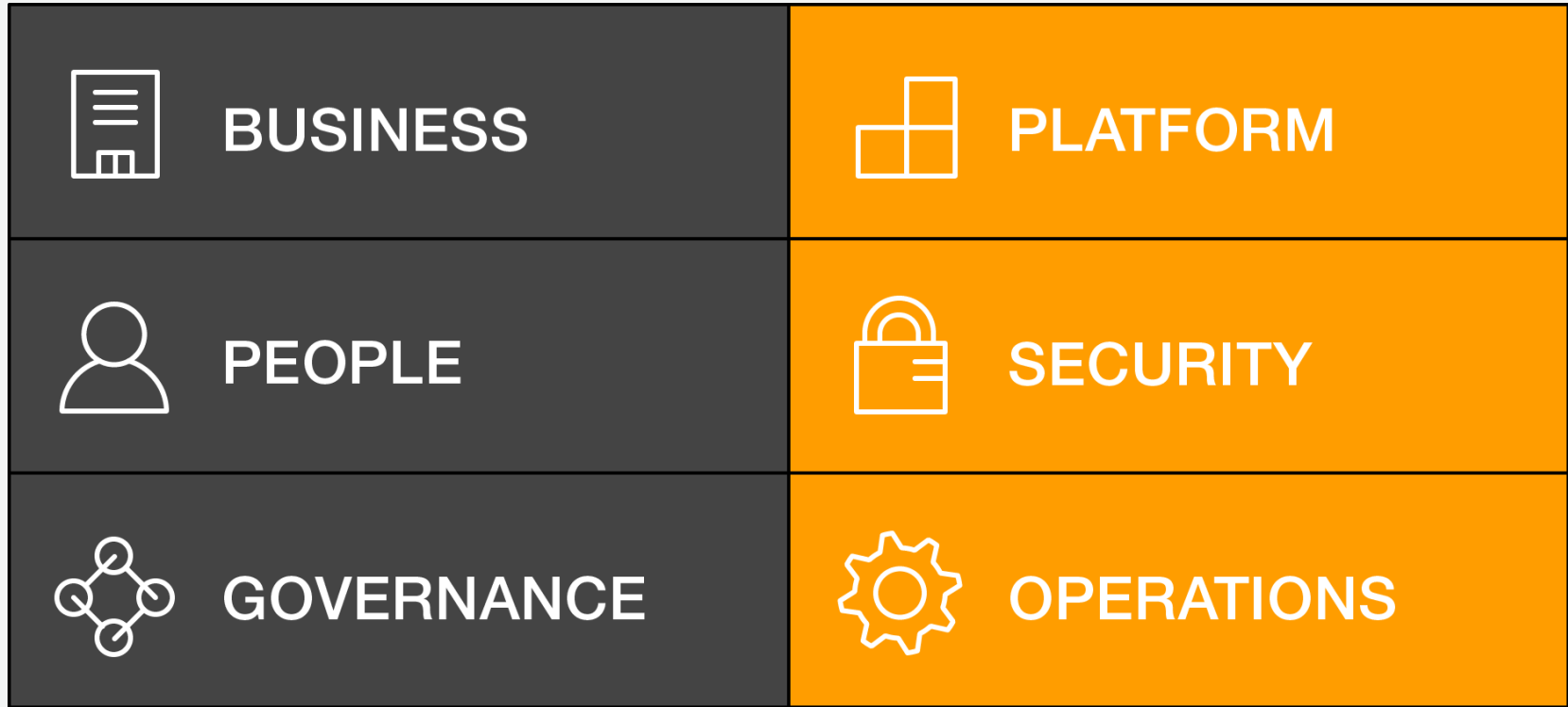


AWS Cloud Adoption Framework: Envisioning Workshop

October, 2018

The Six CAF Perspectives



AWS CAF is not specific to any one cloud provider,
but heavily **leverages AWS experiences**.

AWS CAF is **not restricted to AWS use**. It can be
directly used by customers or directly used by AWS
Partner Network partners.

AWS CAF contains no “secret sauce”— what we
know **we are willing to share**.

AWS CAF helps you create a plan **tailored to your
organization’s needs**.

CAF begins by identifying the stakeholders that are critical to cloud adoption. It groups related stakeholders into 6 Perspectives. The Perspectives allow us to **understand Cloud Adoption from the view of those stakeholders.**

It starts and ends with your outcomes

OUTCOMES ARE UNIQUE FOR EACH ENTERPRISE, BUT THEY'RE ALWAYS DIRECTIONAL



Improve...

Increase...



Decrease...

Reduce...



Business Outcomes

Examples:

- Reduce the cost of customer acquisition
- Reduce the time to release new services to our website
- Increase average deal size
- Reduce duplicated IT charges across business units

The idea is to understand how the benefit supports the business driver instead of engineering a benefit from an IT decision that is already made.

More details in the next iteration.

Business Outcomes





Business Goals

To make this simple, we will use the model developed by [Michael Treacy and Fred Wiersema](#).

It looks at 3 dimensions:

- **Operational Excellence**
Drivers to improve the production and delivery of products and services
- **Customer Intimacy**
Understanding the customer, building loyalty, understanding how to tailor and shape products and services
- **Product (or Service) Leadership**
Pursuit of innovation and market leadership.
Think of creativity, time-to-market, constant iteration and improvement.

Business Goals





Metrics

The “M” and “O” boxes is “how” we measure. They are defined as follows:

Measurable – There is an existing measure in place and we will determine if there is an improvement in the measure. This is not against a target, but is just a improvement. Use this as much as possible.

Observable – A specific group or individual will use their experience or judgement to determine if the benefit has been realized. May be used, but can be a double-edged sword if not closely managed.

*Definitions from Benefits Management, 2nd Ed., Ward and Daniel (2012) and many other evaluation systems

Metrics

M	O

M	O

M	O

M	O



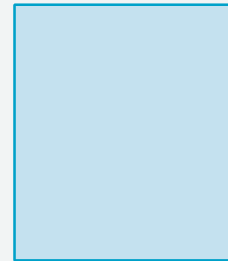
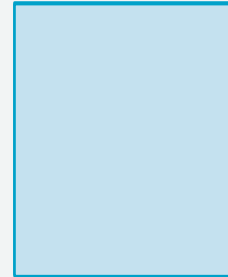
Stakeholders

Outcome/Benefit Owner – The individual responsible for ensuring a particular outcome/benefit owner. This is often synonymous with “Executive Sponsor”. Add them in the Stakeholders box and bold their name. Note this is only one person.*

Stakeholder(s) – An individual or group who receive benefits, or are directly involved in making or affected by the changes needed to realize the benefits.*

*Definitions from Benefits Management, 2nd Ed., Ward and Daniel (2012)

Stakeholders





Enabling Technologies

Think more at the capability level over the specific technology level. Think of how cloud technology can influence the measures and thus deliver on the benefits.

Examples:

- Automated provisioning of R&D compute systems
- Analytics platform for customer data
- New CRM system available anytime, anywhere and any device
- Auto-scaling for improved service resiliency
- Automation of failure detection and response
- Low cost compute for existing services and workloads

Enabling Technologies



The Output from today

