

# SIX IT RESOURCES TO FACTOR BEFORE MOVING TO AWS ALONE

AWS owns over **45% of the global public IaaS** market, and enterprise IT leaders are flocking to the cloud in record numbers hoping to take advantage of quicker provisioning, elastic scalability, and the ability to pay-as-you-go.

## CONSIDER SOME OF THE CHALLENGES

Enterprises going it alone often find that migrating to and managing AWS brings unexpected challenges.



**Architecture gets out of hand:** The hybrid cloud model of some infrastructure on-premises, some on AWS, and some in private clouds means you have to deal with different architectures and make them talk to each other. And AWS' rapid pace of innovation can lead to confusing choices.



**Regulatory compliance and security:** AWS manages security of the cloud, but you're responsible for security and compliance in the cloud. The risk is high. Can you afford to fail an audit?



**Mysterious instances:** It's very easy to spin up new instances, so easy that you can lose sight of who owns them and which account they're tied to. Developers are notorious for saving everything and an old VM may sit there burning up money without you knowing.



**Oversized instances:** With so many families and so many choices of instance types, it's easy to get lost and confused on the appropriate instance to meet your workload needs to optimize cost-performance.



**Developing auto-scaling mechanisms:** Implement auto-scaling logic to monitor and adjust your particular stack of VMs — your application pool. Determine the maximum and minimum operational capacity for when to scale up or down. This logic is critical to containing costs and is different in a development or production environment.

## THE AWS SKILLS GAP

To mitigate the challenges, many firms are scrambling to fill the skills gap to migrate, manage, and support the growing reliance on AWS. But, they're discovering it's hard to find cloud experts trained in the many products of AWS and how to optimize use and minimize cost.

# IT ORG CHART FOR A CLOUD-FORWARD MIDSIZE ENTERPRISE

## Full Time Resources



1

### CHIEF INFORMATION OFFICER

**Responsibilities:** Develop, coordinate, and put in place IT strategies for key products/services

**National Avg. Salary:** \$151,271



2

### CERTIFIED SOLUTIONS ARCHITECT

**Responsibilities:** Designs the system (especially important for contingency planning if AWS goes down)

**National Avg. Salary:** \$125,871



3

### DATABASE ADMINISTRATOR

**Responsibilities:** Performance monitoring, database configuration

**National Avg. Salary:** \$71,429



4

### SYSTEMS ADMINISTRATOR

**Responsibilities:** Configuration, maintenance, and reliable operation of computer systems

**National Avg. Salary:** \$65,223

## Part-Time Resources



5

### FINANCIAL MANAGER

**Responsibilities:** Monitor costs/utilization

**National Avg. Salary:** \$70,487

## For Regulated Firms



6

### REGULATORY COMPLIANCE OFFICER

**Responsibilities:** Ensures regulatory rules (PCI, HIPAA, HITECH, FedRAMP, FISMA, etc.) are understood and abided by

**National Avg. Salary:** \$82,113

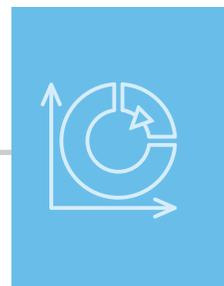
## Non-Headcount Costs



### LICENSED SOFTWARE

**Why It's Needed:** For security, logging, monitoring, backing up, and business applications

**Costs:** Variable



### KPI ANALYTICS

**Why It's Needed:** To measure and evaluate performance, capacity, usage

**Costs:** Variable



### LOG ANALYSIS TOOLS

**Why It's Needed:** To collect, index, store, search, analyze, and report on data generated by use of AWS to identify and fix security or operational issues

**Costs:** Splunk (perpetual license with support) = **\$5,400 per GB**  
Elastic Cloud (reserved memory of 64 GB; reserved storage of 1.5 TB) = **\$1,370 per month**

# DON'T HAVE THE TIME OR BUDGET?

## GET THE AWS EXPERTISE YOU NEED RIGHT NOW

Get the IT team you need now — without having to find, hire, and train them. Yes, AWS offers managed services, but the program is aimed primarily at ultra big companies concerned that governance is ITIL-aligned, and it's likely too expensive for mid-market enterprises.

Without AWS expertise, your foray into the cloud could be fraught with challenges and frustrations, leading to increased costs and the need to re-architect and re-plan. Get AWS Managed services from a certified AWS partner like DataBank.

## FOCUS YOU ON YOUR CORE BUSINESS

A certified AWS Managed Service Provider like DataBank can help you scale your IT team without having to hire more people. DataBank proactively supports all aspects of AWS hosting including:



**Monitoring.** In-depth health monitoring and trending of servers, applications, performance counters, application dependencies, hardware, performance, and security for alerting and capacity planning. Proactivity and foresight preventing or quickly remediating issues before they escalate.



**Recovery.** We are “First Responders.” DataBank team owns alarms including escalation to third parties.



**Tech Support.** Included for all customers. No per incident charges. SMEs on staff for most major technologies. Proactive operations prevent problems, DataBank opens 70% of all tickets.



**Patching.** By keeping servers up to date, DataBank keeps them safe and secure, lowering operating costs associated with clean up after a machine has been hacked. Perimeter IDS/IPS with 0 day protection allows for a graceful patching rollout.



**Backups.** Every server is backed up, eliminating “fire drills” associated with a full system failure. DataBank maintains an offsite copy for all customers.



**Security.** Security is included by default, comprising of intrusion detection system, intrusion protection system, firewall, web application firewall, file integrity monitoring, log offloading, vulnerability scanning, dual-factor authorization, and other enhanced security services.

DataBank takes on the heavy lifting including the platform and technical stack, fully managed continuous monitoring and operations as well as signing a BAA in the case of HIPAA.

# YOUR DATA IS YOUR RESPONSIBILITY



Platforms | Applications | Identity & Access Management

Operating System | Network & Firewall Configuration

Client Side Data Encryption & Data Integrity Authentication

Server Side Encryption (File System and/or Data)

Network Traffic Protection (Encryption, Integrity & Identity)

**DataBank is Responsible for Security in the Cloud**



Compute

Storage

Database

Networking

AWS Global Infrastructure

Regions

DataBank Locations

Availability Zones

**AWS is Responsible for Security of the Cloud**

**DITCH THE FRUSTRATION. ARCHITECT WITH KNOWLEDGE.  
CUT OVERHEAD COSTS TODAY. FOCUS ON YOUR BUSINESS.**

**Give us a call at  
1.800.840.7533**



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**DataBank.com**

“ I've been in my current position for three years, and for all of that time have been dealing with DataBank's excellent support staff. I've always been very impressed with the helpfulness, friendliness, and fast response time. I could easily list the names of a half a dozen folks who help me out on a regular basis. I'm always amazed at their level of knowledge and helpfulness in resolving issues. They always take whatever issue I'm having very seriously and manage to understand my issue no matter how badly I may have expressed it. They often go out of their way to make sure that we have the best possible resolution, and they don't close the ticket until it is really resolved. ”

**Vernon Horne**, American Anthropological Association