

## Why Migrate from VMware?

Broadcom's acquisition of VMware has led to **significant disruptions**:

- **Cost Hikes**: Customers are facing **3-11x increases in costs** due to Broadcom's new pricing model.
- **Loss of Flexibility**: The shift from perpetual licenses to subscriptions limits customer control and adaptability.
- **Support Decline**: The termination of VMware's partner programs is leading to reduced support quality.
- **Rising Concerns**: Customers are increasingly worried about declining innovation, security risks, and the pressure to make urgent decisions with little notice.

74%

of VMware customers are exploring alternatives

Source: Gartner Community Poll as of July 2024

**95%** 

of new digital workloads will be deployed on cloudnative platforms by 2025

Source: Gartner Press Release

#### **AWS: The Cloud Leader You Can Trust**

**Enterprise Leader**: AWS is constantly positioned as a leader in the Gartner Magic Quadrant for Cloud Infrastructure as a Service, Worldwide.

**Operational Resiliency**: AWS offers the best availability track record with millions of active customers since 2006.

**Long-Term Value**: AWS offers continuous cost improvements and innovation, with 134 price reductions since 2006.

**Scalability & Security**: AWS provides a broad range of services to support any workload, ensuring scalability and top-tier security.

**Large Community**: AWS has the largest and most dynamic community, with millions of active customers and over 100,000 partners globally.

AWS, as the **leader in cloud infrastructure**, offers a **robust and cost-effective** alternative that addresses these challenges.

e-Core, as an AWS Advanced Partner, is equipped to help your business navigate this transition seamlessly.

Figure 1: Magic Quadrant for Cloud Infrastructure and Platform Services



## **Why Migrate to AWS?**



Up to 66% Infrastructure cost savings



Up to 77% Reduction in licenses required



**43% Lower time-to-marke t** for new features



**29% Increase** in staff focus on **innovation** 



**45% fewer** security-related **incidents** 

## AWS Partner since 2014

- AWS Data & Analytics Consulting Competency Partner
- → **AWS Migration**Consulting Competency Partner

+100
AWS
Customer
Launches

+20

AWS Offerings +100

Cloud certifications

# Certifications & recognition



## **Flexible migration pathways**

Seamlessly Transition from VMware to AWS

Migrate Your VM Workloads		Rehost	Replatform	Refactor
Map VMware technologies directly to equivalent AWS services, ensuring no loss of functionality.		Lift and shift to EC2 with minimal changes	Optimize workloads using managed services like RDS	Re-architect to leverage serverless and microservices
		Customer		
		•	→ AWS Console	
VMware	vCenter NSX Manager	VM VM VM VM	Amazon EC2	
	Management Datastore	Workload Datastore		
	NSX Virtual Distributed Switch		Amazon Virtual Private Cloud (VPC)	
	vSphere Cluster with vSAN		● Amazon Elastic Block Store (EBS)	
			Infrastructure managed by AWS	

## **Driving Applications to be Digitally Free-Will**

**Application** 

#### **Constrained**

Use purposeful infrastructure that needs attention and care, constrained by capacity and IT dependency

#### **Boundary-less**

Build on laaS and PaaS, leveraging Infrastructure @ scale through the CSP & be restraint-free

#### **Digital Free-will**

Exploit Micro-services, containers, server-less, leverage IoT, Analytics, AI/ML, Edge-computing and infuse cloud nativity making cloud invisible.

#### Low

#### Abstraction

# Public Cloud

#### High



#### **Monolithic Datacenter**

(Centralized, enterprise focused)

#### **Hybrid Datacenter**

(Hyper Converged, Software-defined, Cloud Powered)

#### **Cloud Driven Intelligent Infra Platform**

(Distributed Cloud, Hyper-scale, Cloud Driven)

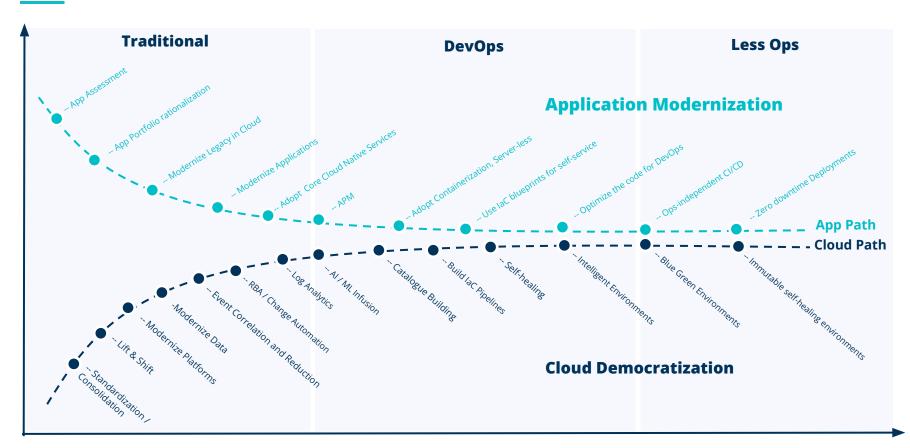
**Purposeful** 

**Scaled** 

Commoditized

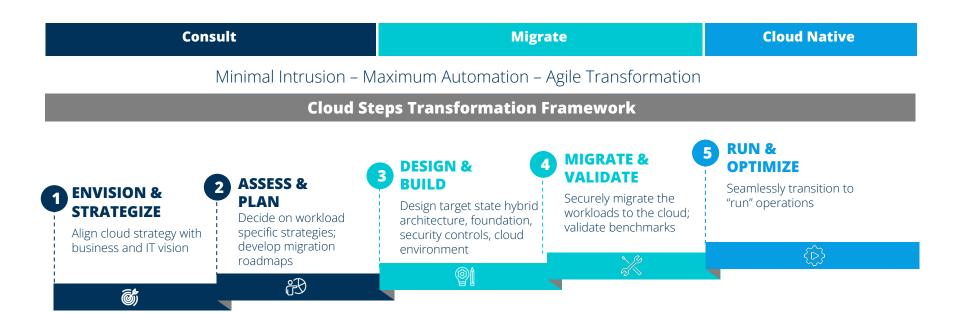
### **Hence Our Vision For Clients**

Roadmap to No Ops



## **The Cloud Steps Transformational Framework**

Strategic Modernization on AWS Cloud



## Cloud Steps #1: Envision & Strategize



#### **Business Analysis**

- Evaluate Business needs
- Organizational Roadmap
- Goals and Objectives
- Gather Business Pain Points
- Benefits of moving to cloud – Business

#### **Tools/Artifacts**

- · Business Questionnaire
- Partner tools
- Workshops –Sponsors /Decision Makers



#### **Technical Analysis**

- Understand Technology challenges
- Understand Application Landscape
- Discuss on standard cloud adoption journey
- Cloud benefits –Technical benefits
- Current Cost Models & Fconomics

#### **Tools/Artifacts**

- Technical Questionnaire
- Workshops SME/AO
- Partner tools
- Architecture diagrams
- Collaterals



#### **Cloud Qualification**

- Regulatory & Compliance requirement Analysis
- Cloud readiness Analysis
- Cloud Fitment Analysis

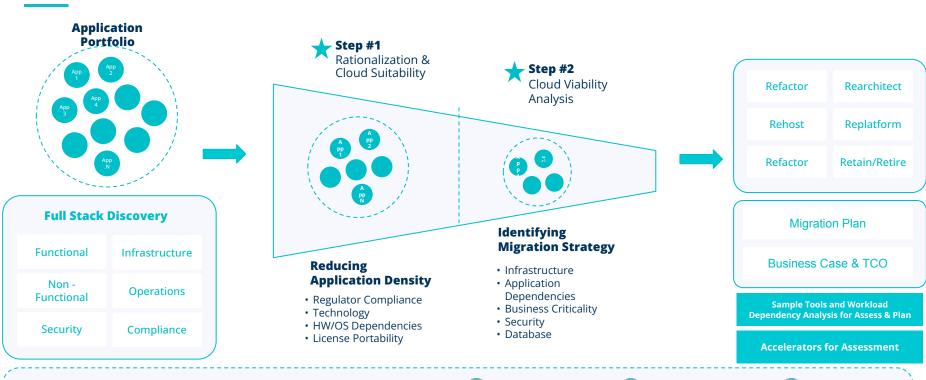
#### **Tools/Artifacts**

- Cloud Fitment Index
- Partner tools
- Cloud Readiness Index
- Workshops

#### Outcome

- Early ROI/Cost Benefits View
- Cloud Strategy Journey and methodology
- Industry Specific Benchmarks
- Assessment Tools
- Define KPI
- Terms of reference
- Rules of engagement
- Next Steps...

### Cloud Steps #2: Assess & Plan



Multiple Landing Zones







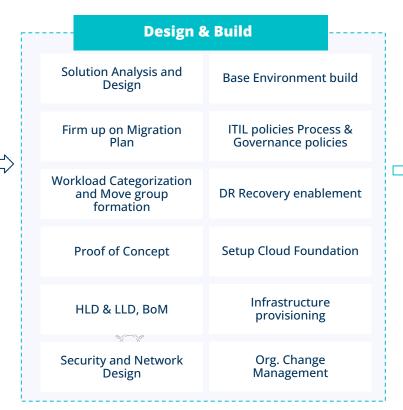




## Cloud Steps #3: Design & Build

#### **Inputs**

- Assessment Report
- Application Dependency
- Cloud Strategy
- Business Case



#### Outcome

- Develop Cloud Deployment Model
- Develop Cloud Service Models
- End State Architecture
- Risk Mitigation
- Final Migration Plan
- Migration Kit
- POC Areas
- Integration Points

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## Cloud Steps #4:

Migrate & Validate



- Workload Mapping
- Migration Waves/Phases





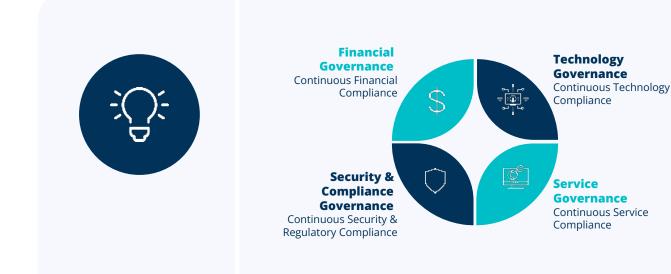




- Migration Report
- Validation & UAT Reports

## Cloud Steps (5):

Run & Optimize, Governance, Based Operations



**Flexible** Policies **Maximum** Technology / Tools **Minimum** People **Construct With** 

**Agile Cloud Operations** 

**Achieve Through Governance** 

#### **Cost Efficiency**

Reduced Capital Expenditure Operational Expenses

### Operational Efficiency & Reliability

High Availability & Redundancy Automatic Updates and Maintenance

## Security & Compliance

Advanced Security Features Compliance Certifications



#### **Simplified IT Management**

Centralized Management

## Scalability & Flexibility

**Elastic Scaling:** Cloud environments allow you to scale resources up or down quickly depending on demand

#### Access to Advanced Technologies

Artificial Intelligence (AI) & Machine Learning (ML) Internet of Things (IoT)

## Value Achieved

# **End-to-End AWS Offerings across Full Lifecycle Stack**



AWS Strategy & Roadmap AWS Suitability Assessment

AWS Security Readiness AWS Foundation Build

AWS Consulting Staffing Services



AWS Migration Factory

AWS Application Re-engineering AWS Automation AWS Cloud-native App Build

AWS Migration Staffing Services



AWS Handover to Support AWS Knowledge Management AWS Shared Services Support

AWS Flexible Hybrid Support AWS Operations Staffing Services



## Your trusted partner on the journey from strategy to success

Every challenge opens the door to new possibilities—but not all paths lead to the results you need. At e-Core, we cut through the noise, providing digital consulting services that deliver the right technologies, processes, and tools to achieve your goals.

**Contact Us** 



Innovative solutions and business impact, **delivered** .