 SW and Services Partner such as Trianz | Concierto by your side, you can anticipate those challenges and accelerate your migration to achieve benefits faster.



Accelerate your legacy modernization with Trianz | Concierto and AWS programs

Trianz is an ISV and a Premier Partner of AWS, powering migrations to the AWS Cloud through its professional services and partner ecosystem. The Trianz | Concierto platform has recently been endorsed by AWS to their partners and sales teams worldwide as a recommended platform for migrating, managing, and maximizing value on AWS.

Concierto is a hyper-automated SaaS and zero-code platform hosted on AWS. Concierto has been designed to help customers manage their end-to-end hybrid cloud journey. Concierto MIGRATE delivers automated migrations of VMware, Microsoft, custom applications as well as large COTS platforms such as Oracle & SAP, over 200% faster than manual methods; Concierto MANAGE enables complete hybrid cloud operations covering provisioning, ITSM, monitoring, plus special ops like health check, patching, event management and decommissioning—all from a single console. Finally, Concierto MAXIMIZE helps you plan, budget, and optimize your cloud using analytics and AI-based remediations.

Now available on AWS marketplace, Concierto is also approved by the **AWS Migration Acceleration Program (MAP)**. Customers buying any Concierto platform- from AWS marketplace can retire their PPA commitments.

Concierto scales across industries, customer segments, and geographies. Based on the AWS and MAP support model, Concierto progresses migrations in the following steps.

1 Assess and mobilize

Migration readiness assessments identify gaps along the six dimensions of the **AWS Cloud Adoption Framework**. This allows you to identify the capabilities required to migrate and build a TCO model. In addition, Concierto covers application topologies, affinities, groupings, future infrastructure recommendations, migration waves, and migration plans. Enterprise landing zone creation is also available as an option in this phase. Concierto accelerates migration by executing the Assess and Mobilize phase within 6 weeks for a 2,000-workload infrastructure, with additional workloads taking even less time. The Concierto Assess and Mobilize phase is fully MAP funded by AWS for customers committed to the AWS Cloud.

2 Migrate and modernize

In this final phase, you can execute migration plans developed during the Mobilize phase. After testing applications, you can cutover to AWS, then start optimizing for performance and costs. A significant portion of the migration costs are also supported by MAP with additional credits available to customers.

60-day free managed services

Customers utilizing Concierto for their migrations get 60 days of free managed services as they transition from on-premises to hybrid cloud environments. Customers can continue to utilize the platform for cloud ops by subscribing to Concierto MANAGE beyond the free period.

Visit www.concierto.cloud for more information.



VMware to AWS—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 200+ services.



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 assessment with an AWS Optimization Licensing Assessment (OLA) that will provide you with optimization and migration recommendations to reduce your costs on compute, storage and licensing to run and operate your workloads, even providing cost savings before you start to migrate to the cloud. Accelerate your migration with AWS Migration Acceleration Program (MAP), a comprehensive offering that provides tools to reduce costs and accelerate execution.



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.



Concierto MIGRATE enables accelerated migration of VMware workloads to AWS EC2. The platform migrates any type of VMware workloads covering OS, databases, application servers, and attached storage from on-prem to AWS. Concierto MIGRATE discovers source VMware workload inventory, does the detailed assessment, accelerates landing zone creation, creates and schedules move groups, and migrates the actual applications simultaneously. Concierto's workflows and digital app like UX makes managing EC2 on Concierto easier than managing VMware.

20%

reduction in total technology infrastructure costs

69%

decrease in unplanned downtime



SAP on AWS—the platform of choice

SAP workloads certainly fall into the category of mission-critical line-of-business workloads. But on-premises SAP applications present challenges—from cumbersome ERP reporting to the technical debt of legacy infrastructure. C-suite and IT leaders tasked with SAP modernizations face enormous pressure to find a solution that cuts costs, increases agility, and delivers transformational business value.

You can confidently select AWS as your SAP platform, knowing that AWS has unmatched experience in running successful SAP modernizations.



Time tested

AWS has been running SAP workloads since 2008, significantly longer than any other cloud provider.²



Trusted cloud

Over 5,000 active customers trust AWS to run SAP, more than half of which run SAP HANA on AWS. AWS has the largest and most dynamic community, with millions of active customers and over 100,000 partners globally.²



Flexible choice

AWS provides various choices and proven approaches to successfully migrate SAP to the cloud. Whether you're looking to lift and shift ECC, migrate to S/4HANA, or innovate and transform with AWS services, AWS can help you get more value out of your SAP investments.²



Cost savings

When you migrate to AWS, your future-proof your infrastructure and automatically benefit from improvements AWS makes to the platform without ever having to make additional capital investments.²



² AWS, "SAP on AWS" 2024

Concierto MIGRATE facilitates seamless migration of SAP ERP, CRM, and associated solutions to AWS. It follows vendor guidelines, treats SAP as a single application for holistic migration, and supports homogeneous migrations of SAP Business Suite, S/4HANA, and other SAP databases. The platform ensures customizations are ported with automation, offers near-zero downtime, and includes tailored pre- and post-migration actions.

103% ROI

for customers who bring SAP ECC to AWS

85%

of organizations reported cost savings by running SAP on AWS



Oracle applications on AWS—hello innovation

Your Oracle ERP applications are critical to keeping your organization competitive and keeping your end customers happy. But if they're running on premises, you're likely dealing with over-allocated compute and storage resources, siloed data, and high licensing costs. The time to assess, migrate, and modernize your Oracle applications on AWS is now. Migrate E-Business Suite, Peoplesoft, and JD Edwards to AWS to reduce TCO, increase efficiency, drive innovation, and transform customer experiences.

60%

Decrease in time to insights

29%

increase in staff focus on innovation



Organizations that migrate systems to AWS achieve concrete business outcomes, including:



Reduced costs

The AWS Optimization and Licensing Assessment (OLA) provided by AWS Partners can evaluate your current third-party licensing costs and provide a plan to run your resources more efficiently.



Deeper insights

Advanced analytics help you become data driven. By unlocking the data in your Oracle ERP applications, you can differentiate your business while creating new efficiencies. AI/ML helps you gain new insights from your Oracle ERP applications data, enabling you to identify trends and changes earlier.



Innovation opportunities

With 200+ services on AWS to integrate with, you can drive innovation like never before. As technology evolves, you can quickly deploy new cloud solutions in minutes, not weeks or months. This ability to pivot as innovation happens helps you stay competitive and get the most from your Oracle ERP applications.



Digital Transformation

AWS has the tools and proven experience migrating customers from nearly every industry to safely deploy your Oracle ERP applications and help you get started in the cloud.

Concierto MIGRATE streamlines the migration of Oracle ERP and CRM applications to AWS, adhering to Oracle guidelines. It features catalog-driven migrations, optimization, and licensing assessments, and supports seamless application and database cutovers. The platform also provides agentless discovery, target landing zone creation, and automated post-migration configuration to ensure efficient transitions.

Microsoft on AWS—since 2009

Are you looking to boost reliability and availability of your Windows Server workloads? Or maybe you've reached the end-of-service cut-off where your SQL Server workloads will lose their patches and security updates.

You're not alone. Customers across multiple industries have been running Windows workloads on AWS since 2009—long before it was possible with other cloud providers. AWS supports everything you expect to build and run on Windows, including Active Directory, .NET, SQL Server, Windows desktop as a service (DaaS), and versions of Windows Server.



With AWS as the foundation for your Windows environment, there's no limit to the range of business benefits you can achieve, including:



Lower TCO

You can reduce your five-year cost of operations by 56% and gain 37% lower infrastructure costs, delivering up to 442% ROI over 3 years.³



Licensing options

AWS has helped many customers break free from restrictive licensing scenarios. By purchasing license-included instances of Amazon Elastic Compute Cloud (Amazon EC2) or Amazon Relational Database Service (Amazon RDS), you get new, fully compliant SQL Server licenses from AWS.



License Optimization

When moving workloads from on premises to AWS, an AWS Optimization Licensing Assessment (OLA) can help reduce the number of Windows Server cores requiring a license by 77 percent. It can also cut down the number of SQL Server cores requiring a license by 45 percent.⁴



Better performance

Achieve 2x better performance when you run your SQL Server workloads on an Amazon EC2 R5b.8xlarge instance.⁵



Higher reliability

By moving your Windows workloads to AWS, you can realize a 98% reduction in unplanned downtime.⁶



³IDC, "The Business Value of Efficiently Running High-Performing Windows Workloads in the AWS Cloud", June 2019

⁴Enterprise Strategy Group, "Reduce Licensing and Infrastructure Costs while on the Move to the AWS Cloud", April 2022

⁵Principled Technologies, "Deliver better performance for transactional database workloads at a lower cost by choosing an Amazon EC2 R5b instance", March 2021

⁶IDC, "Navigate Disruption and Drive Positive Business Outcomes with Cloud Migration", July 2020

Concierto MIGRATE provides clarity and accelerates the migration of Windows Server and SQL Server from on-premises to AWS. It optimizes licenses, supports heterogeneous and homogeneous SQL Server migrations, and utilizes powerful templates and CMDB for collective application migrations. The platform ensures automated migrations, delta synchronization, and includes comprehensive assessments and wizard-driven provisioning for efficient transitions.



2X PERFORMANCE

when you run your [SLO Server workloads](#)
on [Amazon EC2 R5b.8xlarge instance](#)

UP TO 70%

reduction in cores [requiring a license](#)





Migrate and modernize custom apps on AWS

Concierto MIGRATE identifies your custom applications—whether in Java, .Net, C++, or any other programming language—and provides guidance on whether to "migrate and modernize" or "modernize and then migrate." It also offers containerization options during the Discovery and Assessment phase. This approach ensures effective planning and sequencing for migrating custom applications, allowing you to prioritize apps that are fully ready for migration and make informed decisions about modernizing the rest, either before or after migration. This strategy helps maintain user expectations for availability and performance while driving overall cost efficiency.



Migrate, manage, and maximize your cloud framework

The Concierto platform provides an end-to-end solution for your cloud journey. The platform has three key solution components: **Concierto MIGRATE** delivers end to end, zero touch and hyper-automated migrations. **Concierto MANAGE** provides full-lifecycle management of applications and infrastructure across AWS, and on-premises environments. And **Concierto MAXIMIZE** provides a data-driven view of your entire hybrid cloud environment, including on-premises infrastructure, and combines operational, automation, and FinOps analytics.

Principles of a state of the art, comprehensive cloud transformation platform

The Concierto platform embodies four core principles for successful cloud transformation: seamless migration, holistic management, continuous optimization, and ease of use. These principles are realized through our three key components:



Concierto.Cloud – Concierto covers the entire cloud journey of migrations, management and maximization

- **Unified SaaS architecture:** Entire cloud journey under one platform with data exchanges between each solution. Concierto is hosted on AWS.
- **Secure infrastructure management:** Concierto meets or exceeds AWS standards for Identity and Access Management (IAM), detection, infra protection, data protection, and incident response
- **Zero code and hyper automation:** Designed based on automated workflows, notifications, zero coding or scripting resulting in “point & click” cloud management
- **Designed for global enterprises, simplified for SMBs:** Purpose-built for complex global IT operations, yet easily usable by SMB customers
- **Highest standards for SaaS platforms:** Concierto is CSA start certified and adheres to stringent SaaS standards prescribed by www.csastar.org
- **Workflow & Digital App user experience:** ITIL workflow based cutting edge digital app-based user experience throughout the platform.
- **Internationalization:** Concierto is initially available in major languages beginning with English, Portuguese, Spanish, German, Italian, French, Japanese, Korean, Mandarin, Malay & Hindi. User level personalization makes it easy for users anywhere to engage, make migration or operational decisions.

MIGRATE SOLUTION

Concierto follows the AWS prescribed best practices for a seamless migration

- **Comprehensive discovery and automated assessment:** Combines Assess and Mobilize phase, accelerating your cloud foundations with in-depth discovery, affinity mapping, account vending, and guardrails for your cloud landing zone
- **Intelligent planning:** AI-driven creation of 'move groups' based on application dependencies
- **Zero-code execution:** Scheduled, automated migrations with minimal downtime
- **Continuous synchronization:** Ensuring data consistency throughout the transition
- **Workflow driven migrations:** The system automatically transitions from one phase to another using workflow and notifications
- **100% visibility for user and leadership engagement:** End-user portal for both user and leadership visibility and program governance, including CAB approval, assessment review, and approvals
- **Expert Support:** Dedicated team for workload management and monitoring during hypercare

MANAGE SOLUTION

Hyper-automated solution for hybrid cloud operations

- **Single pane of glass:** Abstracted processes for provisioning, ITSM, Special Ops such as health check, patching, monitoring, event management and decommissioning for AWS and on-premises environments
- **Unified teams:** One team to handle the entire hybrid cloud, eliminating the need for multiple teams, reducing team size, and skill complexity due to “zero-code” model
- **Hyper automation:** Besides workflow automation, self-service catalogs and automated fulfillment for specific operations utilizing 600+ automation available within Concierto
- **Proactive maintenance:** Regular health checks, compliance, and automated patch management
- **Dynamic visibility:** Real-time CMDB updates across hybrid environments
- **Comprehensive analytics:** 360-degree operational insights with real-time and periodic reporting

MAXIMIZE SOLUTION

Observability and optimization under one umbrella

- Role-based analytics: Covering XLAs, SLAs, tasks, performance, capacity utilization, events
- Real-time monitoring: Live dashboards for cloud performance and SLA tracking
- Financial intelligence: FinOps capabilities for spend planning, forecasting, and anomaly detection
- Granular control: Department-level cost allocation and threshold alerts
- Zero-touch remediation: Closed loop interaction between Concierto MANAGE and MAXIMIZE solutions resulting in zero touch remediation for all detected anomalies and optimization recommendations
- Comparative Analysis: Cross-cloud analytics for informed decision-making

These principles work in harmony to provide an end-to-end solution that not only facilitates smooth cloud migration but also ensures efficient management and ongoing optimization of your hybrid cloud environment. By adhering to these principles, Concierto enables organizations to fully leverage the power of cloud technology while maintaining control, visibility, and cost-effectiveness throughout their cloud journey.



Concierto makes managing cloud ops easier

Migration is only the first step. Effective cloud management is essential to maximizing the benefits of your ecosystem. Concierto MANAGE is a zero-code, SaaS platform that provides IT infrastructure library (ITIL) standards and workflow-based cloud ops capability. This covers the full spectrum of IT service management, custom workflow wizards, and special operations, including monitoring, event management, health checks, compliance, patching, and de-commissioning of infrastructure. The platform also offers hundreds of automations customizable to your organization's needs.

The best part? Concierto orchestrates cloud ops from a single console, simplifying skill requirements and the need for multiple teams. Using Concierto's user-friendly digital app, you accomplish more than migrating to the cloud—you make managing your entire cloud environment simple and stress-free.



THE TIME TO MODERNIZE IS NOW

Accelerate your transformation with offers from Trianz | Concierto

Engage with AWS and Trianz | Concierto to help assess the current state of your enterprise applications and design a strategy to drive cost efficient, smooth, and accelerated migrations.

Offer #1: Free combined assess and mobilize phases

Concierto SaaS provides agentless discovery of application topologies, dependencies, infrastructure, and license costs. It also delivers R-factor and affinity maps, cost-optimized recommendations for apps and infrastructure, identifies modernization candidates, and offers an overall phased roadmap.

Offer #2: Zero upfront cost migrations with Concierto MIGRATE platform

After the assess & mobilize phase, the same Concierto tenant uses the decisions made by migration teams to drive automated planning, scheduling, and execution of migrations and cutovers. Concierto-based migrations are virtually cost-free, with the software included for both customers and partners.

Offer #3: Fixed price (per VM) Concierto MANAGE for hybrid cloud ops

Concierto unifies various fragmented tools and manual processes to deliver seamless cloud operations, all at a fixed price per VM. For a limited time, Trianz is offering financial support for cloud operations, along with free training and certification for customers and their partners to prepare management teams as they migrate to AWS.

[Request a free demo today](#)

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