

Accelerate cloud transformation with Kyndryl and AWS



Unlocking opportunities amidst change

Shifting pathways to AWS cloud-native services

IT leaders are consistently under pressure to maximize value and optimize costs through cloud solutions. This ongoing challenge requires them to navigate rapidly evolving capabilities, unfamiliar tools and skill sets associated with the cloud. Simultaneously, these IT leaders must address market risk factors, such as acquisitions, adding a layer of complexity to their responsibilities.

Given the strategic implications of Broadcom's acquisition of VMware, there's an opportunity to transition toward AWS cloud-native services. As cloud service providers like AWS anticipate shifts in reduced support, deprecated offerings and increased pricing in the VMware landscape, they've begun to position themselves as stabilizing forces for customers. This transition involves adopting a consulting-focused approach and collaborating with partners like Kyndryl, thereby transforming how virtual machines (VMs) are deployed and consumed without being restricted to specific vendors.

- Vendor acquisitions create uncertainties regarding support, product lifecycle, and pricing, posing risks to cloud value and cost optimization.
- Resource challenges hinder IT teams from maximizing existing skill sets and tools for optimal cloud utilization.
- Lack of agility and innovation drives IT teams to rethink and rebuild applications, often on new platforms.
- Operational inefficiencies increase complex models, control policies, management tools and security, thus challenging IT leaders in cloud management.



AWS and Kyndryl's solution: VMware risk assessment

Together, Kyndryl and AWS provide a valuable service to tackle this challenge: the VMware risk assessment, available on AWS Marketplace. In this collaborative effort, Kyndryl and AWS conduct a comprehensive analysis of the customer's mission-critical infrastructure. Kyndryl and AWS swiftly and objectively evaluate proprietary applications, deliver detailed analyses, cost benefit comparison, and develop a decision-making framework.

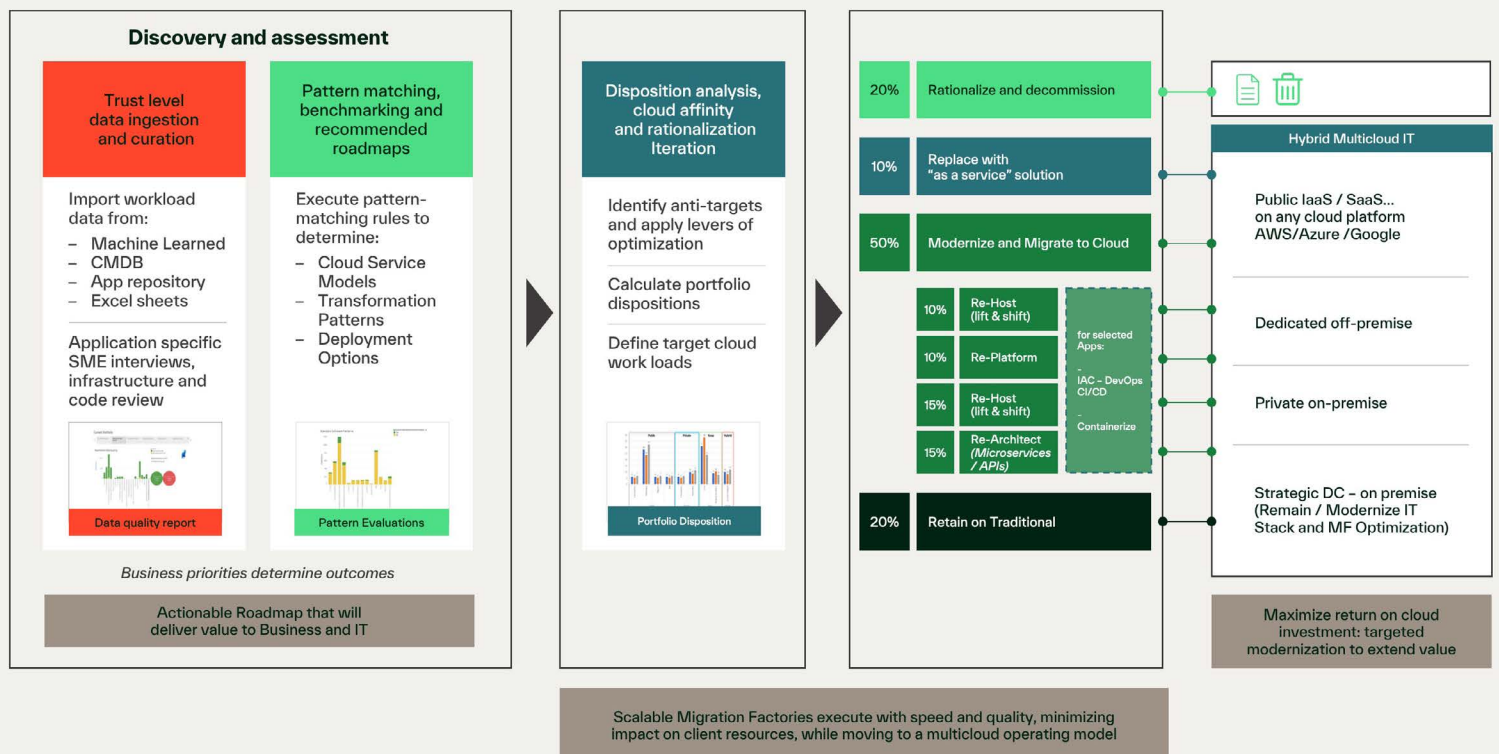
Given the potential risk associated with service and solution provider acquisitions—which could be increased costs and reduced service levels—customers are urged to proactively seek effective solutions. Cloud service providers, including AWS, utilize native tools like AWS Migration Evaluator, AWS Migration Hub and AWS workload/server discovery

technologies to assess and create an indicative target environment that explores diverse, strategic options. Subsequently, the AWS Certified Solution Architect assesses the customer's account, evaluates workloads, prioritizes critical components and collaborates with Kyndryl to formulate a target landing zone and strategic plan for a seamless transition.

Represented below is a detailed approach and assessment that focuses on a risk factor analysis and the differing phases that allow the application rationalization to result in a fit-for-purpose target disposition analysis. This detailed assessment complements the AWS "Assess, Mobilize, Migrate & Modernize" framework.

Leverage Kyndryl's Application Migration and Modernization Framework

Gather application and workload information to determine the Disposition, Cloud Affinity, Strategy and Transformation approach to developing migration and modernization roadmap



Moving from VMware Cloud to Amazon Elastic Compute Cloud

Kyndryl has a strategic phased approach to transferring customers from their local systems and VMware-based solutions to Amazon Elastic Compute Cloud (EC2). This approach establishes an optimal cloud infrastructure that enables immediate cost savings and effective risk mitigation.



Phase one

Cloud migration framework: Transitioning workloads to AWS

This migration strategy involves a seamless transformation and migration from VMware VM's to AWS. Even applications that run on aging hardware can modernize successfully as they move to AWS servers. Kyndryl's evaluation, as mentioned above, includes a meticulous assessment of each application, identifying which apps are suitable for reinstallation on EC2. In cases where migration to EC2 is not feasible, applications will either be redirected to Amazon's VMware on AWS Cloud (VMC) while undergoing necessary remediation or, as part of the migration program, the Kyndryl team will remediate the application to standard and supported Amazon Machine Images. An example would be remediating end-of-life and end-of-service conditions to a supported version for the operating systems and database workloads.

Migration to AWS native services yields immediate cost savings, which can be particularly valuable if VMware license costs increase, with 30-40% of VMs strategically redeployed to the cloud. Applications requiring fixes represent potential risks, prompting IT leaders to implement a standard remediation plan that will guide a smooth transition away from VMware.

Clients are encouraged to prioritize migration to EC2 and leverage VMs on VMC as needed for workloads that need more time to modernize. VMC can provide reduced risk migration for instances that require refactoring to EC2, and it can house those workloads in Amazon's VMC while workloads are getting tested. To emphasize a forward-thinking path, the focus here is on showcasing the potential for a complete migration to EC2. Beyond traditional lift-and-shift methods, this strategic approach aims to mitigate risks and substantially reduce licensing costs in the cloud environment.

Phase two

Cloud optimization: Transitioning from VMC to EC2

Customers can unlock the full potential of their cloud infrastructure by migrating from VMC to EC2. EC2 presents itself as a compelling alternative for those aiming for a seamless transition from VMware. Utilize the AWS Application Migration Service (formerly CloudEndure) for a smooth and cost-effective migration experience.

In contrast to VMC's licensing structure, which is subscription-based, customers can evaluate the strategic advantages of shifting to EC2—where costs are on a decreasing trajectory. Kyndryl can work with customers to bolster their arguments by using cost analysis tools modeling migration costs to illustrate the financial benefits.

Customers who are nearing renewal should consider transitioning away from VMware and leveraging AWS to significantly reduce license costs and unfavorable terms and conditions. The objective is to reduce cost, complexity and risk while improving predictable service levels.

Summary

In conclusion, there is a unique opportunity for cloud service providers amid industry shifts resulting from various acquisitions, including Broadcom's acquisition of VMware. With anticipated changes in sales structures and potential cost implications, the objective is to position cloud services as stabilizing forces for customers facing uncertainties.

The suggested approach involves a phased migration to cloud services, leveraging the expertise of service providers like Kyndryl, and addressing skill gaps through immersive training initiatives. By offering a comprehensive risk assessment tool on cloud marketplaces, the aim is to guide customers to optimize costs, modernize their infrastructure and accelerate their cloud transformation journey.

To learn more, contact:

Tracie Bryant

Consulting partner sales manager, AWS

tracbryv@amazon.com



