

AWS Migration Acceleration Program (MAP)

Accelerate your cloud migration through AWS MAP funding with Airwalk Reply

MAP provides support for customers working with Airwalk Reply to perform cloud migrations to AWS through proven methodology, tooling, training, and incentives, to help reduce risk and costs associated with migrating to the cloud and build a strong operational foundation.

MAP includes a robust set of tools and resources for Airwalk Reply to automate and accelerate your migration and modernisation scenarios, allowing you to focus on innovation and driving your business forward, instead of managing and maintaining your existing infrastructure.

Using MAP, Airwalk Reply can assist with your migrations to AWS to help offset your upfront migration costs based on the net new Annual Recurring Revenue (ARR).

Airwalk Reply and AWS will work with you at every stage of the migration journey – from assessing business needs to planning and executing the migration – and deliver proven tools, methodologies and expertise that accelerate hassle free-migrations to the cloud.

We use a 3-phased customer journey for implementing cloud migrations, with tools and resources to help along the way.

MAP offers tools, resources, and funding incentives at each phase of the migration

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STEP 1 Assess your readiness

The migration readiness assessment helps you identify gaps along the six dimensions of the AWS Cloud Adoption Framework - business, process, people, platform, operations, and security. This assessment enables you to identify the capabilities required in the migration and build an assessment analysis / business case for your migration project.

Funding:

Airwalk's delivered discovery and business case development may qualify for AWS funding up to \$60k.

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STEP 2 Mobilise your workloads

The mobilise phase helps you build an operational foundation for your migration, with the goal of fixing the capability gaps identified in the assessment phase.

Funding:

AWS will match your investment \$1:\$1 up to 40% of the post-migration ARR (max \$400k) in cash.

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STEP 3 Migrate and modernise your workloads

Design, migrate, and validate each of your workloads and leverage cloud-based services to modernise your infrastructure.

Funding:

To offset the cost of services and lower your upfront migration costs, AWS will fund up to 25% of net new post migration ARR in partner cash or AWS Promotional Credits for the migration and/or modernisation (if the modernisation is included in the initial migration scope).

AWS may also provide incremental funding for migrations aligned to specialized workloads (e.g. Windows, SAP, Database).