aws

Realizing business value with AWS

Making the case for cloud

How can organizations quantify the business value of moving to the cloud?

The AWS Cloud Value Framework

To help answer this question, the AWS Cloud Value Framework was developed based on hundreds of customer business cases. An independent market research firm conducted studies that examined the results of 1,500 US-based customers with 500 employees or more across 26 industries, all of whom have been on AWS for at least a year.

Two independent studies conducted in 2018 and 2019

**1,500** AWS enterprise customers

15 KPIs Operational and financial KPIs

Four distinct areas of value

Differing business requirements, industry needs, and leadership profiles have resulted in unique cloud adoption journeys for each of these organizations. But while the various paths toward cloud may be different, most cases consist of a combination of four distinct areas of value.

Cost savings
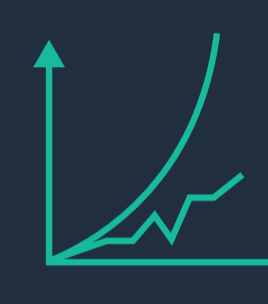
Staff productivity

Operational resilience

Business agility

Cost savings

Customers who move to AWS reduce the percentage of IT spend on infrastructure, freeing budget for reinvestment in other areas.

> " We've realized a 52% reduction in costs. That stems from a number of factors… [a push for self-service, dynamic storage, using lower cost VMs]. Ultimately these savings are a byproduct of doing the right thing."

GE
BEN CABANAS,
CTO, GE

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Overall spend per user

27%
Reduction in **overall spend per user**

Decreases as customers mature and scale on AWS

42%
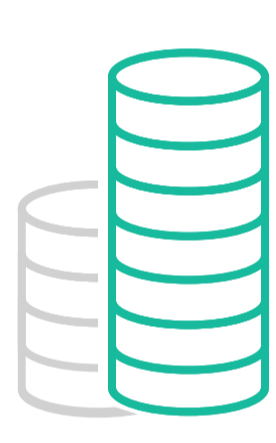Reduction in **overall spend per mature user**

12%
Lower on AWS vs. multi-cloud customers

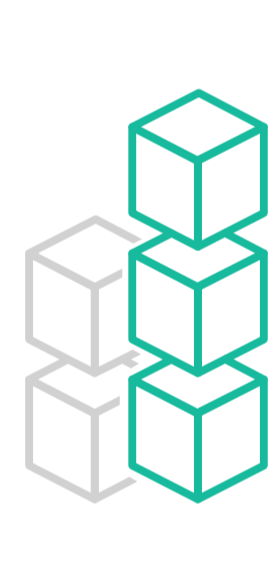## Cloud improves IT efficiency

68%
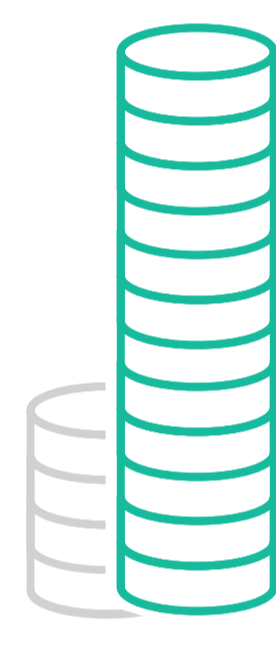increase in TB managed per admin

58%
increase in VMs managed per admin

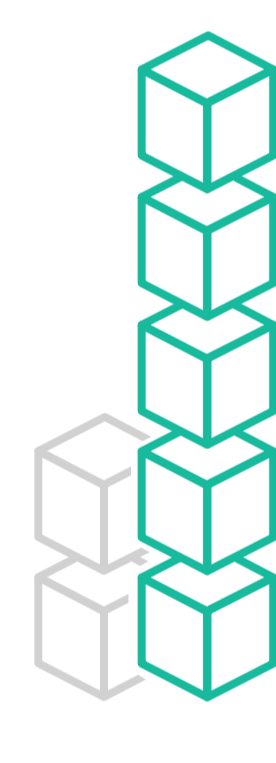## With larger gains for re-architected applications

154%
increase in TB managed per admin

148%
increase in VMs managed per admin

Staff productivity

By reducing or eliminating tasks that are no longer needed, teams are freed to work on higher value activities.

> " Tasks around hardware troubleshooting and tuning have been eliminated while capacity planning and procurement have been reduced by 90%."

LIVE NATION
JAKE BURNS,
VP, Cloud Services, Live Nation
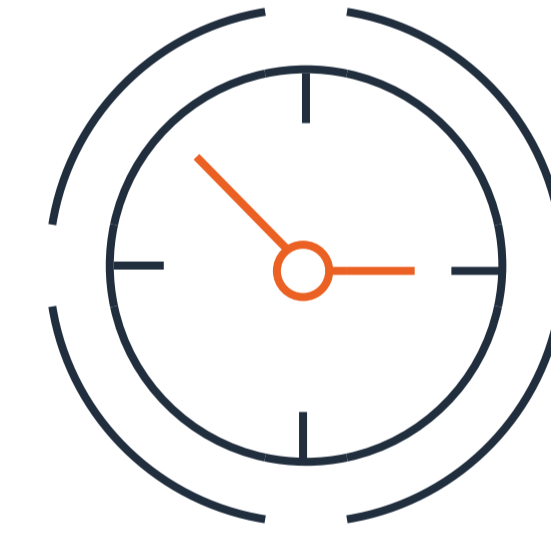
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Operational resilience

The availability and security with AWS enables customers to improve SLAs while reducing unplanned downtime and risk.

Rebuilding their patient engagement portal on AWS reduced downtime from two hours to less than five minutes per month.

MedStar Health

Learn more

57%
Decrease in **downtime**

32%
Decline in **critical (P1/P0) incidents**

39%
Decrease in **mean time to restore (MTTR) from critical (P1/P0) incidents**

Business agility

AWS customers are able to accelerate time to market, with an increased pace of experimentation and faster deployment of new features and applications with fewer errors.

> " More than 80% of IT expenditure at AFG was consumed by IT operational costs… Today, 60% of our IT expenditure is dedicated to innovation."

AUSTRALIA FINANCE GROUP
AFG

Learn more

37%
Decrease in **time to market**

343%
Increase **in code deployment frequency**

Transform your business from the inside

Notable cost savings. Improved productivity.
More operational resilience. Increased agility.
Four distinct areas of business value that combine
to help your organization accelerate innovation.

See other examples of business transformation on AWS

Visit AWS Executive Insights   Learn how AWS transforms business from IDC