

AWS Cloud Customer Journey

Cloud



IS YOUR INFRASTRUCTURE READY FOR WHAT'S NEXT?

Modernizing shouldn't feel risky.

The CDW Cloud Customer Journey helps organizations move confidently to AWS through a clear four-phase framework. As part of this journey, our Interactive Cloud Demo Days give your team hands-on AWS experience before any migration starts.

THE CDW CLOUD CUSTOMER JOURNEY ANSWERS THESE QUESTIONS:

- Where do we start, and what should we move first?
- What does the cloud look like for our team?
- How do we move to AWS without disrupting our business?
- How do we keep our cloud optimized and secure over time?

CDW CANADA'S AWS CLOUD CUSTOMER JOURNEY



Awareness &
Opportunity
Identification



Phase 1:
Discovery &
Architecture
Blueprint



Phase 2:
Cloud Demo Days



Phase 3:
Migration
Factory



Phase 4:
Ongoing
Optimization &
Managed Services



Beyond the Cloud:
Scaling Innovation
with AI

AWS funding available for qualified customers

WHAT WE DO

Phase 1 – “Where do we start, and what should we move first?”

CDW begins with a funded AWS assessment that scans your infrastructure, maps dependencies and identifies which workloads are ready for the cloud.

You gain:

- Right sized architecture options that preserve existing enterprise controls
- An ROI/TCO analysis grounded in data
- A clear, step-by-step migration plan

WHAT WE DO

Phase 2 – “What does the cloud look like for our team?”

Interactive Cloud Demo Days set CDW apart – giving your team hands-on AWS experience before any migration. From guided exploration to practical labs, each session builds confidence through real experience.

You experience:

- Live AWS labs hosted by CDW architects
- Safe, guided exercises that build real-world skills

Phase 3 – “How do we move to AWS without disrupting our business?”

When you’re ready, CDW automates your AWS migration using proven AWS tools and pre-built Terraform templates.

You can expect:

- A compliant AWS environment configured to best practices
- Migration Factory ensures automated workload and data migration with thorough testing, rollback procedures and validation
- 30 days of post-migration expert care to ensure a smooth transition

Phase 4 – “How do we keep our cloud optimized and secure over time?”

After migration, CDW helps you operate smarter – optimizing cost, performance and security while strengthening your internal capability.

You continue to improve through:

- FinOps dashboards and monthly cost insights
- Regular check-ins with a dedicated customer success manager
- 24x7 optional managed services

WHY CDW

Proven Infrastructure and AWS Expertise

CDW has spent decades designing, building and securing IT environments of all sizes across Canada. As an AWS Premier Partner, we bring the same engineering discipline and security-first mindset to AWS so you gain agility with enterprise-grade assurance.

Financial and Operational Simplicity

We align with your existing procurement processes and funding programs to reduce cost and complexity.

PARTNER SPECIALIZATIONS



To learn more, contact your CDW account team at 800.972.3922



This is a marketing document, not a binding agreement. The services described herein may vary depending on your business, and are subject to change in CDW's sole discretion. Once you agree to purchase these services, a Statement of Work ("SOW") will be provided to you. The SOW will include, without limitation, details of the services, any hardware and software required, and the fee structure. Once signed, the SOW will constitute a binding agreement between you and CDW Canada Corp. Invoicing occurs upon signature. The terms and conditions of product sales are limited to those contained on CDW's website at CDW.ca. Notice of objection to and rejection of any additional or different terms in any form delivered by customer is hereby given. CDW®, CDW-G® and PEOPLE WHO GET IT® are registered trademarks of CDW LLC. All other trademarks and registered trademarks are the sole property of their respective owners.

800.972.3922 | [CDW.ca](https://www.cdw.ca)