DXC and Amazon Web Services (AWS)

April 2017

Agenda

1. AWS challenges industries to reinvent their IT strategy

2. AWS and DXC bring clarity and execution

3. DXC certifications with AWS

4. Market trends

5. DXC Solutions/offerings/capabilities

6. Success stories

7. Summary

8. Next Steps

AWS challenges industries to reinvent their IT strategy

Banking and Capital Markets

Communications and Media

Consumer and Retail
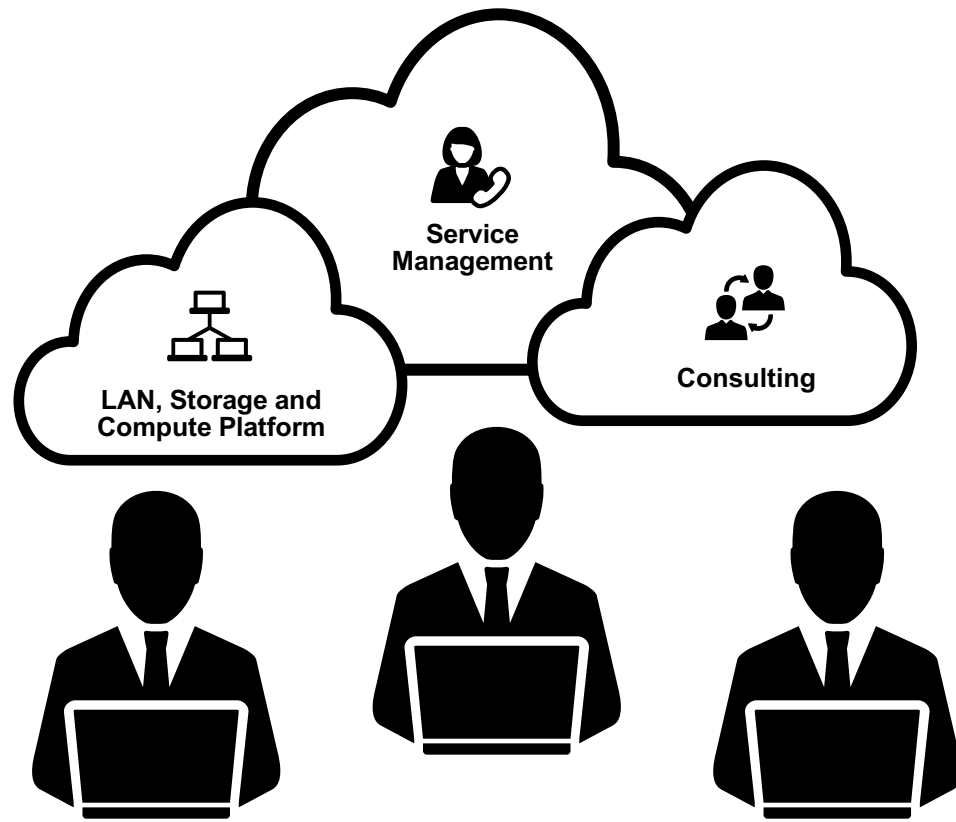
Energy and Technology

Healthcare and Life Sciences

Insurance

International Public Sector
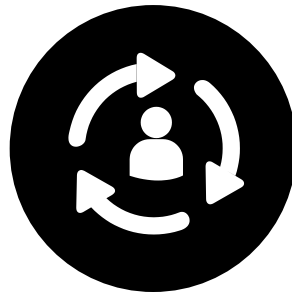
Manufacturing

Travel and Transportation

Most Companies Today

Service Management

LAN, Storage and Compute Platform

Consulting

What's Possible

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AWS and DXC bring clarity and execution for enterprises
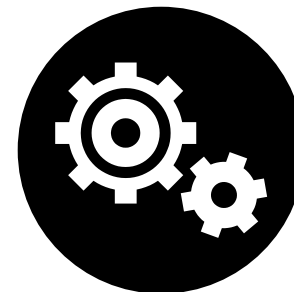
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Automate Outcomes

- Enterprises accelerate ROI by moving to AWS with DXC
- DXC supports automated capabilities for migration, discovery, big data, and cloud managed services with AWS to ensure consistent, predictable outcomes

Digital Operating Model

- Digital IQ provides digital transformation and advisory services
- DXC tailors AWS environments to expand the digital footprint and experience growth into the digital age while also reducing risk
- Our AWS Center of Excellence provides the comprehensive knowledge and experience to ensure enterprise adoption of digital frameworks

Build Success

- Success includes ensuring enterprises have governance and security, and are able to mitigate risk
- Our AWS alliance and teams apply global experience with other successful migrations to help keep enterprises safe during the move to AWS
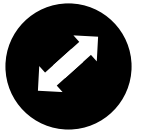
Reduce Cost

- Enterprises ensure cost reductions in moving to AWS through transparent billing and cost reporting as well as leadership in guiding informed decisions about optimal sizing for AWS workloads
- Enterprises reduce risk of costly mistakes with help from experienced AWS professionals
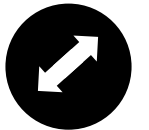
Business Agility

Cost Control

Threat Mitigation

Improved Efficiency

Reduced Risk

DXC certifications/partner status with AWS

Global Certifications	**AWS Global Partner Status**	**AWS Competencies and Programs**

Global Certifications

- AWS Accreditations: Over 6,500
- AWS Associate Certifications: 408
- AWS Professional Certifications: 40

AWS Global Partner Status

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PREMIER CONSULTING PARTNER

- AWS North America region
- AWS Asia-Pacific region
- AWS Europe, Middle East, Africa region

AWS Competencies and Programs

- Big data, migration, SAP (via UXC Oxygen)
- Authorized Government Reseller, AWS Channel Reseller, AWS China Region Partner, AWS Government Partner Program, AWS Managed Service Program, AWS Test Drive Partner

Market trends for DXC and AWS cloud solutions

CHALLENGERS

LEADERS

Amazon Web Services

Microsoft

Rackspace

CenturyLink

Virtustream

Google

VMware

Interoute

Dimension Data

DXC

IBM (SoftLayer)

NTT Communications

Fujitsu

Joyent

Verizon

NICHE PLAYERS

VISIONARIES

ABILITY TO EXECUTE

COMPLETENESS OF VISION

As of May 2015

Source: Gartner Magic Quadrant for Cloud Infrastructure as a Service, Worldwide, May 2015
http://www.gartner.com/technology/reprints.do?id=1-2G2O5FC&ct=150519&st=sb

Gartner Group

- "AWS is the overwhelming market share leader, with over 10 times more cloud IaaS compute capacity than the aggregate total of the other 14 providers in this Magic Quadrant."
- "AWS is a thought leader; it is extraordinarily innovative, exceptionally agile and very responsive to the market. It has the richest array of IaaS features and PaaS-like capabilities."
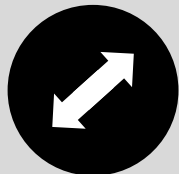
2016 State of the Cloud Report

- Lack of resources/expertise is now the #1 cloud challenge (32%), supplanting security (29%)
- Cloud cost management is seen as a significant challenge in 2016
  (26% report this, up from 18% in 2013)

Source: RightScale 2016 State of the Cloud Report, https://www.rightscale.com/lp/state-of-the-cloud

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DXC's portfolio of AWS solutions

| Solutions and Services	Insight	Migrate	Architect	Secure	Manage	Connect
DXC Offering	**Analytics as a Service**	**Cloud Migration Services for AWS**	**Application Modernization**	**Security Services for AWS**	**Cloud Services for AWS**	**Cloud Network Services**
	This industrialized, fully managed environment collects and analyzes a wide variety of data sources at volume. Hosting BDPaaS on AWS provides instant scalability, ease of use, and rapid application development. Obtain data to make informed decisions about optimizing your business through a big data toolset.	Accelerated automated AWS migration services, including application, data, and OS migration services. This managed suite of services enables rapid migration of cloud-ready workloads to AWS. Combine this with Cloud Services for AWS to migrate and manage your Infrastructure and application real estate. Powered by RISC Networks and Racemi.	DXC's application modernization capabilities range from refactoring and COTS replatforming to full conversion and rebuilding of the application with AWS in mind. Benefits include better utilization, performance, developer productivity, and innovation using the full AWS ecosystem.	DXC Global Risk Management Center includes tools and automation to secure your AWS environment and workloads. We leverage several partners in supporting this highly integrated service with our DXC Services for AWS to provide comprehensive management and security for your AWS environment.	DXC combines cloud-native monitoring and management tools from our Cloud Services for AWS with monitoring and management capabilities of our DXC Global Risk Management Center. DXC works closely with our partners (CloudPassage, McAfee, AppDynamics, Puppet, Chef, CloudCheckr) to provide an interoperable suite of tools for 24x7 support.	Our unique, fully integrated DXC Agility Platform™ provides policy-based governance and control over applications and services. DXC's partnership with AT&T NetBond services provides on-demand, secure AWS Direct Connect for clients to extend their corporate network directly to the AWS cloud.

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Insight: Analytics as a Service

AWS and DXC create big data platform

Aggregate Data to Power New Services

- As-a-service model to support subscription license
- Bundled package for all big data needs
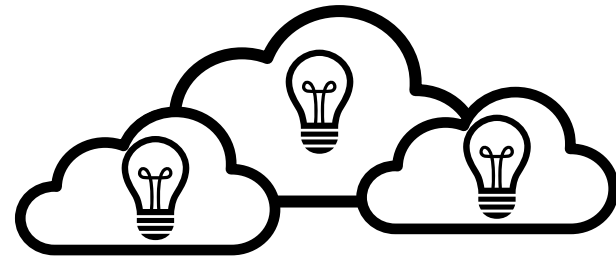
AWS Accelerator Team

- Organized AWS strategy
- Get advice and accelerate cloud transformation through support, architecture, planning, and ongoing management and optimization of AWS environment

Reduce Risk and Cost

- Flexible service supports quick-start proofs of concept
- Reduce costs through open-source applications
- Ensure compliance with regulatory requirements
- Protect data with multilayer enterprise security
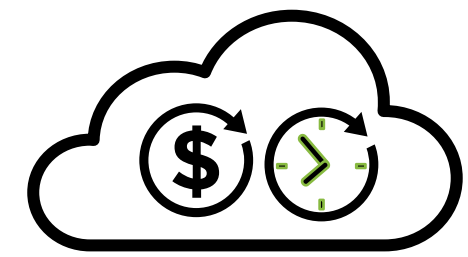
Faster Time to Market

- Rapidly develop, secure, and deploy next-generation big data and analytics applications with a centralized, subscription-based platform that uses leading analytics tools, infrastructure, and software
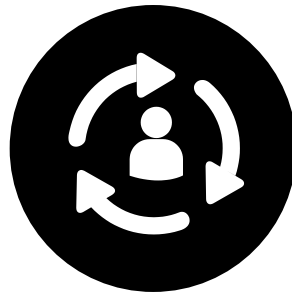
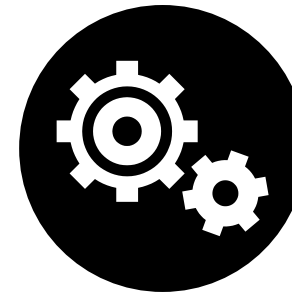| Hadoop	Database	Processing	Reporting

Migrate: Cloud migration services for AWS

Discovery

- Discover legacy, virtualized, or cloud-ready real estate through RISC Networks software
- Analyze and support creation of waves for end-to-end discovery of Windows, Linux, and other platforms ready to move to AWS

Migration

- Racemi automated software migration solution supports moving workloads automatically to AWS
- Create waves of migrations to lift and shift, replatform, or reengineer as needed to accelerate time to benefit of AWS

Cost Savings
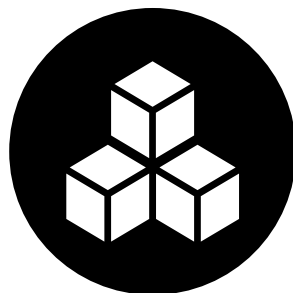
- Reduce capital expenses by transitioning to a leased infrastructure model
- Automated discovery and migration capability with RISC Networks and Racemi
- Support accelerated automated process for onboarding new workloads to AWS quickly.

Customer Engagement

- Get out of legacy data centers
- Start rapidly developing new applications and services after migrating to AWS through DXC cloud migration services

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Architect: Application modernization on AWS

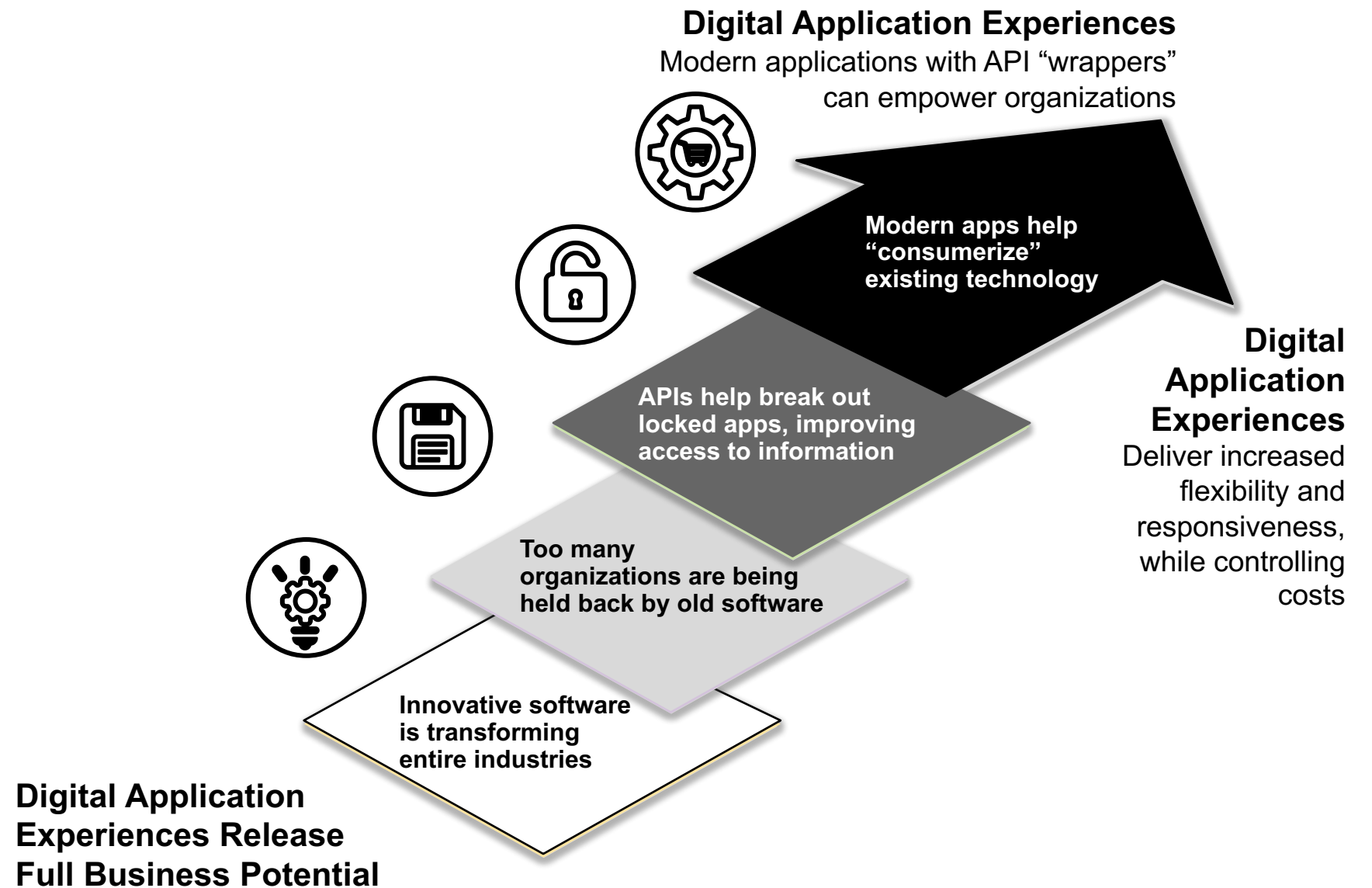**Classify, Replatform or Reimagine, Modernize Application Solutions**

- Optimize application landscape to take advantage of cloud economics

- Remediate cloud antipatterns through replatforming and optimizing of applications for cloud scaling and leasing capabilities

- Reduce TCO by 20% – 30% through application portfolio stratification and analysis

- Accelerate time to market with new applications and services with AWS application development methodology

- Develop new AWS-centric modern applications and platforms with DXC specialists; mobile, Internet of Things (IoT), and other user-experience driven applications for dynamic delivery of new functions and services

Digital Application Experiences
Modern applications with API "wrappers" can empower organizations

Modern apps help "consumerize" existing technology

Digital Application Experiences
Deliver increased flexibility and responsiveness, while controlling costs

APIs help break out locked apps, improving access to information

Too many organizations are being held back by old software

Innovative software is transforming entire industries

Digital Application Experiences Release Full Business Potential

Secure: Security services for AWS

Benefits of DXC Cyber
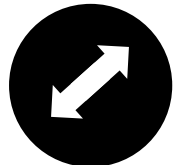
- **Business Agility**
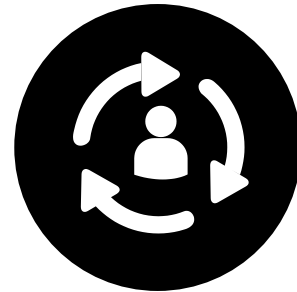- **Cost Control**
- **Threat Mitigation**
- **Efficiency**
- **Reduced Risk**
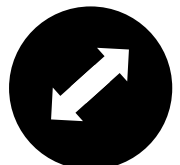
How Secure Is Your AWS Infrastructure?

Public Cloud Security

- Secure IaaS services include endpoint protection managed and maintained by the DXC Global Risk Management team
- 24x7 threat analysis and cybersecurity experts mitigate concerns and provide support

Transparency
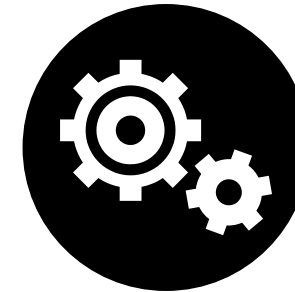
- Cloud Security Information and Event Management (CSIEM) provides audit and transaction information
- Ensures businesses stay informed about cybersecurity implications and events occurring in the AWS environment

Threat Migration
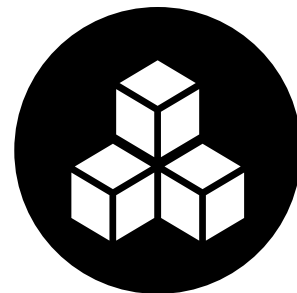
- Cloud vulnerability assessments provide clear and present information to mitigate threats
- Also provides information to business owners about vulnerabilities in the AWS environment

Risk Reduction
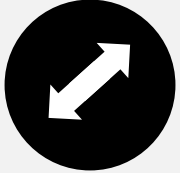
- DXC Services for Cybersecurity provide comprehensive risk mitigation and cybersecurity implication threat analysis
- DXC cybersecurity professionals and managed services for your AWS environment are provided

Manage: Cloud services for AWS
Secure, managed infrastructure

Ease AWS deployments with access to AWS design templates and AWS experienced architects and support to navigate the AWS journey.

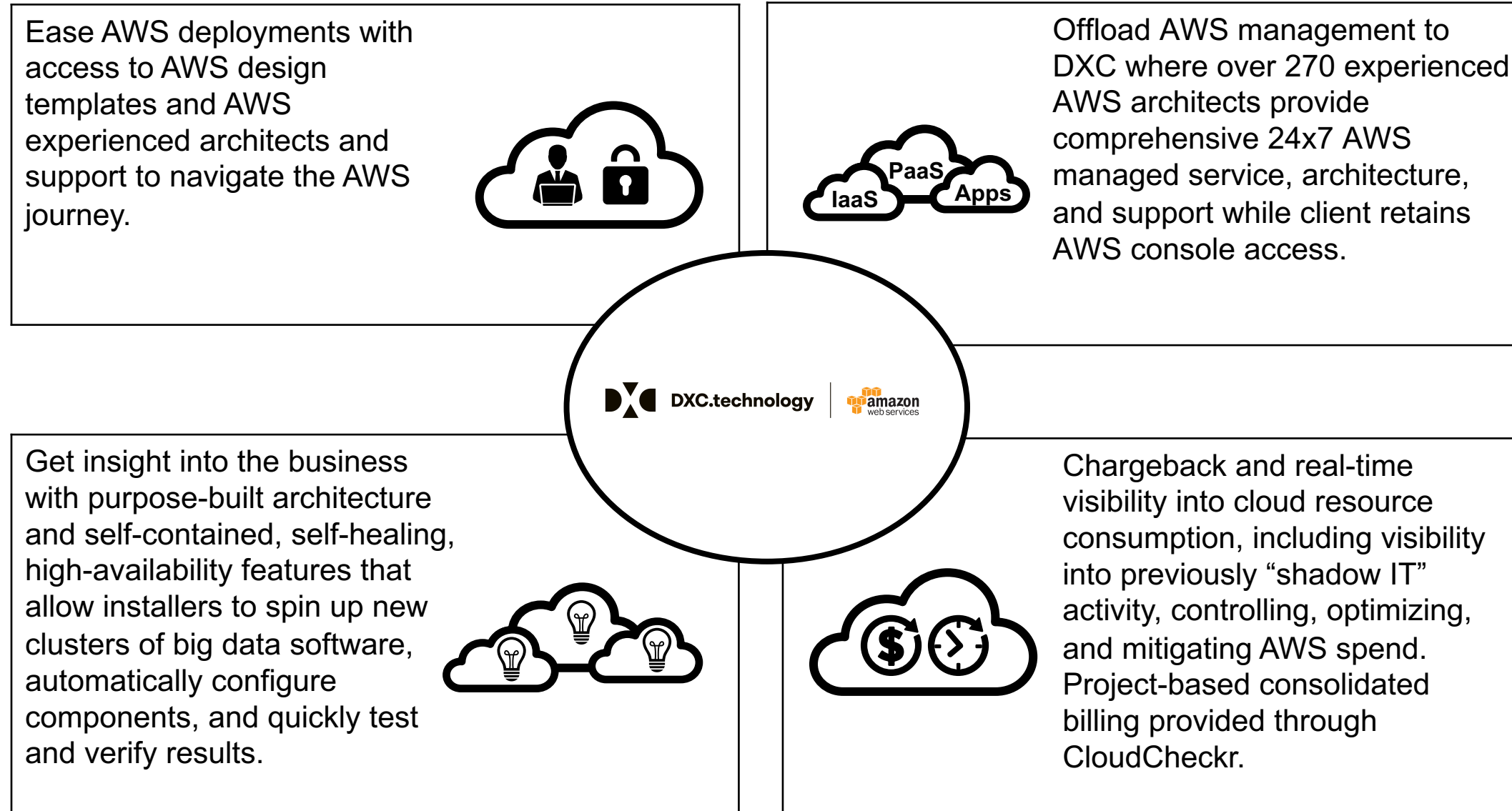Offload AWS management to DXC where over 270 experienced AWS architects provide comprehensive 24x7 AWS managed service, architecture, and support while client retains AWS console access.

Get insight into the business with purpose-built architecture and self-contained, self-healing, high-availability features that allow installers to spin up new clusters of big data software, automatically configure components, and quickly test and verify results.

Chargeback and real-time visibility into cloud resource consumption, including visibility into previously "shadow IT" activity, controlling, optimizing, and mitigating AWS spend. Project-based consolidated billing provided through CloudCheckr.

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Benefits of DXC

Release Capital

Accelerate Time to Market

Reduce Risk

Connect: Cloud network services
AT&T NetBond® with DXC Agility Platform™

Highly secure connectivity to AWS DirectConnect via AT&T VPN, managed through DXC Agility Platform

- DXC Agility Platform leverages automated orchestration, management, and control of network and infrastructure

- Traffic isolated via AT&T VPN to increase security, reduce latency by up to 50% and up to 3x availability vs. public Internet paths

Key Features

- API-based architecture

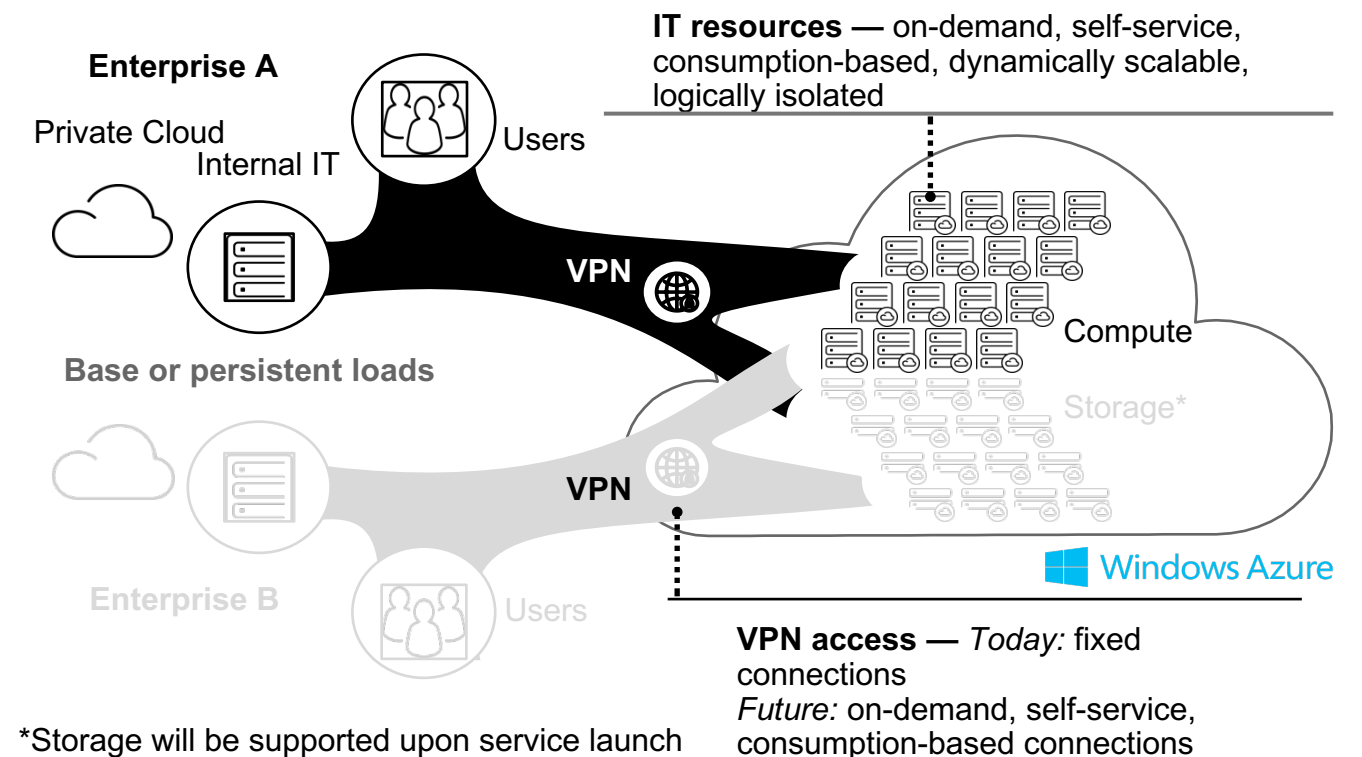- Rapidly deployable and able to reallocate in minutes; design once, deploy to many cloud services with price tied to elastic, burstable performance

VPN Connection to Agility with NetBond

IT resources — on-demand, self-service, consumption-based, dynamically scalable, logically isolated

Enterprise A

Private Cloud
Internal IT
Users

VPN

Compute

Storage*

Base or persistent loads

VPN

Windows Azure

Enterprise B
Users

VPN access — *Today:* fixed connections
Future: on-demand, self-service, consumption-based connections

*Storage will be supported upon service launch

Available at current cloud service provider's NetBond-enabled locations

Success story: CSRA

Challenge

- Successfully split and transfer CSRA assets to cloud-based platforms and transfer ownership to successfully complete SEC requirements for separating companies DXC and CSRA
- Timeline and scope: less than 3 months to transfer assets, not interrupt production and business-critical application services, while also completing migrations
- Lower infrastructure costs and reduce risk for business-critical applications and services

Solution

- DXC cloud solutions team partnered with Racemi to perform automated migrations to AWS
- DXC, jointly with Racemi and other SMEs, worked tirelessly to transfer, transform, and move workloads into new AWS account off of DXC BizCloud™ and other virtual platforms
- Creation of multiple discovery and migration waves to provide continuous application services while also migrating to AWS

Results

- DXC and CSRA completed required asset transfer on time
- CSRA assets completely transferred to new AWS infrastructure, reducing downtime for business-critical applications and reducing total cost of ownership for application services
- Racemi proven asset in transformation activities that provided significant business outcomes that DXC invested in Racemi and embedded as chief migration technology for migration services

Success story: Vale

Challenge

- Needed to migrate whole midrange environment of one of its companies in a short time period
- Needed a partner who could meet schedule and serve as a highly skilled "full service provider," providing E2E cloud management after migration
- Needed to avoid high maintenance expenses with complex infrastructure, including Exchange, ERP SAP, File and Application servers and legacy technical equipment

Solution

- DXC and AWS moved Vale's entire infrastructure to the cloud
- DXC conducted a comprehensive assessment of existing infrastructure to mitigate risks of data migration
- Migration was executed in waves, so critical environment was available more quickly, with minimal impact on users
- DXC now provides managed services via centralized support teams with ITIL-based IT governance best practices expertise
- DXC conducts regular proactive infrastructure optimization to optimize Vale's cloud infrastructure costs

Results

- Migrated production environment in 3 weeks
- Created an open and direct communication channel to DXC's technical and management teams during the migration phase that is still available today
- Created a flexible service catalog capable of fully supporting Vale's IT business needs (8x5 or 24x7)
- Infrastructure costs are based on cloud consumption, thereby reducing overall IT expenditure; no CAPEX requirements

Success story: Large Insurance Company

Challenge

- Transition digital apps teams to AWS cloud operating model with security and governance
- Offload and migrate workloads and applications from competitor data center to AWS, DXC BizCloud, and Oracle SuperClusters, managed by DXC
- Provide self-service access to applications and services for insurance company users through cloud service provider model and broker across multiple cloud solutions

Solution

- DXC Agility Platform enabling cloud security, brokering, and governance across AWS, DXC BizCloud, and Oracle SuperClusters
- Implemented digital apps modernization scheme to roll out application services and accelerate releases with AWS native tools and operating model
- Shift capital risk; shift to OPEX and PayU models

Results

- Rapid and radical cost savings achieved
- Avoided vendor lock-in and price gauging by adopting true hybrid cloud strategy where work is placed based on cost efficiencies
- Rebalanced application and project level budgets to optimize for infrastructure cost platform

Summary

✓ AWS is the undisputed market leader in cloud infrastructure services

✓ DXC has 50+ years of experience helping clients solve their toughest challenges

✓ DXC has 30,000+ staffing years of experience designing, delivering, and running all AWS features

Together, DXC and AWS provide solutions and consulting to change your IT infrastructure with the following benefits:

• Accelerated cloud deployments

• Flexibility to scale up or down as needed

• Increased mobility and collaboration

• Less uncertainty and risk

• Lower total cost of ownership

Next steps

Schedule an AWSome Day

- Free 1-day training event delivered by AWS experts, starting with a session highlighting how customers are using AWS to develop, deploy, and operate secure applications and IT services that improve agility and reduce costs

- Technical track offers a step-by-step dive into AWS core services, such as Compute, Storage, Database, and Network

- Business track targets those looking to leverage the cloud for innovation and introduce cloud solutions to meet business organizational needs

Evaluate Proof of Concept (POC) Opportunities

- Work with us to assess where you are on your digital transformation journey

- Together Identify the best opportunities to take advantage of the transformative benefits of moving to the cloud

- Identify proof of concept opportunities

- Potential for cofounded POC with qualified workload

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DXC and AWS: Cloud solutions to make your business better

Our Expertise Results in Your Benefit

Insight   Business Agility

Migrate   Efficiency

Architect   Reduced Risk

Secure   Threat Mitigation

Manage   Resource Management

Connect   Cost Control

Thank you.

Appendix