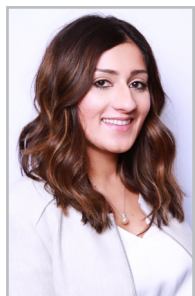


# Cloud Migration as a Path to Modernization



The cloud is becoming a more attractive option as state and local government leaders seek to modernize legacy infrastructure. **Sehar Wahla (left)**, Manager of Partner Development for Carahsoft's Amazon Web Services (AWS) Team, and **Tina Chiao (right)**, Sales Director for Carahsoft's AWS Team, discuss how the cloud simplifies data access, reduces operational costs and enhances security.

## What is the status of multi-cloud adoption and deployment in state and local government and how is that impacting leaders?

Cloud adoption was on the radar for many state and local governments. However, with the circumstances brought on by the COVID-19 pandemic, many were forced to speed up their adoption of cloud solutions in a way we have never seen before. State and local agencies needed to move quickly to ensure they can keep up with regular demand and also respond to the added complexities of supporting remote work, meeting citizen needs digitally and improving interagency connectivity.

## What is the biggest misperception about cloud adoption?

A common misconception is that moving workloads to the cloud involves more risk and weaker security. In fact, the opposite is

true. The cloud enables more data control by providing an added layer of security and encryption that cannot be done at the physical level. Agencies with outdated systems become dependent on physical infrastructure and have trouble switching over to a virtual way of managing and securing their workloads. But the extra protection and security of data that sits on the cloud enables agencies to perform more efficiently, in a secure space, than would normally be possible on other infrastructure platforms.

## How does the cloud help agencies gain access to advanced analytics and other emerging technologies?

A growing number of state and local government agencies see the cloud as a way to advance their technology by streamlining processes while decreasing overall operational costs. This means dealing with large amounts and different types of data, and doing so in a cost-effective way. The capabilities and tools offered through on-premises platforms have become obsolete compared to the benefits of advanced analytics through the cloud. Using the cloud, agencies can more easily integrate disparate data sources that support advanced analytics and other technologies. In addition, they can flexibly scale compute, storage and other resources to accelerate use of new technologies and maximize operational efficiencies.

## How can organizations prepare to make the best use of hybrid cloud environments?

There is tremendous value in relying on the vast ecosystem of technology, consulting and reseller partners that can advise, support and prepare government

customers as they deploy hybrid cloud environments. Partners are key to ensuring transitions are made with zero to little downtime and as cost effectively as possible based on current investments and plans for future ones.

## How can organizations navigate procurement and policy issues related to cloud adoption?

While there may be an increase in initial costs associated with modernizing legacy technology, the economics strongly indicate that maintaining dated infrastructure is more expensive in the long term. The biggest hurdle organizations face when migrating to the cloud is unpredictable costs. The cloud offers tools and resources to optimize investments and plan for the costs associated with migration. In addition, properly planning your move to the cloud helps agencies accurately budget for such a transition. When they do this correctly with the guidance of a strong partner, state and local governments see significant cost savings.

## What's driving the movement toward cloud-native approaches and where do you see them used in state and local government?

The pandemic has accelerated the need for state and local agencies to get access to their data quicker to serve their citizens better. There is now more readiness and increased urgency at the state and local level to invest in and migrate workloads to the cloud. Besides being able to deploy new services more flexibly and quickly, agencies are seeing the advantages of the operating efficiencies and decreased costs associated with the cloud.



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