

AWS Partner: Migration Business Case

Course description

In this course, you will learn advanced non-technical best practices for migrate large-scale workloads to the AWS Cloud. You will also explore the three types of analyses that pull together the business case for moving to AWS – business value analysis, directional business case, and detailed business case. In addition, the course provides instructor led scenario-based demonstrations of migration tools and the opportunity to apply newly learned concepts to create future business cases. Each module concludes with an assessment to demonstrate your knowledge.

- Course level: Advanced
- Duration: 4 hours

Activities

This course includes presentations, videos and assessments.

Course objectives

In this course, you will learn to:

Module 1: Business Case Overview

- Describe the purpose of a business case.
- Explain the lifecycle of the migration project.
- Describe the Cloud Value Framework.
- Summarize the value achieved by using AWS.
- Compare the three different types of business case.
- Select the right business case type.
- Evaluate the best business case type for each use case.

Module 2: Business Value Analysis

- Describe when and why to conduct a business value analysis.
- Explain the typical phases of a business case engagement.
- Identify the minimum inputs required for a cost analysis.
- Distinguish how a cost analysis fits in the business case.
- Determine how and when to collect data.
- Summarize the best practices for conducting the cost-savings analysis.
- Identify the four main impacts of cloud adoption and which is emphasized in a business value analysis.

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Module 3: Directional Business Case

- Describe when and why the directional business case is conducted.
- Identify the minimum inputs and outputs required.
- Define staff productivity.
- Define operational resilience.
- Define business agility.
- Compare the Migration Evaluator tool to the Migration Portfolio Assessment (MPA) tool.
- Describe how the Migration Portfolio Assessment outputs can help build a directional business case.

Module 4: Detailed Business Case

- Describe when and why the detailed business case is conducted.
- Identify the minimum inputs required.
- Identify the outputs.
- Calculate Migration costs.
- Describe how the Migration Portfolio Assessment outputs can help build a detailed business case..

Intended audience

This course is intended for:

- Executives, business management and sales professionals

Prerequisites

We recommend that attendees of this course have the following experience:

- AWS Business Professional or Technical Professional accreditation
- AWS Cloud Economics accreditation
- AWS Solutions Training for Partners: Foundations – Business

Course outline

Module 1: Business Case Overview

- Case for the Business Case
- Three Types of Analyses

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- Migration Project Lifecycle and the Role of the Business Case
- Leveraging the Cloud Value Framework
- Selecting the Best Fit
- Quiz
- Key Takeaways

Module 2: Business Value Analysis

- Business Value Analysis
- Typical Business Case Engagement
- Data Requirements
- Data Collection
- Cost-Savings Analysis
- Quiz
- Key Takeaways

Module 3: Directional Business Case

- Directional Business Case
- Inputs: Data Collection Requirements
- Outputs: Directional Business Case
- Staff Productivity
- Operational Resilience
- Business Agility
- Demo: Conduct a Cost-Optimization Analysis
- Tool Comparison
- Demo: Create a Directional Business Case
- Quiz
- Key Takeaways

Module 4: Detailed Business Case

- Detailed Business Case
- Inputs: Data Collection Requirements

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- Outputs: Detailed Business Case
- Calculate Migration Cost
- Demo: Create a Detailed Business Case
- Quiz
- Key Takeaways