

POWERFUL PARTNERSHIPS: AWS

# MAKING IT EASIER TO HARNESS THE CLOUD

## PERSPECTIVE:



**Kevin James**  
Group Chief Operating  
Officer at Computacenter



**Martin Clarkson**  
Solution Leader  
at Computacenter

LET'S GO



AMAZON WEB SERVICES



POWERFUL  
PARTNERSHIPS

## Computacenter helps organisations accelerate cloud adoption and optimise outcomes with AWS collaboration.

From customer-facing apps to AI and machine learning, with cloud organisations can embrace new technologies faster. By leveraging cloud's on-demand infrastructure and pay-as-you-use pricing model, companies can gain the agility they need for rapid innovation, digital transformation and greater competitive advantage. In fact, the Amazon Web Service (AWS) Impact Report reveals that companies running on the cloud are nearly three times as likely to be growing over five per cent a year than those who are not.

Thanks to a collaboration between Computacenter and AWS, enterprise-size organisations can now accelerate their cloud migrations and achieve these benefits more easily. As part of Computacenter's Adopt the Public Cloud service, Computacenter works together with AWS to help customers migrate workloads to the cloud at scale, reducing risk and optimising outcomes.

**ACCORDING TO  
IDG'S 2020 CLOUD  
COMPUTING SURVEY,  
CLOUD NOW REPRESENTS  
AN AVERAGE OF 32%  
OF TOTAL IT BUDGET,  
HAVING GROWN BY 59%  
FROM 2018 TO 2020.**

# THE CHALLENGES OF SCALING UP

With the thirst for greater agility widespread, moving workloads to the cloud is high on the agenda for most organisations. 'To meet demand for new products and services, many of our enterprise customers are keen to transform the way they manage IT,' explains Martin Clarkson, Solution Leader at Computacenter. 'Having achieved small-scale successes, they want to migrate more workloads to the cloud.'

Faced with complex legacy systems, however, adopting cloud at scale can be challenging for some large organisations. 'To embrace cloud more effectively, organisations first need to do a bit of groundwork,' adds Clarkson. 'This includes understanding and disentangling legacy systems, bringing the wider business on board, creating the right organisational structures and ensuring they have access to the necessary skills.'

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# WORK WITH AN APN PARTNER

As an APN (AWS Partner Network) Advanced Consulting partner and with years of experience in building, migrating and managing enterprise IT infrastructures, Computacenter is well placed to help customers leverage cloud.

Computacenter offers modular services that range from application discovery and strategic assessments to landing zone design, security and compliance, so organisations can enhance their capabilities at every stage of their cloud journey. Computacenter has the skills and expertise to help customers maintain project velocity in transitioning their IT estate to the cloud and maximise their chances of success.

Once migrated, Computacenter can assist with day-to-day cloud service management to help organisations control costs and optimise their cloud usage.



**Martin Clarkson, Solution Leader at Computacenter:**

**"At Computacenter, we've made a significant investment in our AWS capabilities and skills, comments Clarkson. Working with an expert can help organisations avoid the common pitfalls and achieve their goals faster."**

# A COLLABORATION FOR CUSTOMER SUCCESS

By working with Computacenter, customers can take advantage of AWS cutting-edge solutions with assistance from a company that understands the complexities and limitations of enterprise IT. The two companies not only provide complementary services and solutions, but also share customer-focused values and a commitment to building long-term customer relationships.

Computacenter's Advanced Consulting Partner credentials include Public Sector Channel Partner, Channel Partner, Public Sector Partner and Immersion Day Partner. Under the Immersion Day program, Computacenter runs deep-dive sessions on behalf of AWS to help customers understand specific technologies or processes.

These capabilities enable Computacenter to help its customers accelerate and de-risk their cloud initiatives and achieve their digital transformation ambitions.



**Kevin James, Group Chief Operating Officer at Computacenter:**

**"We maintain long-term relationships with our customers by offering best in class IT solutions which enable their success. We are excited about our investment in our AWS Cloud Services to ensure we maintain those relationships and help our customers achieve all the benefits that the cloud service provides."**

## MINI CASE STUDY 1

**Industry:**  
Telecoms

**Challenge:**  
Improve control of cloud spend.

**Solution:**  
Computacenter helped the customer align its AWS usage to on-premise services and initiatives, providing service management and sharing best practices in cloud management under a one-year contract.

**Outcomes:**  
Lower and more predictable costs.

## MINI CASE STUDY 2

**Industry:**  
Travel and hospitality

**Challenge:**  
Exit existing data centers in the UK and the Netherlands within deadline following the sale of the company.

**Solution:**  
Build a new public environment on AWS side-by-side with existing on-premise solution and conduct thorough testing to reduce migration risks. Computacenter also provides early life 'hyper-care' support to trouble-shoot any initial challenges.

**Outcomes:**  
Successful migration completed within timescales, helped the customer gain competence and confidence in managing cloud internally and optimised spend.

## COMPUTACENTER'S CLOUD SERVICES

- Application Migration Assessment
- Application Migration Discovery & Planning
- Architecture Foundations & Landing Zones
- Microsoft Workloads on AWS
- VMware Cloud on AWS
- AWS Mass Migration
- AWS Marketplace
- Cost Optimisation
- Operational Managed Services



aws partner network

Advanced Consulting Partner

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Public Sector Channel Partner

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Channel Partner

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Public Sector Partner

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Immersion Day Partner

## COMPUTACENTER'S AWS CERTIFICATIONS



- Solution Architect – Professional
- Certified Cloud Practitioner
- Certified SysOps Administrator
- Certified Solutions Architect – Associate
- Certified Developer – Associate
- Certified DevOps Engineer – Professional

# WANT TO KNOW MORE?

Find out more about how Computacenter and AWS can help you leverage cloud faster to achieve your digital goals, please contact your Computacenter Account Manager, email [enquiries@computacenter.com](mailto:enquiries@computacenter.com) or call **01707 631600**

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#### About Computacenter

Computacenter is a leading independent technology partner, trusted by large corporate and public sector organisations. We help our customers to source, transform and manage their IT infrastructure to deliver digital transformation, enabling users and their business. Computacenter is a public company quoted on the London FTSE 250 [CCCL] and employs over 16,000 people worldwide.

[www.computacenter.com](http://www.computacenter.com)



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