

# Confidence Restored: How Apps Associates Delivered a Zero-Disruption VMware to AWS Transformation



Our customer is a popular fast-food restaurant known for its signature meals and loyal customer base. With a vision for high quality meals, a good culture, and active community involvement, the company needed their technology to match their scale ambition. They partnered with Apps Associates to embark on a VMware to AWS Cloud transformation.

**2X** SQL Query  
running 2x faster

**Zero** Disruptions  
to Operations

**100%** Business-Critical  
Systems to AWS

## Executive Summary

The Customer, a leading fast-food chain, partnered with Apps Associates to execute a critical VMware to AWS cloud transformation. Faced with an impending data center closure, The Customer needed a trusted partner who could deliver a secure, scalable, and accelerated migration.

Leveraging the AWS Migration Methodology, Apps Associates partnered with Matilda Cloud and conducted an initial assessment using the Matilda Cloud assessment tool, then moved into an accelerated mobilize and migrate phase to meet the tight deadline. The result was a modern, secure, and high-performing AWS environment designed to support future growth.

## Environment

### 29 Total Servers

EC2, EBS, VPN, ALB

FSx for Windows

Data Transfer Family  
(SFTP)

DataSync

## Driving Factors

Before engaging Apps Associates, The Customer worked with another provider to explore cloud migration. That provider's assessment lacked the depth and clarity needed to make the leadership team confident in proceeding, ultimately causing The Customer to halt the migration.

Soon after, the company was faced with an urgent challenge: their existing data center was scheduled for closure, leaving a **very tight migration timeline**. They needed a partner who could provide a comprehensive, trustworthy migration plan and execute it rapidly while ensuring security, compliance, and minimal operational disruption.

## Solution

Apps Associates, in collaboration with Matilda Cloud, executed the migration using a customized AWS migration strategy based on their experience and expertise. This began with a targeted initial assessment to identify workloads, dependencies, and migration priorities - addressing the gaps left by the previous provider.

Apps Associates analyzed and presented their assessment findings to The Customer and then in partnership, fine-tuned the migration strategies for the different workloads which resulted in rehosting, re-platforming, and re-purchasing. We even also identified systems on-premises that could simply be retired instead of migrating resulting in cost-savings.

“ I know things have pretty much closed out from a migration perspective, but I wanted to send a note and let you know how much I appreciate your team's efforts. The entire Apps Associates crew was really bought in to what we were trying to accomplish and acted more like a true partner and member of the team, rather than a third-party consultant. Which is about the highest praise I can give. I had serious concerns at the beginning of the project (which I know we discussed) but within a few weeks I felt comfortable enough that I didn't even have to attend every meeting. I trusted that our team, Apps Associates and Matilda were all marching to the same drum. So, thank you for all that you and the team was able to accomplish and shepherd us through. ”

- VP of IT and Infrastructure.

Given the urgency of the project, the team moved directly into an accelerated mobilize and migrate phase, standing up the AWS landing zone, establishing network connectivity, and preparing workloads for migration in parallel with planning.

## Key Elements of the Solution

### AWS Multi-Account Architecture

Implemented a best-practice AWS Organizations structure to isolate workloads, improve governance, and enable scalability.

### Centralized Network Security

Deployed a high-availability pair of Fortinet Fortigate Next-Generation Firewall's in a dedicated network hub account to inspect and control both north-south (internet-bound) and east-west (inter-VPC) traffic. [Repurchase]

### Workload Migration

- Partnered with Matilda Cloud to migrate VMware and physical servers to Amazon EC2. [Rehost]
- Migrated 27 critical business applications and 11 production SQL Server databases. [Rehost]
- Implemented Amazon FSx for Windows File Server as the replacement for on-premises file servers. [Re-platform]
- Implemented AWS Transfer Family for replacing on-premises SFTP server [Re-platform]

### Data Transfer

Utilized AWS DataSync to securely transfer approximately 98 TB of on-premises data from Windows File Servers to Amazon FSx for Windows File Server, ensuring minimal downtime.

## Challenges

- Rebuilding confidence in the migration plan after an inadequate prior assessment.
- Meeting an aggressive deadline before the data center shut down.
- Migrating a diverse workload portfolio of internal systems comprised primarily of Windows Servers running 27 different enterprise applications, and 11 databases.
- Transferring large volumes (~180 TB) of on-premises data securely to the cloud using an IPSec Site-to-Site VPN with their secondary/backup 1Gbps internet connection.
- The importance of migration wave planning when using a single connection between the cloud and on-premises that both production and migration traffic will traverse simultaneously.
- The on-premises security posture was less than optimal and new security controls at AWS were implemented to secure the workloads. The challenge was introducing granular access-control with security groups and firewall rules while keeping the risk of migration cutover failure to a minimum.

## Benefits Realized After Migration

- Removed costly VMware footprint, unlocking long-term operational and licensing savings
- Improved operational scalability and security posture
- Reduced reliance on on-premises infrastructure
- Enhanced DR and business continuity capabilities
- Quicker provisioning of compute and storage resources
- Zero disruptions to operations

## About Apps Associates

For over 20 years, Apps Associates has been a trusted leader in enterprise services with a focus on Oracle as a digital transformation platform. With experience from 700+ cloud projects for 400+ customers worldwide, we deliver proven results that drive growth and innovation. With deep capabilities across Oracle's infrastructure, data platform and Fusion applications, Apps provides full-service offerings from Advisory, through Transformation, and on-going Managed Services.

