

## **Migration to AWS: Aligning business with IT when migrating to the cloud.**

Migrating to the cloud is a business imperative. Hear Accenture's Chris Wegmann, Kishore Durg, along with Matt Collins from AWS share their thoughts on the importance of aligning business with IT when migrating to the cloud. (April 2021).

---

### **Chris Wegmann:**

Hello, my name is Chris Wegmann and today we are here with Kishore Durg and Matt Collins from AWS.

Today we are going to spend some time talking about what they're seeing with their customers in the field around migrations to AWS.

So, Kishore, I'll start with you. As you talk to your customers who are moving to cloud, can you talk a little bit about what they're dealing with today and how they're approaching it.

### **Kishore Durg:**

You know a lot of accommodations in cloud over the last couple of year was it around, you know the advantages of being in the cloud to get the speed and others.

Obviously, they were listening but in terms of reaction, it was not something that was very pressing for them. What is different in the last few months and over the last 6 to 8 months as being that there are approaching us to actually get them to the cloud and in a very rapid fashion.

We're not talking 20 up to 30 application but 800 applications are a lot of workloads into cloud. So, the pressing factor of why we need to get cloud it's not a discussion point it's about how can it get there as fast as possible and how can you help me

### **Chris Wegmann:**

So, Matt you and I have talked quite a bit about some of the challenges that customers have with migrating to the cloud native you have specifically at scale and those challenges of change over time what are you seeing currently with our customers and the challenges you are finding.

### **Matt Collins:**

To build on Kishore, I would say Covid particularly has changed the priority of things I'm seeing customers who are interested in moving fast and prioritizing more complex and more interesting applications things that historically might have been these 2 or Phase 3 but are really important to their business and they want to move them in order to get them into a more stable environment and expand their ability to serve their customers in this changing ecosystem or changing environment.

### **Chris Wegmann:**

Thanks Matt, if I ask you, what's the number one piece of advice you give your customers and if you guys think anything about their migration to AWS.

### **Kishore Durg:**

One of the things that you've got to be cognizant of is between the central IT and the business the plan that to put in the business case is aligned but how the actual execution happens is the pain point and in terms of how it would play out is if there is misalignment between business and IT the business

case that you have put together would not realize so you have to be cognizant of how it would execute and obviously picking the right partners and the right business units along with central IT is very critical to actually get it right

**Chris Wegmann:**

That's awesome guys I really really appreciate the time today and look forward to continuing to work in this space together.