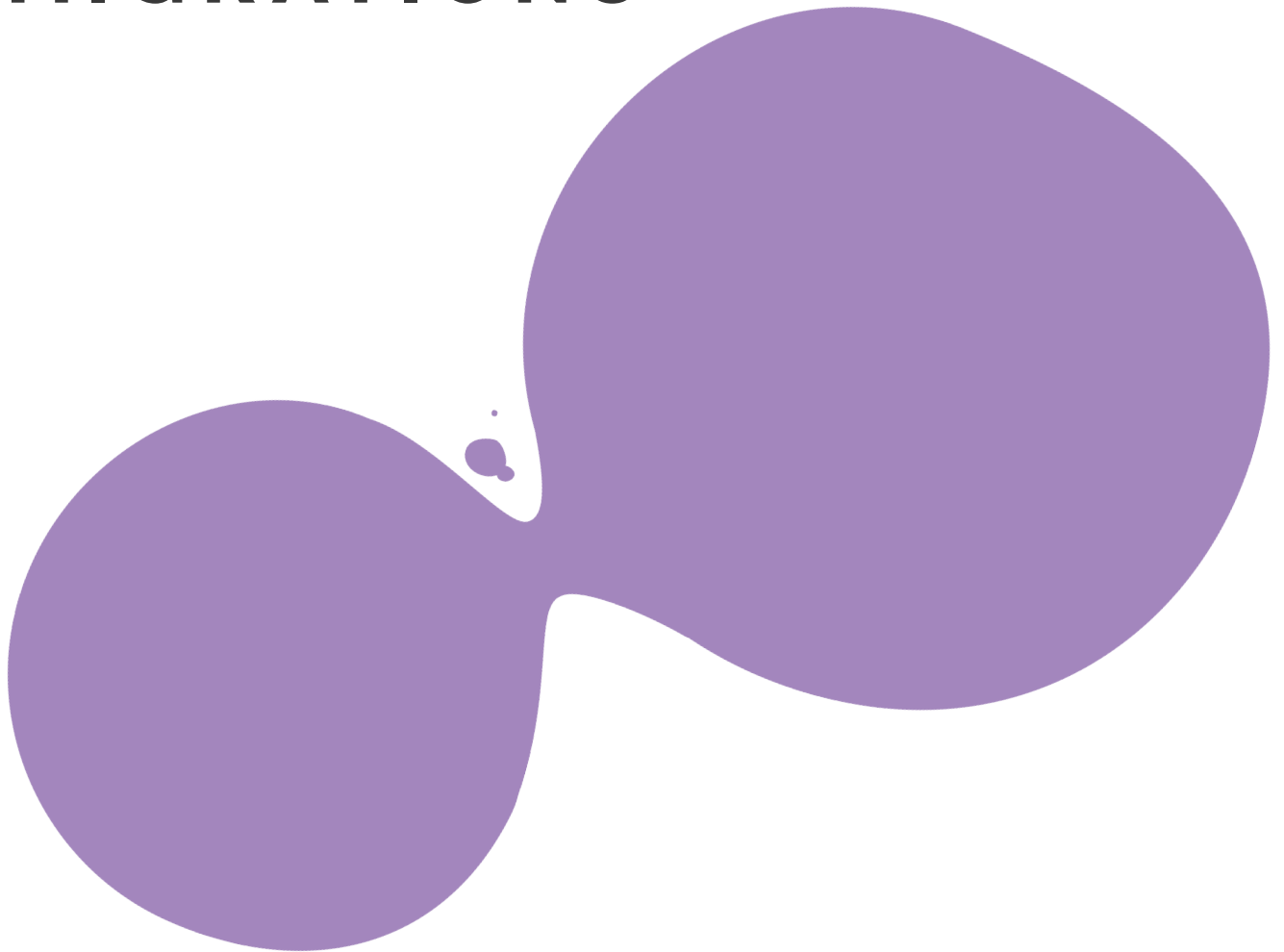


8 BUSINESS DRIVERS THAT MOTIVATE CLOUD MIGRATIONS



How AC3 and AWS help
businesses achieve their goals



TABLE OF CONTENTS

Why cloud, why now?	3
Cost reduction	4
Agility & staff productivity	5
Improved security & operational resilience	6
Hardware/software end-of-life	7
Data center consolidation	8
Digital transformation	8
Going global quickly, mergers & acquisitions (M&A)	8
New technologies (AI/ML & IoT)	9
Migrating to AWS with AC3	10
Customer Success Story: Coviu	11
AWS - the best choice for any migration motivation	12
Ready to get started?	13

WHY CLOUD, WHY NOW?

By migrating some or all of their digital assets to the cloud, businesses can achieve transformational results. They can move and innovate faster, modernise aging infrastructure, scale globally, get better insights from their data, and restructure organisational models to create better customer experiences.

Over its 13+ years of experience helping thousands of organisations successfully migrate to the cloud, AWS has observed eight business drivers that emerge as the most prevalent motivators for migration.

Business drivers for migrating to the cloud

- 1. Cost Reduction
- 2. Agility & staff productivity
- 3. Improved security & operational resilience
- 4. Hardware/software end-of-life
- 5. Data centre consolidation
- 6. Digital transformation
- 7. Going global quickly, mergers and acquisitions (M&A)
- 8. New technologies (AI/ML & IoT)



BUSINESS DRIVERS FOR MIGRATING TO THE CLOUD

1. Cost Reduction

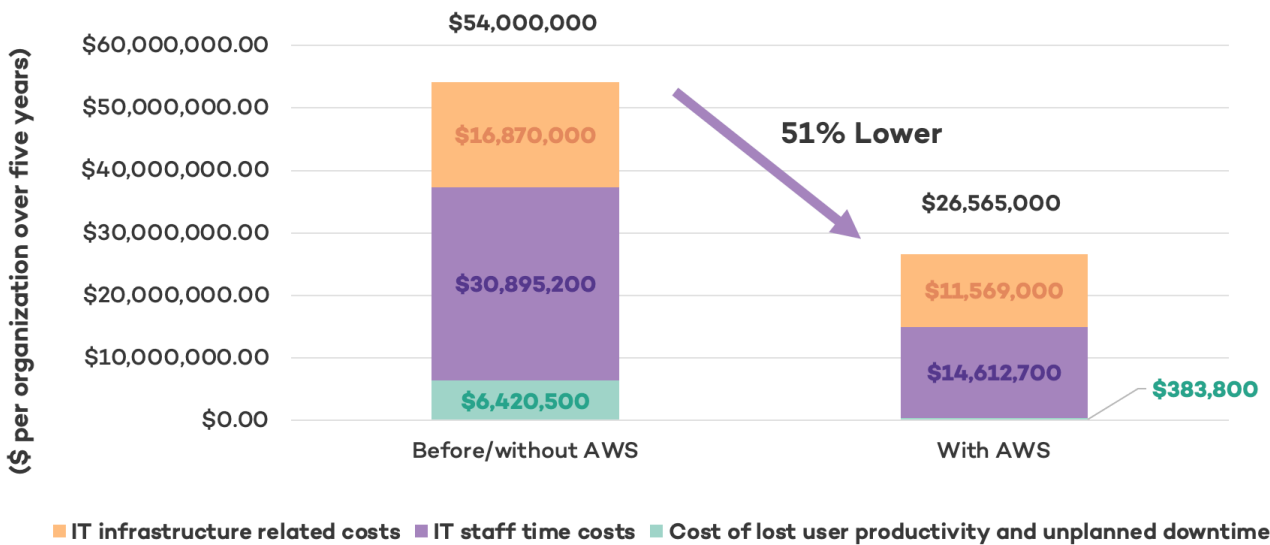
Cost reduction is a major migration motivator, as retiring legacy infrastructure in favor of more efficient AWS solutions is virtually certain to bring costs down.

IDC Projects¹

51% reduction in operational costs

31% lower 5-year TCO

Five-Year Cost of Operations Using AWS



¹ <https://pages.awscloud.com/rs/112-TZM-766/images/AWS-BV%20IDC%202018.pdf?aliid=1614258770>



BUSINESS DRIVERS FOR MIGRATING TO THE CLOUD

2. Agility & staff productivity

Flexible AWS architecture improves business agility, while automation allows staff to increase the pace of innovation and dedicate more time to important tasks.

Agility

18.8%
faster time-to-market

33.8%
higher app revenue per user

26.4%
more features and fixes per release

Productivity

62%
better IT staff productivity³

After 3+ years on AWS, the average IT admin can:

Gain
3.3x
better IT staff productivity

Gain
3.2x
more terabytes of data

³ https://d1.awsstatic.com/executive-insights/en_US/infographic-realizing-business-value-with-aws.pdf



3. Improved security & operational resilience

Migrating and modernising with AC3 and AWS hardens security to help protect against cyber attacks, define and manage access policies, and prevent unauthorised disclosure and modification using encryption and policy-driven controls. AWS also helps ensure resiliency, providing high availability with virtually unlimited failover capacity.

Security

43.4%
fewer monthly security incidents⁵

Resilience

7X
less downtime⁶

[Learn more about AWS Cloud Security >>](#)

⁵500 AWS Customers. AWS Benchmarking, August 2018

⁶<https://pages.awscloud.com/rs/112-TZM-766/images/AWS-BV%20IDC%202018.pdf?aliid=1614258770>



BUSINESS DRIVERS FOR MIGRATING TO THE CLOUD

4. Hardware/software end-of-life

Many organisations migrate to AWS due to the end-of-life of their hardware/software licensing and/or support. These companies see the cloud as an opportunity to improve depreciating capabilities and to end or shorten refresh cycles. This is especially compelling for organisations running Windows workloads and applications. AWS runs nearly 2x more Windows Server instances than the next largest cloud provider, according to an IDC report.

Migrate Windows-based environments to AWS and achieve, on average:⁷

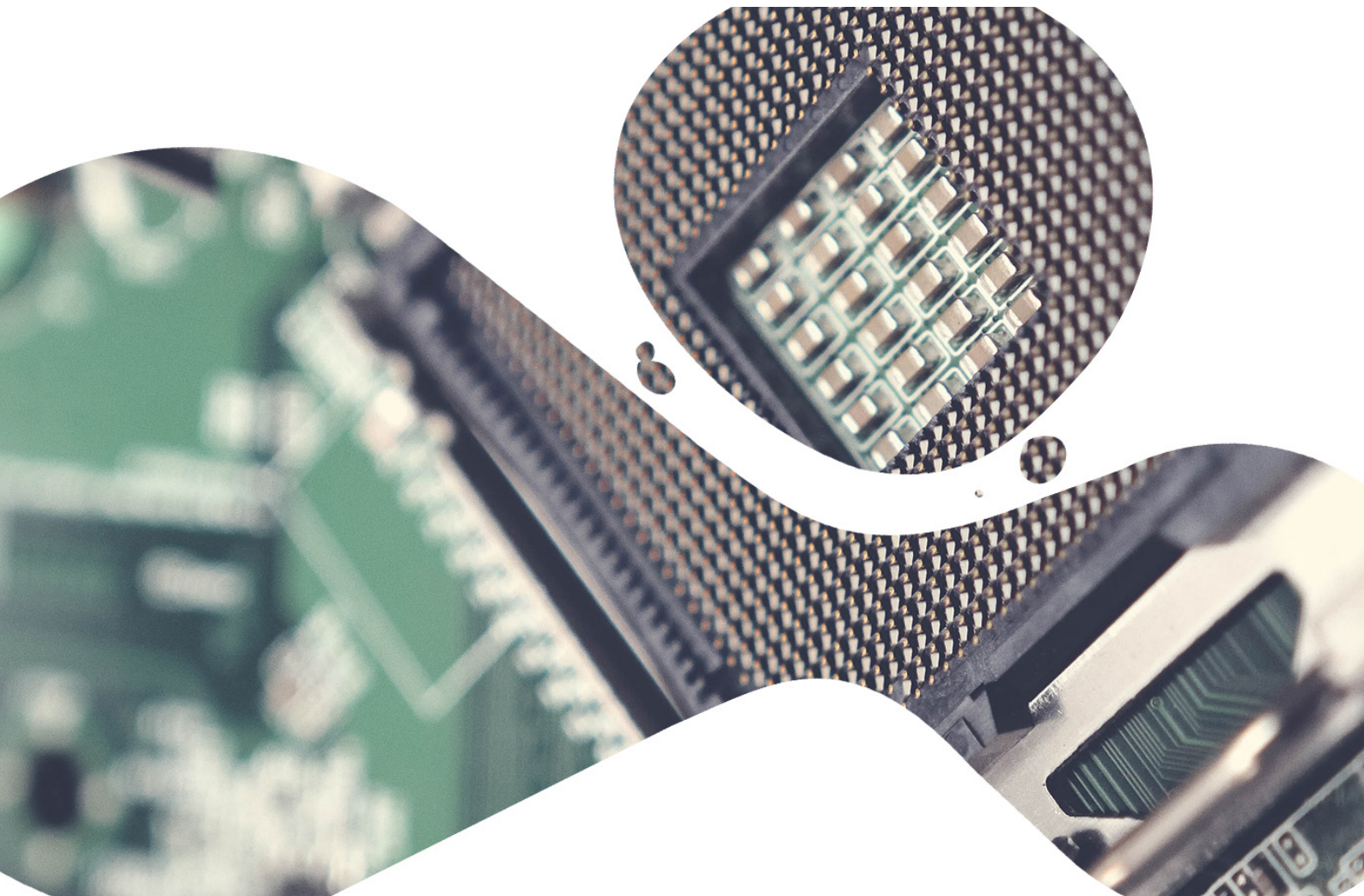
442%
Five-year ROI

9 Month
break-even point

56%
Cost savings

[Learn more about Windows on AWS >>](#)

⁷<https://d1.awsstatic.com/analyst-reports/Business%20Value%20of%20Efficiently%20Running%20High-Performing%20Windows%20Workloads%20in%20the%20AWS%20Cloud.pdf>



BUSINESS DRIVERS FOR MIGRATING TO THE CLOUD

5. Data centre consolidation

Organisations can spend less time managing data centres and more time running their businesses by migrating to AWS with AC3.

6. Digital transformation

Migrating to AWS with AC3 helps businesses achieve digital transformation by boosting agility, enabling broader use of advanced technologies, and facilitating culture change.

7. Going global quickly, mergers & acquisitions (M&A)

When AC3 customers choose to migrate to AWS, they gain access to a global network of data centres - enabling rapid, strategic scalability. AWS also makes it easier to integrate digital assets, shortening and streamlining M&A procedures.

[Explore the full breadth and depth of AWS Global Infrastructure >>](#)



BUSINESS DRIVERS FOR MIGRATING TO THE CLOUD

8. New Technologies (AI/ML & IoT)

Migrating to AWS with AC3 is a more economical and practical solution for meeting the data storage and computational requirements of emerging technologies such as artificial intelligence/machine learning (AI/ML) and Internet of Things (IoT).

Intuit can deploy machine learning models

90%
faster⁸

[Learn more about AWS AI/ML >>](#)

Vantage Power can process

100,000+

data points per minute across its IoT ecosystem⁹

[Learn more about AWS IoT >>](#)

AI Services

Vision			Speech		Language	
Amazon Rekognition Image	Amazon Rekognition Video	Amazon Textract	Amazon Polly	Amazon Transcribe	Amazon Translate	Amazon Comprehend
Chatbots		Forecasting		Recommendations		
Amazon Lex		Amazon Forecast		Amazon Personalise		

ML Services

Amazon SageMaker

Ground Truth	Notebooks	Algorithms + AWS Marketplace	Reinforcement Learning
Training	Optimisation	Deployment	Hosting

ML Framework + Infrastructure

Frameworks	Interfaces
 TensorFlow  mxnet  PyTorch	 GLUON  Keras

Infrastructure

Amazon EC2 P3 & P3DN	Amazon EC2 G4	Amazon EC2 C5	Amazon FPGAS	AWS IoT Greengrass	Amazon Elastic Inference	AWS Inferentia
----------------------	---------------	---------------	--------------	--------------------	--------------------------	----------------

⁸ <https://aws.amazon.com/solutions/case-studies/Intuit/>

⁹ <https://aws.amazon.com/partners/success/vantage-power-luxoft/>

MIGRATING TO AWS WITH AC3

Choosing the right partner to support your cloud migration will help ensure you follow a structured approach using proven strategies.

Partner selection is an important factor in ensuring a smooth and successful transition.

Working with AWS and AC3, APN Premier Consulting Partner, we can create a business case for migration based on sound planning and preparation and in line with the AWS Cloud Value Framework - (TCO), Staff Productivity, Operational Resilience and Business Agility.

At AC3, we have developed a framework based on previous customer experiences to create an efficient and effective approach to migrations through 3 phases - Migration Planning and Migrate.

The right cloud provider brings access to a deep well of best practice methodologies, tools, solutions, and expertise - resources that can help you realise business benefits faster.

AWS and AC3 have a proven record supporting businesses large and small through every stage of their AWS cloud migration. Our combined experience accelerates and streamlines the process without undue business interruption, delivering greater cost-efficiency and overall effectiveness.

AC3 helps customers migrate to AWS Cloud solutions quickly and securely.

- AC3 is an AWS verified solutions provider operating with 100% trained and certified AWS Cloud experts.
- AC3 is a part of the AWS Partner Network, and is trained and uniquely positioned to help customers of all sizes leverage AWS and accelerate their journey to the cloud.
- By leveraging AWS's tools, technology, methodologies and experience, AC3 helps you overcome your migration challenges, making it easier for you to migrate to the cloud, minimise undue risks and costs, and realise business benefits more quickly.

CUSTOMER SUCCESS STORY: COVIU

■ Challenge

During the beginning of the pandemic in March 2020, a massive number of clinicians started to sign up on the CoviU website. CoviU's telehealth software signups grew by over 6,000% and they were struggling to keep their servers going and to monitor all systems. Scaling from 400 to 25,000 consultations a day put a massive amount of load on servers and increased the need to scale quickly and reliably.

Due to the growth, CoviU were also identifying bugs in their software that they were unaware of and were looking for a partner that could review the CoviU application, help with their architecture setup and provide monitoring and remediation while helping to scale.

■ Solution

"We engaged with AC3 to help us deal with our AWS infrastructure setup during the beginning of the pandemic. We were struggling to keep our service up and to monitor all our systems. AC3 came in, put the monitoring in place and helped address outages to reduce the time off air and remove any reoccurrence," says Silvia Pfeiffer, CEO & Director of CoviU.

AC3 offered a solution to CoviU that consisted of a review of the CoviU application and infrastructure architecture and monitoring and provided immediate remediation to help scale to potentially hundreds of thousands of calls and users per day. AC3 deployed DataDog and CloudHealth for CoviU as well as scaling up AWS services. AC3 then further helped CoviU go through the Health Insurance Portability and Accountability Act (HIPAA) compliance effort and continues to run the ISG with them.

■ Results

The massive healthcare industry shift from in-person care to virtual care delivered via telehealth due to the coronavirus pandemic forced the healthcare industry to quickly adopt telehealth solutions in order to provide patient care, accessibility and remote patient monitoring. Video telehealth allowed patients and practitioners to conduct safe, reliable, secure and efficient consultations – CoviU specifically conducted over 3 million telehealth consultations in Australia in 2020 alone. Fast forward to late 2021, although many countries are slowly returning to a more 'normal' state with the roll-out of the vaccine, telehealth is still on an upward trend. Partnering with AC3 has allowed CoviU to scale quickly and continue to support their customers with a seamless experience, on trusted and secure software.

AWS - THE BEST CHOICE FOR ANY MIGRATION MOTIVATION

No matter what motivates businesses to migrate to the cloud - one of the eight drivers described in this eBook, any combination of them, or something entirely - AC3 and AWS can help them achieve their objectives quickly and efficiently.

With the best software, services, and support, AWS enables smart, strategic migrations for businesses of every shape and size.

READY TO TAKE THE NEXT STEP?

We would love the opportunity to learn where you are at on your cloud journey and see if we can help achieve your goals. Get in touch to speak to an expert today.

TALK TO US TODAY!



[Learn more about solutions to migrate with AWS >>](#)



[Evaluate your Cloud readiness with our assessment tool >>](#)



[Best practices to make your cloud migration a success >>](#)