BigCheese

aws PARTNER Premier Tier Services

# One-Month AWS Migration PoC: Start Now Pack

## Migration & Modernization

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# Introduction

**Start with impact, migrate with confidence**

At BigCheese, Premier Partner of AWS, we understand that migrating to the cloud is not just a technological change: it is a strategic decision that transforms the way an organization operates, scales, and innovates.

That's why we apply our Think Big, Start Small approach.

**Think Big** means looking beyond today's infrastructure and envisioning a future where the cloud unlocks efficiency, resilience, agility and new business opportunities.

**Start Small** means starting smart, validating in a controlled, low-risk, high-impact environment before scaling.

**The best way to take that first step is with a concrete Proof of Concept (PoC):**

With the Start Now Migration Pack, we migrate a representative load of your current environment to AWS in just one month. This load functions as a microcosm of your infrastructure: it contains critical components and reflects the complexity and behavior of your overall system.

During this phase, we design the architecture, migrate both the infrastructure layer and the data, and run performance and security tests. At the end of the process, we validate the results with your team, document everything we've learned and prepare recommendations for scaling.

**This approach has three key advantages:**

1. It reduces uncertainty: by working on a real load, concrete evidence of the cloud's impact is obtained.
2. Minimizes risk: allows informed decisions to be made without compromising entire systems.
3. Accelerates the path to production: establishes the technical and organizational foundations for a successful mass migration.

Cloud migration doesn't have to be complex or uncertain. With BigCheese, you start with focus, clarity and results from the first month.

## Why migrate to the cloud with BigCheese?

At BigCheese, we are an AWS Premier Partner, the highest level of collaboration with Amazon Web Services globally. We have multiple official certifications, including the Migration Competency, which endorses us as experts in moving critical loads to the cloud in a secure, efficient and scalable way.

Migrating to the cloud with us is not a leap into the void, it is an informed decision and accompanied by a team that has done it many times before, in multiple industries and with measurable results.

We know that the cloud is not just technology: it is a tool to scale operations, reduce costs, improve resilience and accelerate innovation. But a poorly planned migration can generate more headaches than benefits.

That's why we created the Start Now Migration Pack: for you to take the first step with focus, control and confidence, migrating a representative load in just one month and validating from the beginning the real benefits of operating in the cloud.

## What type of companies should contract this service?

The *Start Now Migration Pack* is designed for organizations that are at a key point in their technology transformation. It is ideal for companies that:

**Have legacy infrastructure (on-premise)** Companies that continue to operate with physical servers, own datacenters or virtualized environments that generate high operating costs, limit scalability or hinder innovation.

**Are evaluating migrating to the cloud but have not yet started** Organizations that know they need to move to the cloud, but have not yet taken the first step due to lack of clarity, time, equipment or confidence.

**They are growing and need to scale their infrastructure** Expanding businesses that are starting to feel technical limits in their current environments and need to validate whether AWS can accompany that growth without compromising stability or performance.

**They want to modernize without risk** Companies that can't stop their operation and need to validate with a controlled load before scaling. Ideal for sensitive sectors such as banking, health, insurance, logistics or retail.

**Need to demonstrate results to other areas or sponsors** Organizations that need to build a solid internal case to obtain budget, convince stakeholders or define a long-term migration strategy.

## Business case: migrating with sense and results

Many organizations know they "have to migrate" to the cloud, but face a concrete reality:

- On-premise infrastructure that consumes resources, generates hidden costs and limits scalability.
- Internal teams that do not have the time or expertise to design and execute a controlled migration.
- Fear of interrupting the operation or compromising critical systems in a poorly executed process.
- Doubts about when, how and with what loads to start, or how to justify the investment to the business.

**What hurts the most is not the technology: it is the uncertainty.**

The lack of a clear, measurable, secure first step. Paralysis by analysis.

That's where the Start Now Migration Pack comes in.

This PoC (Proof of Concept) is designed to solve that pain:

- We help you choose a representative, critical but controllable load.
- We migrate it to AWS in just one month, without interrupting your current operation.
- We measure performance, costs and real scalability.
- We provide you with technical and organizational evidence so you can decide how to move forward with the rest.

**What the customer gains:**

- A real, not theoretical, validation of how their system behaves in the cloud.
- An internal success case to convince other areas or sponsors
- A playbook ready to replicate in mass migration

The peace of mind of having made a good start. And clarity is what enables transformation.

## Objective

The objective of this service is to perform a **successful**, controlled and validated migration to AWS, through a representative load, so that the customer can prove in a practical and measurable way the benefits of the cloud in terms of performance, scalability, security and operation, minimizing risks and enabling the design of a massive migration strategy with real basis and aligned to the business.

## What do we need from BigCheese for a successful PoC?

In any migration there are factors that can affect the pace, quality or effectiveness of the work. Identifying these risks from the beginning allows us to anticipate, plan better and minimize their impact. Below are the main risks associated with this PoC:

1. **Dependence on customer availability** The success of PoC is highly dependent on the **active collaboration of the customer's technical and/or infrastructure team**. We need availability to:

- Provide access to current environments:
    - Local or virtual infrastructure
    - Databases

    - Operating systems and related services
    - This may include users with specific permissions, VPNs, SSH access, database credentials, among others.
- Validate technical and functional information
- Participate in definition and review meetings
- Make decisions in a timely manner

If these interactions are delayed or do not occur, the schedule may be affected, and the quality of the migration could be compromised.

2. **Undocumented complexity in the selected load** Often, environments to be migrated contain **hidden dependencies, legacy configurations, or undocumented behaviors**.
   This can:

- Extend the scope of work
- Require changes to the proposed architecture
- Require more testing, debugging or adaptation effort If this occurs, we address it as part of the process, but it may involve timing adjustments or prioritization of tasks.

3. **Technically migratable workload**

The selected workload will be evaluated at the outset to confirm that it is technically migratable to AWS within the defined scope and timeframe.

If technical roadblocks are encountered, a viable alternative that maintains the PoC objectives will be proposed.

## Scope of service

This stage is the heart of the *Start Now Migration Pack*. Here we migrate a **representative load**, that is, a part of the customer's environment that contains enough complexity and value to validate whether migrating to the cloud really is viable, cost-effective and secure. It is not a "demo", it is a real migration of a real part of the business.

**Step by step process:**

1. **Selection of the representative load** Together with the customer, we identify which system, application or environment has the ideal balance between criticality, technical representativeness and low risk. The goal is to choose something that can be safely moved to the cloud but reflects the reality of the rest of the environment.
2. **Custom cloud architecture design** We design an optimized architecture in AWS for that specific load, considering security, availability, performance and costs. We do not use generic templates: we adapt the solution to the specific need.
3. **Infrastructure migration** We execute the migration of technical components:
    - Virtual or containerized environments
    - Physical servers
    - Relational or non-relational databases
    - File systems

    We do this following best practices and with minimal operational impact.

4. **Data migration and integrity validation** We move the data necessary for the operation of the load and validate that it is complete, consistent and accessible.

5. **Functional, performance and security testing** We run tests to verify that everything works as it should:
    - That performance is the same or better
    - That there are no losses or errors
    - That the criteria defined at the beginning are met
6. **Knowledge transfer** We hold nothing back. We train the client's team on what we did, how we did it and how to operate what we migrated.
7. **Technical delivery and joint validation** We formally present the results, validate with the client the objectives achieved and leave everything documented.

## Criteria for success

For this PoC to be considered successful, we agree with the customer on the following measurable and verifiable objectives:

1. **Operational availability** The migrated load must be **100% operational in the cloud**, performing equivalent or better than its previous state, with no interruptions or loss of critical functionality.
2. **Data integrity** All data must migrate in a**complete, consistent and verifiable** manner, without loss or corruption.
3. **Performance improvements or maintenance** The system must meet previously defined performance levels:
    - Response time equal to or better than the original environment
    - Scalability on demand
    - Stable behavior under controlled load

4. **Solution security** The new architecture must include **basic security controls**, such as identity management, encryption in transit and at rest, and network segmentation according to roles or environments.
5. **Effective knowledge transfer** The customer's team should receive training on the implemented architecture, basic operation of the environment, and key processes for maintaining and scaling the solution.
6. **Satisfaction of the customer's technical team.**

   The team involved should confirm that:

   - The process was clear and well documented
   - Technical decisions were justified
   - The final deliverable is useful, scalable and reliable
7. **Ready to scale** The migration should leave a **playbook and a set of learnings applicable to future loads**, allowing to continue with the massive migration plan with low risk.

## Deliverables

At the end of this phase, the customer takes away much more than a working environment in the cloud:

- Architecture deployed and validated in their own AWS account.
- Complete technical documentation of the migration process
- Performance report and technical results, comparing before and after
- Migration playbook, with clear steps to repeat the process with other loads
- Recommendations for the next stage, which can be a general assessment or a mass migration.

## Team involved

**Project Manager** - Responsible for the management, coordination and monitoring of the project team and activities.

**Solutions Architect** - Responsible for the design of the architecture on AWS based on the best practices of the Well Architected Framework.

**Cloud Engineer** - Responsible for the migration and implementation of services according to the architecture design.

## Action plan

| Phase | Activity | Estimated Hours |
|---|---|---|
| Planning and Definition | Initial meeting with the client to understand the current environment and requirements. | 3 |
| | Analysis and selection of the representative workload (application or system). | 4 |
| | Technical survey of the source environment. | 6 |
| | Definition of technical objectives and success criteria. | 2 |
| Architecture design. | Custom architecture design on AWS (security, network, performance, costs). | 10 |
| | Technical validation with the client and adjustments. | 4 |
| | Design documentation. | 6 |
| Environment preparation | Creation of VPCs, subnets, security groups, IAM, monitoring and other base components | 10 |
| | Preparation of resources required for migration (EC2, RDS, S3, etc.) | 6 |
| | Validation of the ready-to-migrate | 3 |

| | | |
|---|---|---|
| | environment | |
| Infrastructure migration | Migration of servers, services and/or containers (manual or with tool: AWS MGN, etc.) | 20 |
| | Configuration of backup, replication, and initial data synchronization services | 10 |
| Data migration | Data migration to AWS environment (databases, files, etc.) | 20 |
| | Data integrity validation (consistency, completeness) | 10 |
| Functional and performance testing | Connectivity, functionality, scalability and performance testing | 12 |
| | Validation of compliance with success criteria (latency, response time, logs, etc.) | 6 |
| Security and compliance | Implementation of security controls (IAM, encryption, logging, etc.) | 6 |
| | Validation of compliance with security policies | 4 |
| Documentation and playbook | Technical documentation of the process, architecture and configuration performed | 6 |
| | Generation of playbook to replicate the migration in future uploads | 4 |
| Knowledge transfer | Technical training session to customer's team | 4 |
| Closing and final validation | Final environment review with client, validation of results and lessons learned | 2 |
| | Formal delivery of deliverables | 2 |

**Total hours assigned: 160 hours**

## Estimated Timeline

| | **Mes 1** | | | |
|---|---|---|---|---|
| **Stage** | **S1** | **S2** | **S3** | **S4** |
| Planning and definition | | | | |
| Architecture design | | | | |

| | | | | |
|---|---|---|---|---|
| Environment preparation | | | | |
| Infrastructure migration | | | | |
| Data migration | | | | |
| Functional and performance testing | | | | |
| Security and compliance | | | | |
| Documentation and playbook | | | | |
| Knowledge transfer | | | | |
| Closing and final validation | | | | |

## Budget

Total team hours: **160 hours.**

Team assigned:

- Project Manager (PM)
- Solutions Architect Professional (SAP)
- Solutions Architect Associate (SAA)

12,800 USD + VAT.

**Contracting the service through the AWS marketplace: 50% discount:**

**$6,400 + VAT.**

## What comes after the PoC?

Once we successfully complete **Proof of Concept (PoC)** - that is, we migrate a **representative load**, technically validate it, and demonstrate the real benefits of operating on AWS - it's time to scale.

The next step is to turn that validation into a **complete, secure and financially viable enterprise migration strategy**. Our approach is divided into two complementary phases:

**1. Assessment and Migration Strategy.**

In this stage we perform a complete technical and organizational diagnosis, which allows us to:

- Identify all eligible loads to migrate.
- Prioritize according to criticality, business value and complexity
- Determine the most appropriate strategy for each type of load (rehost, replatform, refactor, etc.)
- Estimate time, resources and associated costs
- Build a technical roadmap aligned to business objectives.

This phase transforms PoC learning into a concrete action plan, with metrics, controlled risks and high impact.

**2. Implementation**

In the implementation phase, we put the plan into action:

- We migrate loads in prioritized batches
- We automate processes to gain efficiency and repeatability.

- We modernize where it makes sense (foundations, applications, security)
- We apply best practices in performance, resilience and FinOps.

But most importantly: **we optimize not only technically, but also financially.**

### Why does this matter for your investment?

By being **AWS Premier Partner** and having the **Migration Competency**, BigCheese is qualified to apply its customers to the **AWS MAP (Migration Acceleration Program)**.

**What does this mean in practice?**

- You have access to **funds and economic incentives** provided by AWS to cover part of the assessment and migration costs.
- You can **significantly reduce the initial investment**, lowering entry barriers.
- Increase the **speed and robustness of the process**, with the direct support of the AWS team.
- You get access to **advanced tools**, specialized support and executive follow-up.
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