

Optimization & Licensing Assessment



Optimize Licensing Assets when Migrating to Cloud

Customer Challenges

Know the Baseline

- What do I have deployed?
- How does my server strategy change in the Cloud?
- Can I leverage my licensing contracts?
- Options for capitalized vs operating costs

Understand Costs

- Pricing scenarios available
- What variables impact cost?
- Bring my licenses or phase out of my perpetual contracts?
- Retire / repurpose hardware & licenses where feasible

Build a Plan

- What do I want to move to the Cloud?
- Which workload do I move first?
- Define project scope / timing
- Understand effort & talent needed
- Will you need Partner support?

Gather Data

- Secure process ensures data privacy
- Collect data from on premises & 3 party cloud providers
- Access to sophisticated data collection and analytics tools
- Consider dedicated, reserved, spot instance types
- Identify low use & at risk devices

Create TCO

- Recommendations built on actual utilization – “right size”
- Leverage existing licensing assets
- Optimized CPU scenarios
- Competitive cloud pricing options
- Average potential licensing cost reductions ~ 30%

Accelerate Migrations

- Build move groups based on low risk and high return
- Identify application dependencies
- Prioritize migrations based on results
- Plan roll out schedule aligned with budgets
- Secure APN Partner support
- Leverage Cloud Endure
- Qualify & secure AWS migration funding

OLA Customer Benefits