

Enterprises often cite cost, app dependencies, management tools, and organisational challenges as cloud migration roadblocks. A comprehensive cloud workload migration strategy and third-party tools and capabilities can enable a smooth, successful migration journey.

## *Painless Cloud Migration: Maximising Payback for Workloads*

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The pandemic is widely known to have accelerated digital transformation in organisations, and 88% of those in Asia/Pacific excluding Japan (APEJ) expect to increase their investment into cloud over the next year as a result (source: *IDC Cloud Pulse 1Q21*). It has also further fuelled the urgency for cloud migration with organisations expecting 51% of their applications to be migrated to a different environment over the next year.

Chris Morris, Vice President of IDC Asia/Pacific's Cloud Services Research, spoke to industry veteran Tom Walker, Director – Cloud Architects at Oracle Australia and New Zealand, to get some in-depth insights on the challenges of cloud migration and how a VMware Cloud Verified environment can help ease the IT management burden for enterprises running VMware workloads.



**Chris Morris**

*Vice President,  
Cloud Services Research,  
IDC Asia/Pacific*



**Tom Walker**

*Director – Cloud Architects,  
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### **Q. Digital transformation continues to accelerate as organisations seek to leverage cloud and the most efficient deployment platforms for their workloads. How can they do so more easily and effectively?**

I see two key areas that differentiate Oracle Cloud (OCI) as a target platform for digital transformation, and they are performance and control. OCI was engineered from the ground up to accommodate the most demanding of enterprise workloads – the predictability and performance envelope, once uniquely the domain of on-premises deployments is now available at hyper-scale and wrapped in cloud economics. Moreover, the breadth of platform services on offer in OCI spans highly customisable through to fully artificial intelligence/machine learning (AI/ML) driven, accommodating varying levels of operational maturity and cloud evolution.

Oracle Cloud VMware Solution (OCVS) is available in 34 commercial regions with plans to have at least 44 by end of 2022 to facilitate the migration of customers' VMware workloads to the Oracle Cloud without modification. Customers with workloads on VMware on-premises are able to shift the vast majority of their workloads "as-is and as-a-whole" to Oracle Cloud VMware Solution without the need for extensive planning, re-architecting, or re-factoring, freeing resources to focus on other critical areas of transformation.

With the dramatic shift to a remote workforce, the inversion of demand on infrastructure left many organisations scrambling to alleviate the load on overstretched pipes and find hardware capacity to address the expansion of services like virtual desktop. Hyper-scale cloud is the natural answer to this question, but with truncated planning and decision cycles, focus was placed on what could be done easily, quickly and, most importantly, non-disruptively to address immediate needs. VMware workloads were a logical choice as not only does VMware allow virtually seamless migration between on-prem and the cloud, but a large portion of customer virtual desktop fleets were already platformed on VMware, allowing rapid bursting of capacity and a low-friction transition of application gravity out to OCI's high-bandwidth regions.

VMware holds 81% market share in Australia for 2020 for software-defined compute, according to IDC's *Semiannual Software Tracker 2H20*. We are excited to be a key partner on all stages of our customers' cloud journey.

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## Q. IDC research indicates that cost, app dependencies, and management tools are the top challenges organisations face in cloud migration. Would you agree?

For the most part, certainly. I think that management tool and cost challenges are manifestations of the operational change for management traditionally involved in cloud migrations.

I genuinely think Oracle has the best story in the market here, especially for those running VMware and/or Oracle databases as we are able to deliver a VMware Cloud Verified environment for VMware workloads with full administrative permissions. This allows customers to move VMware workloads to OCI without modifying them, whilst delivering adjacent database services that span from Oracle orchestrated or customer managed through to fully automated.

Customers can start their cloud journey with a minimal amount of change – utilizing existing practices, policies and tooling whilst leveraging the economic and capacity benefits of the cloud. Customers can then evolve at their own pace, moving up the stack to managed platform services, leveraging AI/ML-imbued monitoring and management services that are offered natively out of OCI, thereby mitigating risk, flatlining costs, and ultimately delivering successful outcomes for the customer.

## **Q. Organisations often tell us they struggle with determining which workloads they can and should migrate quickly. Do you have any advice for them on prioritisation? What type of workload migrations yield the most benefits?**

It's really a risk-vs-reward question when it comes to identifying the low hanging fruit. Anything that requires a "burst", like the aforementioned use case of virtual desktop requirements, seasonal workloads such as end-of-month reporting, and non-production environments are usually good candidates that will benefit from the pay-for-what-you-use model of cloud and are worth investing time and effort into moving into the cloud.

Performance-intensive workloads are another area that were not traditionally considered cloud targets, but as competition in this space heats up, the ability for near-infinite scale and access to evergreen infrastructure amidst a built-for-purpose environment in OCI is driving up organisations' willingness to take the leap in order to gain the competitive edge.

Finally, I think it goes without saying that migrating anything that is VMware-based makes a lot of sense as it is very easy to promote workloads as-is to the cloud and immediately reap the benefits of cloud economics whilst exposing applications to adjacent cloud-native services.

## **Q. How does Oracle help VMware users mitigate the ongoing cloud skills and resource crunch in the region when it comes to cloud migration?**

OCVS makes sense for organisations struggling with resourcing or the pace of capability change. Where cloud migrations once involved carefully-orchestrated and planned lift-and-shift activities to a platform that was manifestly foreign to incumbent infrastructure teams, OCVS allows organisations to extend their on-premises VMware farms to the cloud and migrate virtual machines (VMs) in an entirely seamless manner using familiar tooling and interfaces.

Where OCVS really sets itself apart from the competition is in the fact that it leaves customers in full control of their VMware software stack, including vSphere, vCenter, vSAN and NSX-T. Customers choose what, when, and how to patch things using the exact same methodology they did on-prem. This makes it an extraordinarily easy migration to the cloud, virtually seamless, giving operational teams the opportunity to evolve cloud skills using free resources (such as Oracle University) at their own pace.

Oracle has independently been assessed by the Information Security Registered Assessors Program (IRAP) against the Information Security Manual (ISM) PROTECTED controls. The assessment covers Oracle's Sydney and Melbourne Cloud regions and includes 37 OCI services, including OCVS, which will help public sector customers, quickly, easily and cost effectively move to the cloud to gain more value from their data and drive better outcomes for citizens. OCVS provides

government customers a fully-dedicated VMware environment and administrative control to migrate or extend their existing VMware solutions through an easier and safer process.

We launched Oracle Cloud Lift Services (OCLS) to assist and support customers in cloud migration. OCLS supports existing and new enterprise customers with access to its technical tools and cloud engineering resources to accelerate workloads migration to Oracle Cloud Infrastructure (OCI) while maintaining data security.

As part of the program, Oracle Cloud engineering resources help existing and new customers with a range of activities, including performance analysis, application architecture, hands-on migrations, and post-implementation/live support including VMware workloads. Oracle also assists customers until their workloads go live and trains their staff to run the environment in the future to ensure critical workloads are moved faster and allow them to leverage these services for customer tenancies.

## **Q. What are some of the positive outcomes organisations have experienced after moving their VMware workloads to the cloud versus keeping workloads on-premise?**

There are many such examples, for instance access to evergreen, performance SLA-backed infrastructure underpinning the VMware platform eliminates hardware refresh cycles and delivers maximum performance, always.

From a strategic perspective, placing workloads adjacent to cloud-native innovation platforms allows customers to augment existing applications with the latest AI- and ML-driven capabilities. The low hourly cost has enabled a number of smaller organisations to build out a cold disaster recovery capability for the first time, improving business continuity and satisfying emerging regulatory requirements.

Finally, OCI's unique "built for the enterprise" performance and security-focused architecture means that organisations have used OCLS in conjunction with OCI native services such as Exadata Cloud Service and DBCS RAC to satisfy the entire datacenter exit scenario. This scenario had previously been discounted due to certain performance-intensive workloads having no viable cloud target.

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## About the analyst and featured executive

### ***Chris Morris, Vice President, Cloud Services, IDC Asia/Pacific***

As the head of cloud services research for IDC Asia/Pacific (excluding Japan), Chris manages the regional research into all facets of public and private cloud, including IT-focused technology and services as well as the implications for digital business. He is also a member of the IDC Worldwide Cloud Services research team and the worldwide Partner and Alliances research team. Chris joined IDC with more than 25 years of extensive IT research and more than 35 years of industry experience.

### ***Tom Walker, Director - Cloud Architects, Oracle Australia and New Zealand***

Tom joined Oracle in 2018 from the customer side where, he led successful virtualisation and cloud transformation projects across some of Australia's most well-known enterprises. He is passionate about addressing customer problems through a combination of technology and people, and has become one of Oracle Cloud Infrastructure's greatest advocates for its truly unique evolution on the hyper-scaler model

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