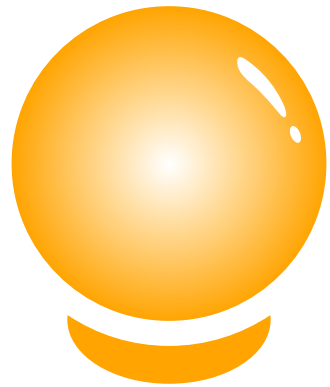
amazon web services

WHAT THEY DON'T WANT YOU TO KNOW ABOUT CLOUD

Some people don’t want you to learn the truth about cloud.



It might be because they're a bit scared.

Or it might be because they have a pretty big interest in keeping IT working the way it works now.

We think you should know the facts, so you can make up your own mind.

THEY SAY:

“Sure, you’ll cut some costs by moving to the Cloud.”

But is all the hassle worth it?

THE FACTS

Cloud migration can bring significant cost-savings.

But actually, the main benefit is increased agility.

THE FACTS

Cloud makes your IT organisation more responsive.

More able to innovate and take advantage of emerging technologies.

THE FACTS

Better equipped to deal with whatever comes at you next month, or next year.

THE FACTS

Which in turn means the business can be more agile.

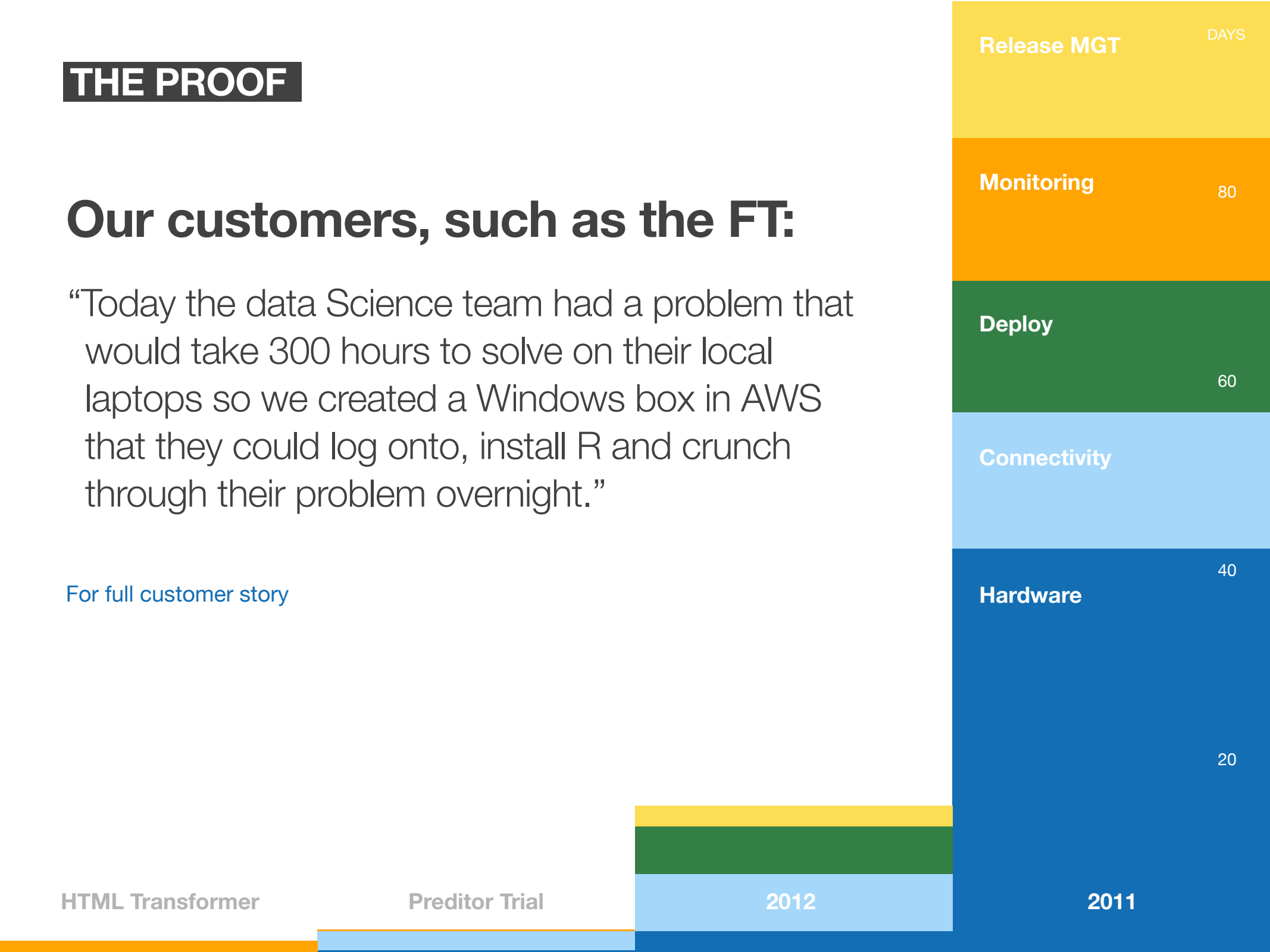
(And more productive, competitive and adaptable to fast-changing markets)

THE PROOF

Our customers, such as the FT:

"Today the data Science team had a problem that would take 300 hours to solve on their local laptops so we created a Windows box in AWS that they could log onto, install R and crunch through their problem overnight."

For full customer story



THEY SAY:

“There are so many barriers to cloud migration, you won’t know where to start.”

THE FACTS

Security, compliance, culture, expertise and performance.

They’re all put forward as reasons to hold back.

THE FACTS

But security didn't stop the FT, which achieved:

- Data security at network and application layers
- Everything is encrypted and transported over https or ssh
- Redshift runs mandatory SSL on client connections
- Roles and privileges work in a controlled environment

THE FACTS

Compliance hasn't stopped thousands of AWS customers embracing cloud.

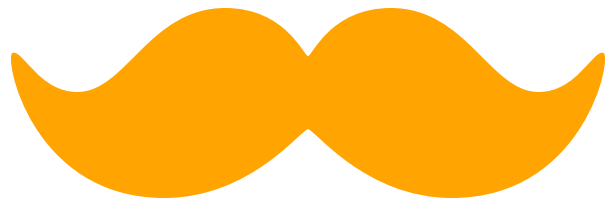
If you're concerned that **you don't have the expertise** on your team to take you where you want to go, or that your traditional IT culture is poles apart from cloud, think again.

THE FACTS

It’s the same technology. It just requires a different skillset – and a different mindset.

Our local expert teams can help you acquire both, and provide the support and guidance to help your migration go smoothly.

And performance?
Some say the claims are overstated.



THE PROOF

Not so the FT.
And not so Accenture.

Accenture doesn't just recommend AWS to its clients.

It's been using AWS itself for eight years, developing internal and client offerings that are both agile and scalable.

For full customer story

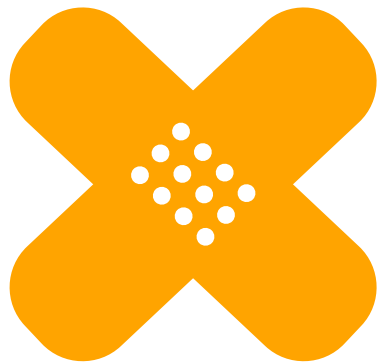
THEY SAY:

“Adopt the cloud and you’ll be locked in, without control over your future.”

THE FACTS

Moving to the cloud will help you unlock innovation, take advantage of the latest developments in technology and future-proof both your IT organisation and the business.

Sticking with on-premise technologies will commit you to a future of **constant patches and updates**, a rip-and-replace culture and a development path dictated by your vendors.



THE PROOF

Before

Traditional CapEx model

Monolithic code base

Centralised relational database

Few releases per year

Dedicated Ops team

Storage issues

After

Many small components

Stateless and scalable

AWS CloudFormation

Continuous Delivery

New components simple to deliver

Storage solutions

THEY SAY:

“The cloud works for services and dev and test. But mission critical applications?”

THE FACTS

According to Gartner,

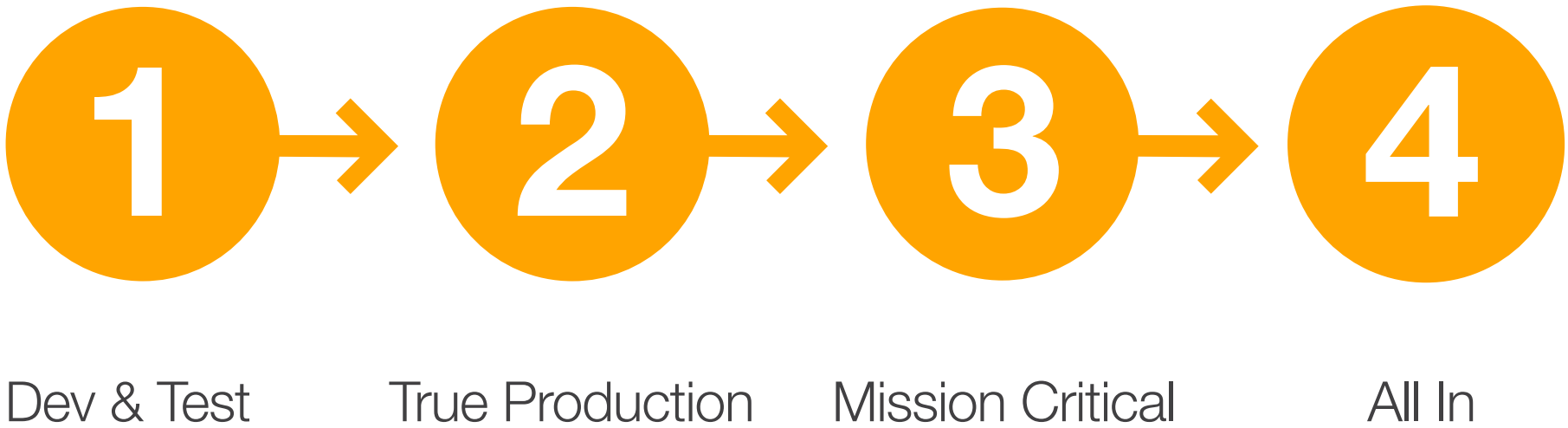
"Enterprise customers are skipping the years of early getting-their-feet-wet, and immediately **jumping in** with more significant projects, with more ambitious goals…"

Get the full story

THE FACTS

Doesn’t sound like just dev & test to us

(though that’s where you’ll probably begin):



THE PROOF

The reality is that performance, agility and cost-savings are generally improved even at reduced headcount.

And our customers also report improvements in reporting, resilience, security.

That's real-world experience – not speculation, half-truths and downright lies.

Even more encouraging, the cost of cloud computing will continue to drop, while the quality will continue to rise.

Ready to learn more?

We've got lots of resources that will help you plan, manage and execute a Cloud-First transformation. Here are just a few to help you on your way.

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Preparing for cloud

Cut through the waffle and mythology surrounding cloud security, compliance, culture, expertise and performance.

DOWNLOAD THE EBOOK

Following cloud pioneers

Find out how Time Inc., Phillips and Nike have put a Cloud-First mindset to work to achieve major benefits.

WATCH THESE SHORT VIDEOS

Ready for the next step?

Give us some details on who you are & we'll get back to you. It will only take a couple of minutes of your time.

CONTACT US