

Agenda

13:00 Begrüßung

13:15 Cloud Jumpstart: Analyse, Prepare, Migrate

Wie starte ich die Reise in die AWS-Cloud? Erhalten Sie einen umfassenden Überblick über die erforderlichen Schritte einer erfolgreichen Cloud-Journey. Wie wäre es mit einem Cloud-Teaser-Projekt, um erste Erfahrungen zu sammeln?

Thomas Mitzka, Director Service & Cloud EMEA, Fast Lane

14:00 Kaffeepause

14:15 Containers on AWS: A Journey to Modern Applications

Die Containerisierung ist ein wichtiger Schritt zur Modernisierung Ihrer Anwendungslandschaft. Erfahren Sie, welche Veränderungen dazu erforderlich sind und wie AWS Container Services wie Amazon EKS, Amazon ECS und AWS Fargate eine moderne Anwendungsentwicklung unterstützen.

Johannes Langer, Senior Solutions Architect, Amazon Web Services

15:30 Kaffeepause

15:45 Customer-Success Story: Changing the Culture by Changing the Infrastructure

DevOps und Continuous Delivery auf AWS in der Praxis: Sehen Sie, wie AMBOSS bei der Software-Entwicklung im Medizinumfeld von der DevOps Methode profitiert und die Softwareentwicklung beschleunigt.

Elmar Weber, CTO, AMBOSS

ab 17:00 Networking beim gemeinsamen BBQ

AWS Cloud Jumpstart Methodik

Cloud-Migration, Analyse and Prepare



Training
Partner



Thomas Mitzka
Fast Lane
Thomas.mitzka@flane.de

Table of Content

- Motivation
- Cloud transformation
- The Jumpstart package
- The Jumpstart & Cloud Life Cycle

Where puts Jumpstart on the journey?

Cloud JumpStart

Bring customer technical team into a focused, one-week workshop to get partner hands-on experience and collaborate on your specific use case.

Ideal for kickstarting your evaluation of AWS Cloud Platform or launching an initial project with deep technical help from trained partners.

Objectives

- Gain basic knowledge of AWS concepts
- Evaluate scope
- Whiteboard and discuss cloud solution
- Assess solution feasibility using a prototype
- Develop a powerful business case

Deliverables

- AWS quick start session
- Solution architecture design document
- Prototype environment
- Executive business case report

Elements of a successful journey

- Align Business & Cloud Strategies
 - Understand the business strategy and market drivers
 - Incorporate requirements in the development of your cloud strategy
 - Engage key stakeholders from the start
- Rapid Discovery & Planning
 - Cloud adoption strategy, baseline, and gap analysis
 - Development of a comprehensive and prioritized cloud adoption roadmap
- Realize & Sustain Business Value
 - Develop a DevOps approach for iterative and continuous improvement
 - Consistently measure and monitor your cloud environment
 - RUN – MEASURE – REPORT - IMPROVE
- Innovate & Transform
 - Cloud aligned application architectures
 - Innovative application solutions leveraging the agility of cloud computing
 - Advanced cloud and application services

Customer Migration Journey

Where does your customer lie in their cloud journey?

On-Prem (Legacy)	Private Cloud	Hybrid Cloud	1 Public Cloud	Multi-Cloud
<p>Customer leverages an on-premise DC and/or collocates with DC provider</p> <p>Customer typically purchases Hardware and subscribes to capex model</p> <p>Customer typically has pain points around scalability and efficient resource utilization</p>	<p>Customer leverages an on-premise DC and/or collocates with DC provider</p> <p>Customer leverages a private cloud HW/SW stack to gain some of the benefits of cloud but is still in the DC business.</p> <p>Customer typically has pain points around maintaining their private cloud environment from a security/patching perspective.</p>	<p>Customer leverages an on-premise DC and/or collocates with DC provider</p> <p>And Customer leverages a Cloud Service Provider</p> <p>Customer typically has pain points around connectivity between their DC and their Cloud SP as well as providing a good quality of experience to their end users</p>	<p>Customer leverages SP other than AWS</p> <p>Customer is typically proficient in the other CSP technology and is often hesitant to explore another CSP like AWS</p> <p>Customer typically has pain points around difficult to predict consumption costs from its CSP</p> <p>Customer typically feels it is difficult to train their employees on another cloud like AWS.</p>	<p>Customer leverages on one or more cloud providers.</p> <p>Customer typically has performance/stability issues as it relates to connectivity between the multiple CSPs.</p> <p>Customer typically has pain points around managing and standardizing their technology and processes across multiple CSPs.</p>

Drivers on Timing to move to the Cloud

Deadline

The DC is closing, the gear is aging out, collocation contract runs out

Liftoff

Customer is growing fast and out of room/capacity/hedroom

Strategic

Needs Geo, fast data, lower up-front, scale, lower ops ratio or lower TCO to achieve objectives

Emergency

SAN has melted, DB's crumbled, DDoS, DC flooded/burning

Additional internal/external trigger

Business

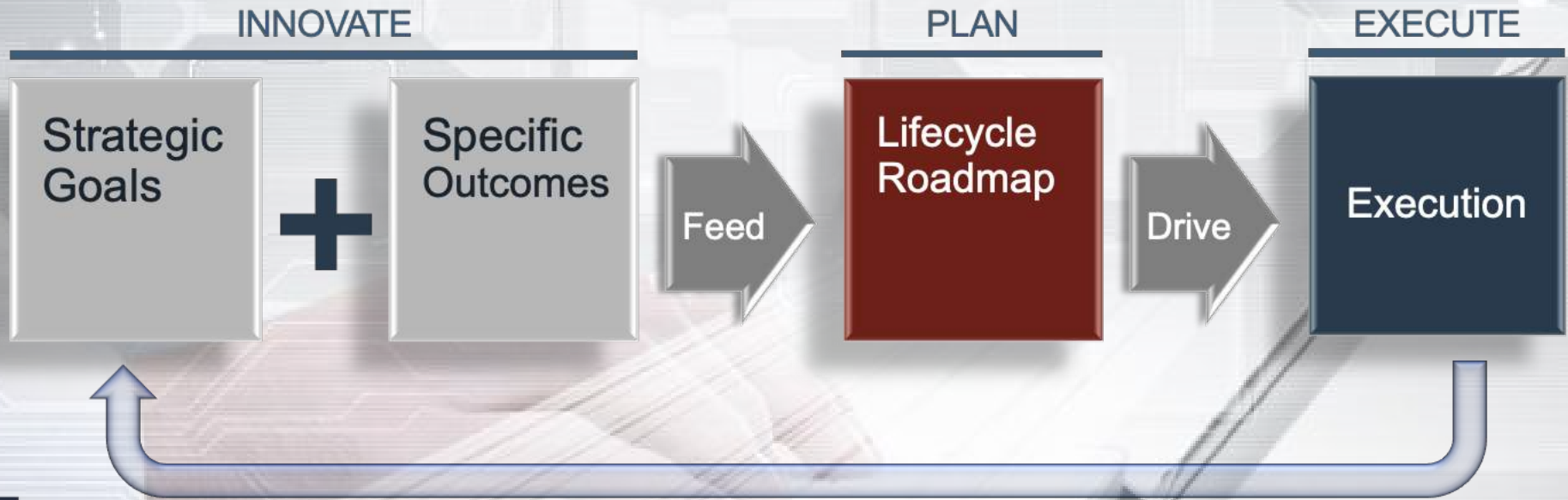
- Business alignments
- New Management, new project, new budget, new strategies
- Layoffs, reduction in force (RIF)
- Desire to experiment/Fail Fast/Agile Dev-Test
- Interest in exploring AWS

Technical / Operations

- Security breach
- Data loss
- Scale
- Data locality
- Performance
- Lockin

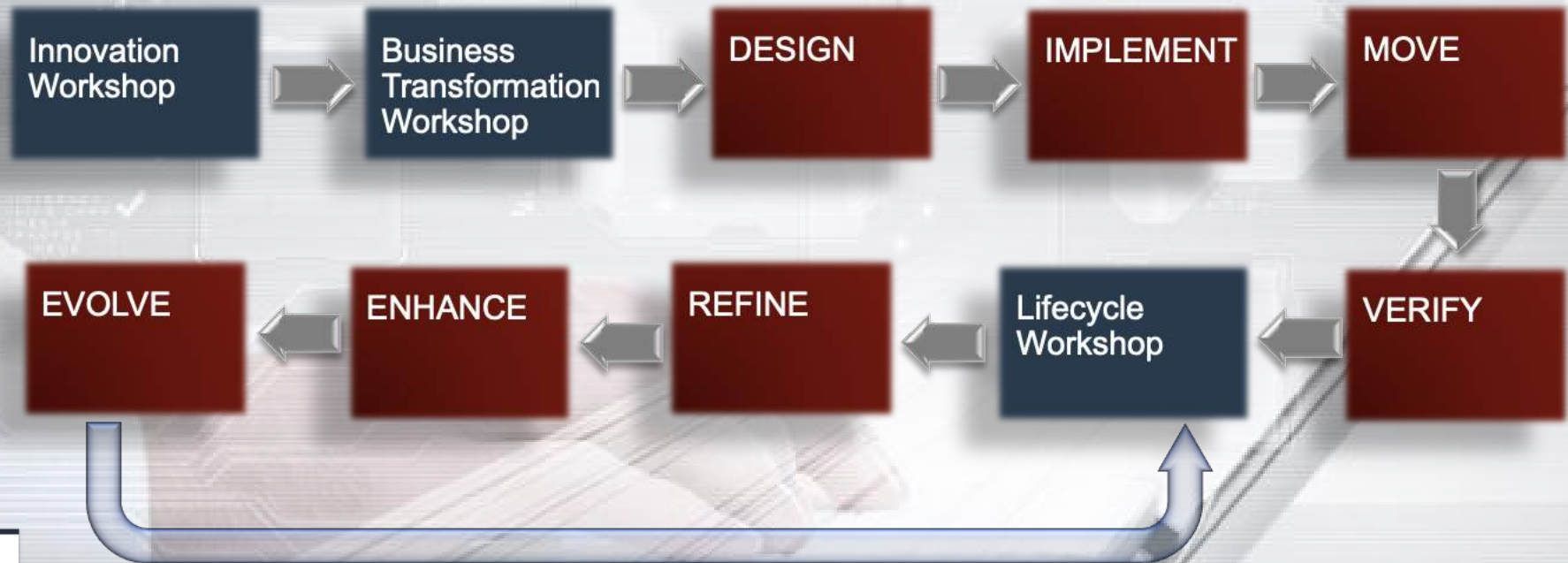
Cloud Transformation – Overview

Cloud Lifecycle



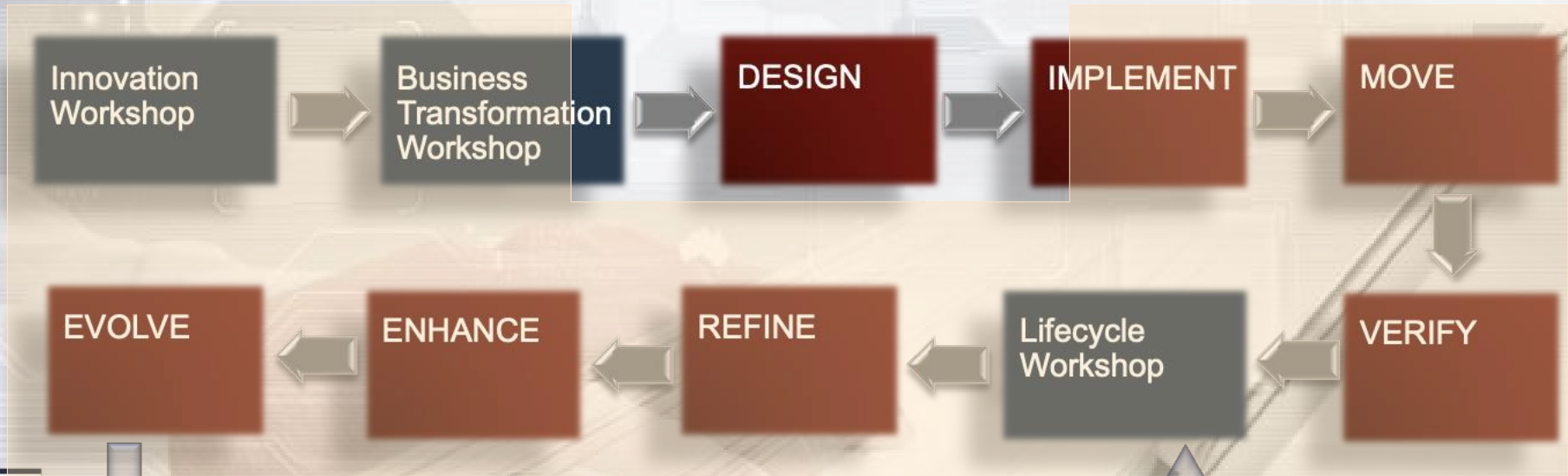
Cloud Transformation - Process

Cloud Lifecycle Summary



Jumpstart as Part of Cloud Transformation

Cloud Lifecycle Summary



 **Fast Lane**

Thomas.mitzka@flane.de

How to be prepared for Jumpstart?

Innovation Workshop

- Involve CXO's
 - Strong Commitment
 - Identify Challenges
 - Identify Themes
 - Build consensus



Business Transformation Workshop

- Determine Actions
 - Classify challenges
 - Create Actions
 - Assign Priorities
 - Determine next steps

Innovation Workshop

Our innovation workshops offer a structured, straight forward approach to analyze and discover an organization including the strategic layer, operations and relevant infrastructure elements

We help to INNOVATE by applying the Cloud Adoption Framework

We will

- analyze the current business model of your company and your strategic goals
- explore drivers for change and digitalization
- review relevant case studies
- identify areas where Cloud offers the greatest benefits
- define your Cloud Strategy and desired Outcomes
- identify missing capabilities (structural, organizational, technology)
- identify measurable value for all relevant stakeholders

Business Transformation

This is where we turn strategy into an actionable roadmap aligned with previously identified ideas and desired business outcomes

- Identify critical stakeholder
 - Group related stakeholder in 6 Groups
 - Identify barriers and gaps
 - Recognize cross-organisational dependencies
- Groups
 - Business
 - People
 - Governance
 - Platform
 - Security
 - Operations

Action Planning per Devision

IT Finance

Skill or Process

- Describe Action
 - Outcome?
 - Challenges
 - Include team/person
- Interdependencies
 -



Business	Action	Action
People	Action	Action
Governance	Action	Action
Platform	Action	Action
Security	Action	Action
Operations	Action	Action

thomas.mitzka@lane.de

The Jumpstart Package

Day 1

AWS
Fundamentals

Day 2

Training
Area of Interest

Day 3

Design &
Architecture
Workshop

Day 4

Build a MVP

Day 5

Insight &
Business Pitch



Training

Design

Implement

Business Transformation



Thomas.mitzka@flane.de

Training
Partner

Details of Jumpstart Package

- **Module 1: AWS Fundamentals**

An in-depth understanding of AWS areas or products, including benefits and differentiators from competing offerings in the market.

- **Module 2: Training in Product Area**

will be tailored to focus on: VM management and provisioning, Networking and firewall configuration, developer account provisioning and access control, orchestration with CI/CD, security with Logging/Auditing/SSO/IdP] with training that will cover: Clustering, AutoScaling, Snapshotting, LDAP Integration, Cloud Storage, Deployment Manager, Cloudformation,....

- **Module 3: Design & Architecture Workshop**

will begin with a discussion on relevant architectures for product areas. Following the architecture workshop, will provide a review of existing legacy architectures in use today, seeking to identify practical applications of architectural patterns. Finally, we will scope/design an eligible exercise for building a working Minimum Viable Product (MVP).

- **Module 4: Build a viable product**

will guide to build a working MVP to demonstrate and validate a working architecture showing. One illustrative example is connectivity between On-Prem and AWS Platform, to run secured internal applications as well as authenticated externally facing applications, while winning support from Network and Security for accountability

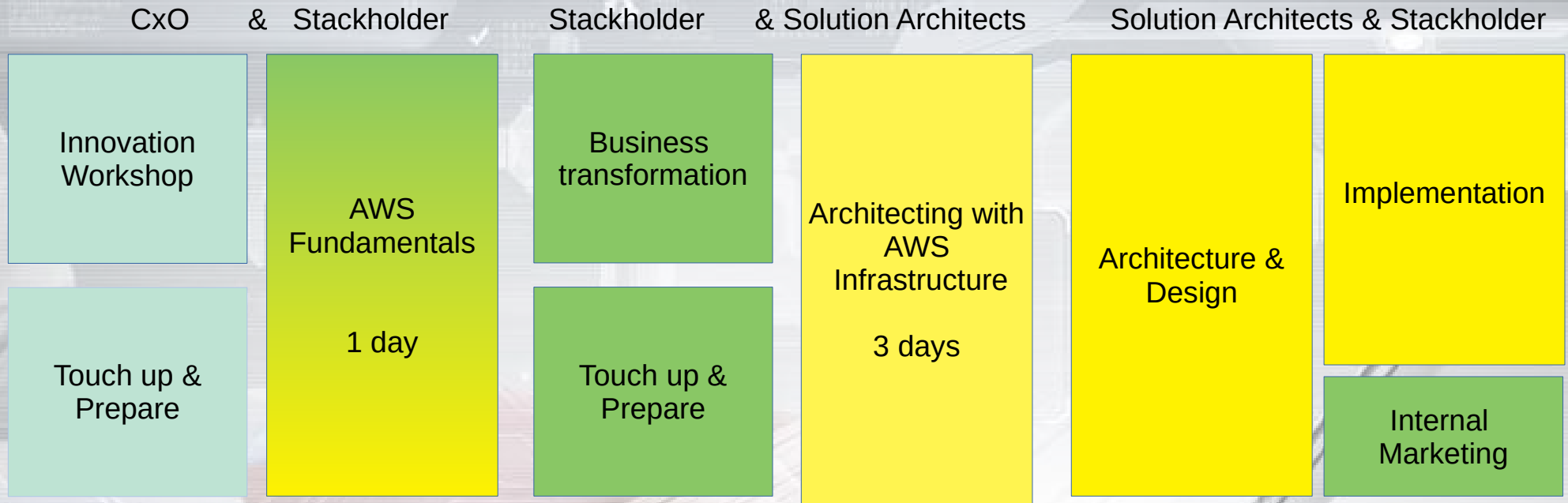
- **Module 5: Insights and Business Pitch**

will work to build a business-oriented pitch demonstrating the potential of the MVP solution as well as other potential opportunities identified in the Cloud JumpStart workshop.

Suitable Customers

- Jumpstart Properties
 - Compacted Business transformation, design and implementation
 - 5 days „only“ including training
 - Short, compact, success-oriented
- Target Customer
 - Small & medium size business with small IT department
 - IT departments or Workgroups at enterprises
 - Clear units

Interpretation/ re-organisation



Innovation &
Transformation to the front

Visit standard training
prior the Workshop

Keep up to 5 days for Architecting,
Implementing & Follow up

Thomas.mitzka@flane.de

 **Fast Lane**

aws partner
network

Training
Partner

Innovation Workshop

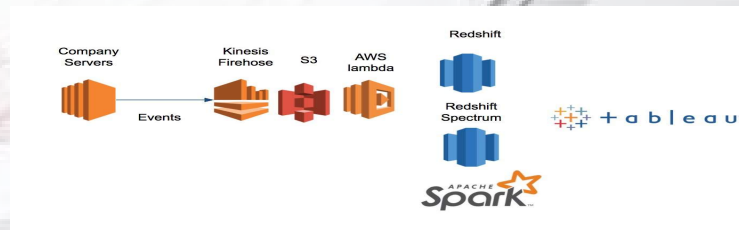
Target Audience

- Executives and business decision makers evaluating the potential of AWS Cloud Platform to address their business needs

Duration: ½ - 1 Day

Content

- Identify Themes & Challenges
 - New Technologies like IoT, ML or AI, Data Lakes, Big Data
 - Connect Technology with Business
- Outcome: Specification for Business Transformation Workshop



Thomas.mitzka@flane.de

Business Transformation Workshop

Target Audience

- Different Stackholder
 - Business
 - People
 - Governance
 - Platform
 - Security
 - Operations

Duration: 1 Day

Content

- Determine Actions as result from Innovation Workshop
- Classify challenges
 - Create Actions
 - Assign Priorities
- Determine next steps
- Outcome: Specification for Jumpstart Workshop

AWS Cloud Fundamentals

Target Audience

- Individuals planning to deploy applications and create application environments on AWS Cloud Platform
- Developers, systems operations professionals, and solution architects getting started with AWS Cloud Platform
- Executives and business decision makers evaluating the potential of AWS Cloud Platform to address their business needs

Content

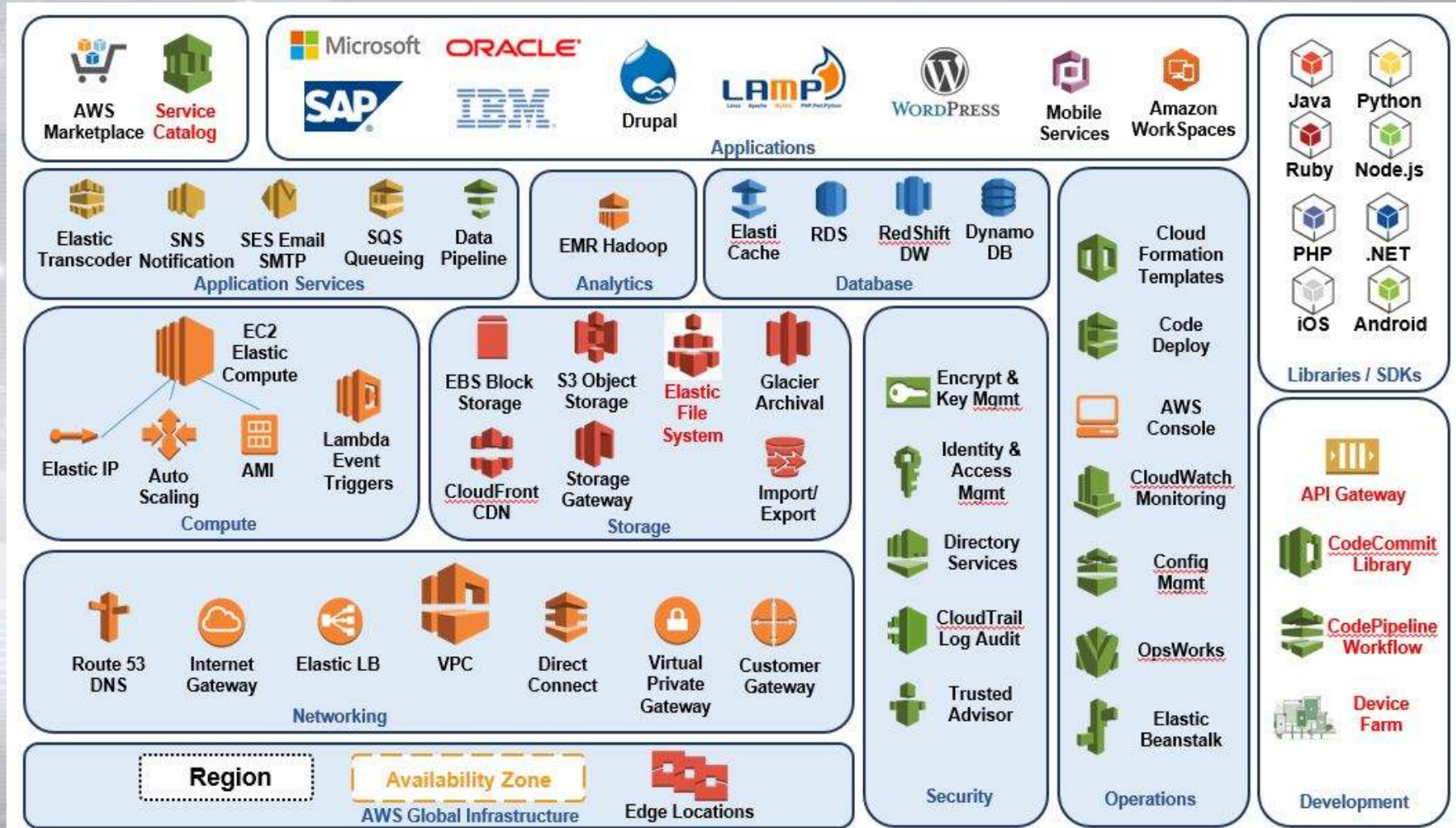
- One-day instructor-led class
- provides an overview of AWS Cloud Platform products and services.
- value of AWS Cloud Platform and how to incorporate cloud-based solutions into business strategies.

Duration: 1 Day



Thomas.mitzka@flane.de

Cloud fundamentals



Target Audience

- Cloud Solutions Architects, Systems Operations professionals, DevOps Engineers, IT managers
- Individuals using AWS Cloud Platform to create new solutions or to integrate existing systems, application environments, and infrastructure with the AWS Cloud Platform

Duration: 3 Days

Content

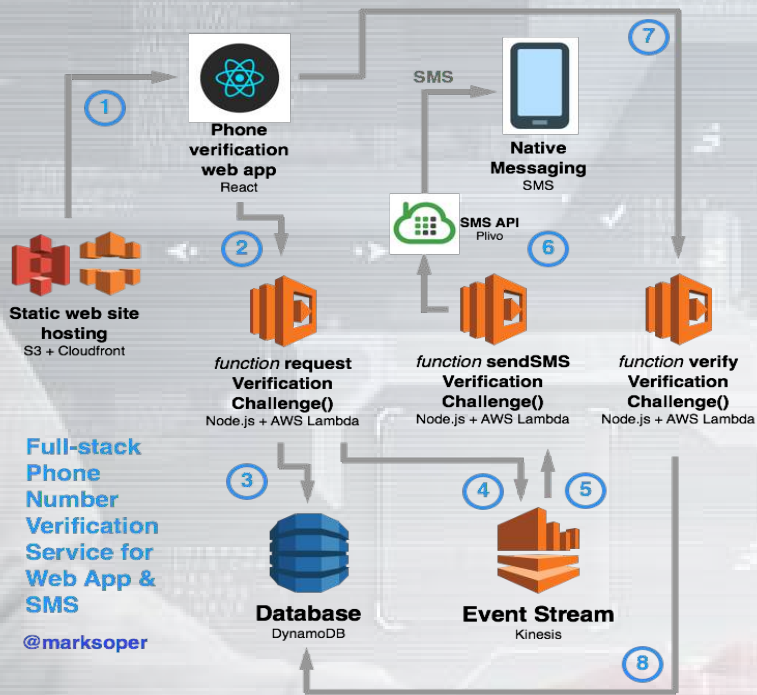
- Three-day instructor-led training class
- introduces to the comprehensive and flexible infrastructure and platform services provided by AWS Cloud Platform.
- explore and deploy solution elements, including infrastructure components such as networks, systems and applications services.
- deploying practical solutions
 - securely interconnecting networks, security
 - access management, quotas and billing
 - and resource monitoring.

Thomas.mitzka@flane.de



Training
Partner

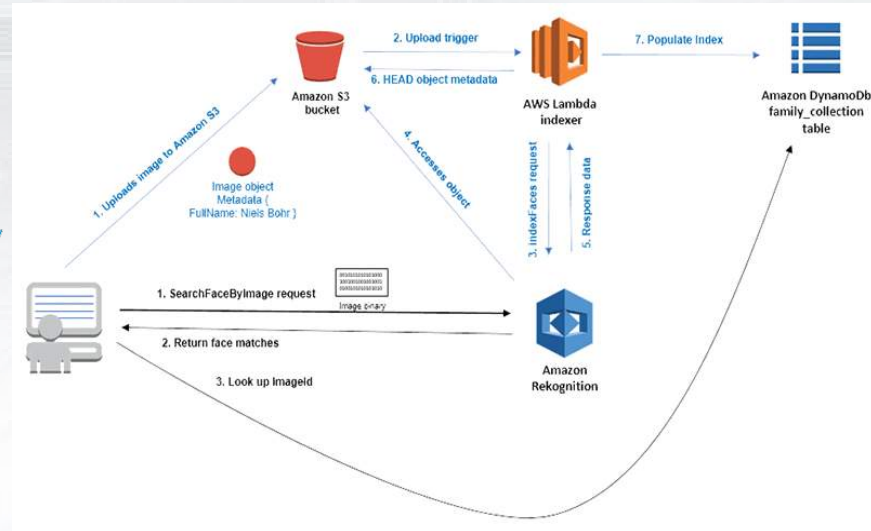




Full-stack Phone Number Verification Service for Web App & SMS

@marksoper

- 1 Browser loads the web app from static host
- 2 User submits phone number to requestVerificationChallenge() Lambda function via window.fetch()
- 3 requestVerificationChallenge() generates a code and writes a new VerificationChallenge to the DB
- 4 requestVerificationChallenge() emits a verification-challenge event on Kinesis
- 5 sendVerificationChallenge() subscribes to Kinesis events of type verification-challenge
- 6 sendVerificationChallenge() sends an SMS message to the phone number via the Plivo SMS API
- 7 User enters the verification code into the web app. It is sent via window.fetch() to verifyVerificationChallenge()
- 8 verifyVerificationChallenge() queries the DB by the submitted code to confirm the challenge exists and updates it as verified in the DB



Design & Implementation

Target Audience

- Cloud Solutions Architects, Systems Operations professionals, DevOps Engineers

Content

- Scope/design an eligible solution with a working Minimum Viable Product (MVP).

Internal „Marketing“ Workshop

Target Audience

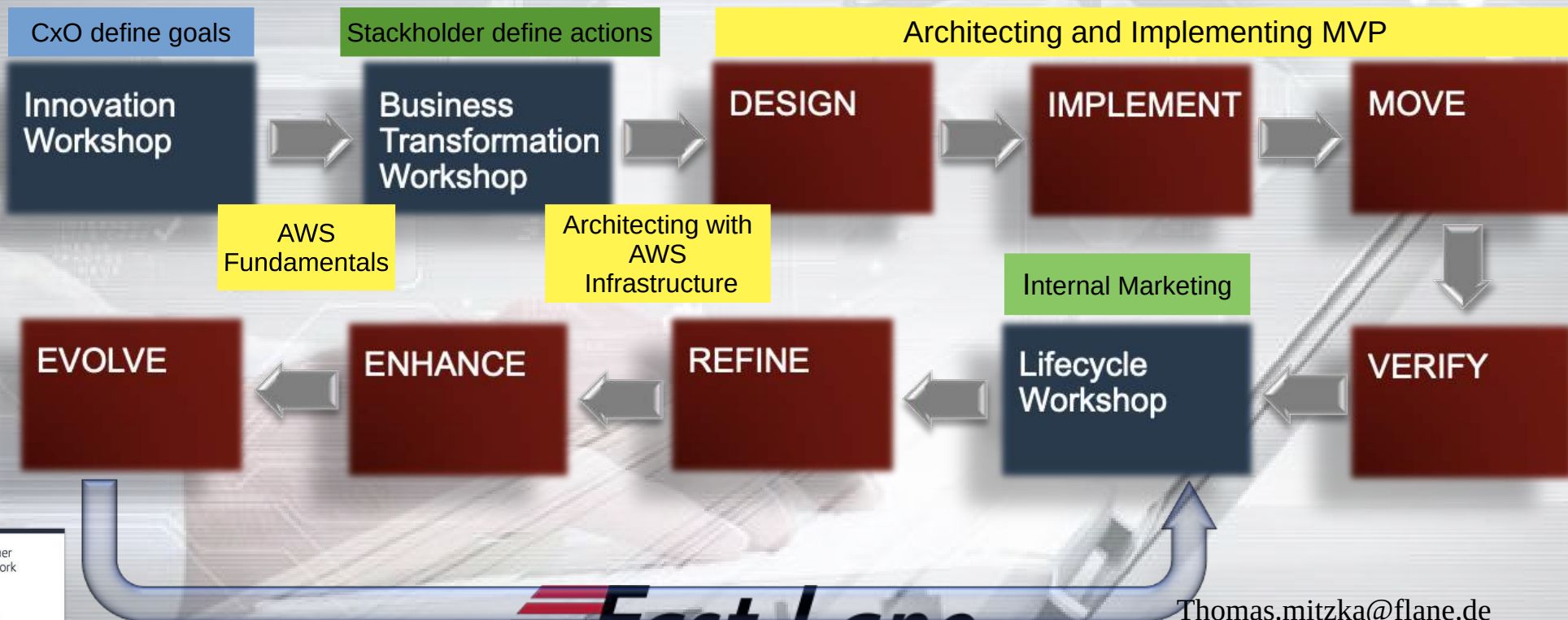
- Solution Architects
- Stakeholder

Content

- Build a business-oriented pitch demonstrating the potential of the MVP solution
- Present other potential opportunities identified in the Cloud JumpStart workshop.
- Present Roadmap for Companies Cloud Journey

Jumpstart & Cloud Lifecycle

Cloud Lifecycle Summary



Thomas.mitzka@flane.de

Fast Lane

aws partner network

Training Partner

Q&A