



tlds

Accelerating IT Transformation

## Orchestrate, Mitigate, Accelerate ...

- 17 years of complex cloud migration and data center experience – **400 plus highly satisfied clients**
- Successfully orchestrated over **250,000 applications** and over **one million workloads** across dozens of technology platforms
- Orchestrating and accelerating **the analysis, planning and execution** of complex migrations, disaster recovery projects, resiliency initiatives and application rationalization programs.
- **TransitionManager** takes the customer from where they are to where they want to go is recognized by industry analysts, press and leading technology companies as best in class!



SENTARA<sup>®</sup>  
HEALTHCARE



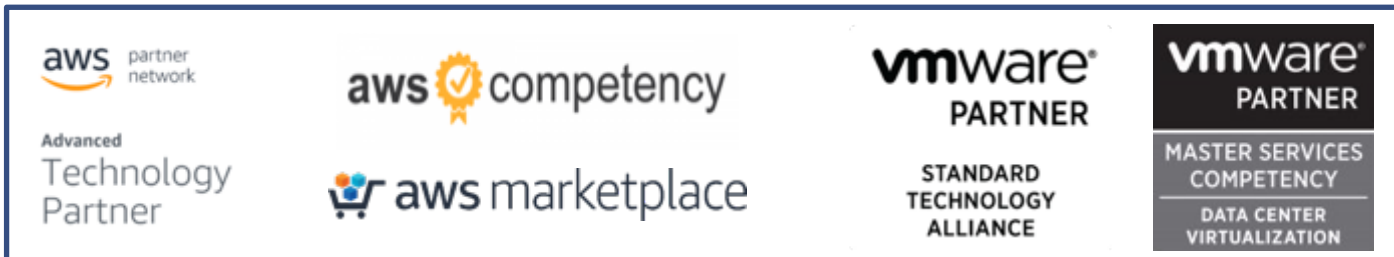
TOYOTA



McCORMICK



Mutual of Omaha



# IT Migration Project Risks...

## Too Costly: Over Budget / Under Delivered



- × 51% of migration projects run over budget and over schedule (Gartner)
- × Average overrun for IT project was 27%, but 1 in 6 projects had a cost overrun of 200% on average and a scheduled overrun of almost 70% (HBR)



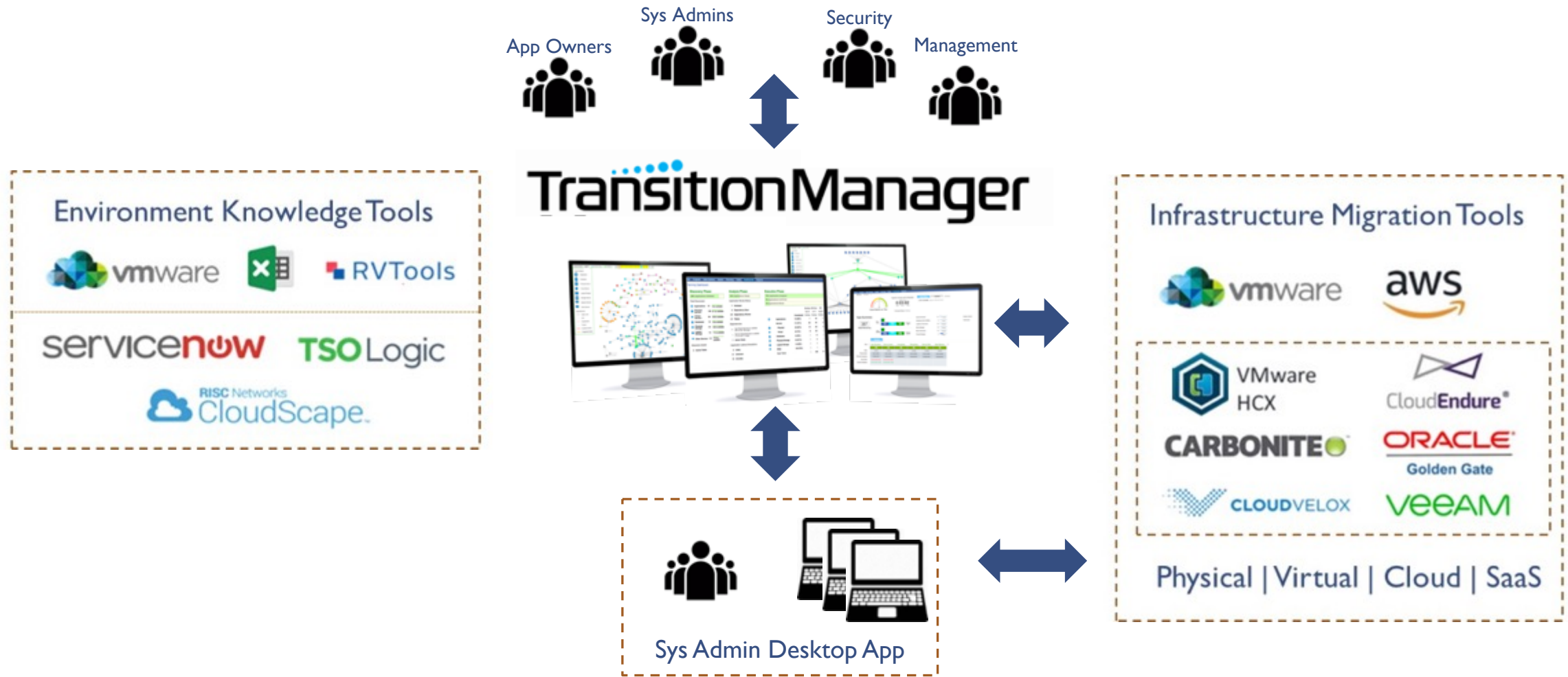
## Too Slow: Unexpected Events and Downtime Causes Delays

- × Application failures cost \$500k-\$1m per hour
- × Infrastructure failures cost \$100k per hour



## Too Much Risk: Insufficient Insight and Stakeholder Alignment

- × 57% of projects fail due to breakdown in communications. [source: [IT Cortex](#)]
- × 80% of all IT transformation projects fail (Gartner)



*TransitionManager enables key stakeholders with critical insights from disparate sources to better plan, generate automated runbooks and more effectively migrate applications by orchestrating people, processes and tools to ensure success.*



## TDS / TransitionManager Helps AWS to...

- ✓ Unstick stuck migration opportunities
- ✓ Close gaps in AWS Migration toolset
- ✓ Shorten AWS sales cycle
- ✓ Expand migration market for AWS in large, complex migration opportunities
- ✓ Accelerate revenues by moving workloads to AWS faster, with less risk

## AWS APN / TDS Pipeline

- ✓ 25 launched engagements totaling >\$600K Monthly AWS Revenue
- ✓ Multiple wins and teams engaging in follow-up and planning discussions



- ✓ Additional unregistered opportunities in process



## BMW North America

### PROFILE

- \$2B+ Revenue
- 700+ Employees

### MIGRATION SCALE

- 30,000+ workloads globally
- 4,000 + BMW North America

### KEY CHALLENGES

- Nearing total data center capacity
- Create and support business case
- Leverage tribal knowledge while minimizing impact
- Drive innovation with flexible and scalable platforms

### LOCATION

New Jersey/Ohio, USA

### Need:

- Accelerate Cloud Adoption
- Drive Innovation
- Increase Data Center Capacity
- Minimize Organizational Impact

### Services:

- Establish high level migration plan
- Discovery & Validation
- Application Rationalization & Assessment
- Analysis & Planning

### Outcomes:

Application Roadmap Presentation including:

- Finalized Application dispositions and schedule
- Retirement Recommendations and schedule
- Migration Transport and Tool Recommendations
- High-level Proj. Schedule to support App Roadmap



## IHS Markit - VMC

### PROFILE

- \$3B+ Revenue
- 10K+ Employees

### MIGRATION SCALE

- 15,000+ workloads

### KEY CHALLENGES

- Aging Network Infrastructure
- Knowledge gap re application dependencies
- High DC Operating Costs
- Multiple Migration Strategies

### LOCATION

London, UK

### Need:

- Evacuate EMEA and US data centers to VMC on AWS
- Accelerated, scalable migration with risk mitigation for complex applications

### Services:

- Migration Discovery & Planning Jumpstart
- Application Dependency Mapping
- Command and control center during events
- Remote and on-site technical services

### Outcomes:

- POC completed: 1,000+ workloads successfully moved to VMC on AWS
- Planning and scoping multiple data center evacuations to follow





# Global EMEA Financial Services Company

## PROFILE

- \$20B+ Revenue
- 70K+ Employees

## MIGRATION SCALE

- 30,000+ workloads

## KEY CHALLENGES

- Aging Network Infrastructure
- High DC Operating Costs
- Multiple Migration Strategies
- Multiple Source and Target Destinations

## LOCATION

EMEA

## Need:

- Evacuate several EMEA data centers, many requiring virtualization
- Requires accelerated, scalable migration with risk mitigation for highly complex applications and application/server virtualization

## Services:

- Migration Discovery & Planning Jumpstart
- Application Dependency Mapping
- Command and control center during events
- Remote and on-site technical services

## Outcomes:

- Initial contracts signed for multiple projects totaling 17,000+ workloads
  - DC to DC: 5,700 workloads
  - DC Exit: 2,400 workloads
  - DR Migration to VMC: 9,000 workloads

## Additional Resources:

APN Blog: [AWS CloudEndure / TransitionManager Integration Blog](#)

AWS Demo: [AWS Migrations Unplugged Demonstration with BMW](#) [AWS internal access only]

Press Release: [TDS Announces TransitionManager Integration with Amazon Web Services CloudEndure Migration](#)

[TransitionManager on AWS Marketplace](#)

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

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