

# Cloud Migration Readiness (CMR) Service

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## Q: What is the Cloud Migration Readiness (CMR) Service?

A: Virtual Instruments Cloud Migration Readiness (CMR) service provides the answers to these important questions, to help plan and implement migration to public cloud services, when a “lift and shift” methodology is being considered. (New, native cloud apps are a different use case).

- How do you know which workloads to migrate and which to retain in the data center?
- How do you choose the best cloud service providers for your applications?
- How do you simplify the analysis and reduce the time to migrate a large number of diverse workloads?
- How do you select the optimal CPU, memory, network and storage configuration for each migrated workload rather than simply replicating my on-premise configurations?
- How do you test cloud workload performance before migrating the workloads?
- How do you prevent migrated workloads from having unforeseen dependencies back to the data center?
- How do you determine if migrated workloads are performing adequately and what can you do if they aren't?

Our CMR experts will help de-risk your cloud migration by validating the suitability of the targeted applications based on their on-premises performance SLAs, their dependencies, the preservation of performance in the Cloud, and the estimated cost – all before migrating the actual applications to the cloud.

## Q: When is CMR available?

A: CMR is immediately available.

## Q: How does the CMR work?

A: To successfully reduce the cloud migration complexity, right-size cloud configurations, and to validate cloud performance, CMR defines four distinct phases:

1. Discovery - Discover application workload characteristics and identify dependencies between compute, networking and storage elements.
2. Profiling - Distillation of hundreds or thousands of workloads into a small set of representative synthetic workloads that accurately characterize performance.
3. Playback - Accurate playback of representative synthetic workloads in the cloud to select cost-optimal configurations and placements without compromising workload performance.
4. Monitor - Monitor actual workloads post migration to the cloud to identify any unforeseen performance or capacity issues.

## Q: How does CMR compare to other services or products?

A: The CMR service is delivered by the leading global industry experts in workload performance assessments and analytics.

First, the CMR Service leverages decades of experience helping the largest Global 1000 IT enterprises with performance, availability and optimization of their critical workloads. This experience combined with our advanced tools enables VI to provide a much more accurate workload profile than legacy methods.

Second, CMR provides answers, unlike complicated tools that IT staff need to learn. The CMR experts do the work for you and provide you with invaluable guidance. Our VI CMR experts help de-risk cloud migration by validating the suitability of the targeted applications based on your on-premises performance SLAs, dependencies, the preservation of performance in the Cloud, and the estimated cost – all before migrating the actual applications to the cloud! CMR puts enterprise IT in control by arming management with an understanding of cloud configurations and dependencies before committing to the actual migration to an IaaS.

Third, once the migration has been completed, Virtual Instruments will be there with you to monitor and ensure your application workloads are meeting your (former) on-premises SLAs.

### Q: How is CMR priced?

A: Pricing typically starts around \$30,000 and for the duration of the project includes the VirtualWisdom Management Appliance, ProbeVM for virtual server metrics, ProbeNetFlow for application discovery and dependency mapping and the CMR OVA Virtual Appliance. VI consultants work with your team to establish scope and timeframes, then produce a Statement of Work, which includes a pricing schedule. Pricing scales with the CMR stages included, the number of workloads to be analyzed, the number of cloud migration groups and iterations, and the length of the overall cloud migration program

### Q: How do customers cost-justify the CMR service?

A: Primarily, customers justify the service by reducing the risk of sub-optimal decisions and avoiding unnecessary overprovisioning in your cloud deployments. The trade press is replete with stories of failed and costly cloud migrations.

First, it's important to understand if your application will perform in the cloud as you expect. Second, we can help estimate the cost of running your application in the cloud, while achieving expected performance SLAs. And third, we can help determine the best Cloud Service Providers. Most internal IT organizations don't have deep public cloud expertise and we help them to make better business decisions.

### Q: Are there any restrictions around this service? Can it analyze any installed production workload?

The CMR Service is workload-agnostic, and supports VMware ESXi with others on the short-term roadmap.

### Q: Does it work for all cloud service providers?

A: Supported public cloud environments include AWS and Azure, with others on the short-term roadmap.

### Q: Are there industry analysts who can comment on the CMR service?

A: Yes, we can provide the most up-to-date list; just contact your Virtual Instruments representative. [Storage Switzerland has prepared an article](#) on this subject.

### Q: Where can I learn more?

A: You can contact your Virtual Instruments representative or reseller, or go to [this website](#).



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