

The need for rapid migration and the value of accelerators

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Accenture's Chris Wegmann and Kishore Durg, along with Matt Collins from AWS share their thoughts on the need for rapid migration and the value of accelerators. (April 2021)

Chris Wegmann:

My name is Chris Wegmann, with Accenture, I am accountable for the Accenture AWS business group and I'm super excited today to be here with two, I would say visionaries, in the migration space and two partners that I've worked with over the last 5 plus years as we've helped our customers move to AWS and migrate to AWS. From AWS I have Matt Collins and from Accenture I have Kishore Durg.

Matt Collins: Hi Chris, thanks for having me really excited to be here. I lead a professional service practice we call it global specialty practice focused on migration modernization and management of applications at scale.

Kishore Durg:

Hi nice to meet you all and I am a senior managing director. I lead Global cloud services I bring the assets platforms and offering and people to take up clients to cloud.

Chris Wegmann:

And I've been working Matt with you and Kishore with you for 3 years now and as part of our partnership we focused on creating accelerators to help our customers move faster is the core part of our partnership.

I am going to start with you Matt, can you talk a little bit about the unique accelerators AWS is building to help their customers speed their migrations to cloud.

Matt Collins:

As you know over the last 5 or so years, we've been investing heavily in capability to help accelerate customers reduce risk help partners accelerate customers through their offerings and what not I'll just pick on a few though.

Migration evaluator is a great example of an accelerator and investment we made we acquired a company ts logic that's now become a service called Migration evaluator that can really put a great financial business case together or put a good presentation for a business case and help to model the customers outcomes and then we've just got a framework of methodology in tooling to really just help thread the needle from one end to the other with a customer.

Kishore Durg:

A lot of this complexity brings to our clients so what we want to do with myNav was to navigate this complexity and help our clients make decision faster.

How do we do that? What we have done as we looked at what are the key issues that are extremely painful for our clients how do we get the business case what is the architecture it's a trio all the 7Rs that we deal with it what sort of migration path do I have to

actually migrate and what sort of talent transformation I need what is the change management that I need to have also a lot of the clients want some simulation and that's what myNav gives you so what you get is navigating the complexity and also getting the experience to understand what works and what doesn't work.

Chris Wegmann:

I appreciate that Kishore, thanks. And we continue to think about About the journey, right, and you know, Kishore you talk about myNav and taking and navigating through their journey from the beginning to the end we talk about business case up front we talk about you know the migration doing the disposition the 7Rs and I do find it interesting you know when the 1st pass

I do with my customers is to get to the 7Rs know our definition right everyone seems to have a different definition each of the Rs in you know one of the things

I see is giving customers a group that is the 1st challenge you know as I think about that you know we're some of those points where customers get stuck.

Matt Collins:

Just getting to a good common understanding building that confidence and that ability to think about how to peel these layers of the onion back to dissect this problem, breaks it down into areas where we can start to make decisions and move forward how to establish the team in the governance model so we can be confident that we can move ahead on how to decompose the portfolio and understand what we might do what the steps are.

Will I or won't I, can I install tools to help with discovery if I don't really have a good understanding of what I might have in terms of assets or I might understand the infrastructure but not the applications really well so how do you rationalize that in a cost effective and speedy way in each one of those areas the assets the methodology. And then I think the connection points that I've seen in myNav help bring that kind of thread if you will along the lines of the journey is that every one of those are places where I see customer stall. The reality is that there's a practical answer for most of us that if I'm very interested in investing in a given application area might be really important to me from a business growth perspective and I want to modernize that. You know customer may get stalled or stuck in that they're trying to think through all the complex options for modernization. When what really might make sense is to migrate that application as quickly as possible and then to the next wave and the next wave in the next wave just to pick one example that's a major tripping point often for particularly complex applications where there's lots of people who are involved because it's a tough and important business capability or a business application.

Chris Wegmann: I'm super excited about the continued partnership between Accenture and AWS and the AABG the assets and tools we bring.