

Accelerate Cloud Migrations with VMware Cloud on AWS

IT organizations today are accelerating their use of public and hybrid cloud as a result of demands from their business to support company initiatives. Retailers are looking to drive unique customer experiences with augmented or virtual reality, manufacturers are looking for better ways to scale capacity to meet production demands, and many organizations are simply looking to reduce cost & resources associated with managing physical infrastructure in order to focus on delivering applications that run the business and drive profitability.

Converge Technology Solutions accelerates organizations' cloud migrations by leveraging VMware Cloud on AWS, a jointly engineered hybrid cloud by VMware and AWS. Our unique services for building hybrid clouds, along with our rich heritage in data center solutions and AWS cloud native skills, allow Converge to enable a "migrate-to-modernize" strategy for our clients.

With Converge's strong capabilities in application modernization and experience helping customers achieve cloud-first directives, our clients take advantage of the TCO savings gained by leveraging VMware Cloud on AWS to help fund their modernization initiatives that power strategic company initiatives.

The Converge Method

Successful migration to the cloud begins with the organization. Converge quickly identifies key components and roles associated with cloud adoption, allowing the customer to build the foundation of their Cloud Center of Excellence team. This team works with Converge to enable quick change adoption and de-risk the overall migration. Our cloud migration process takes a comprehensive approach to ensure people and processes can change as smoothly as the technology.

Converge VMware Cloud on AWS Service Offerings



Hybrid Cloud Readiness Assessment

- Assessment including key stakeholders and engineering teams
- Hybrid Cloud Gap Analysis
- Create Data Center Discovery Report
- Cloud Economics Total Cost of Ownership Report



Converge Migration Services

- Assisted VM Migration: focuses on a subset of candidate workloads, defining the migration approach, and knowledge transfer
- Managed VM Migration: white glove, fully assisted workload migration from start to end
- Modernized VM Migration: mixture of VM migrations with targeted transformation to AWS native services
- Construction of a Migration Onramp to provide the necessary network connectivity, hybrid cloud extension, and landing zone



Hybrid Cloud Integration Service

- Pre-migration right sizing
- Create Cloud Landing Zone and identify migration waves
- Deploy VMware Hybrid Cloud Extension and migration tools
- Establish Cloud Data Protection and Disaster Recovery solutions
- Integrate common AWS services, Direct Connect, S3, ELB, Route53, FSx
- Hybrid Cloud Operations Workshop



Converge Managed Services

- Converge VMware Cloud on AWS Managed Services for ongoing day-2 Operational Support
- AWS Team Support to de-risk Cloud Native adoption
- Fully managed Data Protection Services
- Establish training and resource plans
- Establish cost optimization process and financial governance controls

Case Study: Citrus Agriculture Cooperative Migrates to Public Cloud with VMware on AWS

Executive Summary

A large citrus co-op had an impending hardware refresh of aging equipment in a colocation facility, as well as the need to re-platform a business-critical application. Given the significant investment in new hardware, they decided to look at the economics of migrating to public cloud.

Based on their strong, trusted relationship with Converge for services including colocation, connectivity, and disaster recovery, the company engaged Converge to help determine the potential TCO benefits they could realize by migrating to public cloud.

Because the company had very aggressive timelines for implementation and wanted to ensure minimum disruption in operational support for the re-platform of the business-critical application, they decided to look at VMware Cloud on AWS.

Converge Solution

Working closely with the VMware and AWS technical teams, Converge executed a 14-day proof of concept, along with a complete TCO analysis detailing the acceleration of the company's cloud migration by implementing VMware Cloud on AWS. They would realize operational consistency with on-prem SDDC, seamless large-scale workload portability, and direct access to AWS-native services.

To enable the client to move from proof of concept to production quickly and successfully, Converge provided a hybrid cloud readiness assessment, hybrid cloud integration services, and a review of their VMware Cloud on AWS managed services. After they determined a VMware Cloud on AWS hybrid cloud solution would meet their business goals and drive TCO savings, the Converge delivery team leveraged VMware HCX to accelerate their migration to the cloud. Converge provided AWS operational support and implemented AWS Direct Connect, as well as S3 native services, as part of the solution.

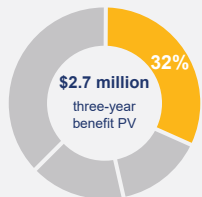
The company was able to leverage existing third-party offerings including Citrix, via AWS Marketplace, and Veeam in their new hybrid cloud solution. Additionally, Converge was selected as the VMware Cloud on AWS managed service provider for their service desk.

Results & Benefits

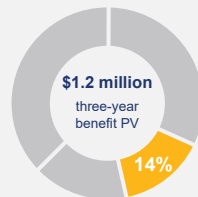
The decision to implement VMware Cloud on AWS allowed the company to migrate their business-critical applications to the cloud more efficiently than standing up new hardware in their colocation. This solution will provide a three-year TCO savings of 25%.

VMware Cloud On AWS ROI Benefits

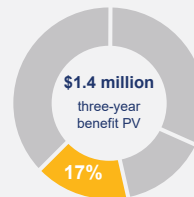
Modeling of 4 Customers using Forrester's TEI Framework*



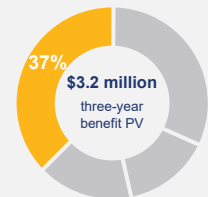
Avoided application re-architecture:
32% of total benefits



Reduced labor hours for operations:
14% of total benefits



Reduction in data center operating costs:
17% of total benefits



Software and hardware savings:
37% of total benefits



*For the full Forrester Report, click [here](#).