



Location – Date

Presenter
AWS Org

AWS Business Essentials

Module 1: Getting Started with the Cloud




Module 2: Leveraging AWS for Competitive Advantages

Module 3: Cloud Economics

Module 4: Security and Compliance

Module 5: Migrating to the Cloud

What's in Module 1

- ▶  What is cloud computing?
-  Why do organizations leverage cloud computing services?
-  Who is using cloud computing services?

Cloud Computing: the on-demand delivery of IT resources and applications

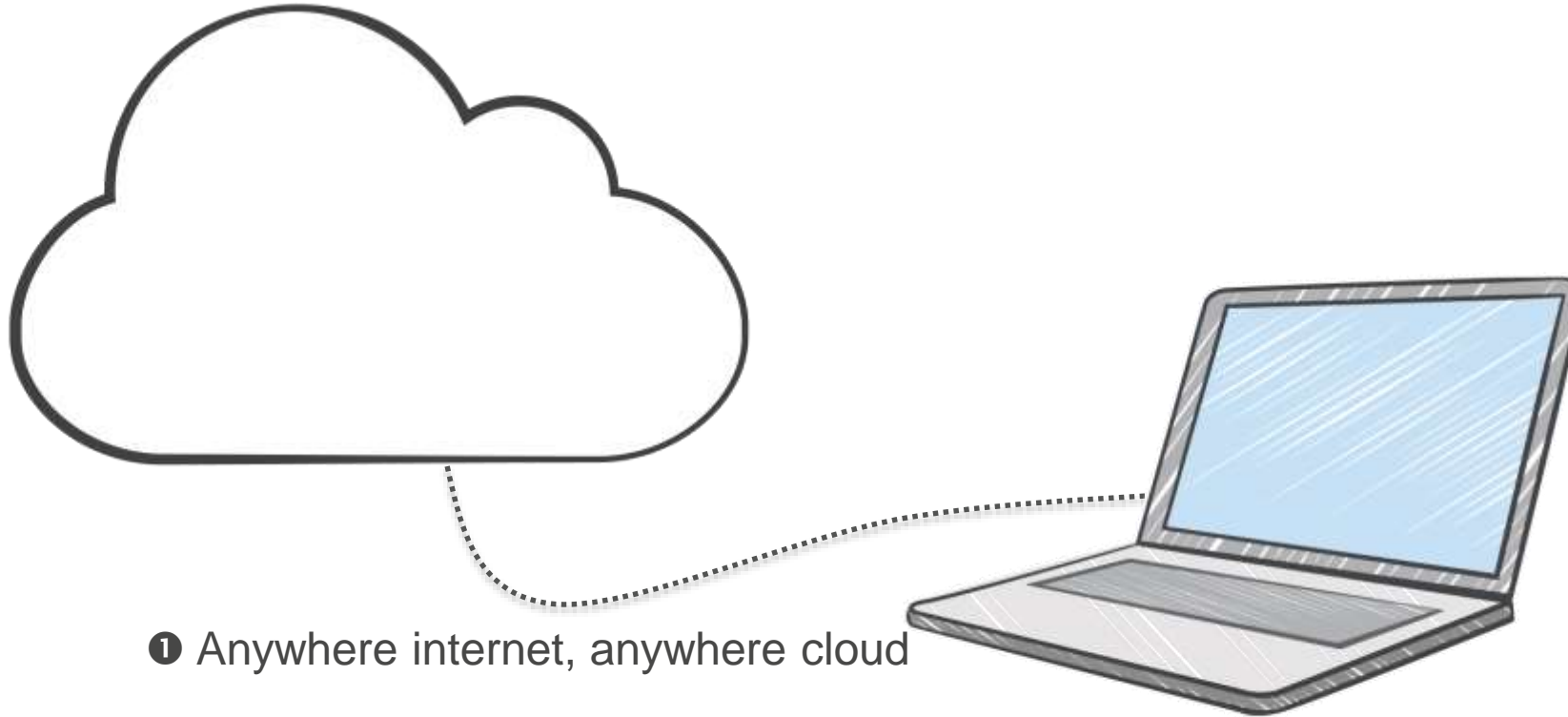
④

②

via the Internet, with pay-as-you-go pricing.

①

③

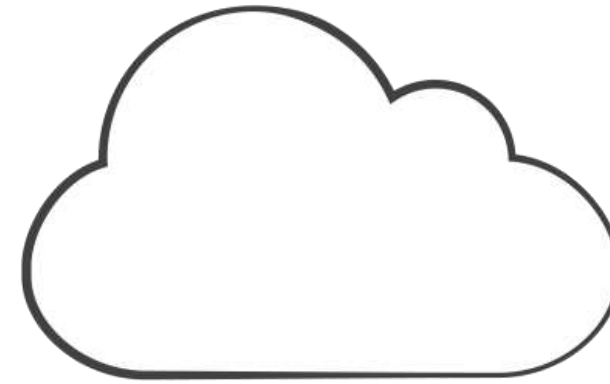


① Anywhere internet, anywhere cloud

② IT Resources and Applications



On-Premises: Physical



Cloud: Services

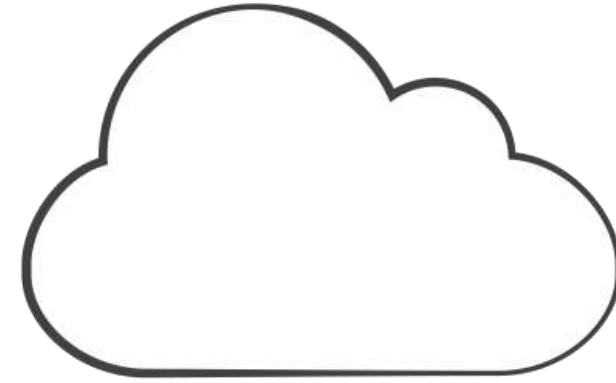
- **Compute and networking**
- **Storage**
- **Database**
- **Application services**
- **Deployment and management**

② IT Resources and Applications



Inflexible

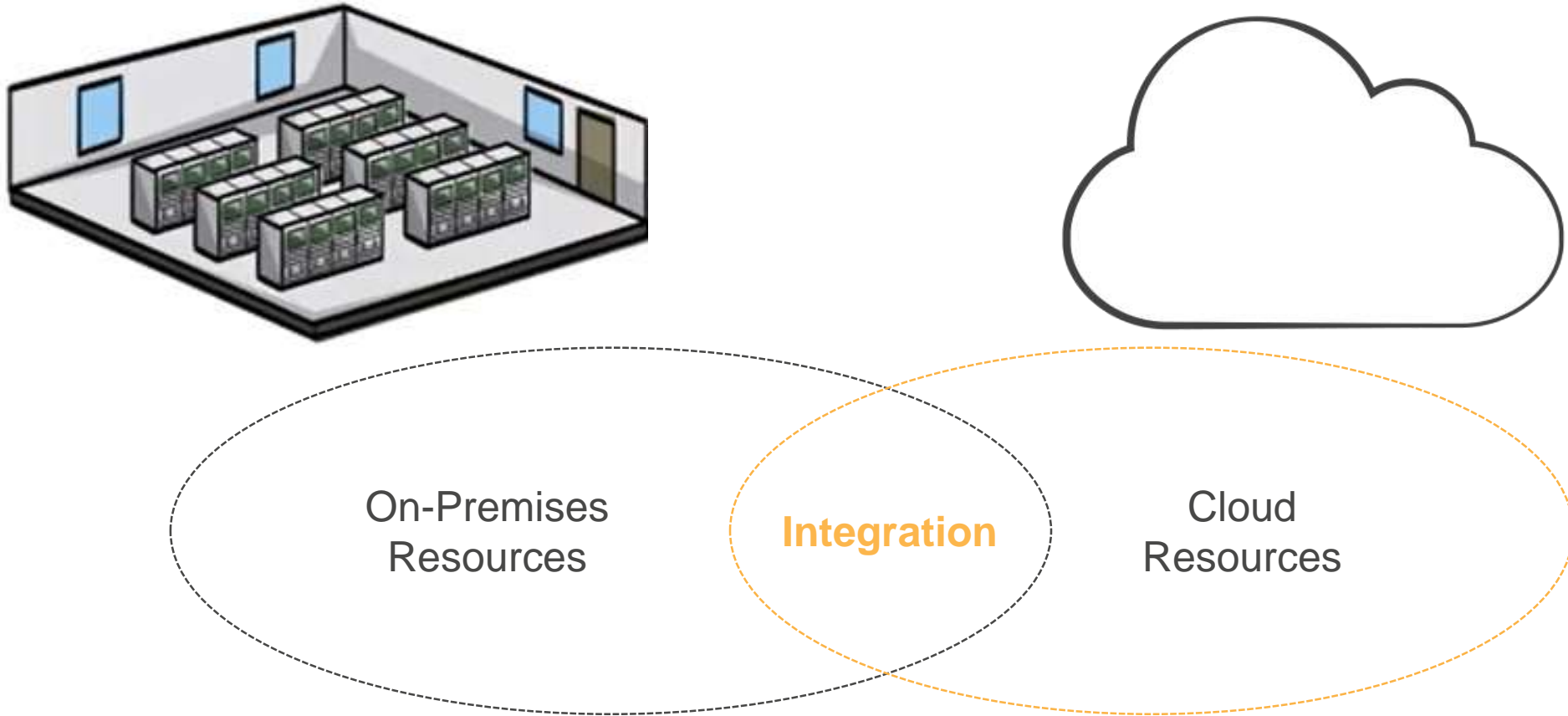
- Large initial purchases
- Labor, patches, and upgrade cycles
- Systems administration
- Fixed capacity
- Procurement and setup
- Limited geographic regions



Elastic

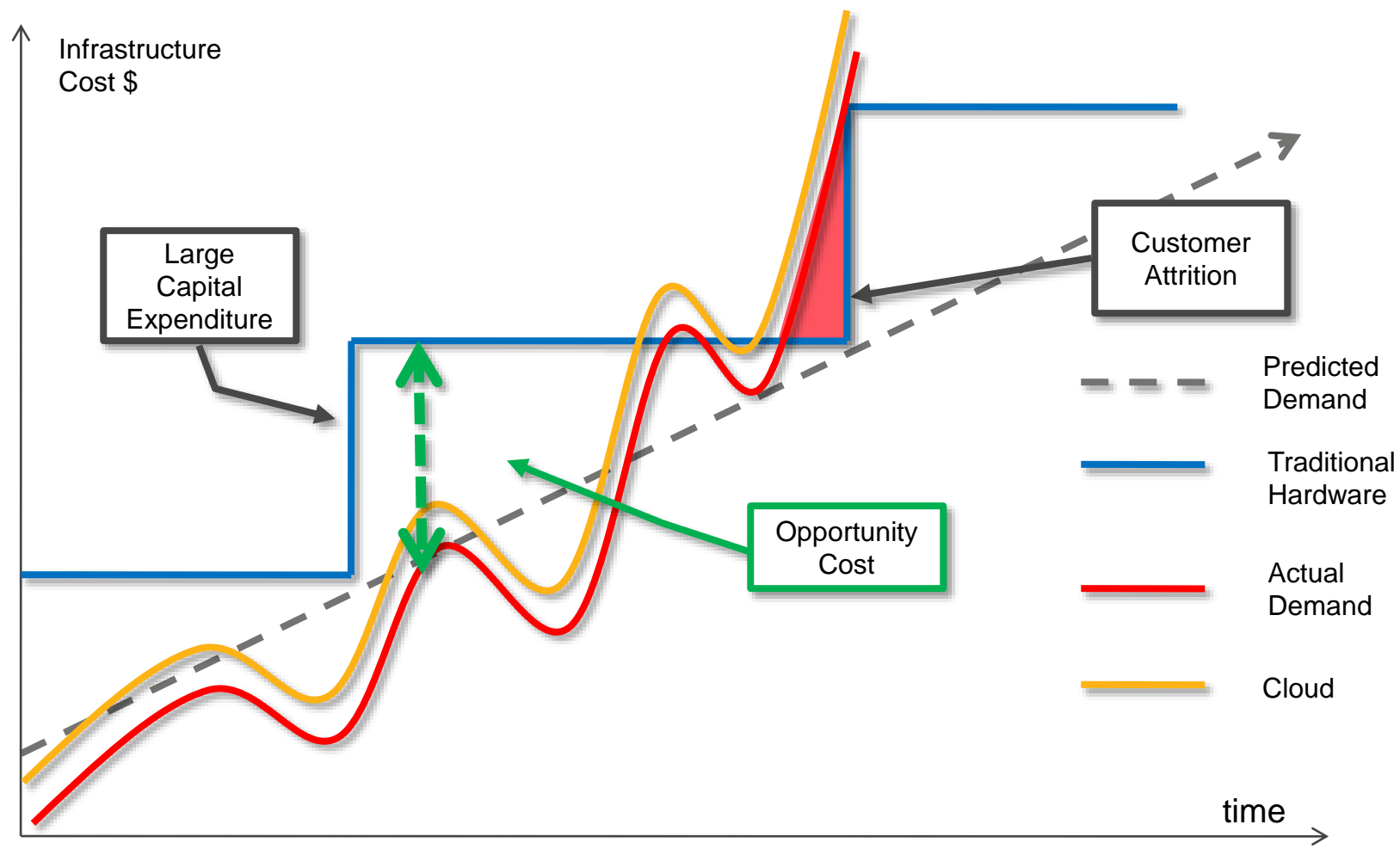
- ❏ No upfront investment
- ❏ Low on-going costs
- ❏ Focus on innovation
- ❏ Flexible capacity
- ❏ Speed and agility
- ❏ Global reach on demand

② IT Resources and Applications



The Cloud Isn't An “All or Nothing” Choice

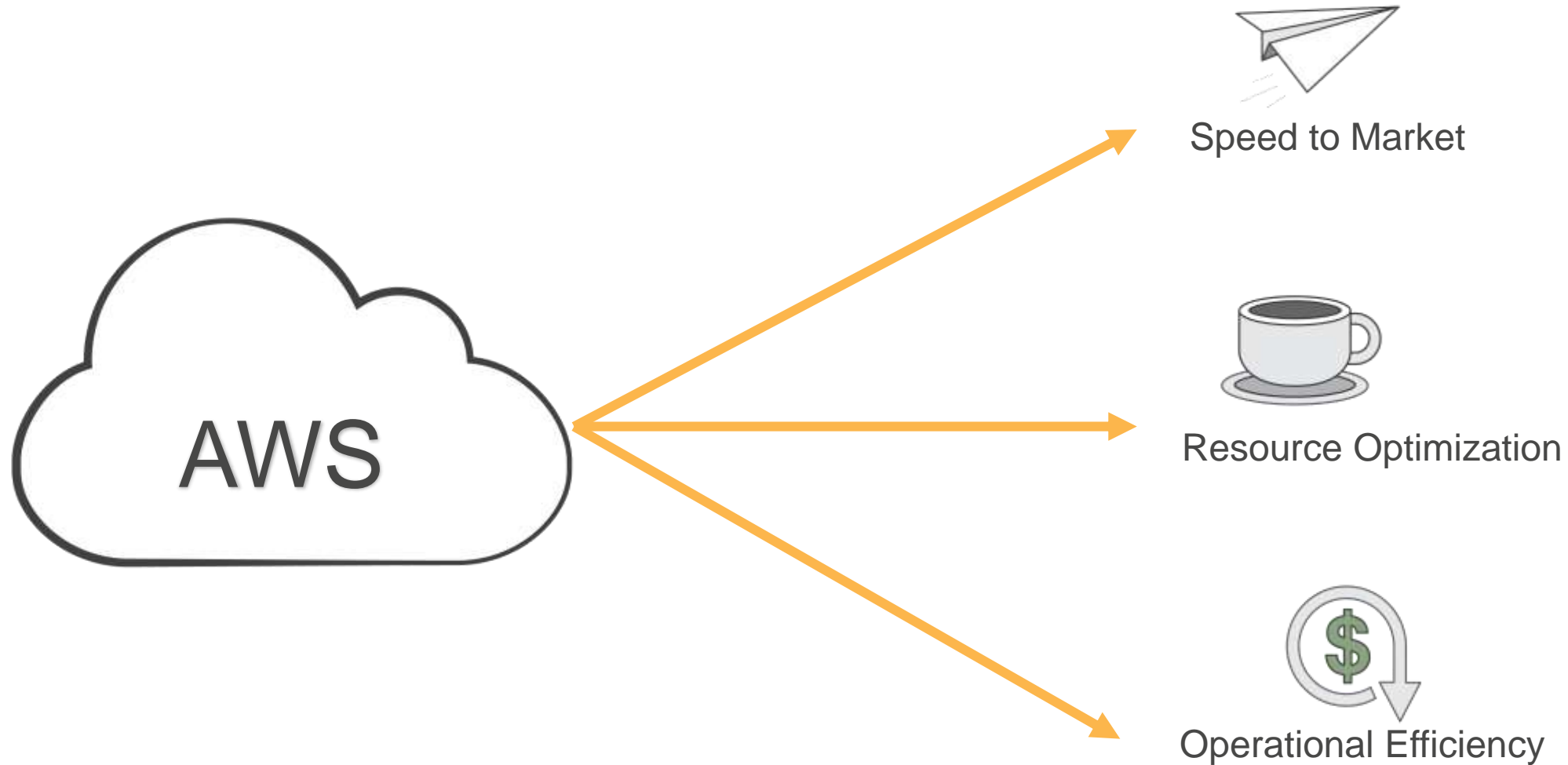
③ Pay As You Go + ④ On Demand



What's in Module 1

- 📦 What is cloud computing?
- ▶ 📦 Why do organizations leverage cloud computing services?
- 📦 Who is using cloud computing services?

Three Advantages and Benefits



Speed to Market | Resource Optimization | Operational Efficiency

Increase Agility through Experimentation

- 📦 Reduce the time to get resources available (just minutes).



- 📦 Lower the cost and time to experiment and develop.



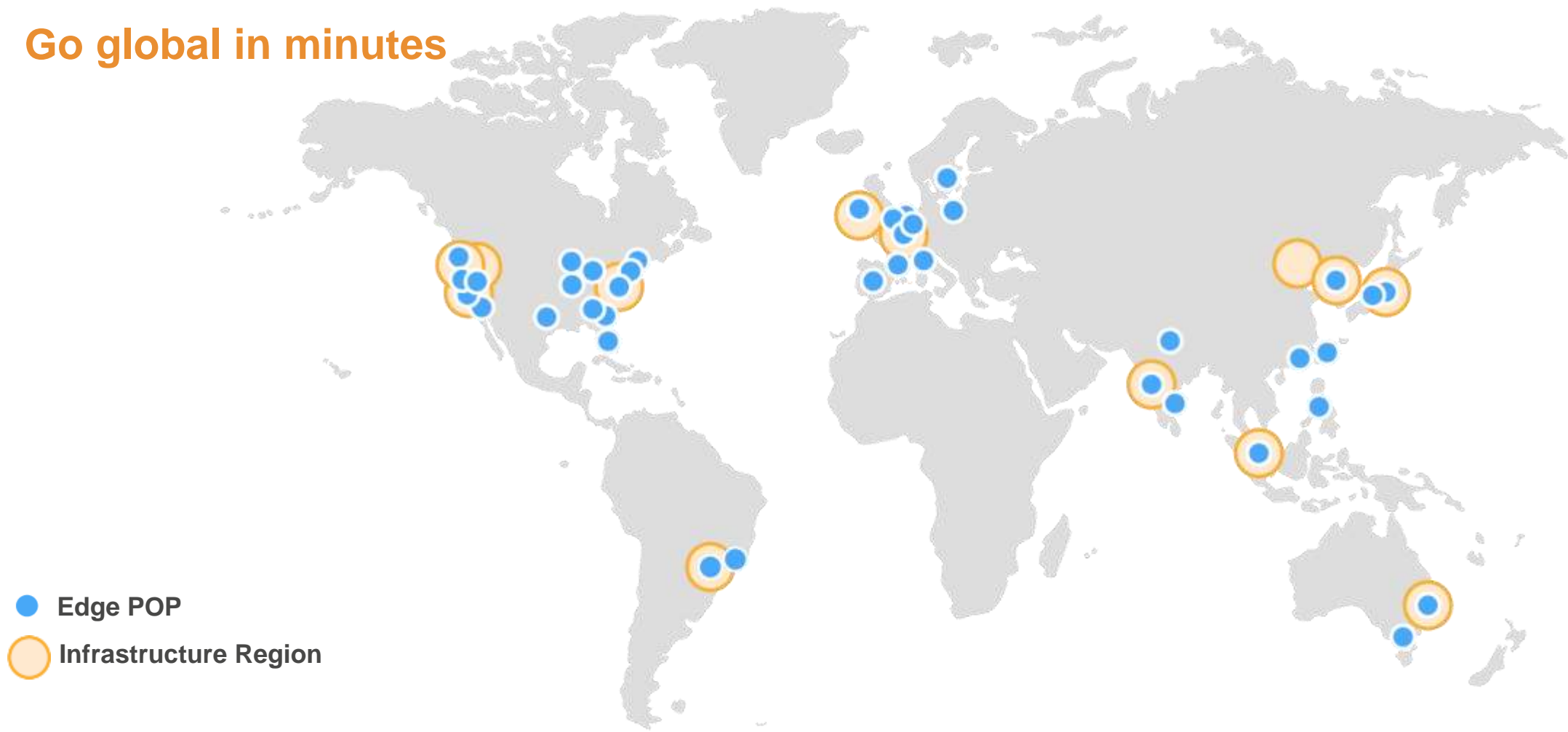
- 📦 Increase agility for your organization.



**Speed &
Agility**

Speed to Market | Resource Optimization | Operational Efficiency

Go global in minutes

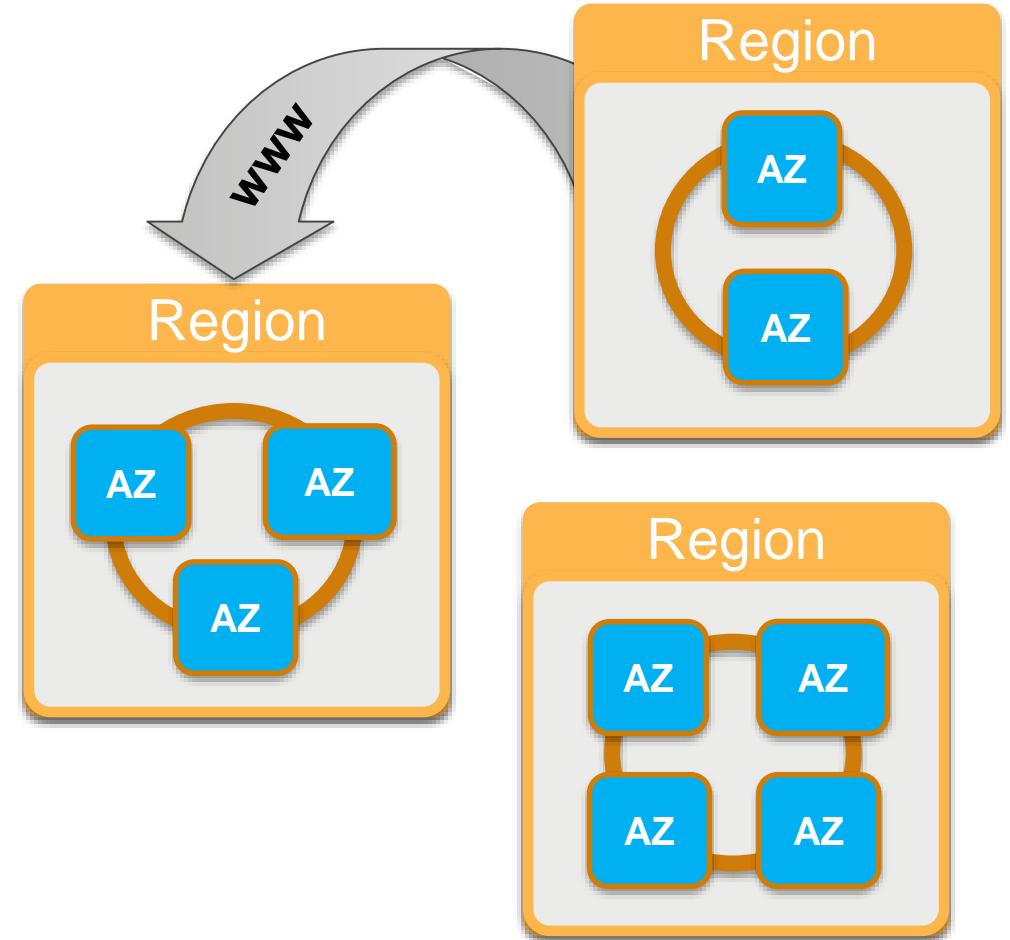


- Edge POP
- Infrastructure Region

Speed to Market | Resource Optimization | Operational Efficiency

Regions

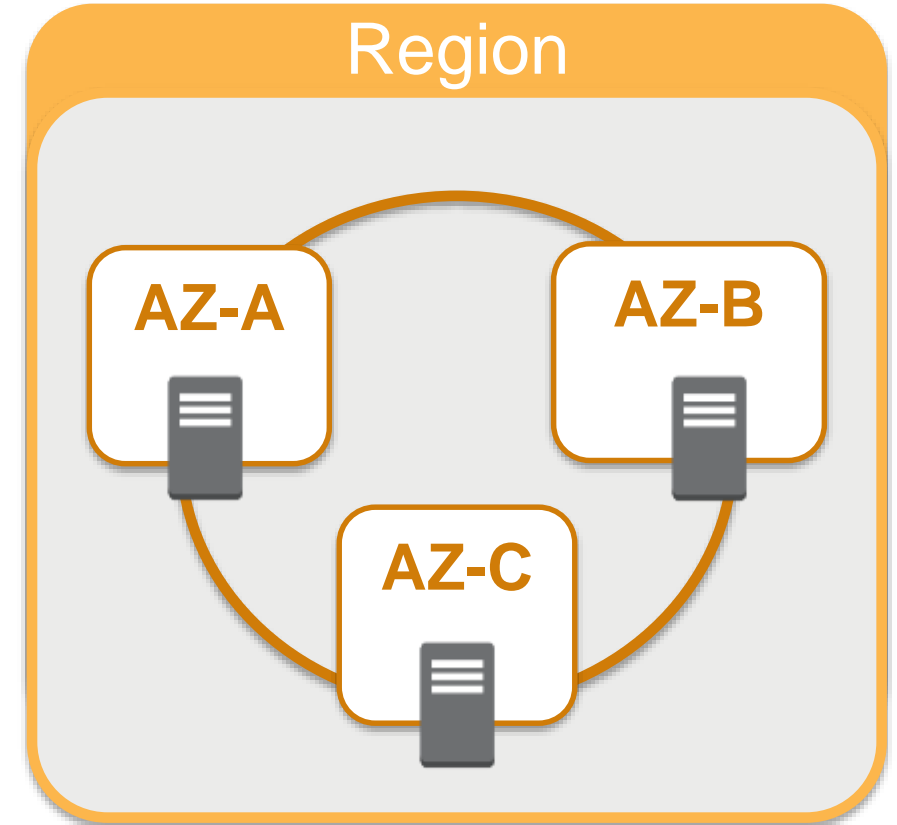
- Choose which region:
 - ✓ Optimize latency
 - ✓ Minimize costs
 - ✓ Regulatory requirements
 - ✓ Available features
- Traffic transfers over the Internet
 - (!) Encrypt your data



Speed to Market | Resource Optimization | Operational Efficiency

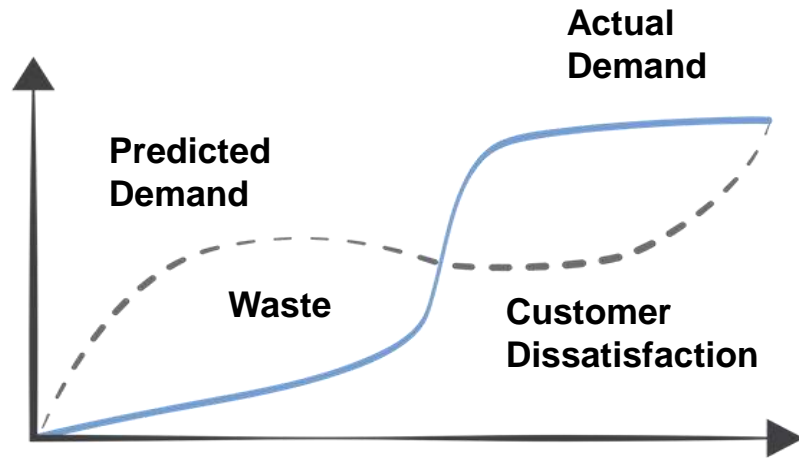
Availability Zones

- ❏ Associated with datacenters within each Region
- ❏ Isolated from other Availability Zones
- ❏ Connected by a low-latency link

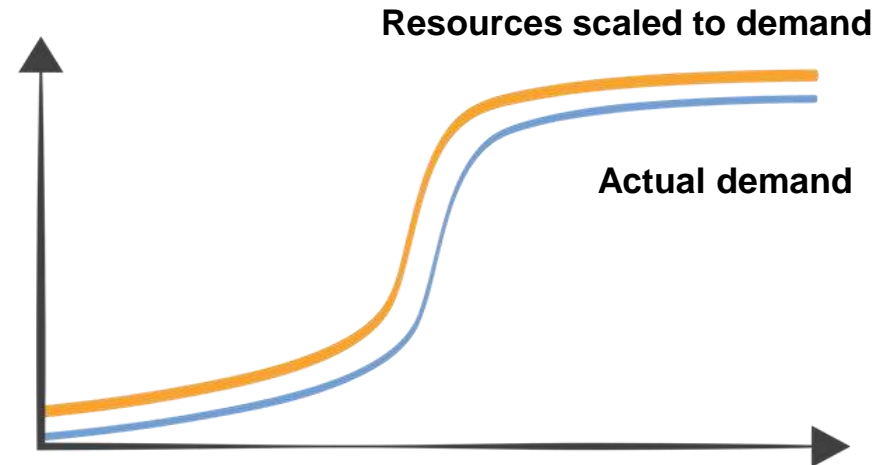


Speed to Market | Resource Optimization | Operational Efficiency

Stop Guessing Capacity



Rigid On-Premises Resources



Elastic Cloud-Based Resources



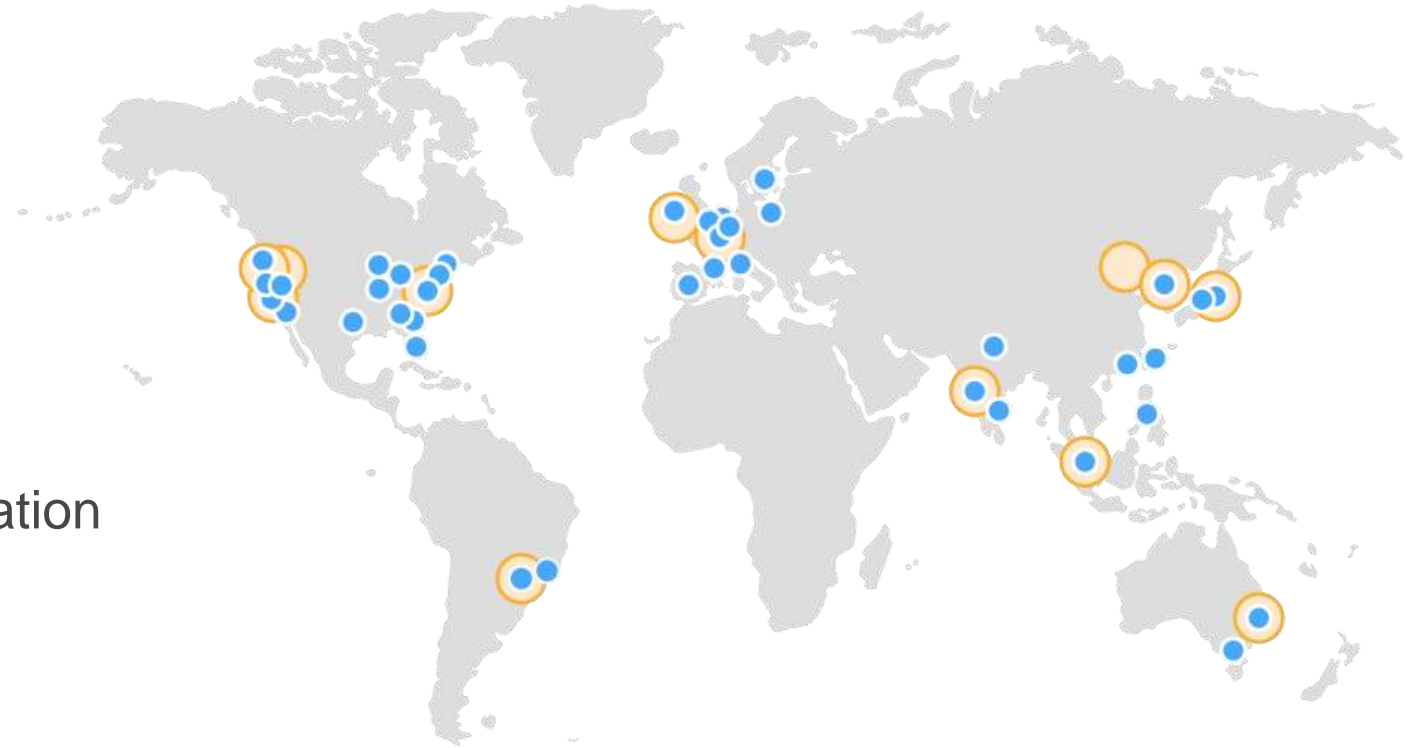
Speed to Market | Resource Optimization | Operational Efficiency

📦 Edge locations host a CDN

- Web sites
- Dynamic/static
- Streaming

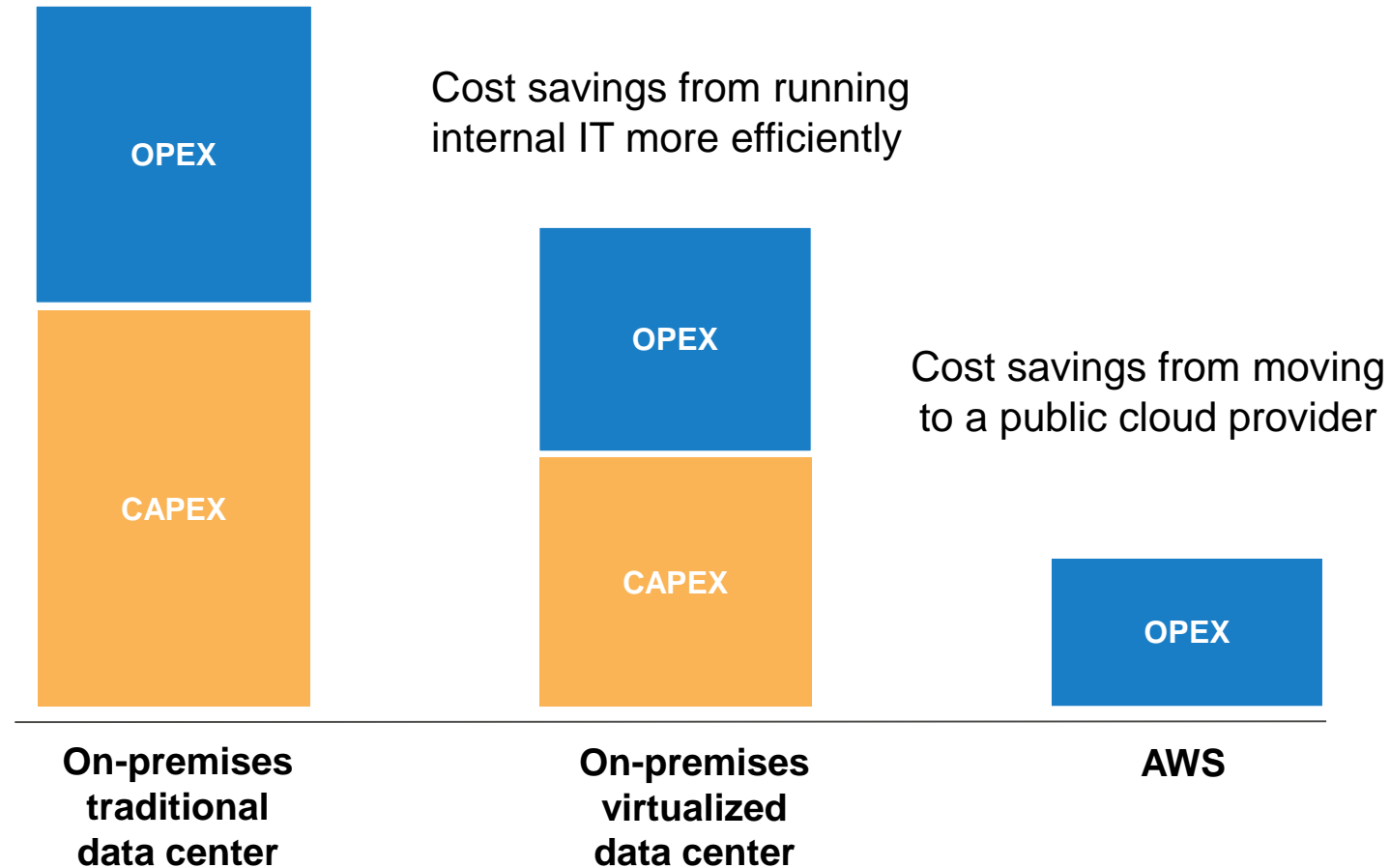
📦 Requests routed to the nearest edge location

📦 Faster content delivery



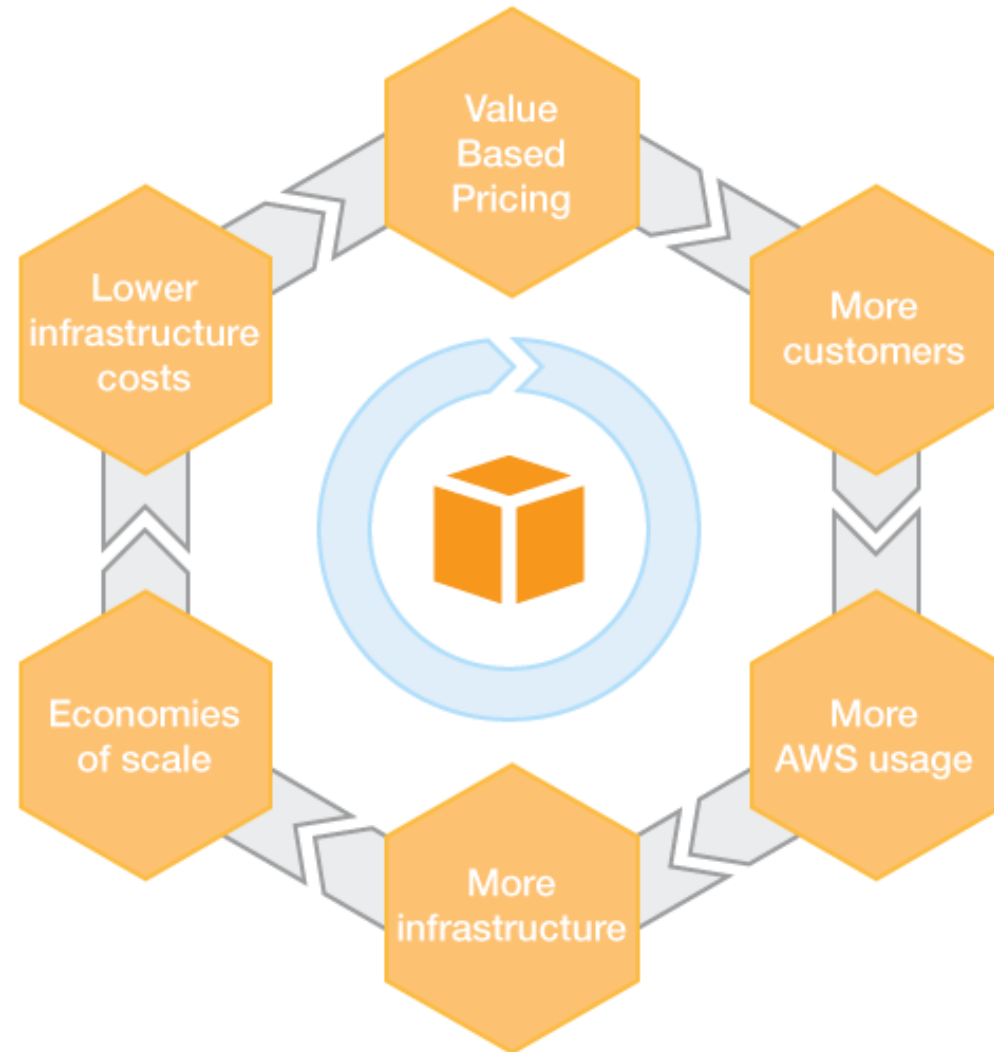
Speed to Market | Resource Optimization | Operational Efficiency

Trading CAPEX for OPEX

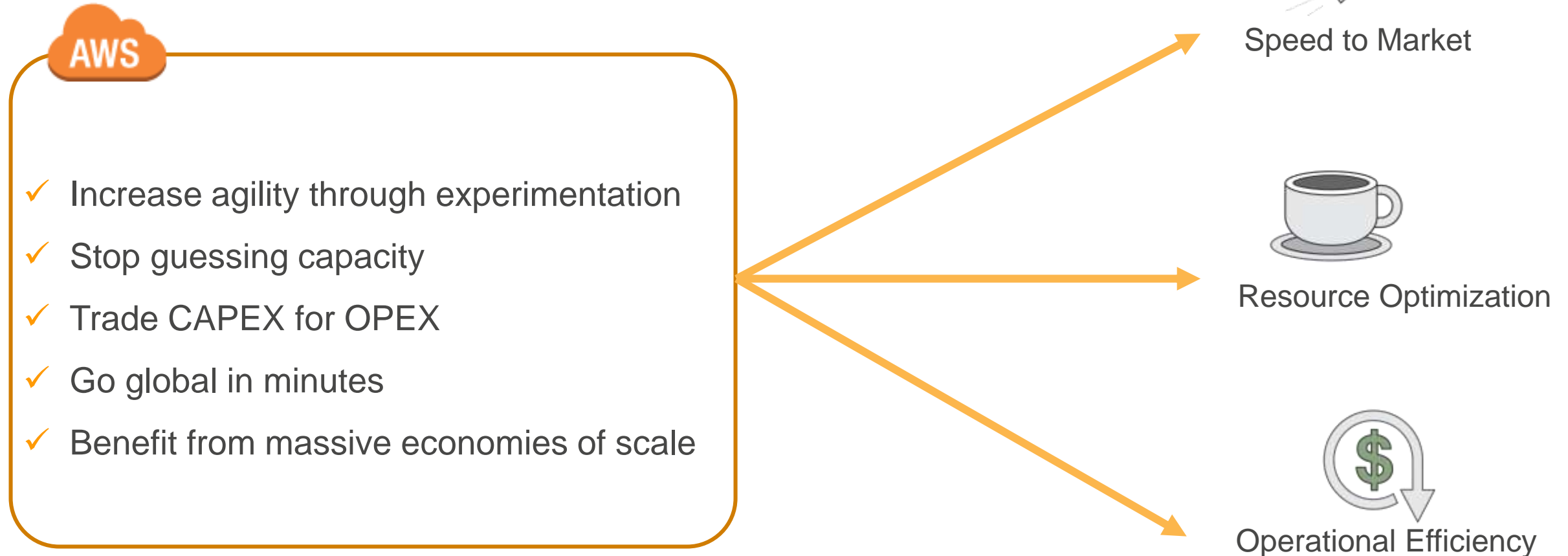


Speed to Market | Resource Optimization | Operational Efficiency

Benefit from Massive Economies of Scale



A Quick Review



What's in Module 1

- 📦 What is cloud computing?
- 📦 Why do organizations leverage cloud computing services?
- ▶ 📦 Who is using cloud computing services?

AWS Customers

Over 1 million **Active** customers in 190 countries

Enterprises

Startups

Public Sectors



Key Takeaways

- 📦 What is cloud computing?
 - The on-demand delivery of IT resources and applications via the Internet, with pay-as-you-go pricing.
- 📦 What are the three key advantages of the cloud?
 - Faster speed to market.
 - Optimization of resources.
 - Increased operational efficiency.

AWS Business Essentials

Module 1: Getting Started with the Cloud

 **Module 2: Leveraging AWS for Competitive Advantages**

Module 3: Cloud Economics

Module 4: Security and Compliance

Module 5: Migrating to the Cloud

What's in Module 2

- 📦 Cloud computing framework
- 📦 Big data
- 📦 Mobile
- 📦 Disaster recovery

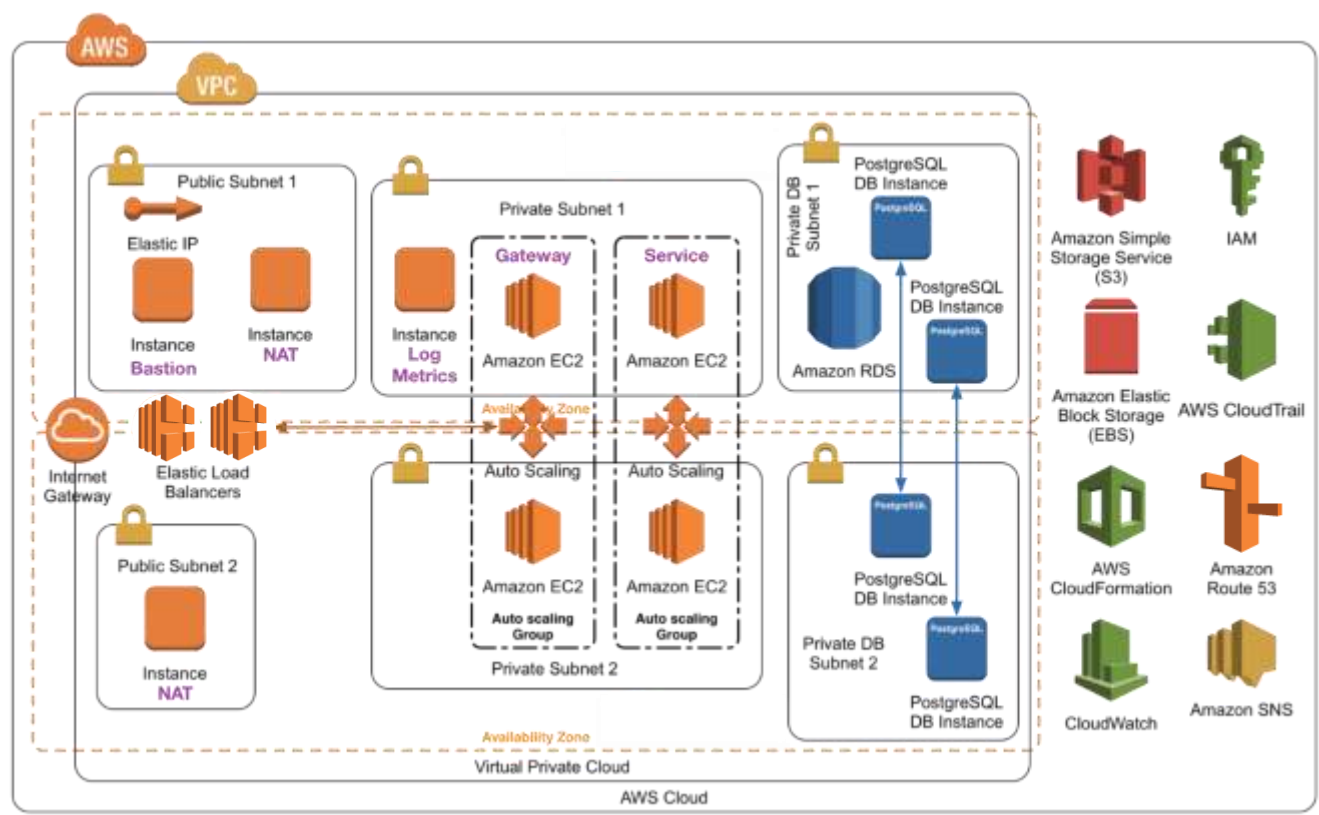
Part 1 Cloud Computing Framework

- ✓ Business challenges
- ✓ Cloud computing infrastructure
- ✓ The AWS core services

Business Challenges

- ❏ Budget constraints
- ❏ Complex infrastructure management and deployment
- ❏ Slower scalability
- ❏ Low speed to market
- ❏ Security concerns and compliance requirement

Cloud Computing Infrastructure



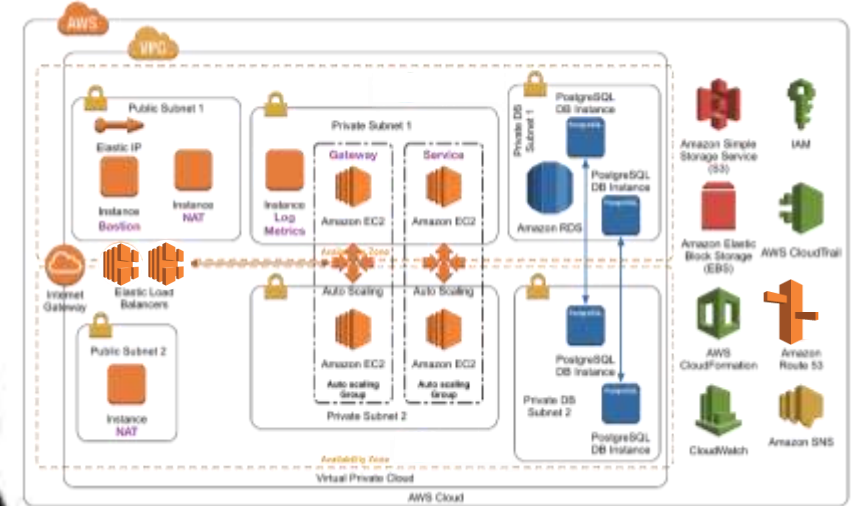
Speed to Market
Resource Optimization
Operational Efficiency

↓

Elasticity
High Availability
Security

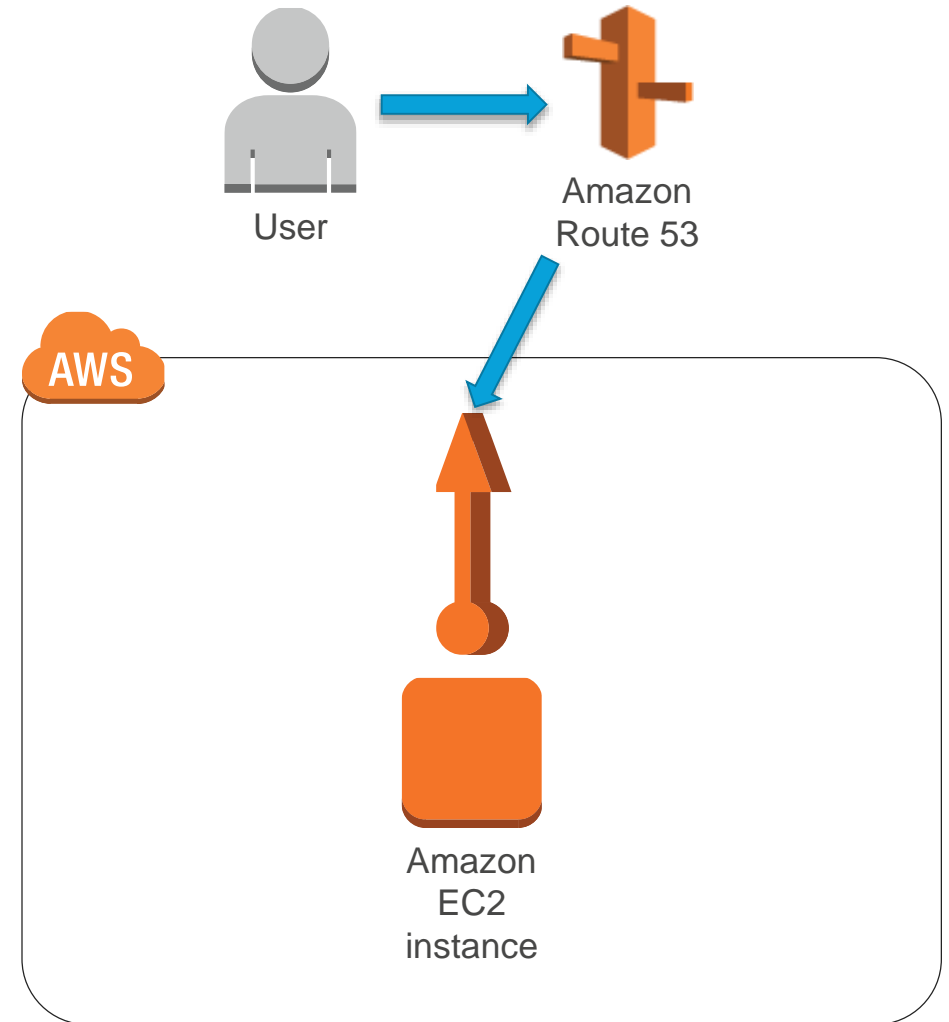
Complicated?

Let's start from 1 User.....



Cloud Computing Infrastructure: 1 User

- Amazon Route 53 for DNS
- A single Amazon EC2 instance
 - With full stack on this host
 - Web app
 - Database
 - Management
 -



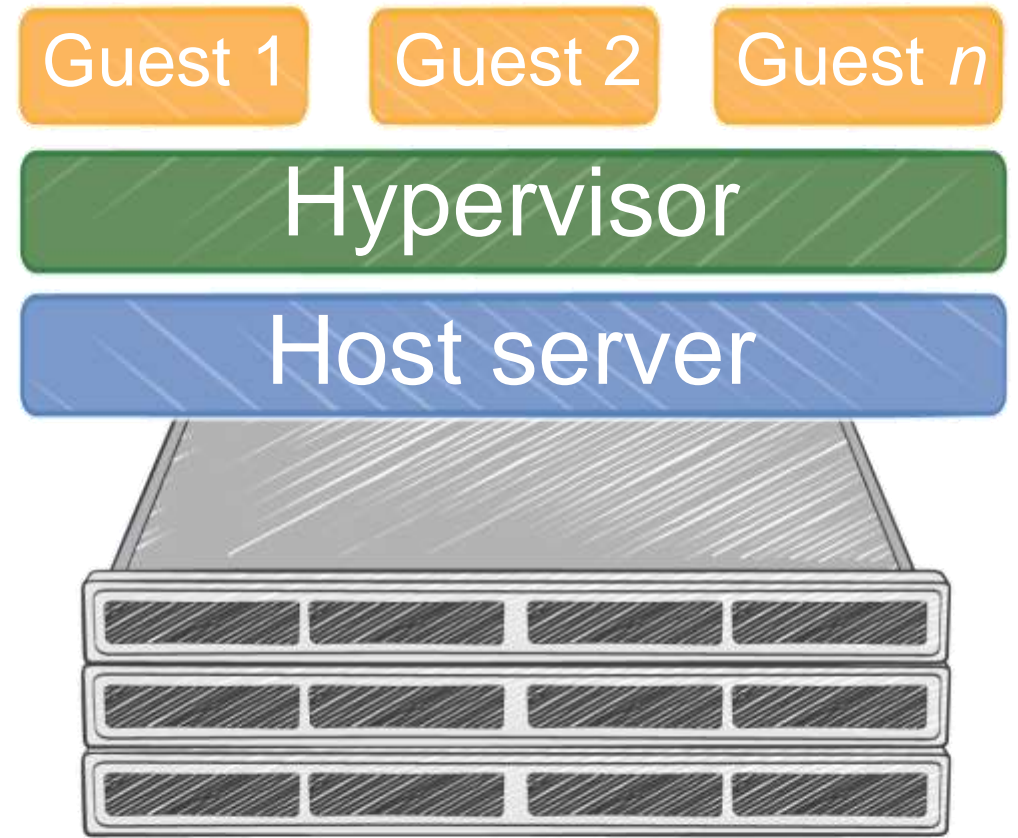
AWS Compute Services



Elastic **virtual servers** in the cloud



Server rack



AWS Compute Services



- General purpose
- Compute-optimized
- Memory-optimized
- Storage-optimized
- GPU



- From Nano to 8xlarge
- Easily resize an instance

Amazon Machine Image (AMI)

- Choose an operating system type and version
- Create and customize your own AMIs

AWS Core Services Summary

Compute



Amazon
EC2

Networking



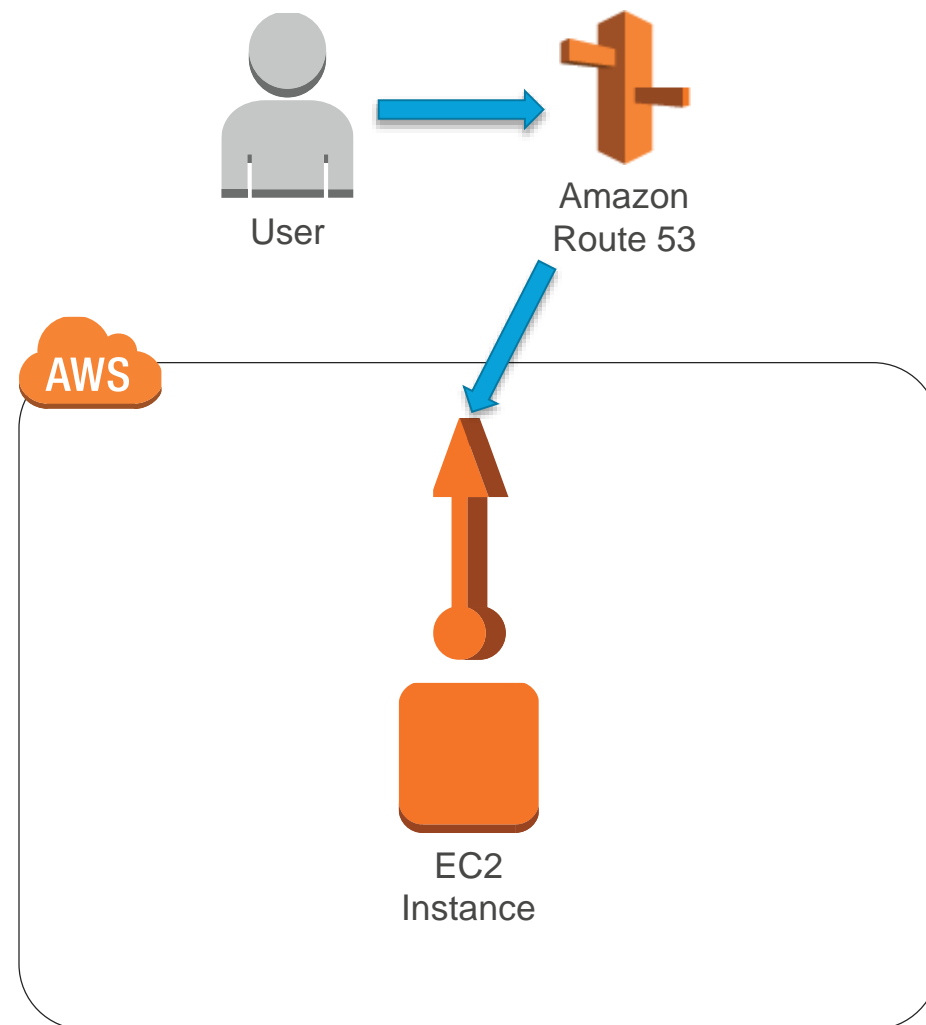
Amazon
Route 53

Storage

Database

Cloud Computing Infrastructure: 1 User

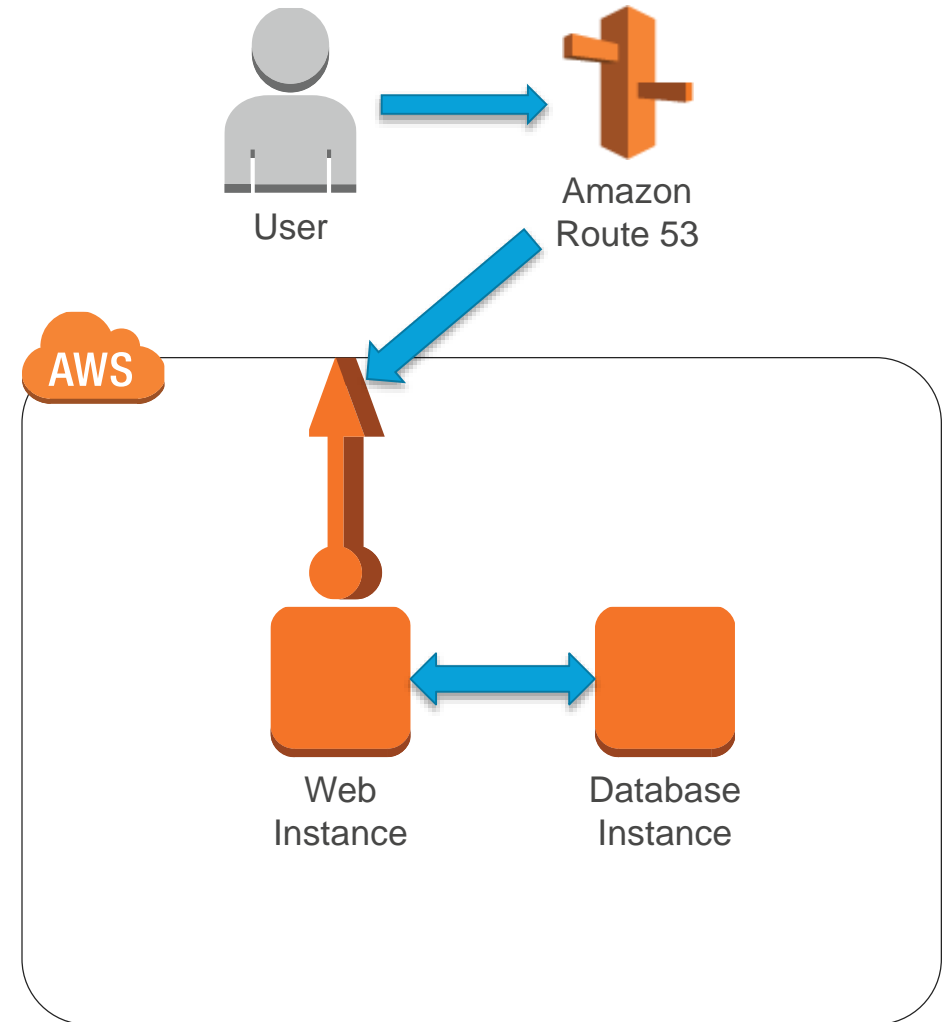
Challenges: **Single Point of Failure**



Cloud Computing Infrastructure: Users > 1

Separate out the single host into:

- 📦 Web host
- 📦 Database host
 - Make use of a database service?



AWS Database Services: Database Options

Self-managed



Database server on Amazon EC2

- Bring Your Own License (BYOL)

Fully managed



Amazon RDS

- BYOL or
- License included



Amazon DynamoDB

- Seamless scalability
- Zero administration



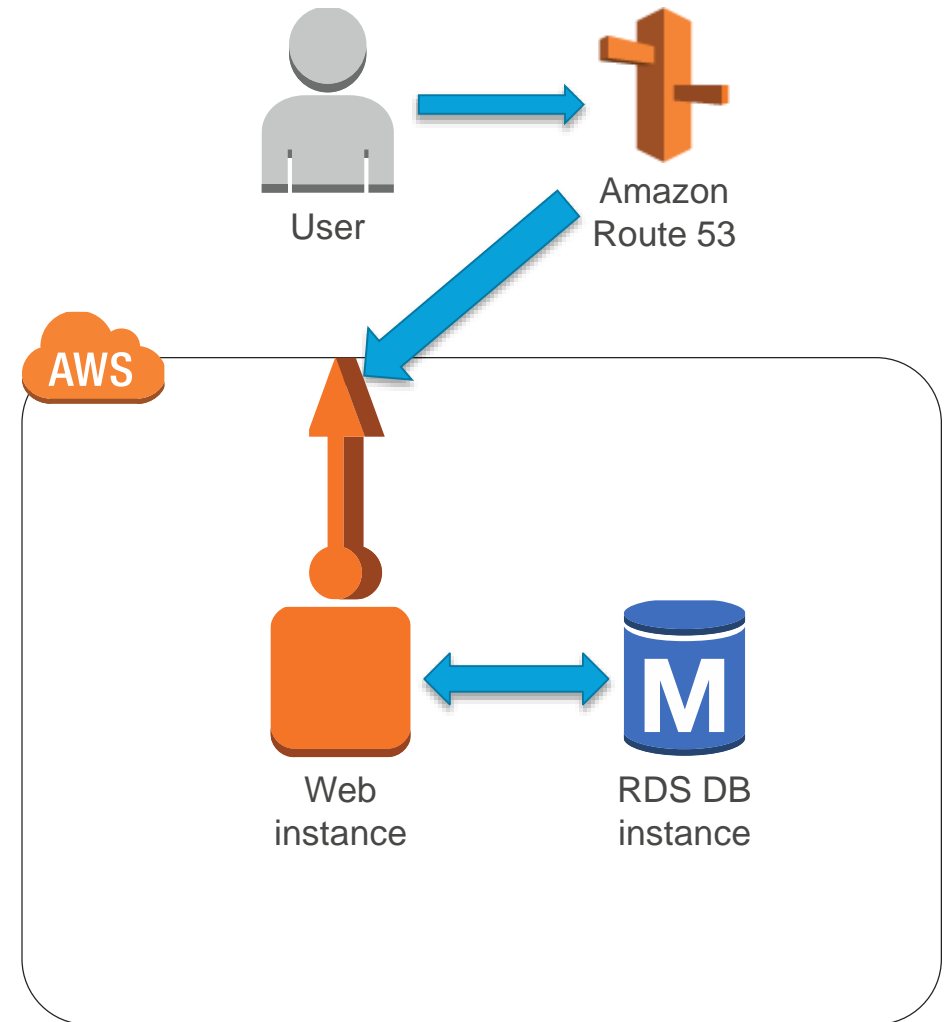
Amazon Redshift

- Petabyte-scale data
- Easy to scale, fast

Cloud Computing Infrastructure: Users > 100

Separate out the single host into:

- 📦 Web host
- 📦 Database host
 - Amazon RDS: make your life easier



AWS Core Services Summary

Compute



Amazon
EC2

Networking



Amazon
Route 53

Storage

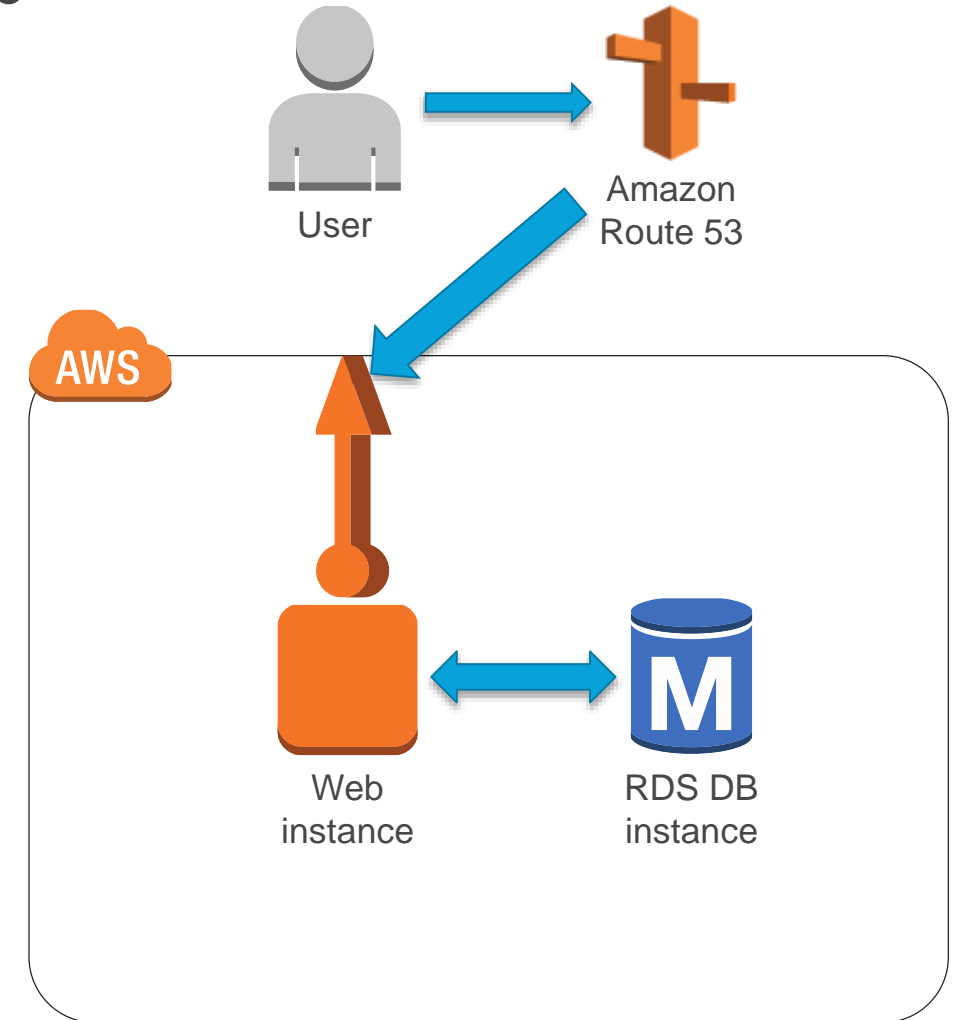
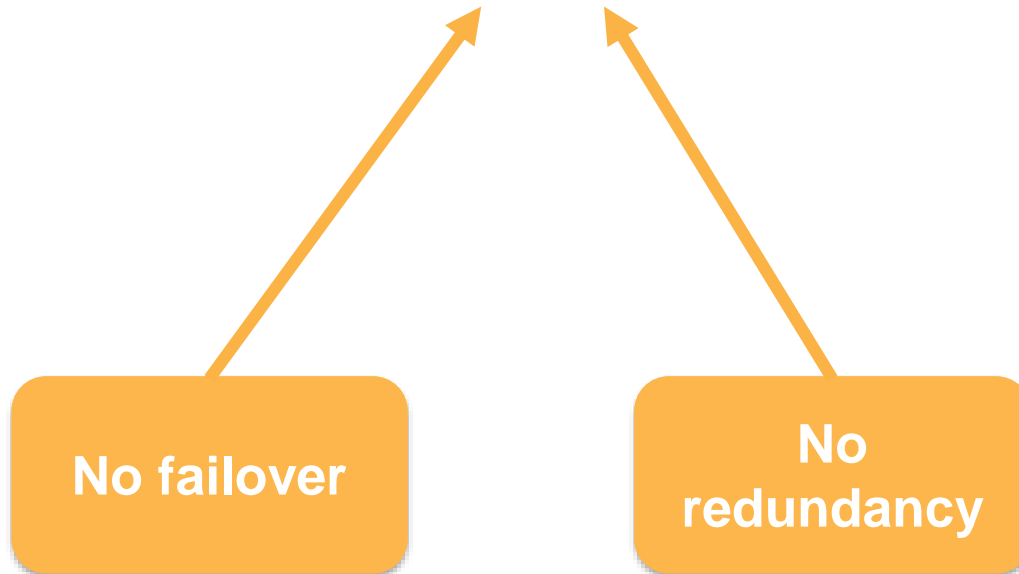
Database



Amazon
RDS
Amazon Aurora

Cloud Computing Infrastructure: Users > 1000

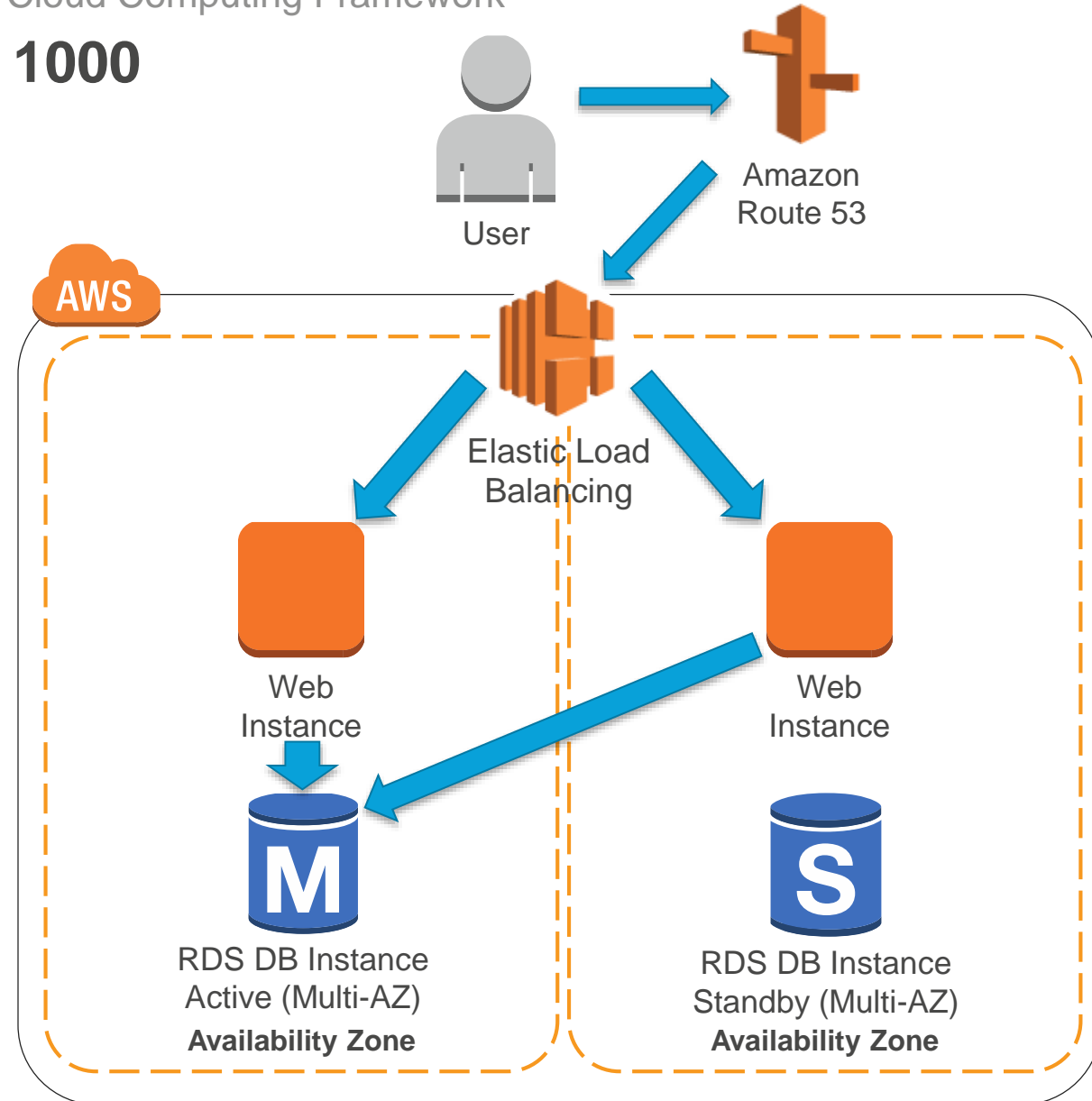
Challenge: Too many eggs in one basket



Cloud Computing Infrastructure: Users > 1000

Solution: High Availability

- Another web instance
 - In another Availability Zone
- RDS Multi-AZ
- Elastic Load Balancing (ELB)

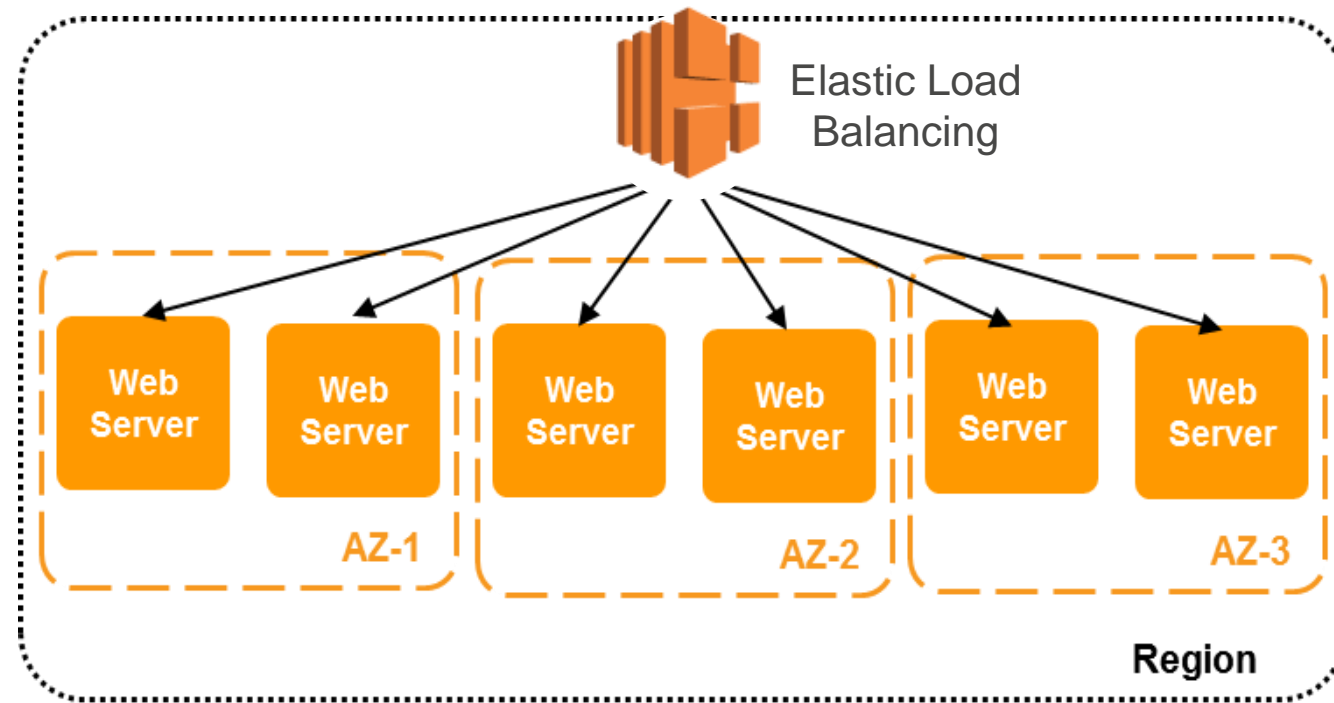


AWS Compute Services



Elastic Load Balancing

- Health checks on hosts
- Distribution of traffic
- Dynamic addition and removal of EC2 hosts



TWO Types { **Classic Load Balancer:** balance traffic on network layer (HTTP(S), TCP/SSL)
Application Load Balancer: balance traffic on application level

AWS Core Services Summary

Compute



Amazon
EC2



Elastic Load
Balancing

Networking



Amazon
Route 53

Storage

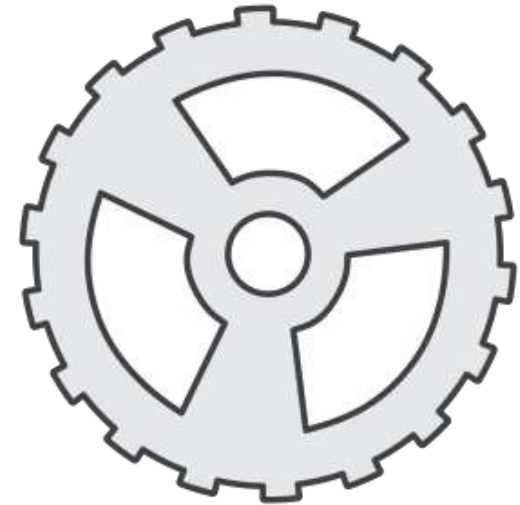
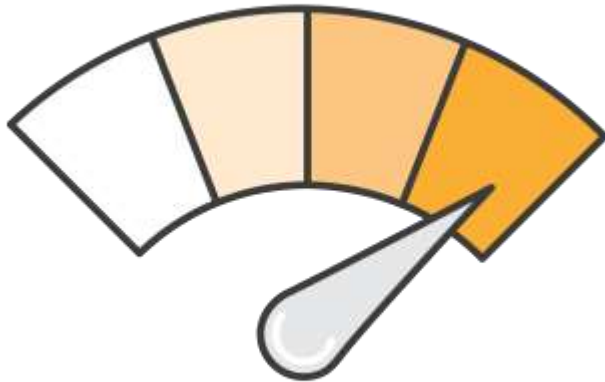
Database



Amazon
RDS
Amazon Aurora

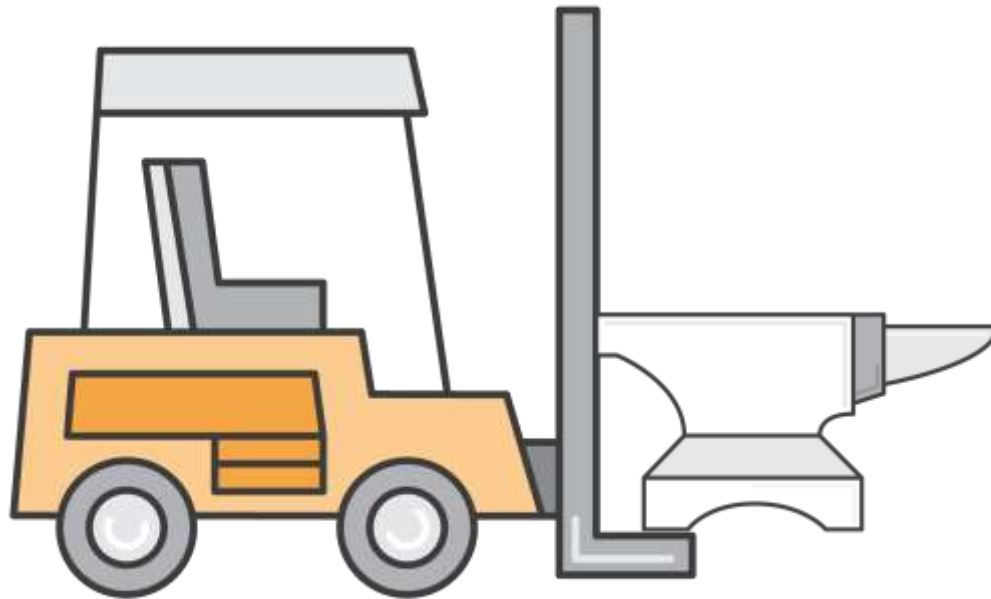
Cloud Computing Infrastructure: Users > 10,000s–100,000s

What about *performance* and *efficiency*?



Cloud Computing Infrastructure: Users > 10,000s–100,000s

Lighten the Load

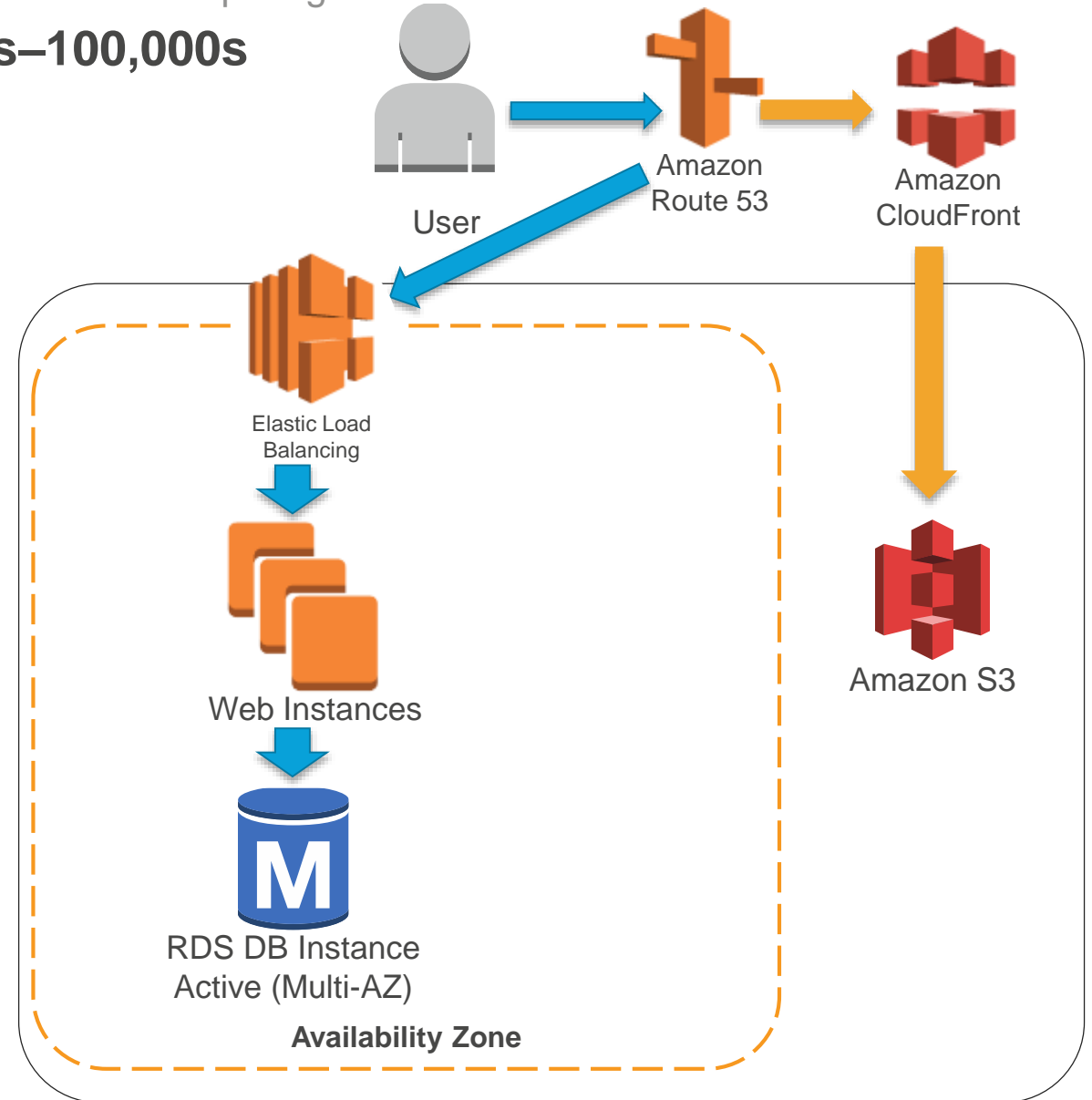


Cloud Computing Infrastructure: Users > 10,000s–100,000s

Shift some load around

Static content to:

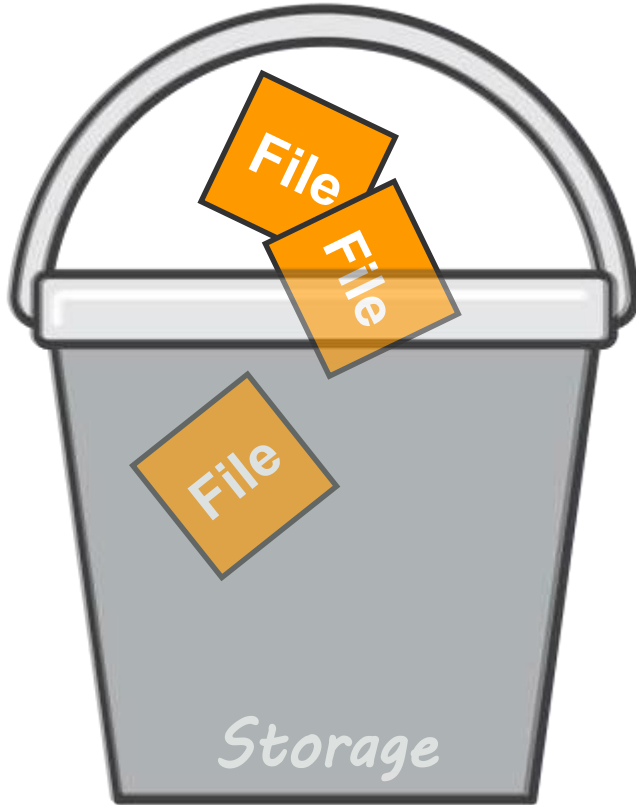
- Amazon S3
- Amazon CloudFront



AWS Storage Services



Amazon
S3

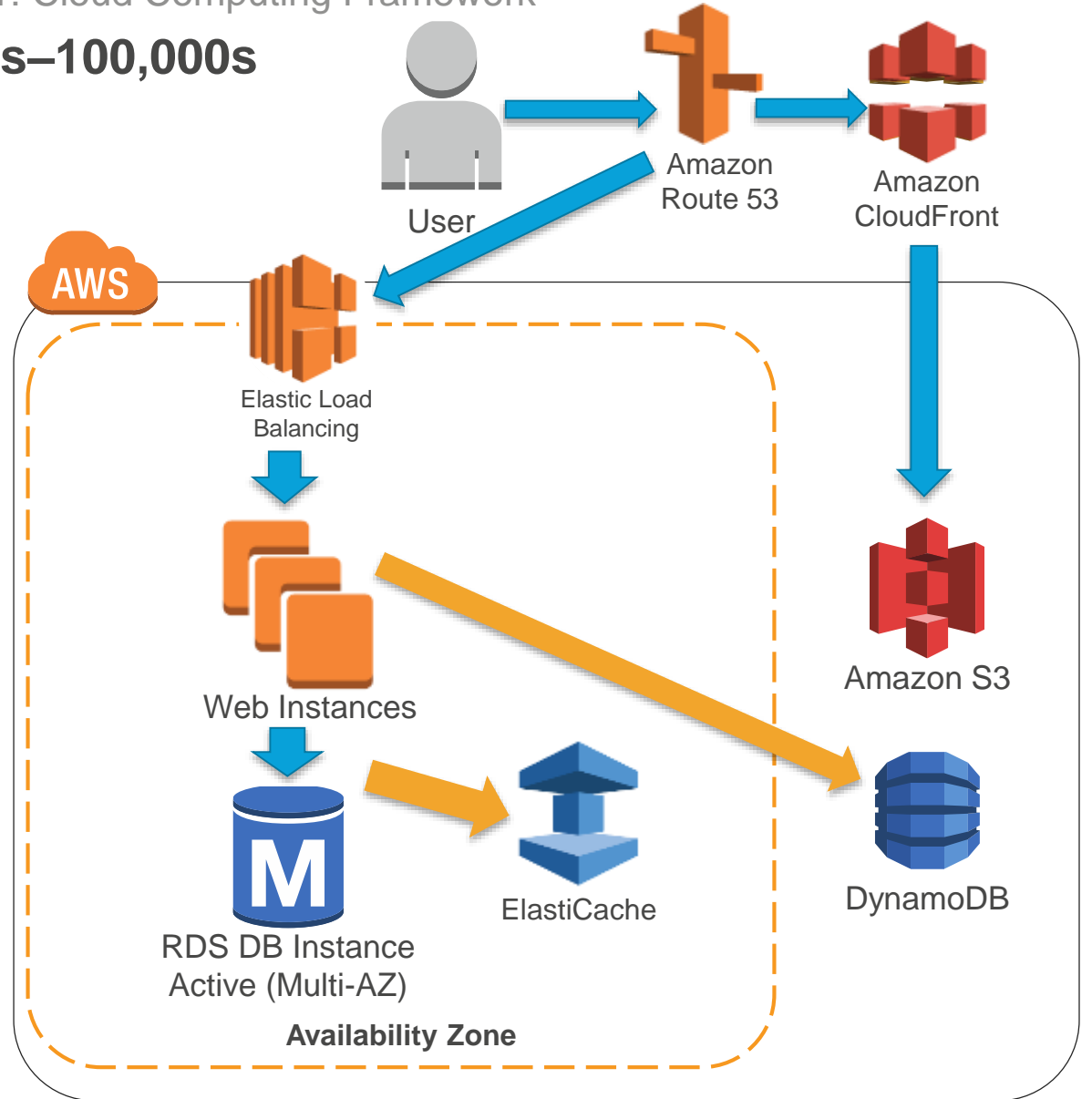


- Object storage and distribution for the internet
- 99.999999999% durability
- Storage classes
 - ✓ Standard
 - ✓ Standard – Infrequent Access
 - ✓ Glacier

Cloud Computing Infrastructure: Users > 10,000s–100,000s

Shift some load around

- Static content to Amazon S3 and Amazon CloudFront
- Session/state to Amazon DynamoDB
- DB caching to Amazon ElastiCache



AWS Core Services Summary

Compute



Amazon
EC2



Elastic Load
Balancing

Networking



Amazon
Route 53

Storage



Amazon S3



CloudFront

Database



Amazon
RDS
Amazon Aurora



DynamoDB

Auto Scaling!



AWS Compute and Management Services



**Auto
Scaling**

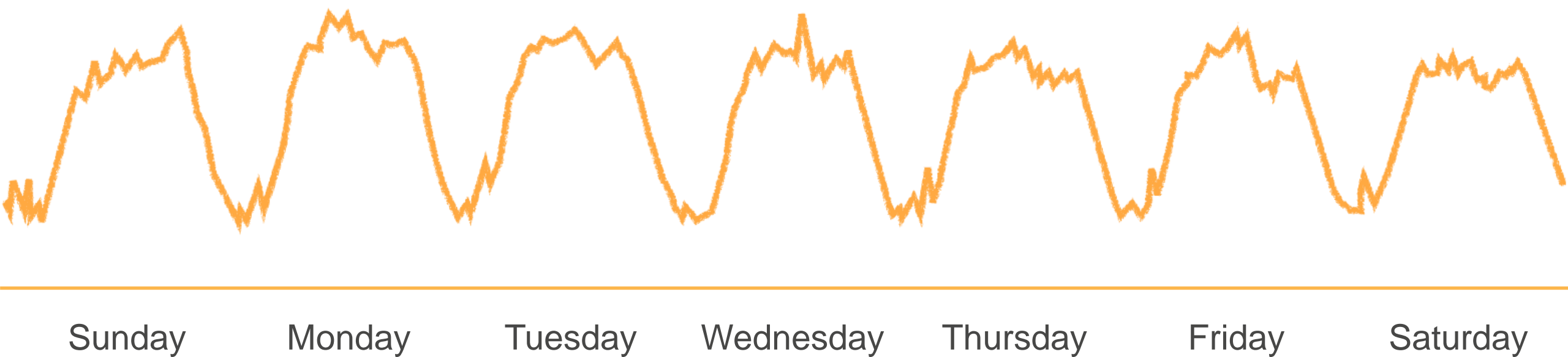
- Automatic resizing of compute clusters
- Define min/max pool sizes
- Amazon CloudWatch metrics drive scaling



**Amazon
CloudWatch**

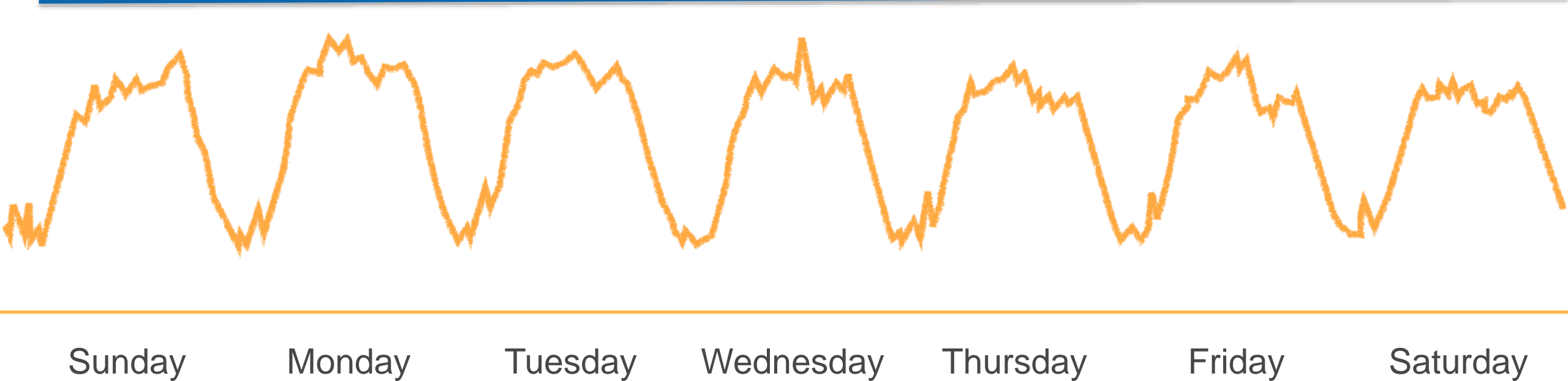
- Monitor resources and application automatically

Typical Weekly Traffic to Amazon.com



Typical Weekly Traffic to Amazon.com

Provisioned capacity



November Traffic to Amazon.com



November

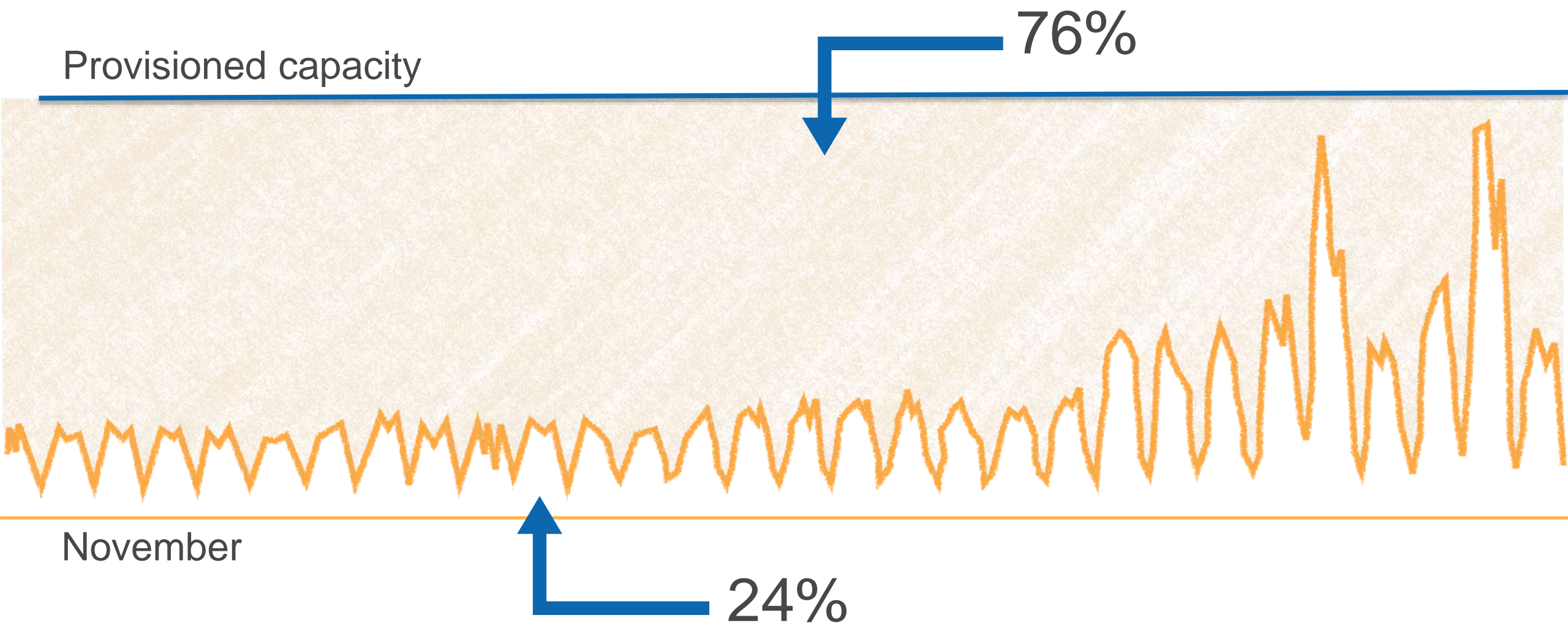
November Traffic to Amazon.com

Provisioned capacity

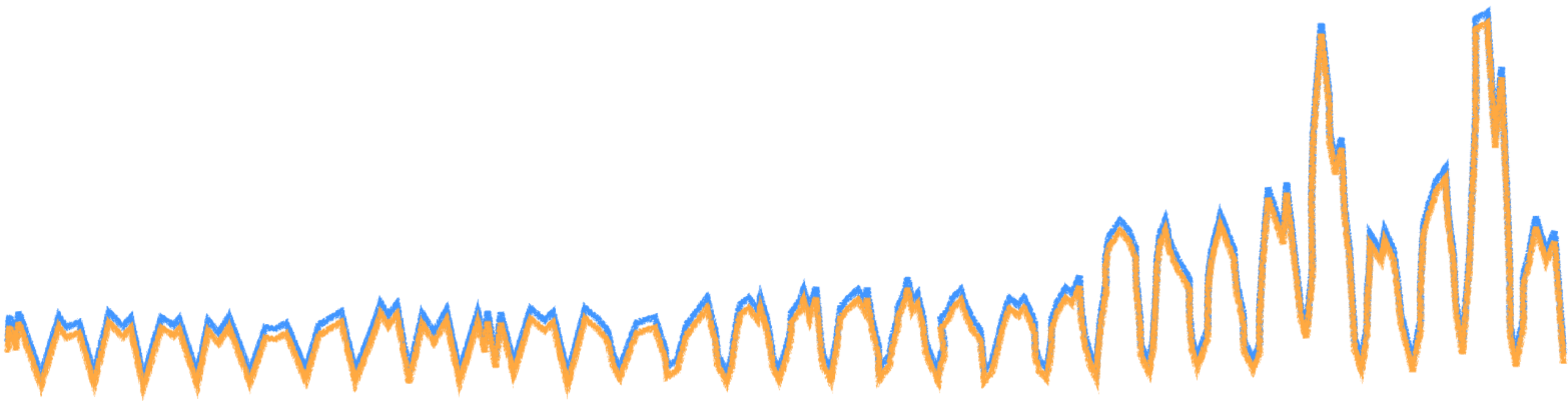


November

November Traffic to Amazon.com



November Traffic to Amazon.com



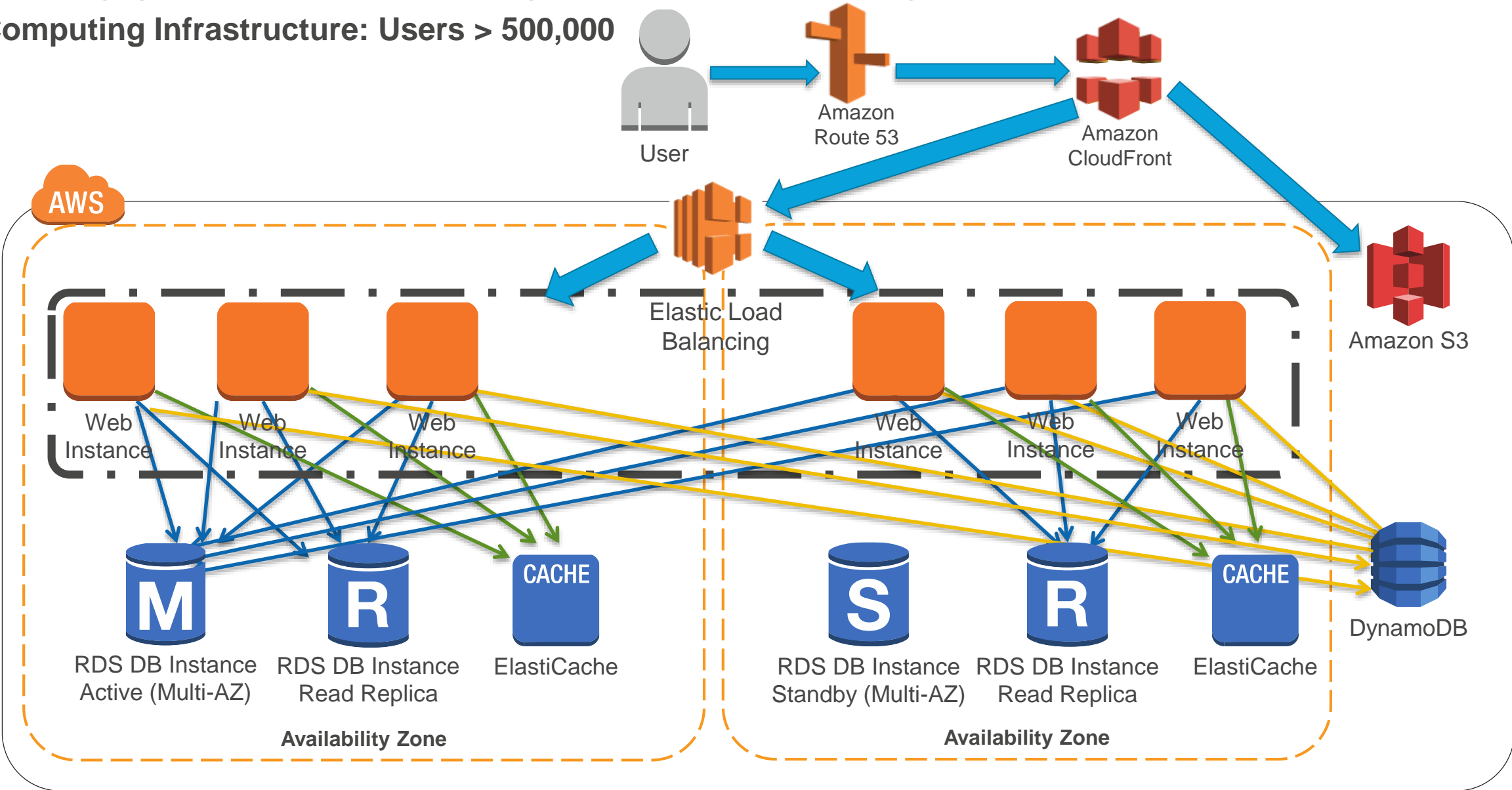
November

Auto Scaling lets you do this!



Use it from the very beginning!

Cloud Computing Infrastructure: Users > 500,000



AWS Core Services Summary

Compute



Amazon
EC2



Elastic Load
Balancing



Auto
Scaling

Networking



Amazon
Route 53

Storage



Amazon S3



CloudFront

Database



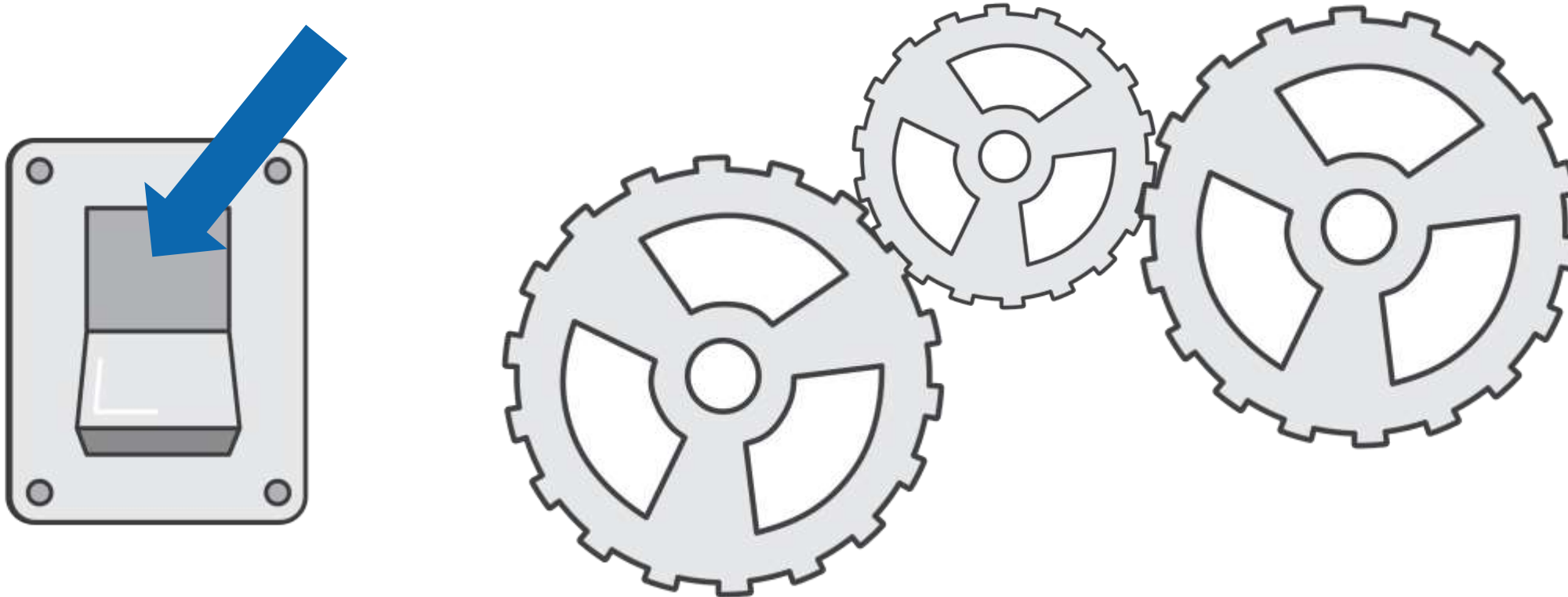
Amazon
RDS

Amazon Aurora



DynamoDB

Use automation



Application and Resource Management

- Deploy code into the cloud
- Manage infrastructure
- Define infrastructure you want build



AWS Elastic
Beanstalk



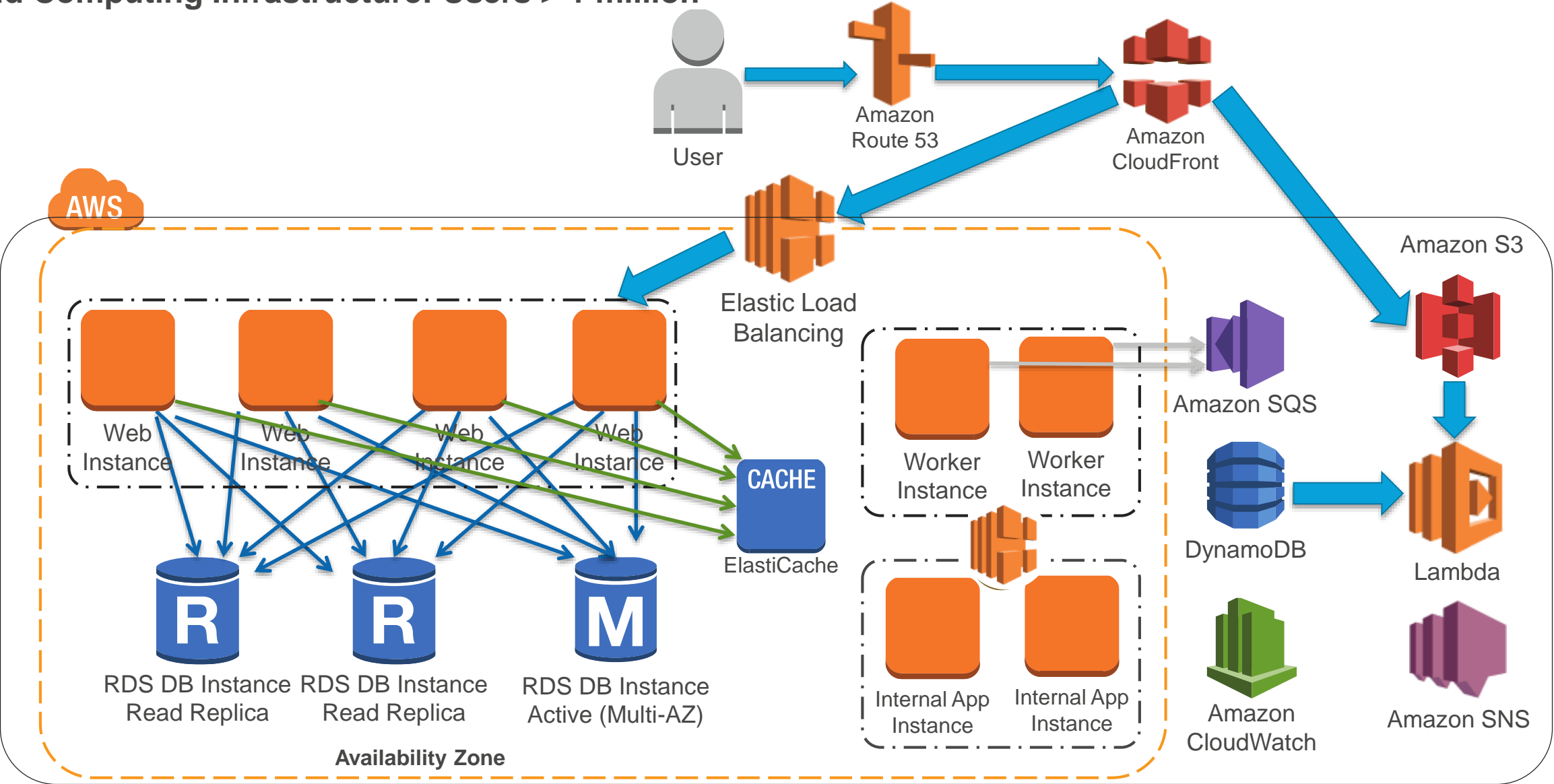
AWS
OpsWorks



AWS
CloudFormation



Cloud Computing Infrastructure: Users > 1 million



AWS Core Services Summary

Compute



Amazon
EC2



Elastic Load
Balancing



Auto
Scaling



AWS
Lambda

Networking



Amazon
Route 53

Storage



Amazon S3



CloudFront

Database



Amazon
RDS

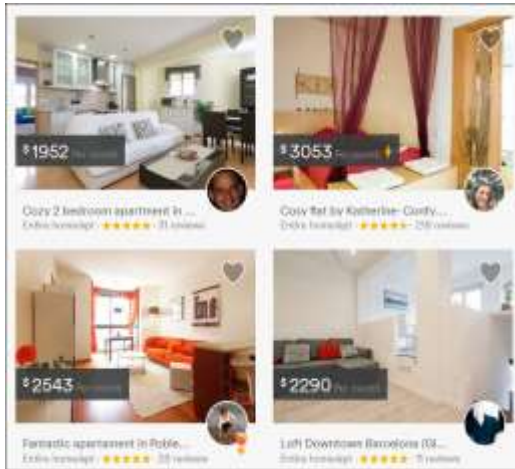
Amazon Aurora



DynamoDB



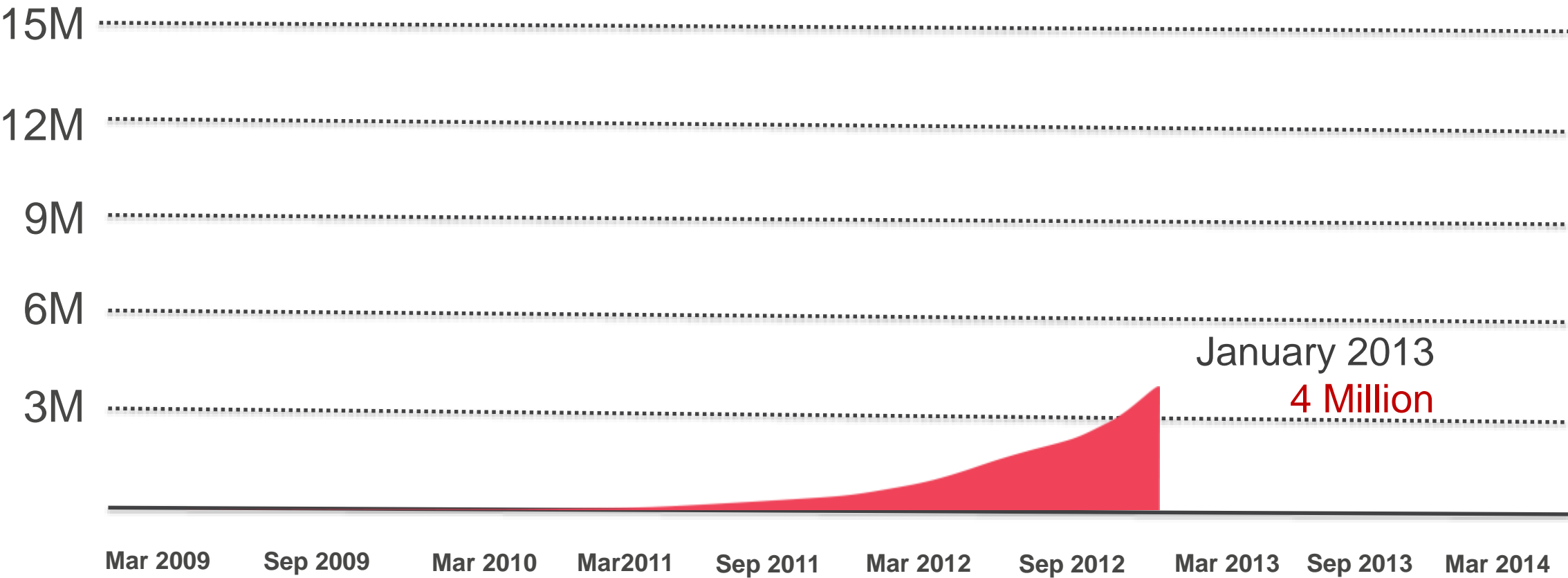
Case Study: Airbnb





Case Study: Airbnb

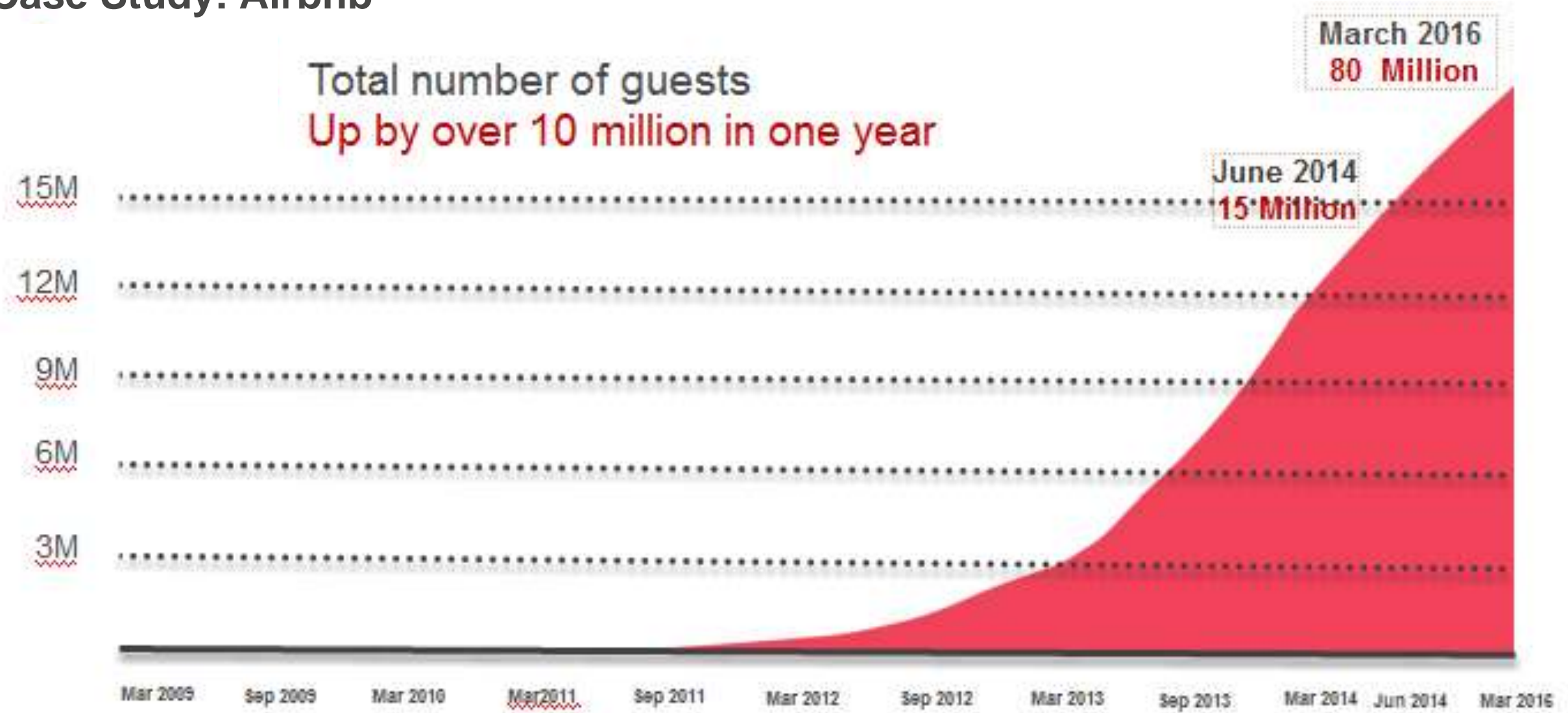
Total number of guests





Case Study: Airbnb

Total number of guests
Up by over 10 million in one year



Key Takeaways

📦 What are the key features of the cloud computing infrastructure?

- Elasticity
- High availability
- Security

Part 2 Big Data

- ✓ Business challenges
- ✓ Cloud computing solutions
- ✓ The AWS big data services

Business Challenges

How is my marketing campaign performing?

Which devices are showing time for maintenance?

Why is my most profitable region not growing?

Who are my top customers and what are they buying?

Lots of data
Lots and lots of questions



Few insights

How much inventory do I have?

How is my employee satisfaction trending?

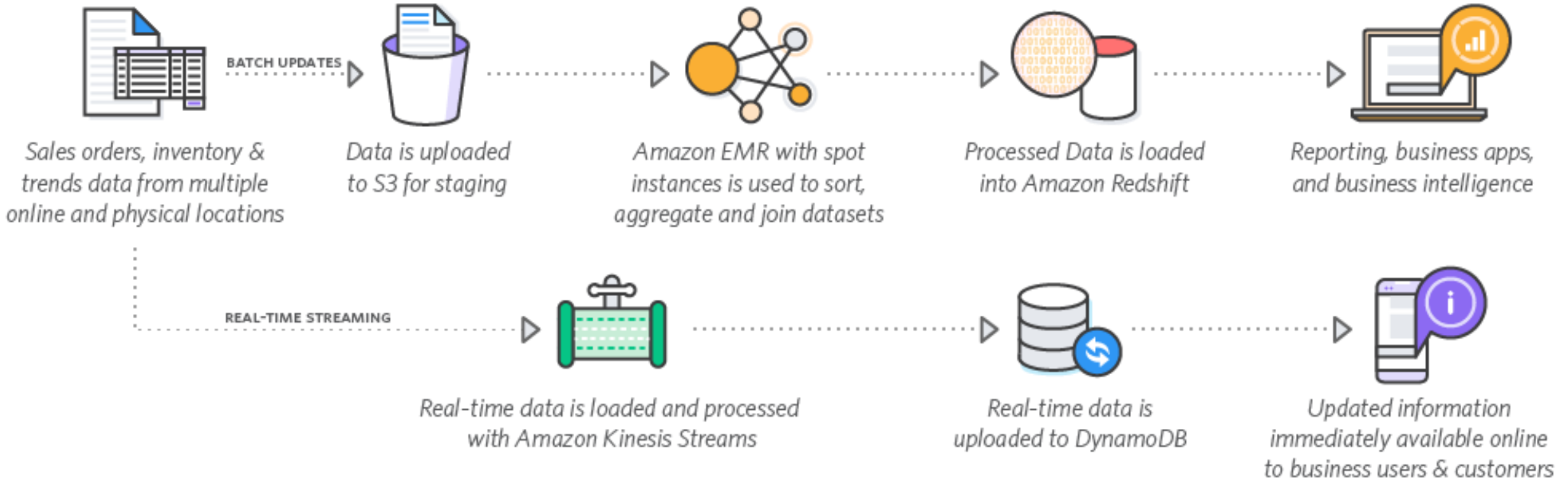
What is my product profitability by region?

Has my fraud account expense increased?

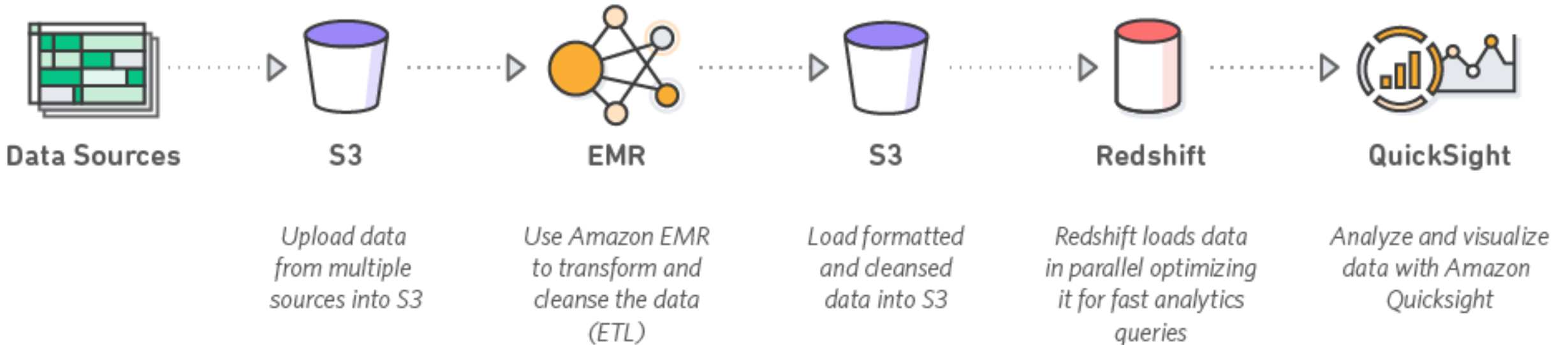
A Natural Fit for Big Data

Big Data	AWS Cloud
Potentially massive data sets	Massive, virtually unlimited capacity
Iterative and experimental data analysis	On-demand infrastructure
Frequent peaks and valleys of workload	Elasticity
Structured and unstructured data	Tools and services for diverse data

Cloud Computing Solutions: On-Demand Analytics



Cloud Computing Solutions: Data Warehousing



AWS Services Summary

Platform Services

Analytics



Amazon Redshift



Amazon Kinesis



Amazon QuickSight



Amazon EMR

Core Services

Compute



Amazon EC2



AWS Lambda



Elastic Load Balancing



Auto Scaling

Networking



Amazon VPC



AWS Direct Connect



Amazon Route 53

Storage



Amazon EBS



CloudFront



Amazon Glacier



Amazon S3

Database



Amazon RDS



DynamoDB



ElastiCache

Part 3 Mobile

- ✓ Business challenges
- ✓ Cloud computing solutions
- ✓ The AWS mobile services

Business Challenges

📦 What makes your mobile apps unique?

📦 Where are you spending most of your time?



📦 The undifferentiated heavy lifting that today's apps need

📦 The great stuff that makes your app unique

Undifferentiated Heavy Lifting

USERS	Authenticate Users Authorize Users Analyze User Behavior
DATA	Synchronize User Data Store Shared Data Capture Real-time Stream Data
MEDIA	Store & Share Media Deliver Media
LOGIC	Run Server-Side Business Logic
MESSAGING	Send Push Notifications

Undifferentiated Heavy Lifting

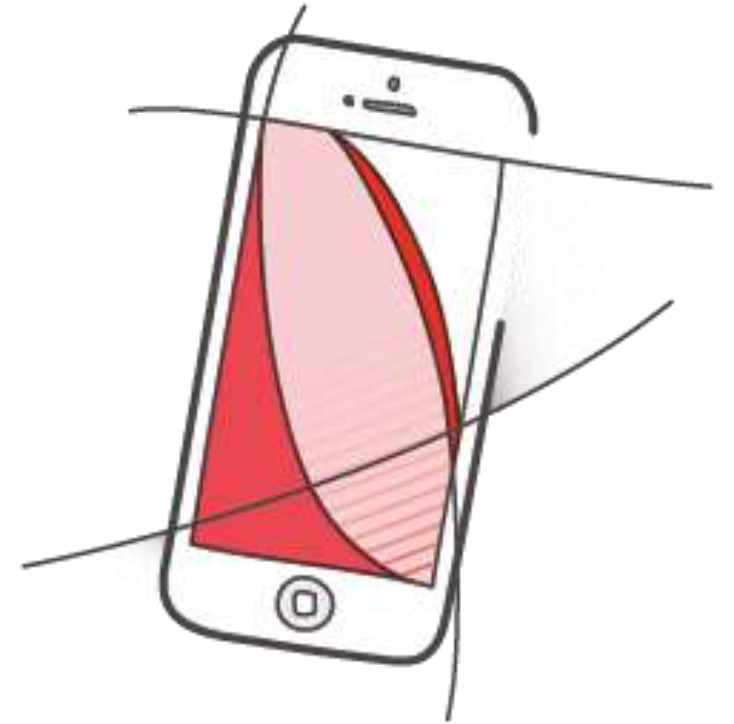
USERS	Authenticate Users Authorize Users Analyze User Behavior	Client Code	Handling Transient Network Conditions	Server Code
DATA	Synchronize User Data Store Shared Data Capture Real-time Stream Data			
MEDIA	Store & Share Media Deliver Media			
LOGIC	Run Server-Side Business Logic			
MESSAGING	Send Push Notifications			

Cloud Computing Solutions


AWS Mobile Solutions make the undifferentiated heavy lifting easy.












You can focus on what makes your app unique!



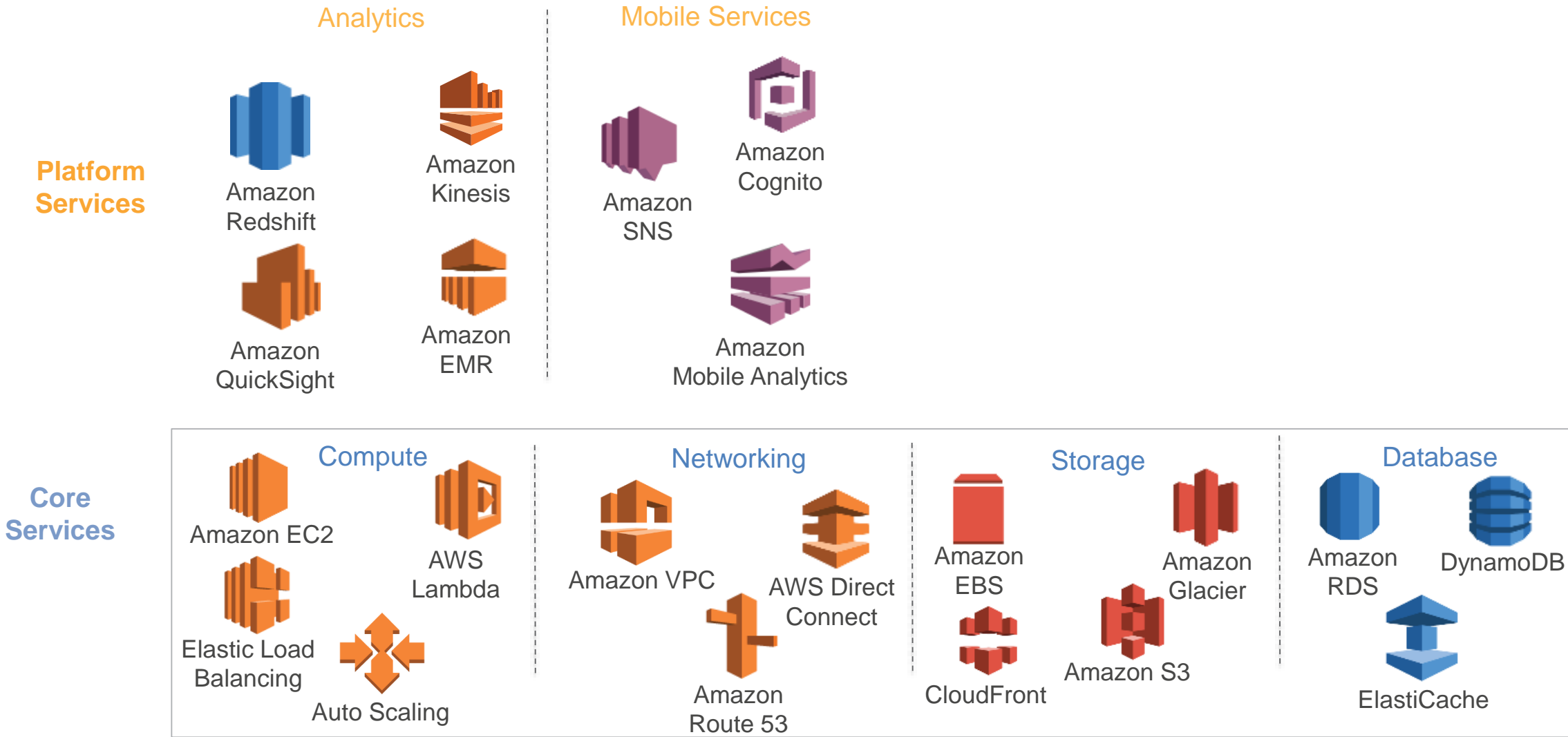
Cloud Computing Solutions

USERS	Authenticate Users Authorize Users Analyze User Behavior	
DATA	Synchronize User Data Store Shared Data Capture Real-time Stream Data	
MEDIA	Store & Share Media Deliver Media	
LOGIC	Run Server-Side Business Logic	
MESSAGING	Send Push Notifications	

AWS Mobile Services

USERS	<p>Authenticate Users</p> <p>Authorize Users</p> <p>Analyze User Behavior</p>	 Amazon Cognito	 Amazon Mobile Analytics	 AWS IAM
DATA	<p>Synchronize User Data</p> <p>Store Shared Data</p> <p>Capture Real-time Stream Data</p>	 Amazon Kinesis Recorder	 Amazon DynamoDB Object Mapper	
MEDIA	<p>Store & Share Media</p> <p>Deliver Media</p>	 Amazon S3 Transfer Manager	 Amazon CloudFront	
LOGIC	<p>Run Server-Side Business Logic</p>	 AWS Lambda		
MESSAGING	<p>Send Push Notifications</p>	 Amazon SNS		

AWS Services Summary



Case Study: HTC



- Founded in 1997
- Global footprint
- Portfolio: smartphones and tablets
- Award-winning mobile devices and industry firsts

Case Study: HTC – Challenges



VS.

Be agile

- Rapid release cycle
- Unpredictable consumer response
- Worldwide deployment

IT Strategy

- Need someone do it better and more efficiently

Case Study: HTC – Solutions

Manage and move terabytes of customer data every day.



Help the CS team with capacity management.



Improve the customer content viewing experience.



Manage user data.



Use multiple AZs: in North America, Europe, and Asia.



Monitor.



Case Study: HTC – Results



- ❏ Became more flexible and agile, even with tight release cycles.
- ❏ Time to market has improved.
- ❏ Reacted quickly to the rapid user growth in HTC Share Service.
- ❏ Provided a good customer experience: reducing latency; improving availability.

Part 4 Disaster Recovery

- ✓ Business challenges
- ✓ Cloud computing solutions
- ✓ The AWS Services for disaster recovery

Business Challenges

Business continuity is broken

Hardware or software failure

Network outage, power outage

Physical damage to a building

Human error

...



Business Challenges

Traditional Environment vs. AWS

Traditional Environment

- ❏ Duplication of infrastructure
- ❏ Large procurements
- ❏ Ongoing maintenance
- ❏ Underutilized resources

AWS

- ❏ Scale infrastructure up and down
- ❏ Provision resources globally
- ❏ Change and optimize resources during a DR scenario
- ❏ Tools for segregation of duties
- ❏ Automate deployment

Business Challenges

Traditional Environment vs. AWS

Traditional Environment

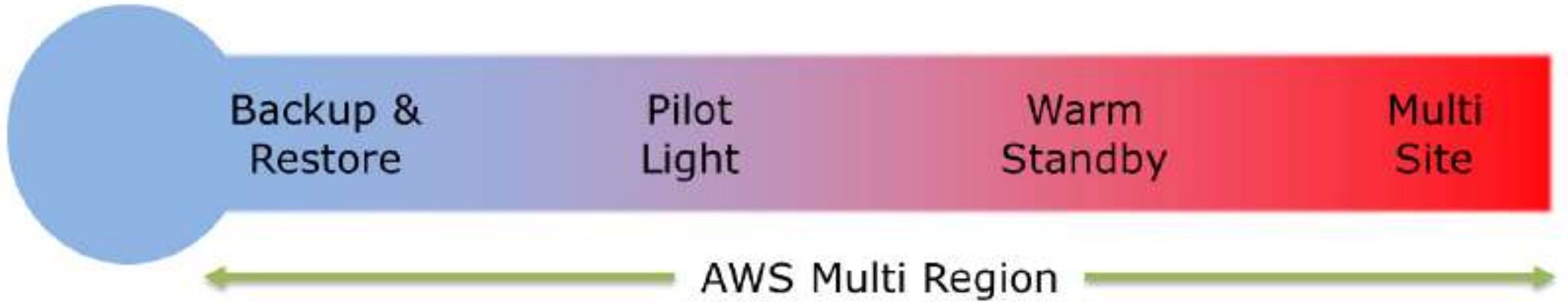
- ❏ Duplication of infrastructure
- ❏ Large procurements
- ❏ Ongoing maintenance
- ❏ Underutilized resources

AWS

- ❏ Scale infrastructure up and down
- ❏ Change and optimize resources during a DR scenario
- ❏ Automate deployment
- ❏ **Provision resources globally**
- ❏ **Fast!**



Cloud Computing Solutions for DR

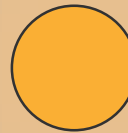


DR Approaches: Pilot Light and Warm Standby

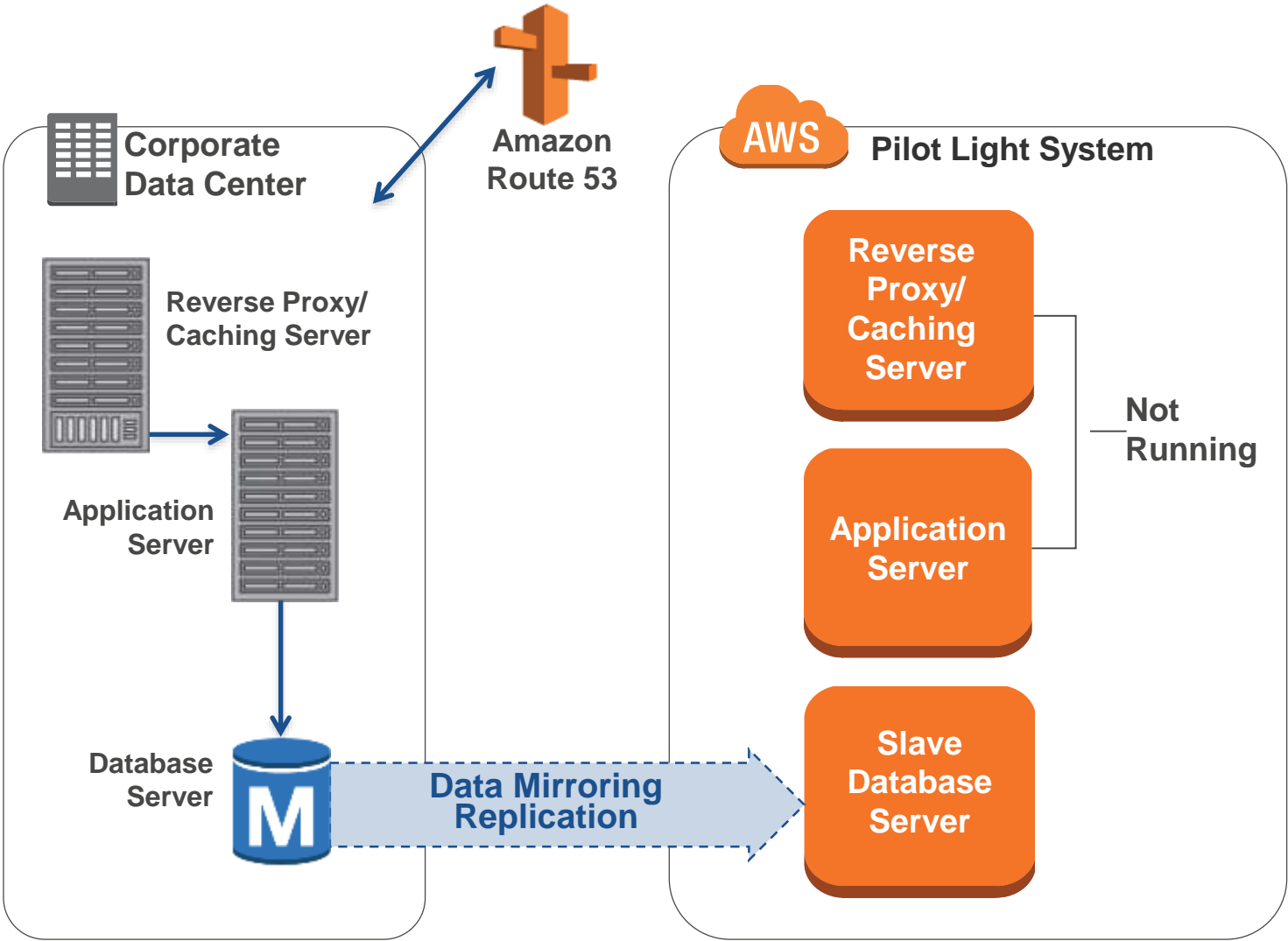
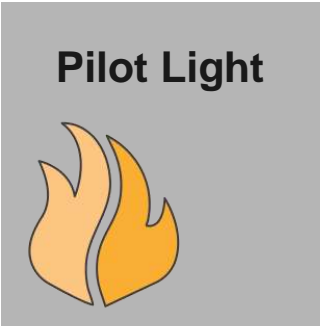
Pilot Light



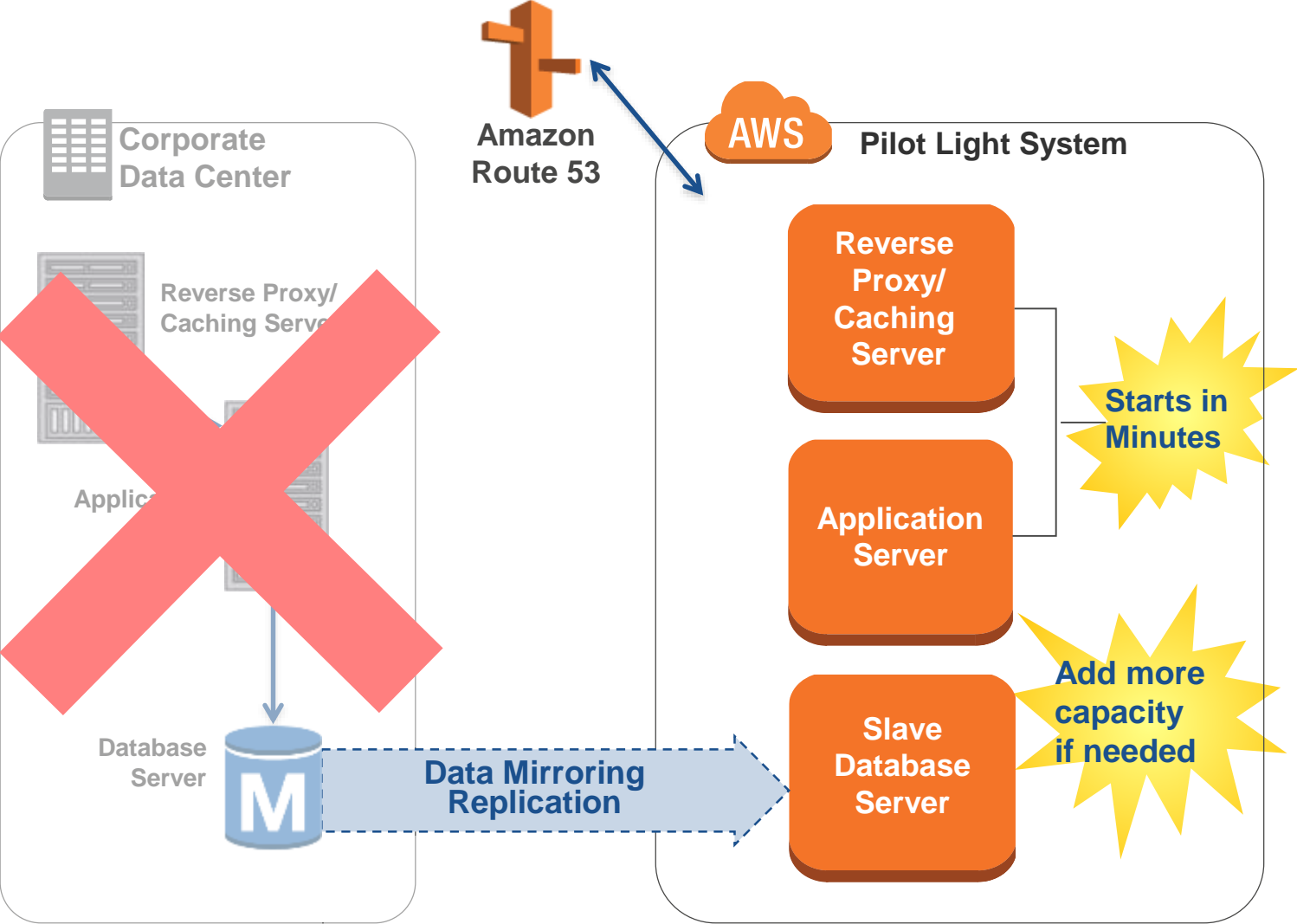
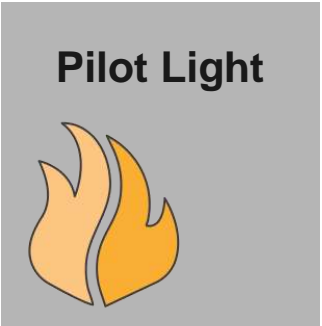
Warm Standby



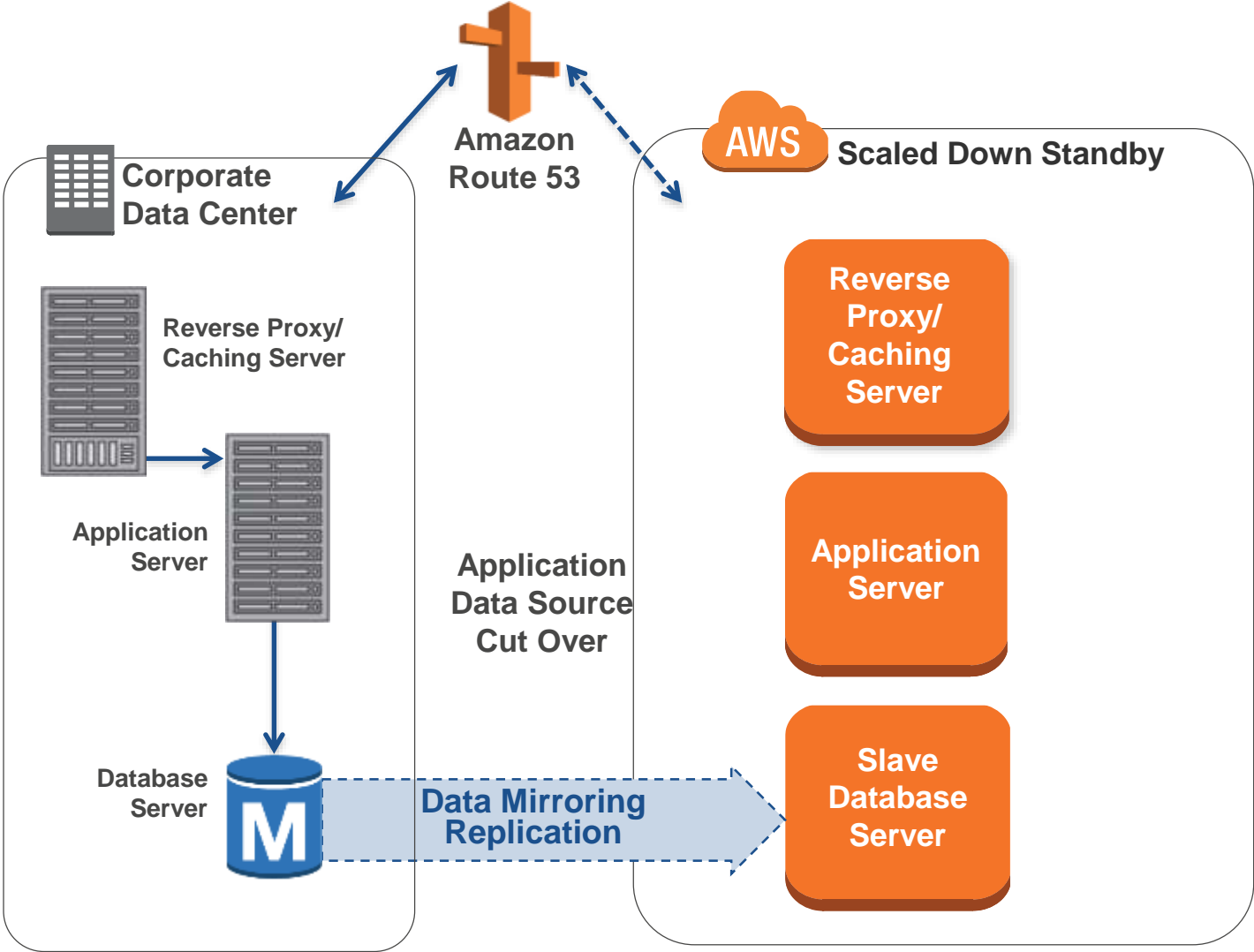
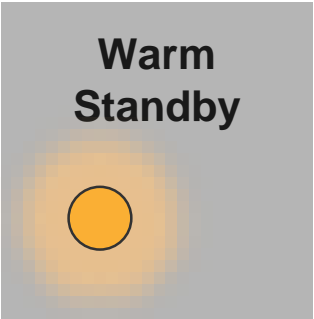
Pilot Light Recovery Approach



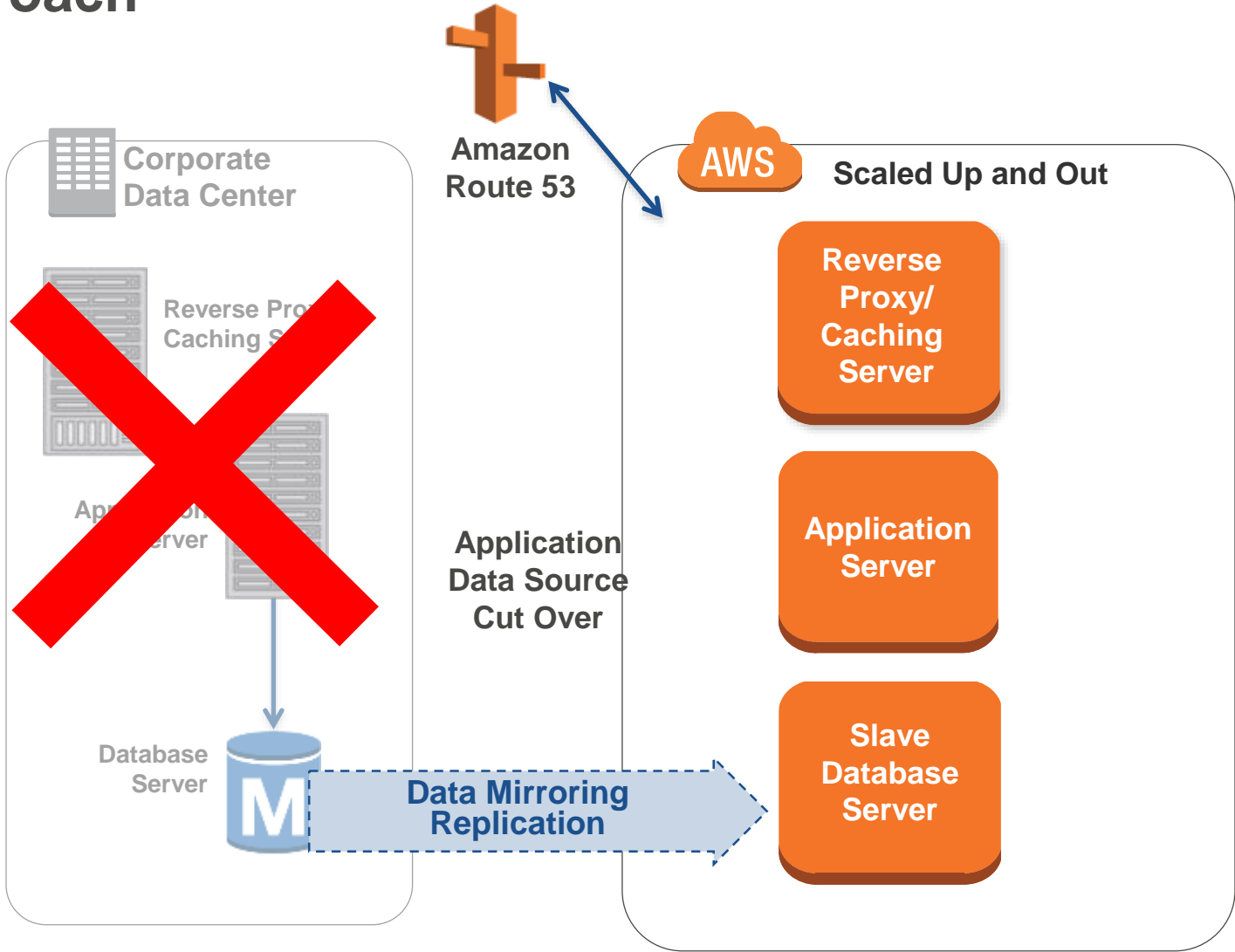
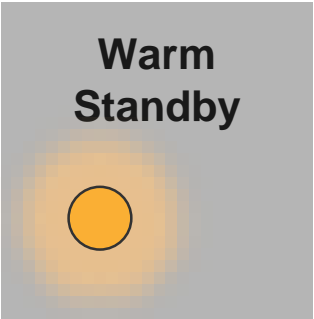
Pilot Light Recovery Approach



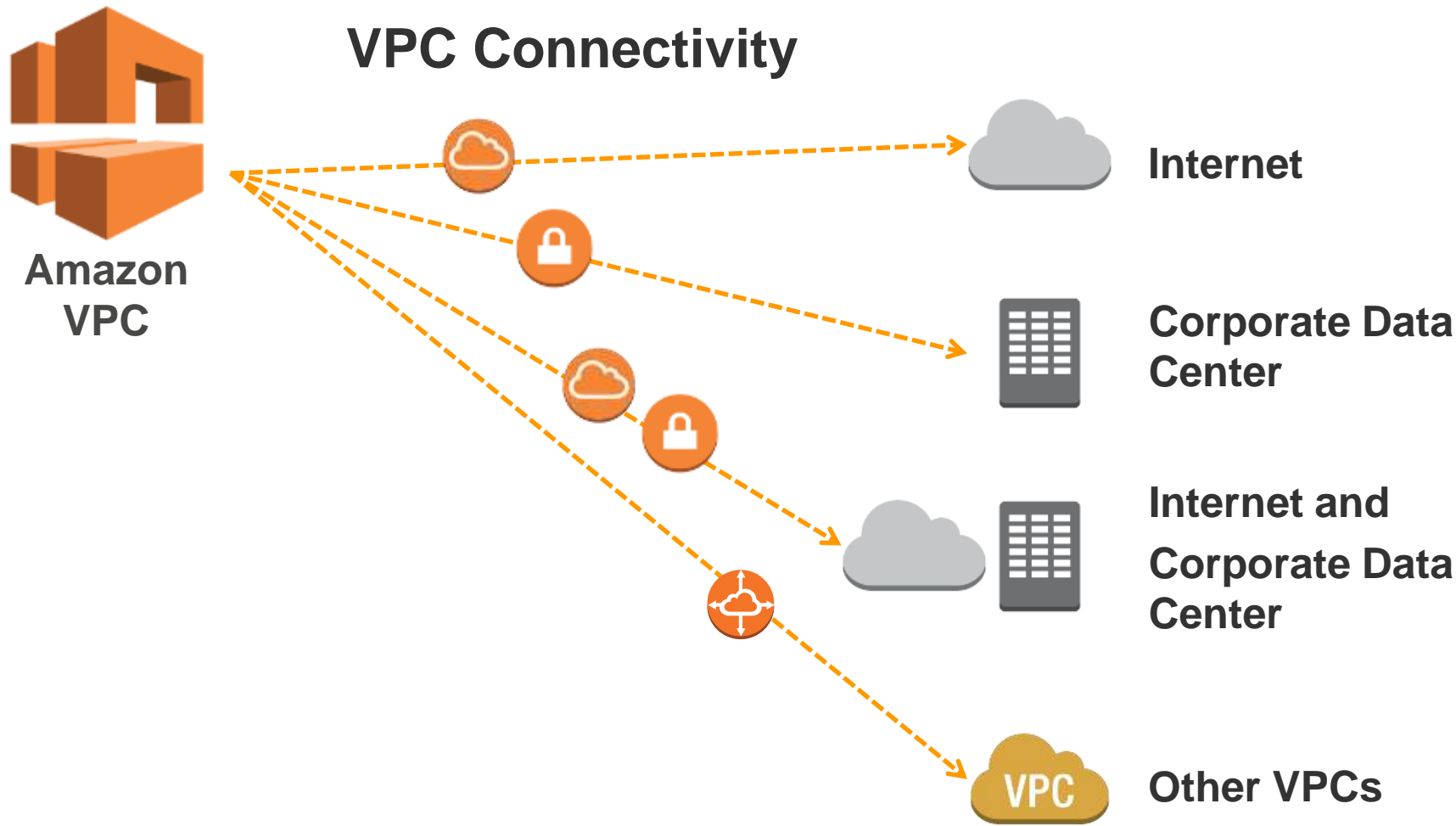
Warm Standby Recovery Approach



Warm Standby Recovery Approach



AWS Networking Services: Amazon Virtual Private Cloud



Gateway Connections:

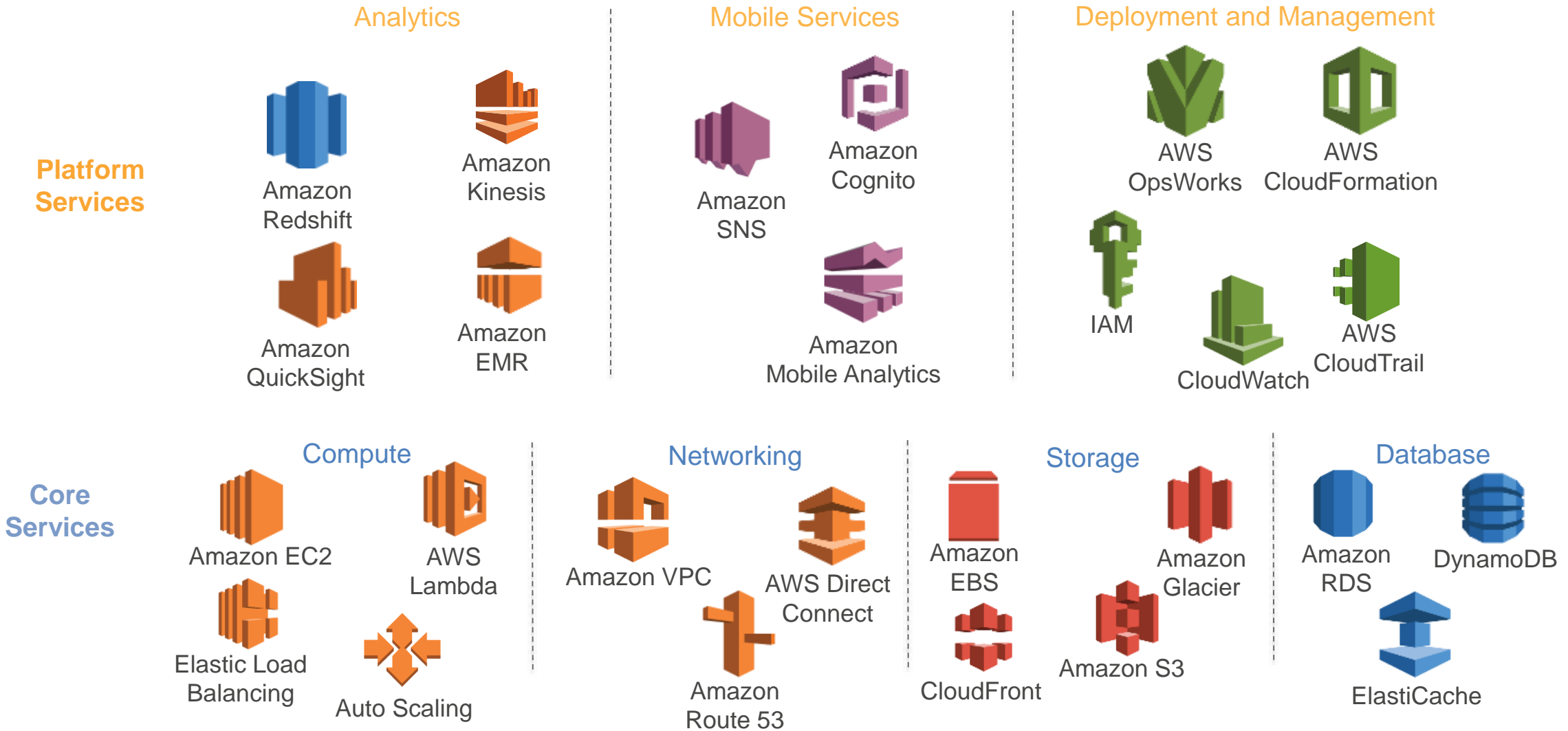
Internet Gateway

Virtual Private Gateway

Internet Gateway and Virtual Private Gateway

VPC Peering Connections

AWS Services Summary



AWS Business Essentials

Module 1: Getting Started with the Cloud





Module 2: Leveraging AWS for Competitive Advantages

 **Module 3: Cloud Economics**

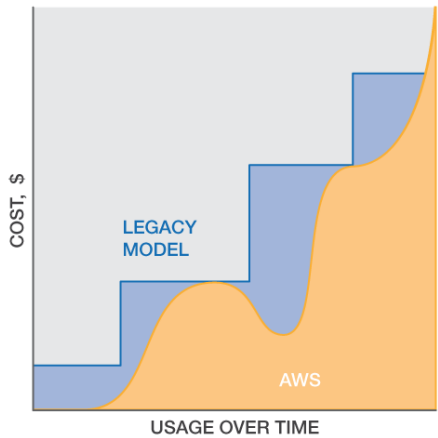
Module 4: Security and Compliance

Module 5: Migrating to the Cloud

What's in Module 3

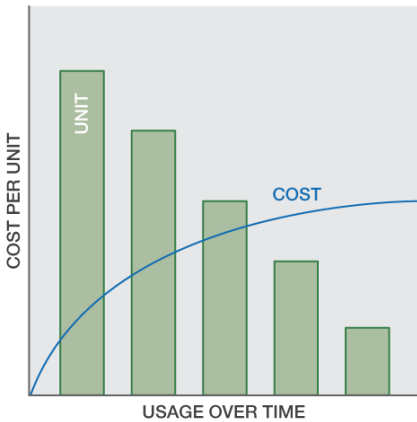
- ▶  AWS pricing principles
-  The simple monthly calculator
-  TCO
-  Cost optimization

Four Basic Principles



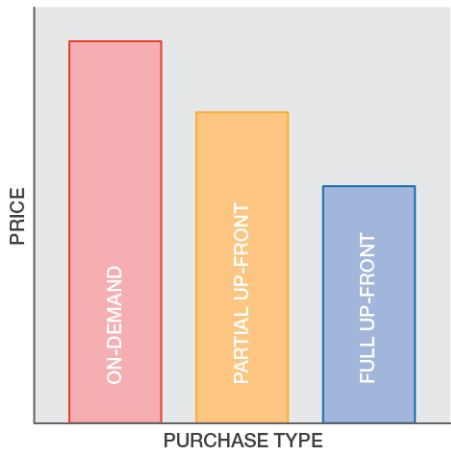
Pay as you go

1



Pay less per unit by using more

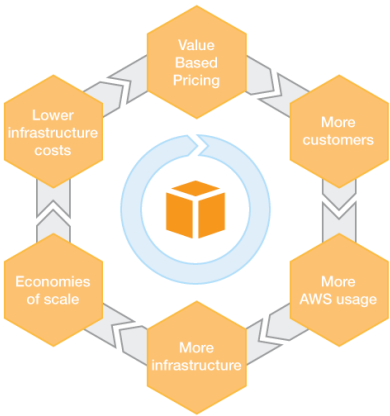
2



Pay less when you reserve

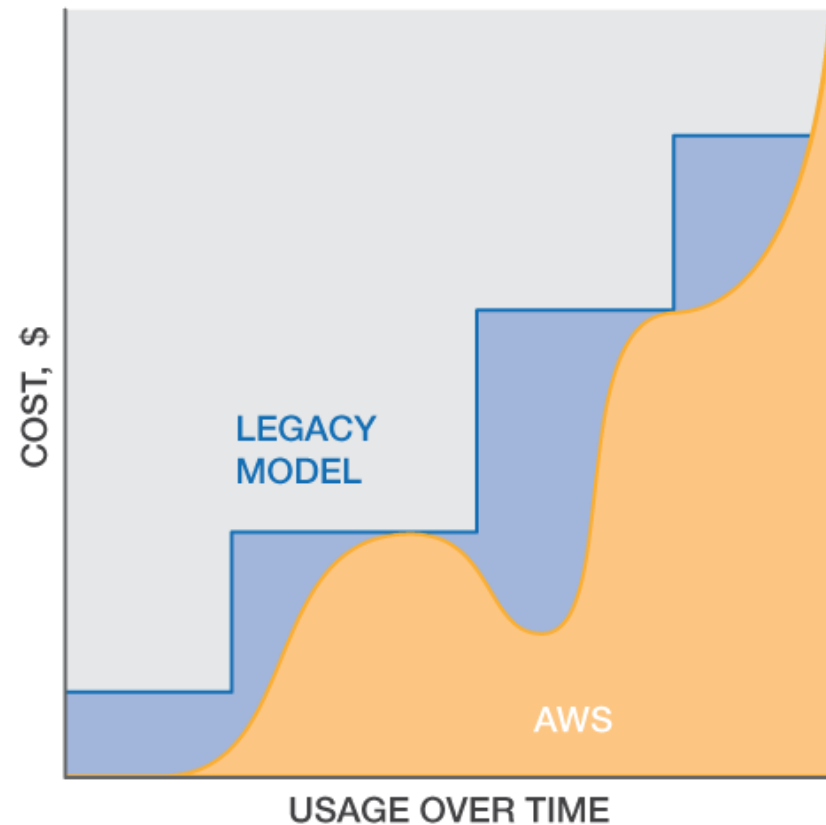
3

4



Benefit from AWS Economies of Scale

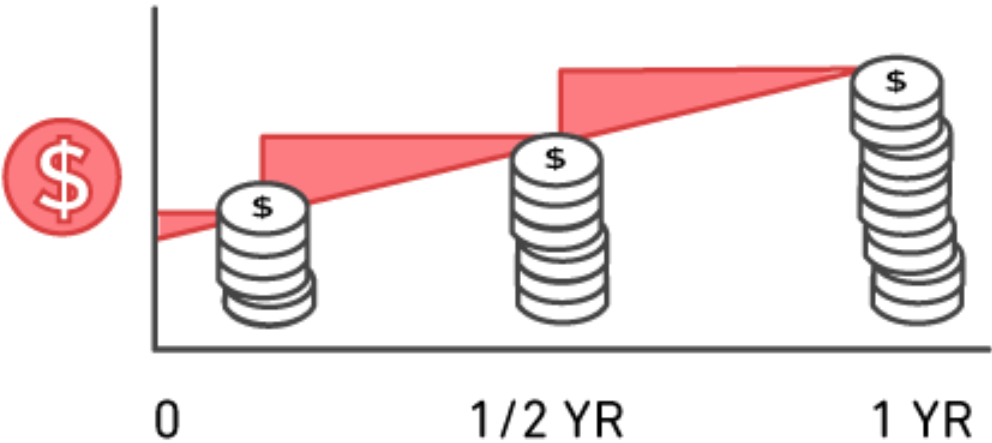
❶ Pay As You Go



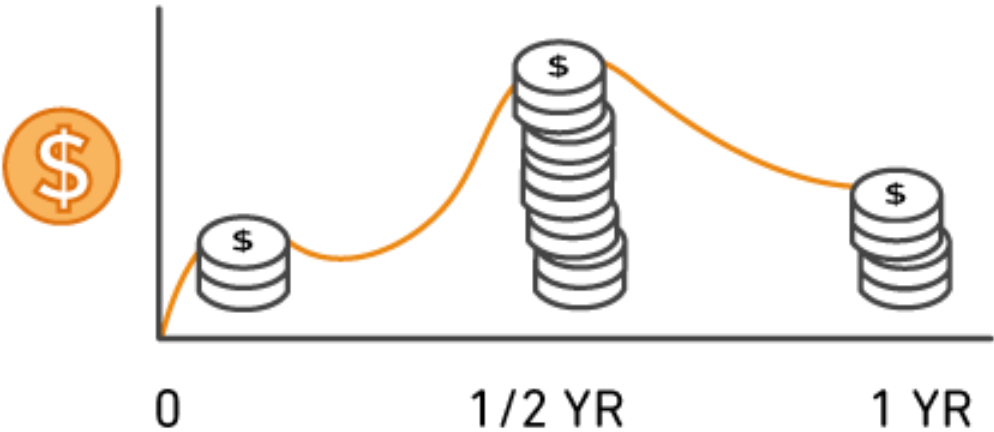
- ❏ No minimum commitments or long-term contracts
- ❏ No upfront expense
- ❏ Low variable costs
- ❏ Pay only for what you use

1 Pay As You Go

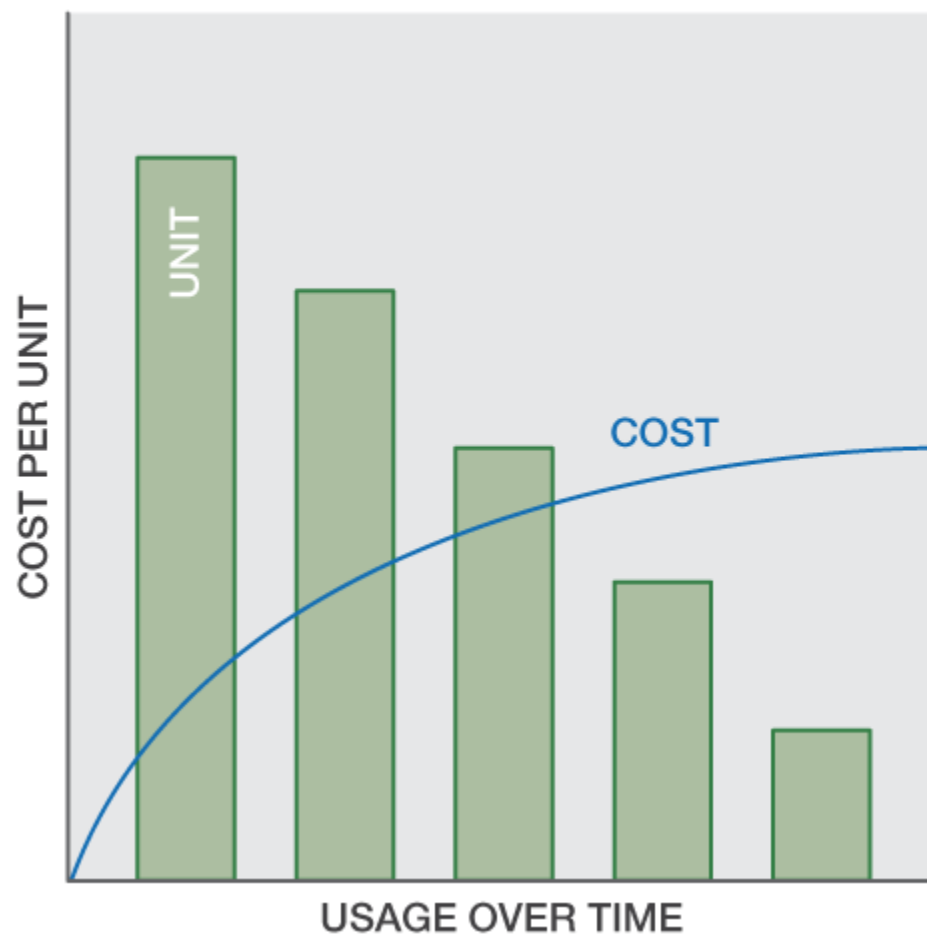
ON PREMISES/COLOCATION -----> AWS



UNDERUTILIZATION

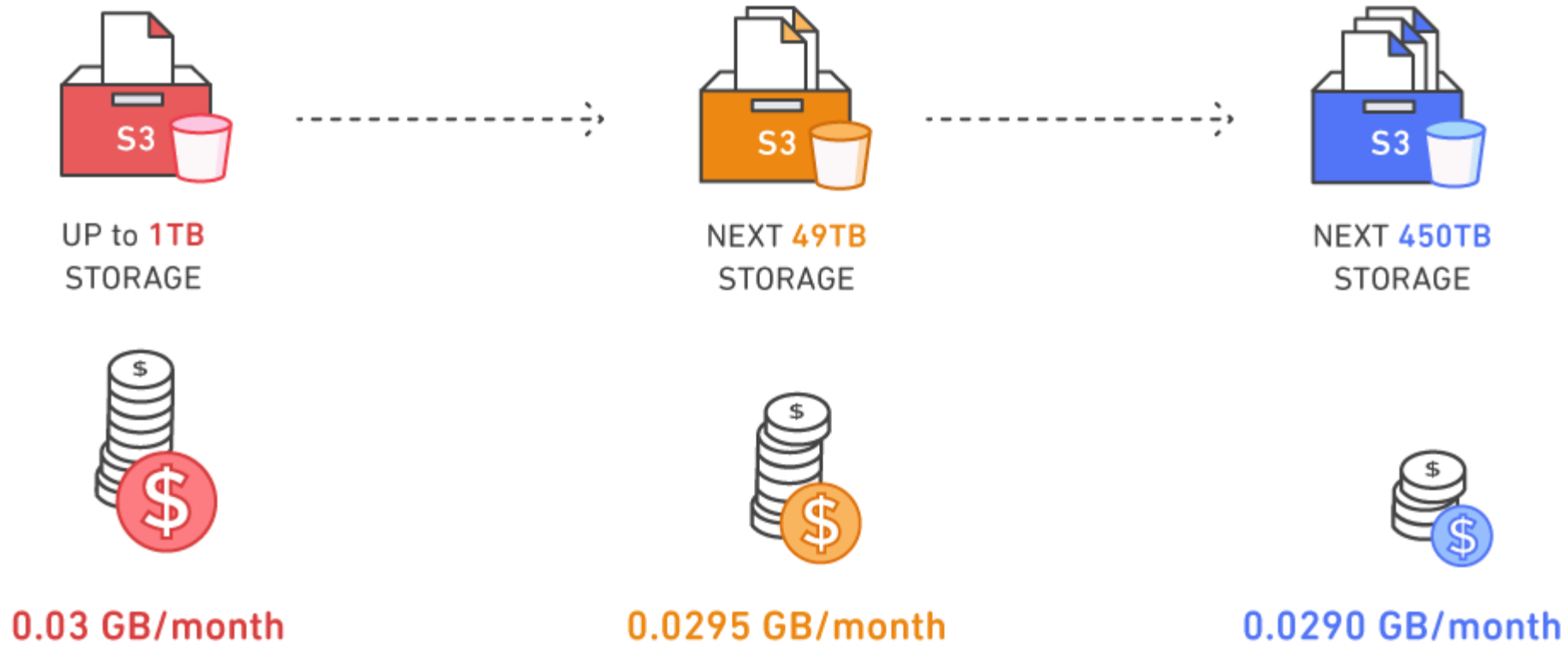


② Pay Less per Unit by Using More

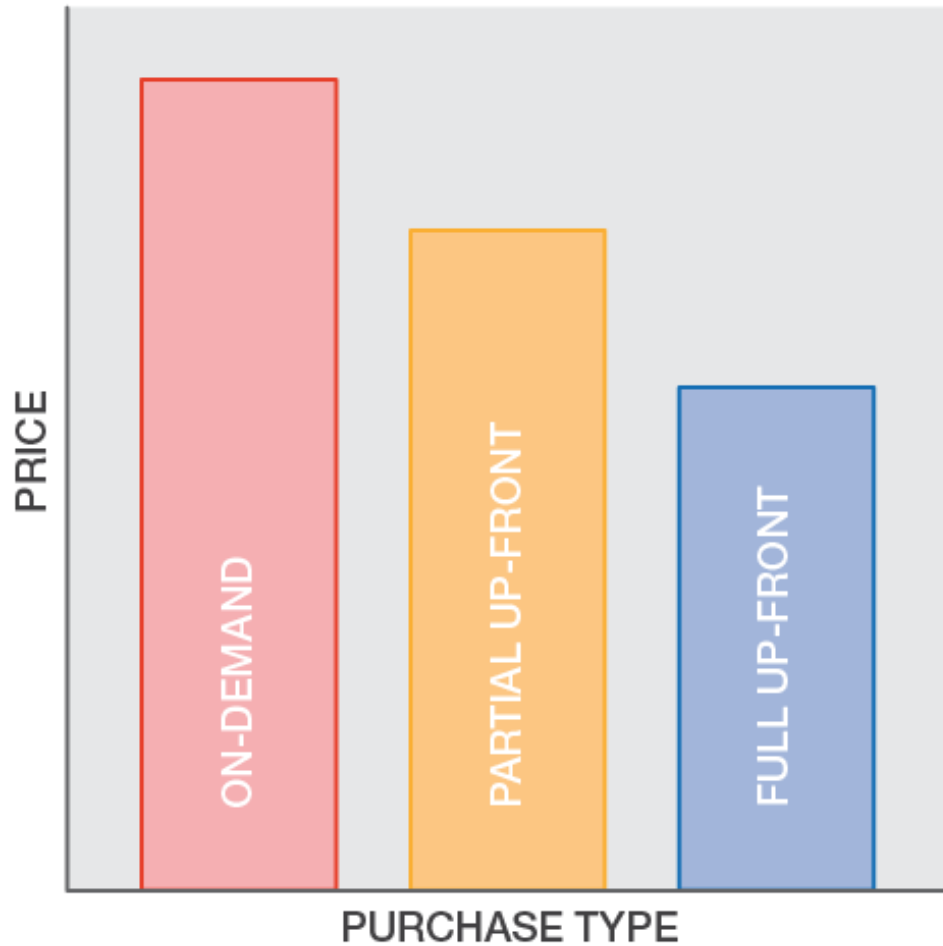


- 📦 Save more as your usage grows
- 📦 Pay less per GB
- 📦 Get volume discounts by reserving more

② Pay Less per Unit by Using More

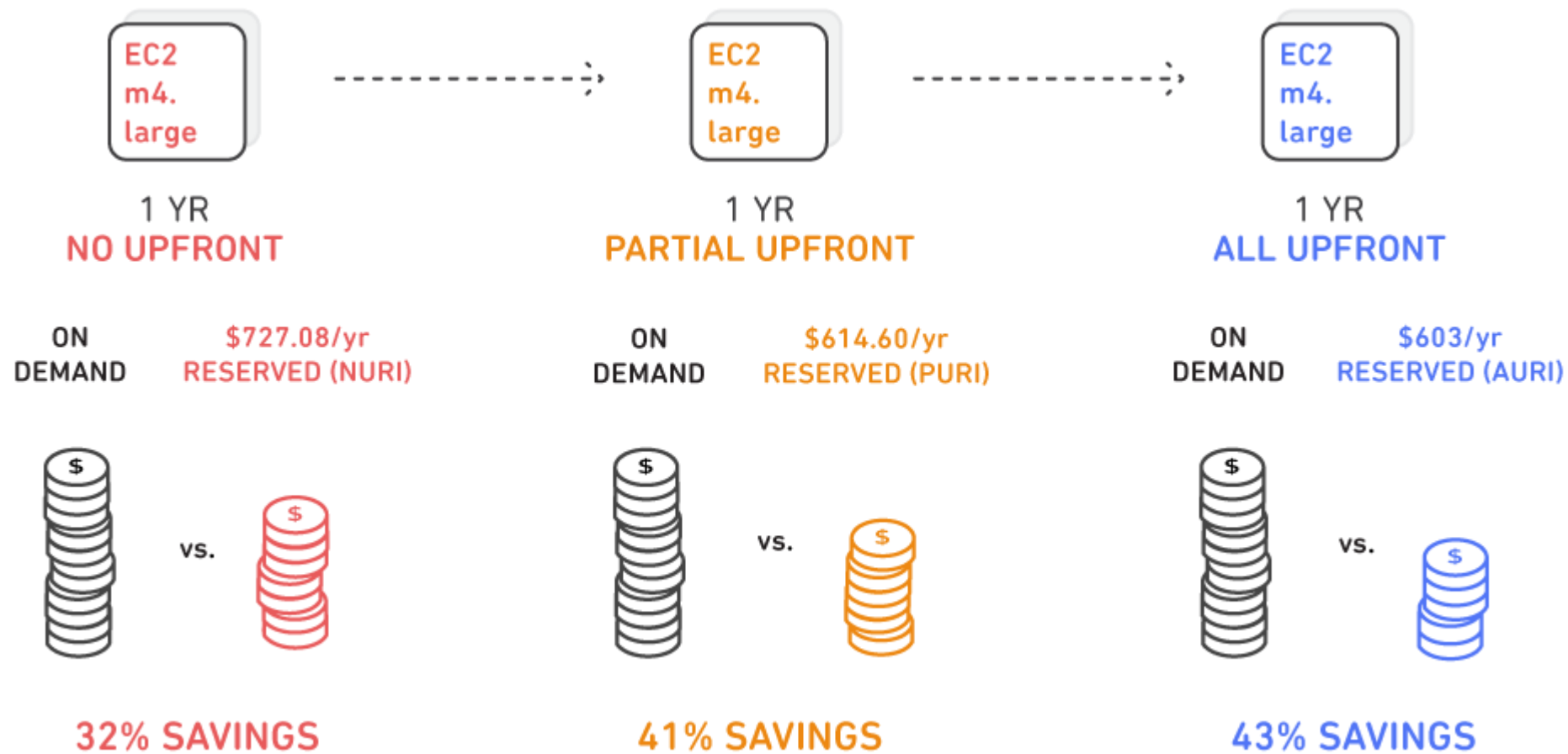


③ Pay Less When You Reserve



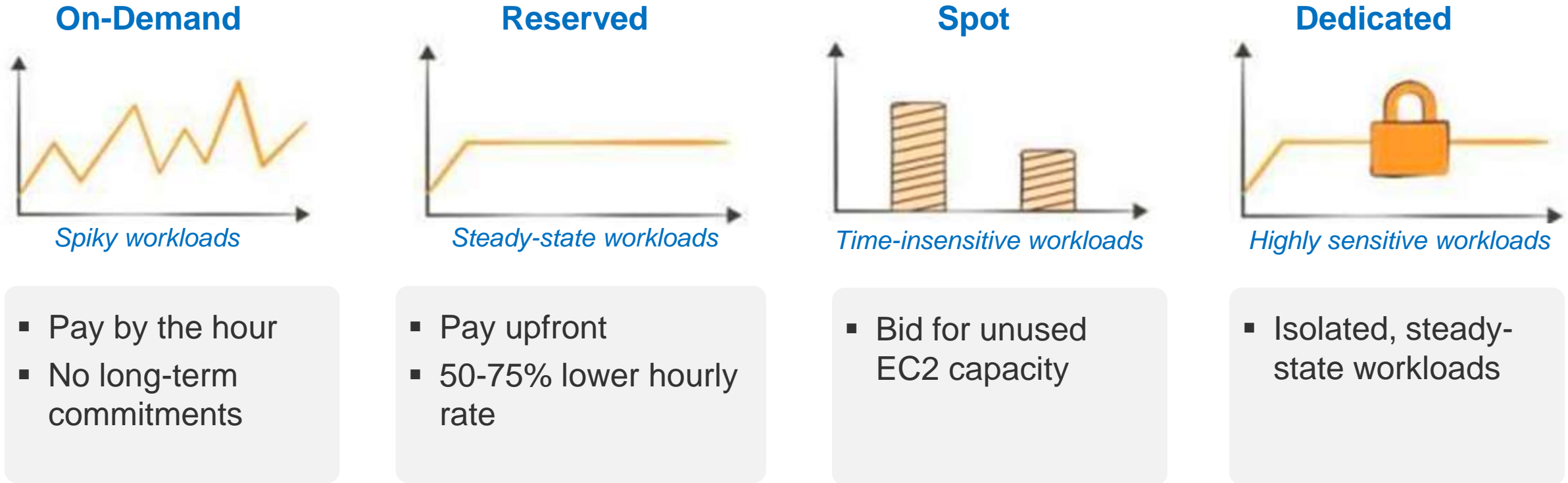
- 📦 Get a bigger discount when you pay more upfront
- 📦 Get a significantly discounted hourly rate
- 📦 Overall savings of up to 75%

③ Pay Less When You Reserve



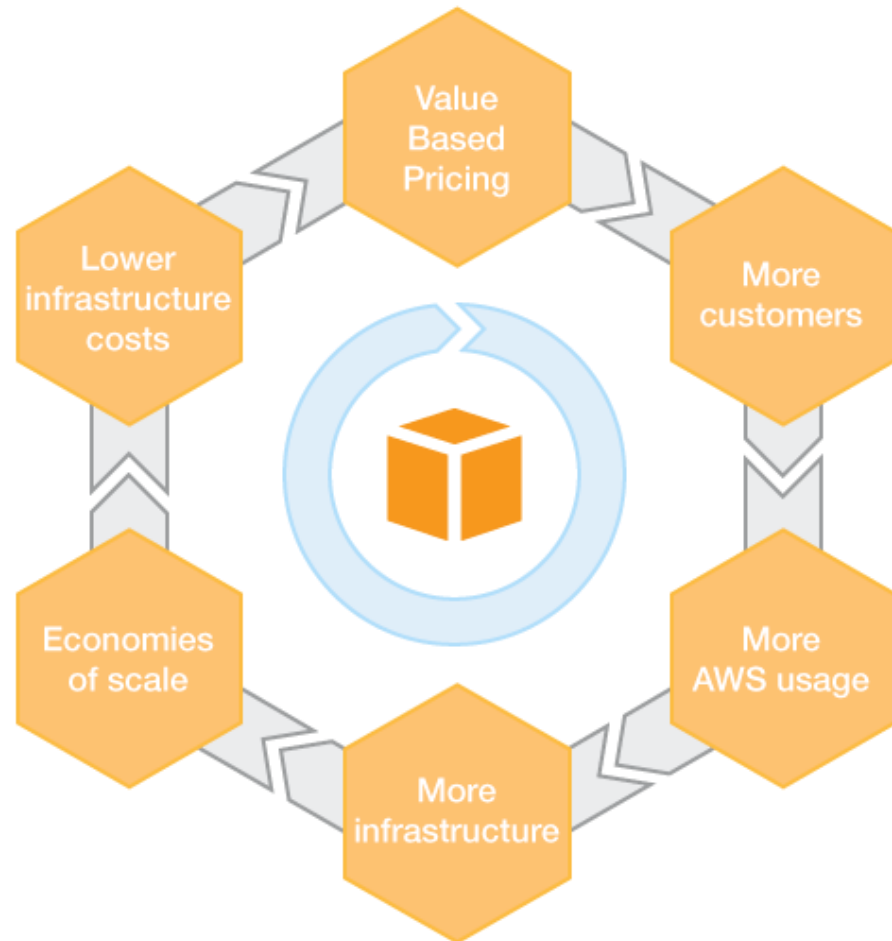
Pricing Principles for Compute

Optimize and combine purchase types:



Free Tier: Get started on AWS with free usage & no commitment.

④ Benefit from AWS Economies of Scale



❏ Lower price and more customers/usage



❏ Lower cost and continuous innovation



❏ Lower prices

What's in Module 3

- 📦 AWS pricing principles
- ▶ 📦 The simple monthly calculator
- 📦 TCO
- 📦 Cost optimization

The Simple Monthly Calculator

The screenshot shows the Amazon Simple Monthly Calculator interface. At the top, there's the Amazon Web Services logo and the title 'SIMPLE MONTHLY CALCULATOR'. A language dropdown is set to 'English'. Below the header, there's a navigation bar with links like 'Watch the Videos' and 'Read How AWS Pricing Works'. The main content area is titled 'Estimate of your Monthly Bill (\$ 0.00)'. It includes a 'Choose region' dropdown set to 'US-East / US Standard (Virginia)'. A sidebar on the left lists various AWS services like Amazon EC2, S3, Route 53, etc. The main area has sections for 'Compute: Amazon EC2 Instances', 'Compute: Amazon EC2 Dedicated Hosts', 'Storage: Amazon EBS Volumes', and 'Elastic IP'. Each section has a table with columns for Description, Instances, Usage, Type, Billing Option, and Monthly Cost. There are 'Add New Row' buttons in each table. On the right, there's a 'Common Customer Samples' section with links to various sample configurations like 'Free Website on AWS', 'AWS Elastic Beanstalk Default', etc.

📦 A tool to estimate price for numerous AWS services

📦 Estimate monthly bill

- A single instance
- Individual services
- Individual or multiple prices

📦 Appraise complete solutions

- Templates

<http://calculator.s3.amazonaws.com/index.html>

Single Service Pricing – EC2

amazon

webservices

SIMPLE MONTHLY CALCULATOR

Language:

English

Need Help?

[Watch the Videos](#)

or

[Read How AWS Pricing Works](#)

Get Started with AWS: [Learn more about our Free Tier](#) or [Sign Up for an AWS Account](#) »

FREE USAGE TIER: New Customers get free usage tier for first 12 months

Reset All

Services

Estimate of your Monthly Bill (\$ 58.20)

Choose region:

US-East / US Standard (Virginia)

Inbound Data Transfer is Free and Outbound Data Transfer is 1 GB free per region per month

Amazon EC2

Amazon S3

Amazon Route 53

Amazon CloudFront

Amazon RDS

Amazon DynamoDB

Amazon ElastiCache

Amazon CloudWatch

Amazon SES

Amazon SNS

Amazon Elastic Transcoder

Amazon WorkSpaces

Amazon WorkDocs

AWS Directory Service

Amazon

Amazon Elastic Compute Cloud (Amazon EC2) is a web service that provides resizable compute capacity in the cloud. It is designed to make web-scale computing easier for developers. Amazon Elastic Block Store (EBS) provides persistent storage to Amazon EC2 instances.

Compute: Amazon EC2 Instances:

Description	Instances	Usage	Type	Billing Option	Monthly Cost
Test	5	100 % Utilized/	Linux on t1.micro	On-Demand (No Co	\$ 73.20
Add New Row					

Compute: Amazon EC2 Dedicated Hosts:

Description	Number of Hosts	Usage	Type	Billing Option
Add New Row				

Storage: Amazon EBS Volumes:

Description	Volumes	Volume Type	Storage	IOPS	Baseline Throughput	Snapshot Storage
Add New Row						

Elastic IP:

Number of Additional Elastic IPs:

0

Elastic IP Non-attached Time:

0

Hours/Mon

Number of Elastic IP Remaps:

0

Per Month

Common Customer Samples

Free Website on AWS

AWS Elastic Beanstalk Default

Marketing Web Site

Large Web Application (All On-Demand)

Media Application

European Web Application

Disaster Recovery and Backup

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Training and Certification

110

Single Service with Price Window

amazon web services

SIMPLE MONTHLY CALCULATOR

FREE USAGE TIER: New Customers can use up to 750 hours of Amazon EC2 t2.micro instances for free each month.

Reset All

Services

Choose region: US-East / US South

Amazon EC2

Amazon S3

Amazon Route 53

Amazon CloudFront

Amazon RDS

Amazon DynamoDB

Amazon ElastiCache

Amazon CloudWatch

Amazon SES

Amazon SNS

Amazon Elastic Transcoder

Amazon WorkSpaces

Amazon WorkDocs

AWS Directory Service

Compute: Amazon EC2 Instance

Description

Test

Add New Row

Compute: Amazon EC2 Dedicated Instance

Description

Number of Additional Elastic IPs

Add New Row

Storage: Amazon EBS Volume

Description

Volumes

Add New Row

Elastic IP:

Number of Additional Elastic IPs

Elastic IP Non-attached Time

Select Instance Type

Operating System

☐ Windows

☐ Windows and Std. SQL Server

☐ Windows and Web SQL Server

☐ Windows and Enterprise SQL Server

☒ Linux

☐ Red Hat Enterprise Linux

☐ SUSE Linux Enterprise Server

☐ EBS-Optimized

Select	Name	vCPU	Memory (GiB)	Instance Storage (GB)	I/O	EBS Opt.	On-Demand Hourly Cost	Reserved Effective Hourly Cost (Savings %)*
<input checked="" type="radio"/>	t1.micro	1	0.6		Very Low	--	\$0.020	\$0.008 (59%)
<input type="radio"/>	t2.nano	1	0.5		Low	--	\$0.007	\$0.003 (55%)
<input type="radio"/>	t2.micro	1	1.0		Low to Moderate	--	\$0.013	\$0.006 (56%)
<input type="radio"/>	t2.small	1	2.0		Low to Moderate	--	\$0.026	\$0.012 (56%)
<input type="radio"/>	t2.medium	2	4.0		Low to Moderate	--	\$0.052	\$0.023 (56%)
<input type="radio"/>	t2.large	2	8.0		Low to Moderate	--	\$0.104	\$0.046 (56%)
<input type="radio"/>	m4.large	2	8.0		Moderate	Yes	\$0.120	\$0.045 (63%)
<input type="radio"/>	m4.xlarge	4	16.0		High	Yes	\$0.239	\$0.089 (63%)
<input type="radio"/>	m4.2xlarge	8	32.0		High	Yes	\$0.479	\$0.179 (63%)
<input type="radio"/>	m4.4xlarge	16	64.0		High	Yes	\$0.958	\$0.357 (63%)
<input type="radio"/>	m4.10xlarge	40	160.0		10 Gigabit	Yes	\$2.394	\$0.893 (63%)
<input type="radio"/>	m3.medium	1	3.75	SSD 1 x 4	Moderate	--	\$0.067	\$0.026 (61%)
<input type="radio"/>	m3.large	2	7.5	SSD 1 x 32	Moderate	--	\$0.133	\$0.052 (61%)
<input type="radio"/>	m3.xlarge	4	15.0	SSD 2 x 40	High	Yes	\$0.266	\$0.105 (61%)
<input type="radio"/>	m3.2xlarge	8	30.0	SSD 2 x 80	High	Yes	\$0.532	\$0.209 (61%)
<input type="radio"/>	c4.large	2	3.7		Moderate	Yes	\$0.105	\$0.041 (61%)
<input type="radio"/>	c4.xlarge	4	7.5		High	Yes	\$0.209	\$0.082 (61%)
<input type="radio"/>	c4.2xlarge	8	15.0		High	Yes	\$0.419	\$0.163 (61%)

Advanced Options

Show

* assumes 100% usage and Reserved Instance paid all upfront (more billing options available)

Close

Language: English

[Watch the Videos](#) or [Read How AWS Pricing Works](#)

Free per region per month

Scale computing easier [Clear Form](#)

Monthly Cost

\$ 73.20

Common Customer Samples

Free Website on AWS

AWS Elastic Beanstalk Default

Marketing Web Site

Large Web Application (All On-Demand)

Media Application

European Web Application

Disaster Recovery and Backup

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amazon web services

Training and Certification

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Training and Certification

What's in Module 3

- 📦 AWS pricing principles
- 📦 The simple monthly calculator
- ▶️ 📦 TCO
- 📦 Cost optimization

What Is TCO?

Comparative total cost of ownership analysis

- 1) On-premises/co-location vs. on AWS
- 2) Acquisition cost + operating costs
- 3) Entire infrastructure environment or specific workload

Not Easy to Compare!



On-premises/co-location



Costs Involved in Data Center Maintenance

illustrative

1	Server costs	Hardware—server, rack chassis PDUs, Tor switches (+maintenance)	Software—OS, virtualization licenses (+maintenance)	Facilities cost		
				Space	Power	Cooling
2	Storage costs	Hardware—storage disks, SAN/FC switches	Storage admin costs	Facilities cost		
				Space	Power	Cooling
3	Network costs	Network hardware—LAN switches, load balancer bandwidth costs	Network admin costs	Facilities cost		
				Space	Power	Cooling
4	IT labor costs	Server admin				

Resources to Get You Started

AWS TCO Calculator

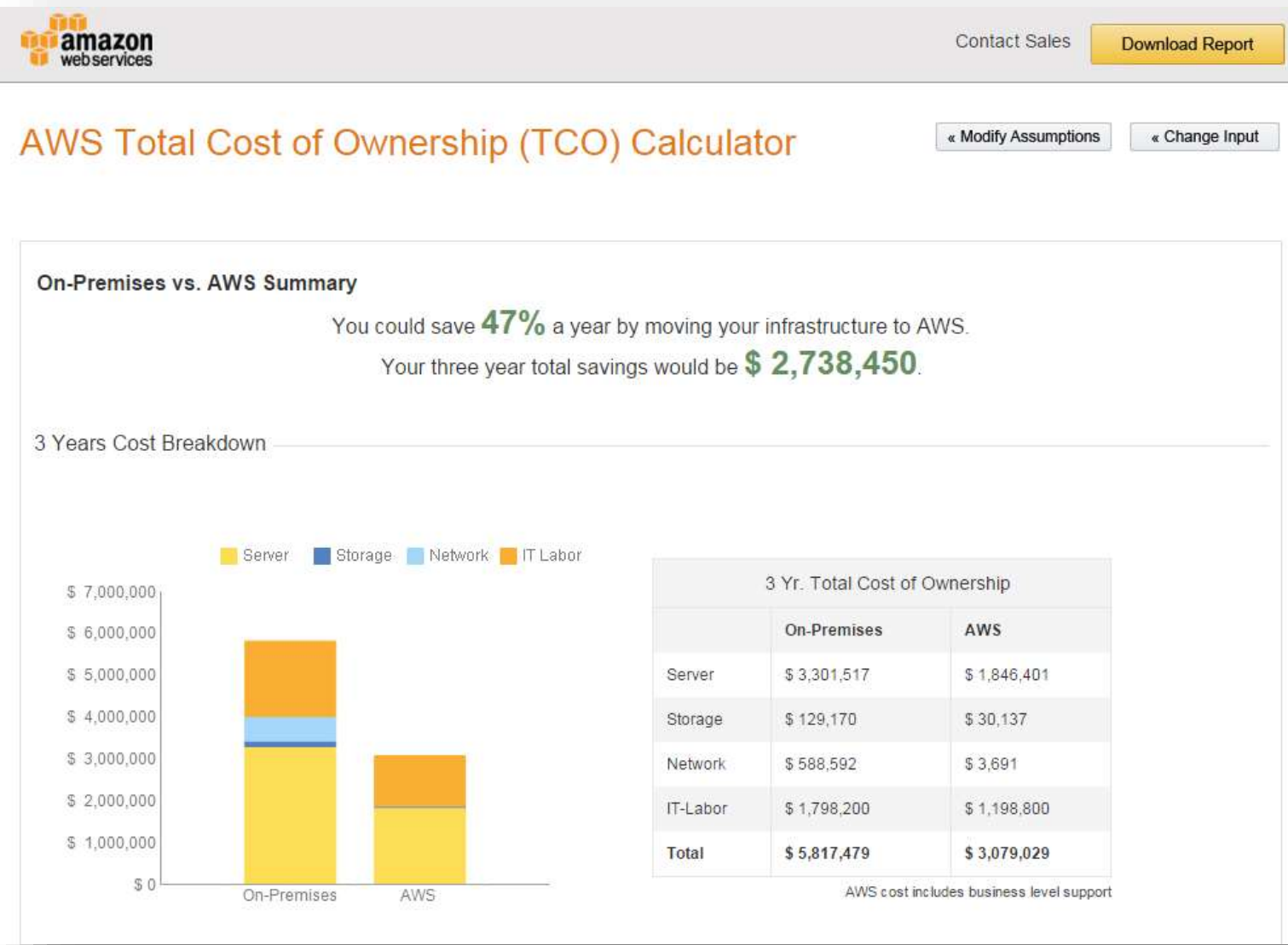
<https://awstcocalculator.com>

AWS Economics Center

<http://aws.amazon.com/economics/>

Case studies and research

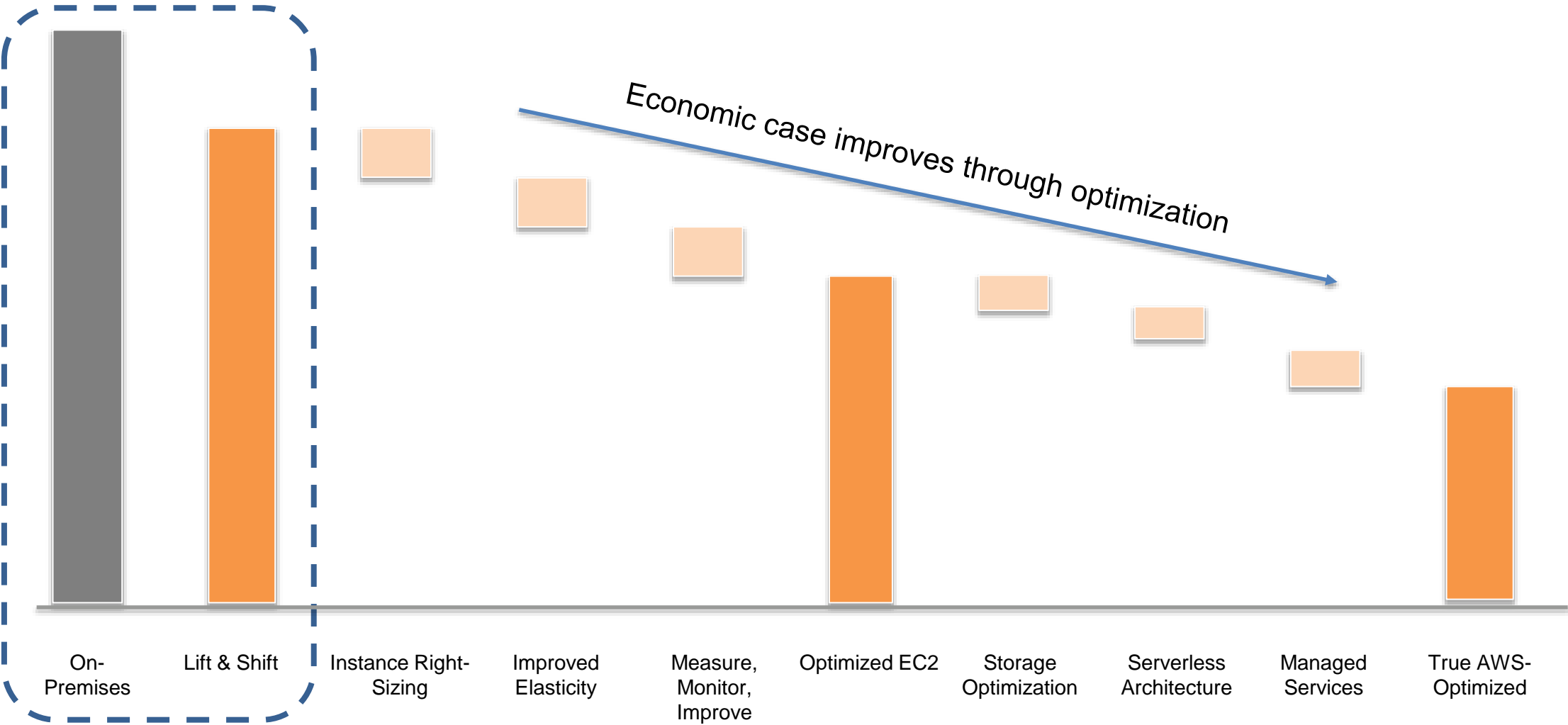
<http://aws.amazon.com/economics/>



What's in Module 3

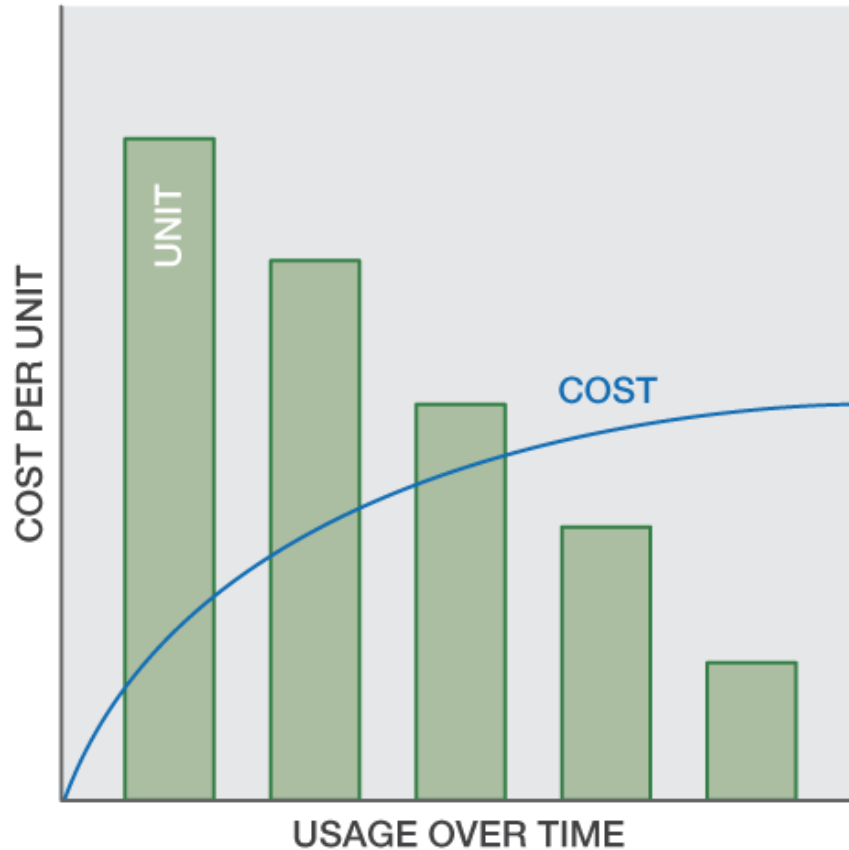
- 📦 AWS pricing principles
- 📦 The simple monthly calculator
- 📦 TCO
- ▶️ 📦 Cost optimization

Lowering TCO Through Cost Optimization



Traditional TCO Comparisons

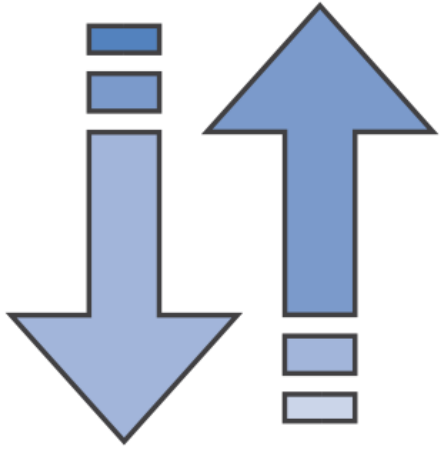
What Is Cost Optimization?



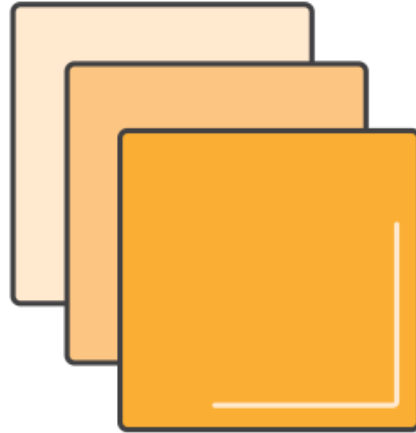
going from...
pay for what you *use*

to...
pay for what you *need*

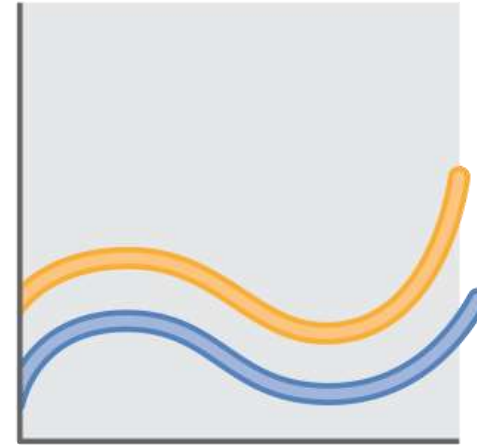
The Four Pillars of Cost Optimization



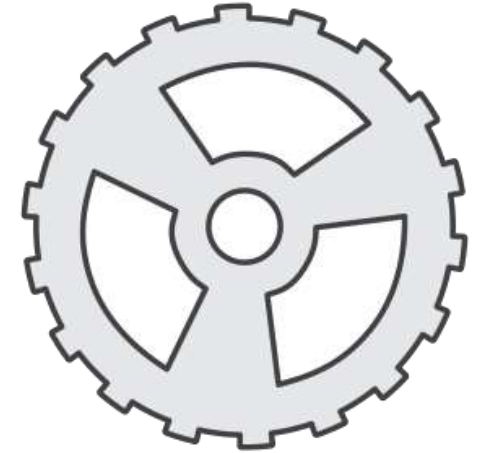
① Right-sizing



② Reserved Instances

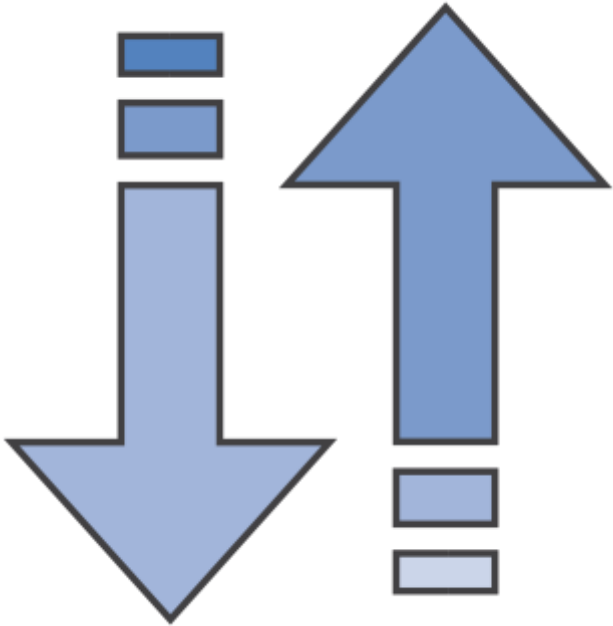


③ Increase Elasticity



④ Measure, monitor, and improve

❶ Right-Sizing



- 📦 Select the appropriate instance
- 📦 Downsize instances
- 📦 Leverage Amazon CloudWatch metrics

② Reserved Instances/Capacity

**Up to 75%+
savings**

* Dependent on specific AWS service, size/type, and region

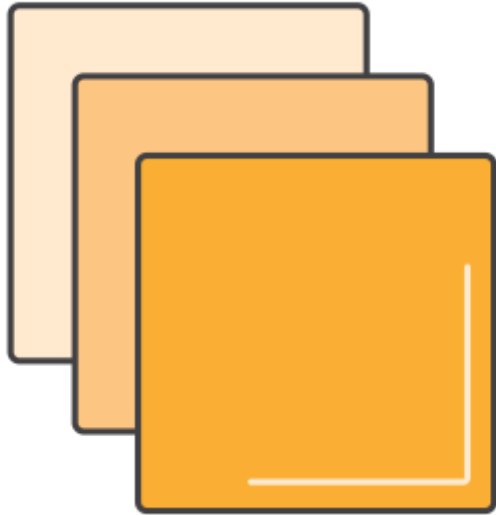
Reserved Instances/Capacity

- Amazon EC2
- Amazon RDS
- Amazon DynamoDB
- Amazon Redshift
- Amazon ElastiCache

Commitment level

- 1 year
- 3 years

② Reserved Instances



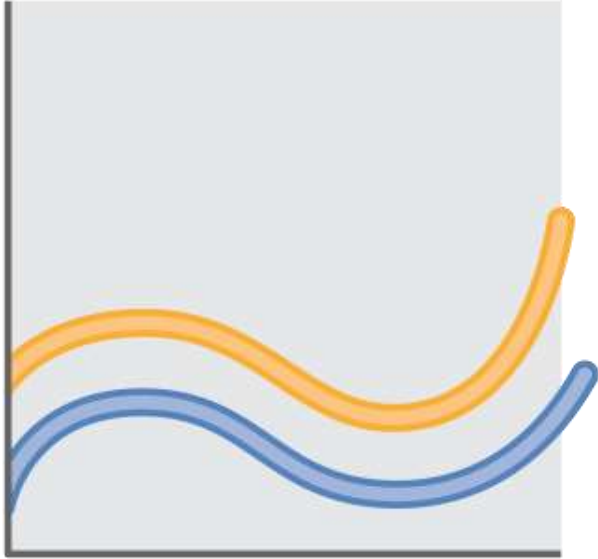
📦 Step 1: RI Coverage

- Cover always-on resources.
- Target 70–80% always-on coverage.

📦 Step 2: RI Utilization

- Leverage RI flexibility to increase utilization.
- Merge and split RIs as needed.
- Target 95% RI utilization rate.

③ Increase Elasticity



📦 Turn off nonproduction instances

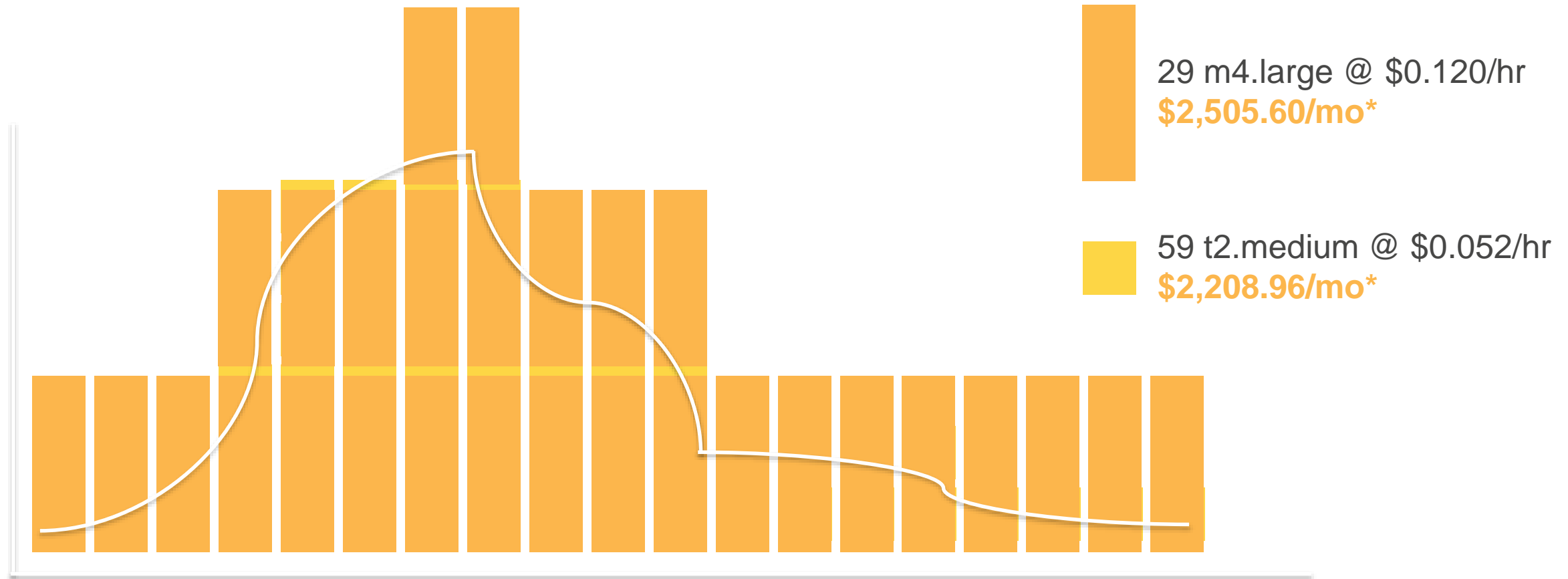
- Dev/test, nonproduction instances.

📦 Autoscale production

- Use Auto Scaling to scale up and down based on demand and usage (eg, spikes).

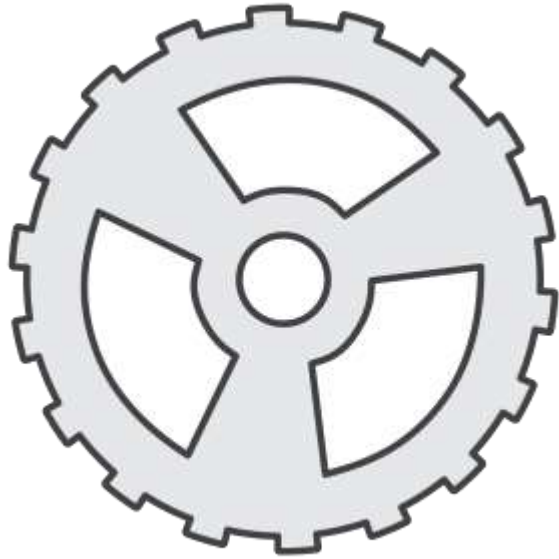
Using Right-sizing and Elasticity to Lower Cost

More, smaller instances vs. fewer, larger instances



*Assumes Linux instances in the US-East (N. Virginia) Region at 720 hours per month

④ Measure, Monitor, and Improve



Cost Optimization Opportunities

1. Auto-tag resources.
2. Identify always-on nonprod.
3. Identify instances to downsize.
4. Recommend RIs to purchase.
5. Dashboard your status.
6. Report on savings.

④ Measure, Monitor, and Improve – Tools



**AWS Trusted
Advisor**

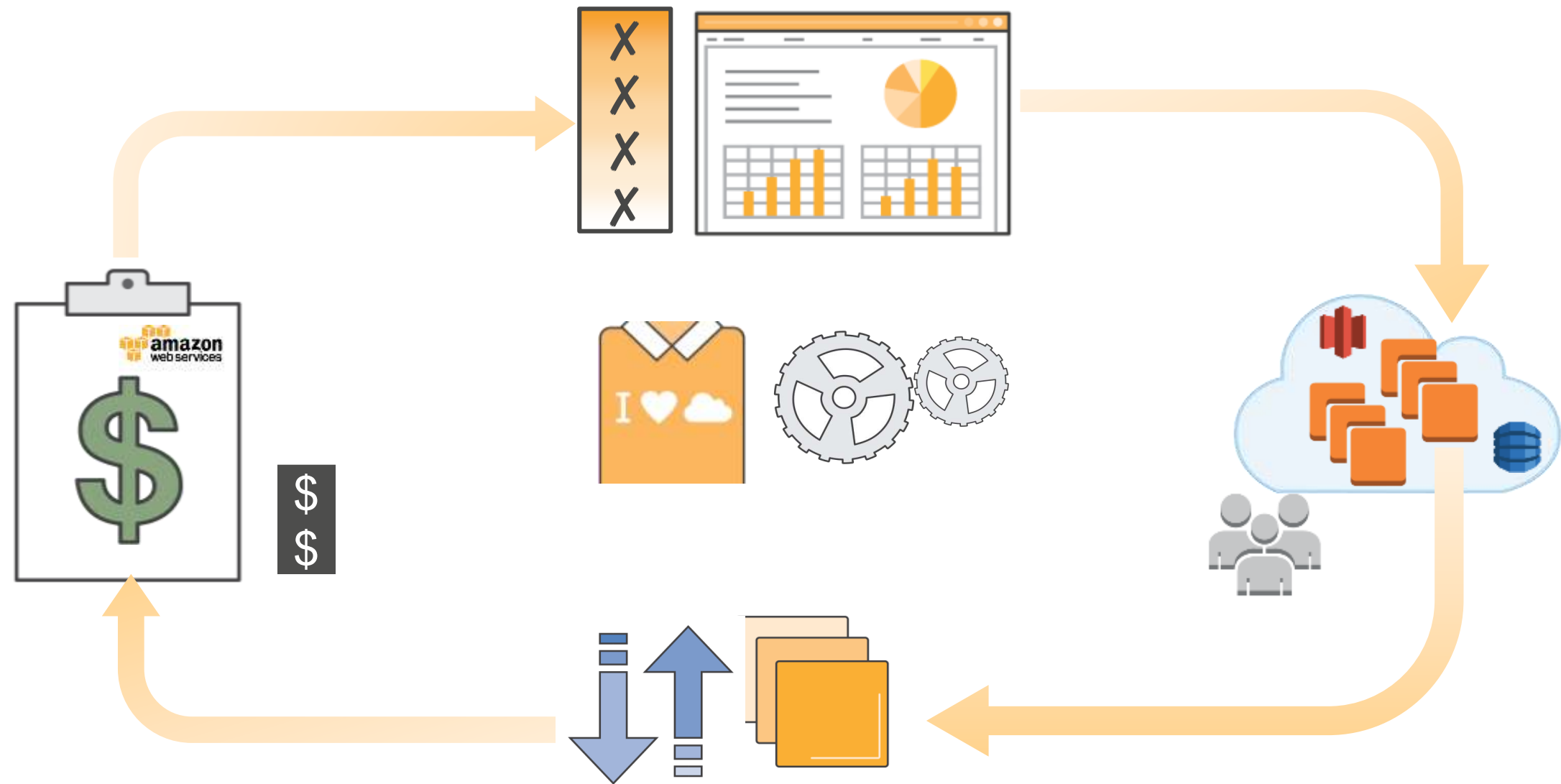
- ❏ Optimize your AWS environment.
- ❏ Reduce cost, increase performance, and improve security.



Cost Explorer

- ❏ View graphs of your costs: the last 13 months.
- ❏ Forecast your likely costs: the next 3 months.
- ❏ View time data by day or month.

Cycle of Cost Optimization



Key Takeaways

- 📦 What are the different purchase options of EC2 instances?
 - On-Demand
 - Reserved instances
 - Spot instances

AWS Business Essentials

Module 1: Getting Started with the Cloud




Module 2: Leveraging AWS for Competitive Advantages

Module 3: Cloud Economics

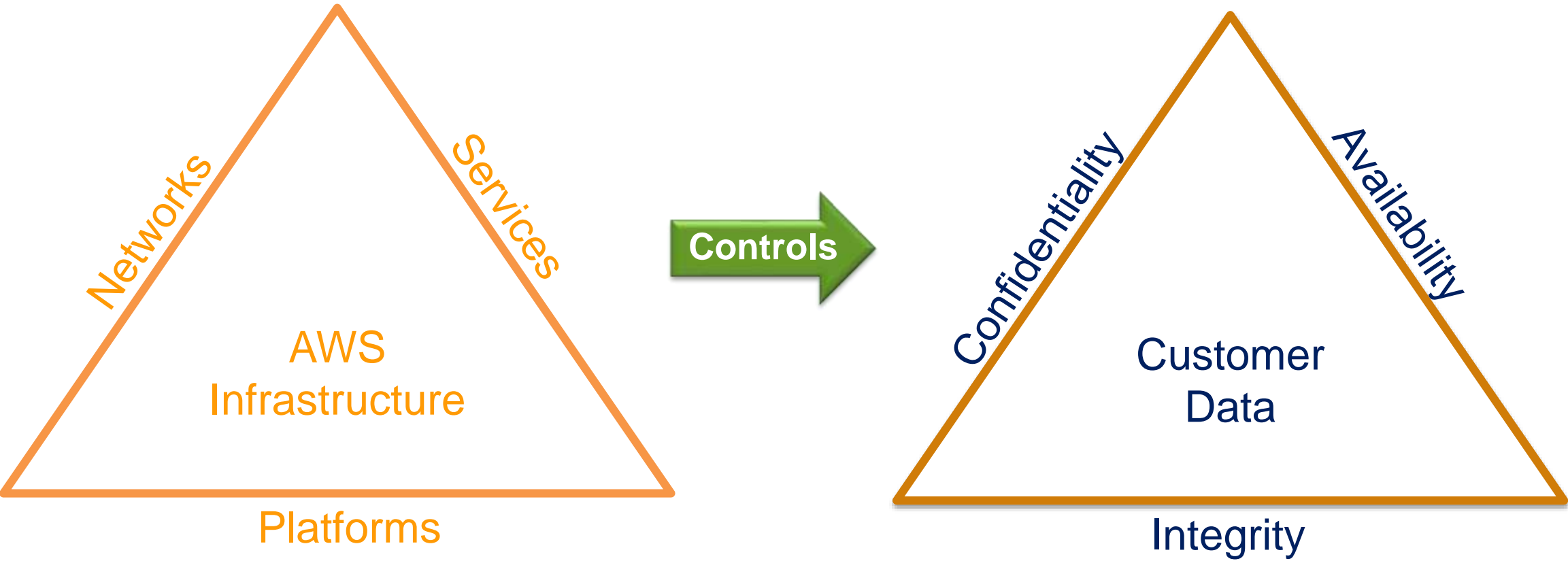
 **Module 4: Security and Compliance**

Module 5: Migrating to the Cloud

What's in Module 4

- ▶  Overview of cloud security
-  Security of the cloud
-  Security in the cloud

Security Is AWS Top Priority

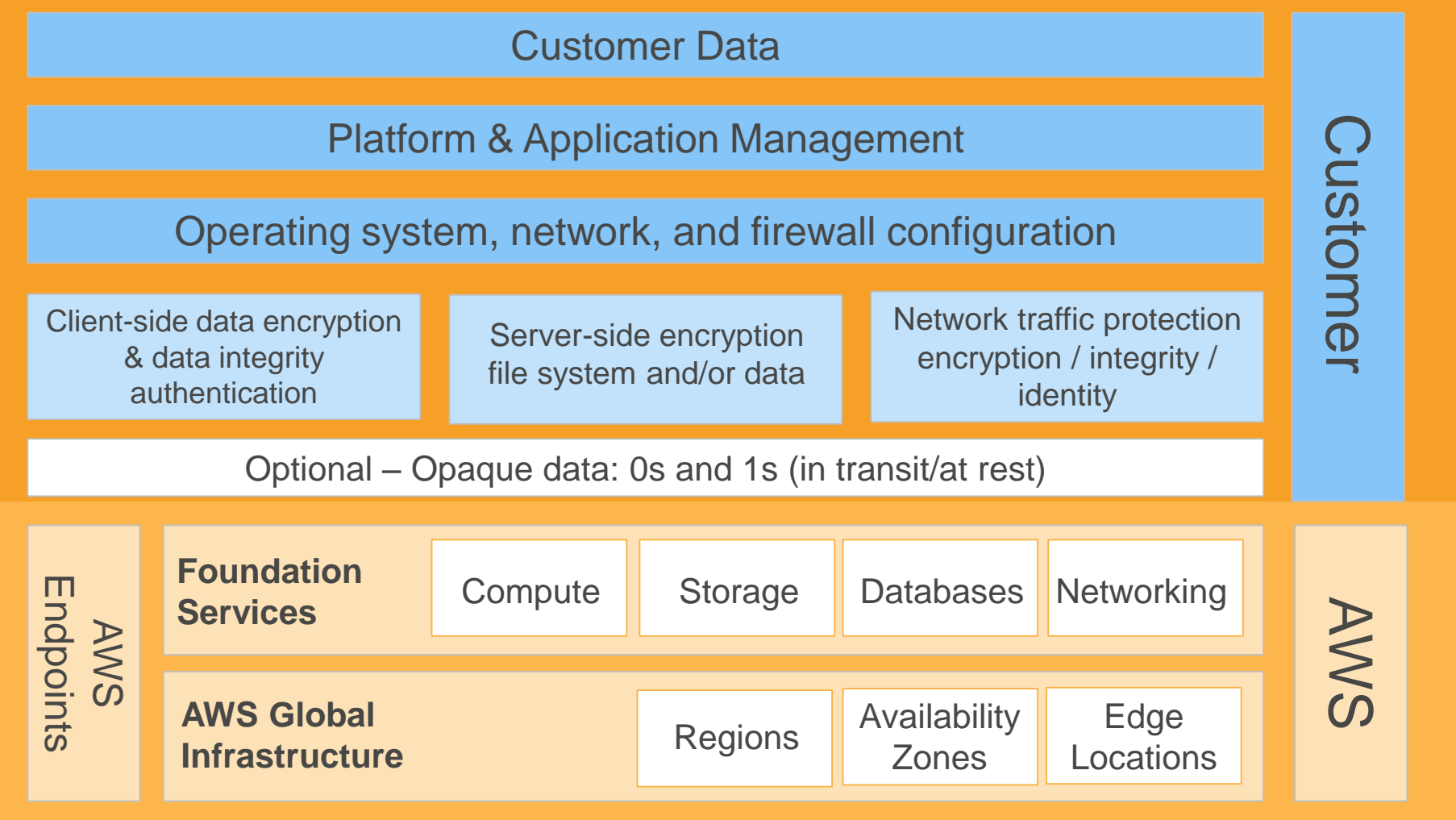


AWS Compliance

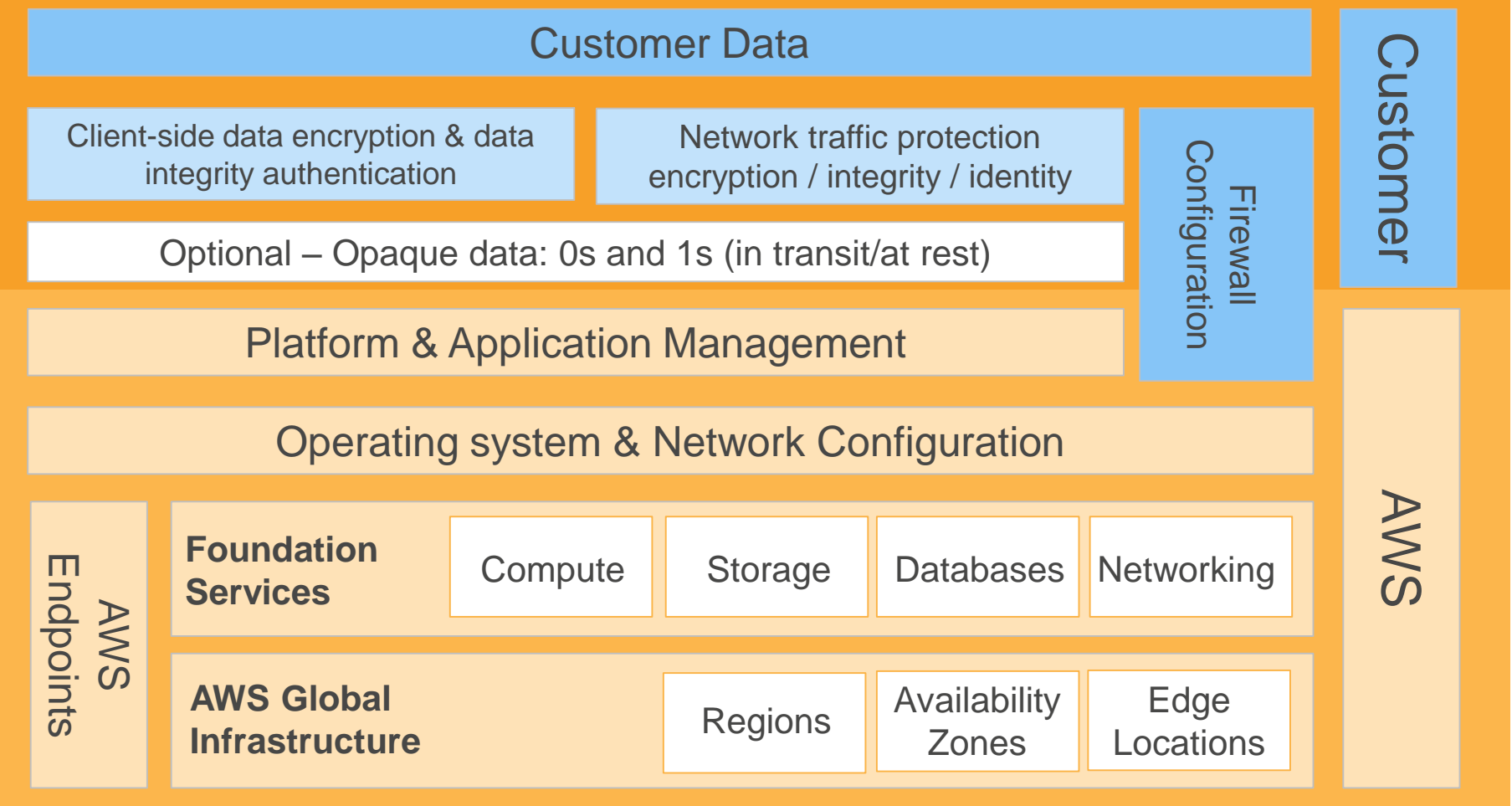


- ❏ **Maintain** alignment with global requirements.
- ❏ **Validate** security control environment.
- ❏ **Enable** you to **assess** organization's compliance.
- ❏ **Satisfy** your regulators by **automating** compliance tasks.

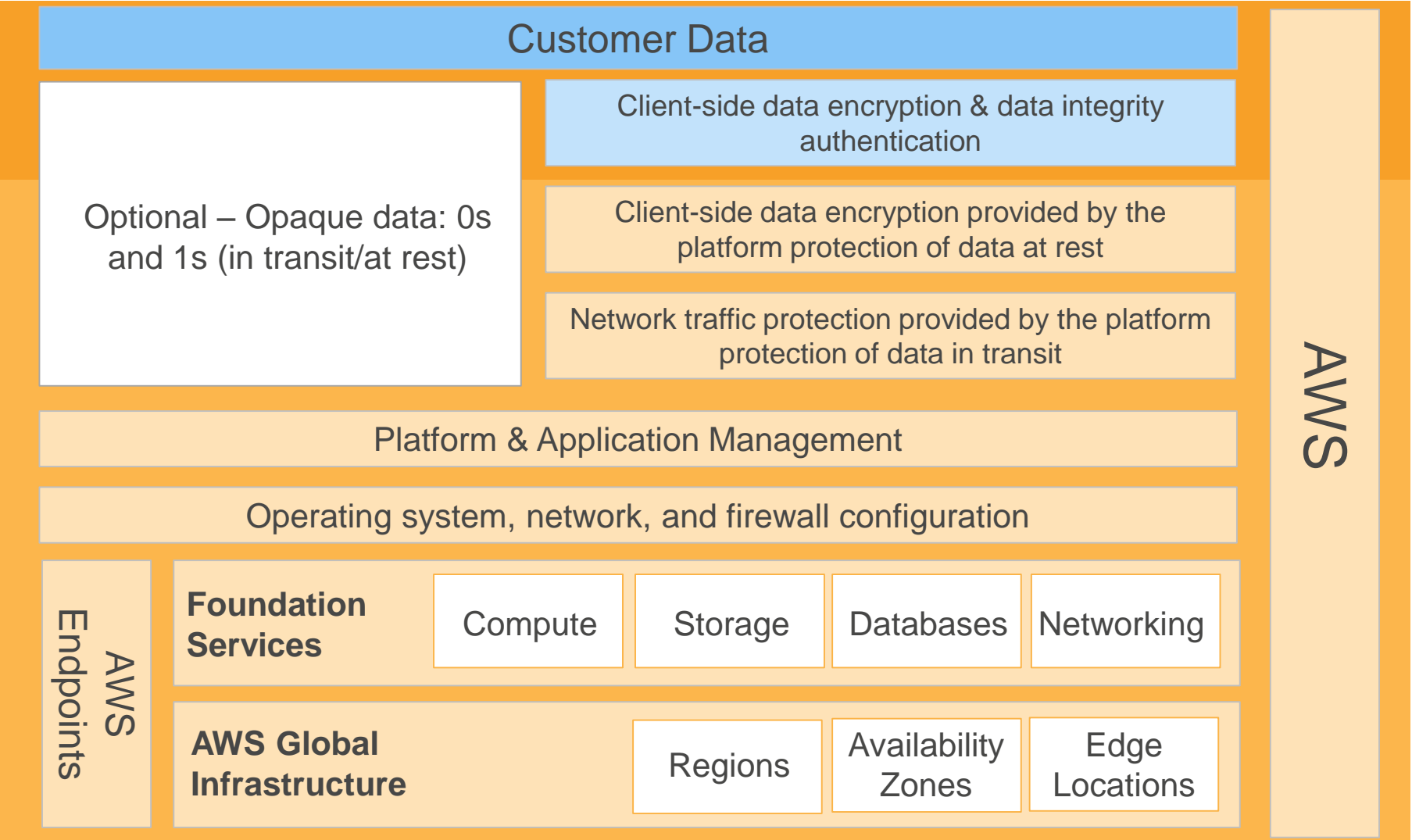
Shared Responsibility Model for Infrastructure Services



Shared Responsibility Model for Managed Services



Shared Responsibility Model for Abstracted Services



What's in Module 4

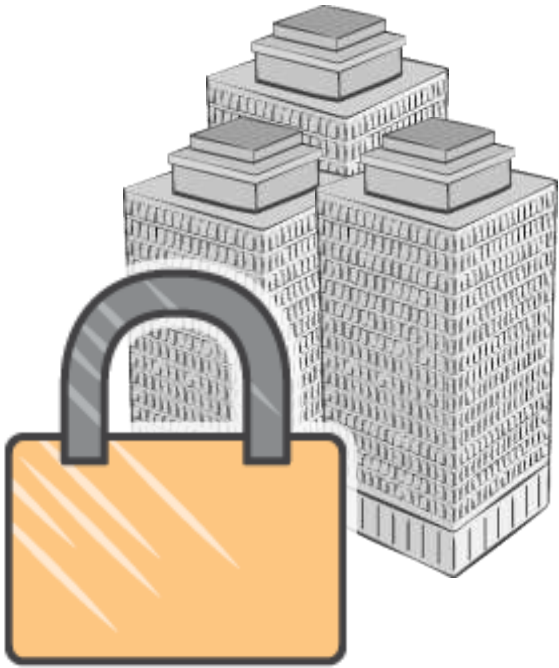
- 📦 Overview of cloud security
- ▶ 📦 Security of the cloud
- 📦 Security in the cloud

AWS Security Control Framework

- ❶ Physical and environmental security
- ❷ IT operations
- ❸ Access controls
- ❹ Security policy and governance controls
- ❺ Change management

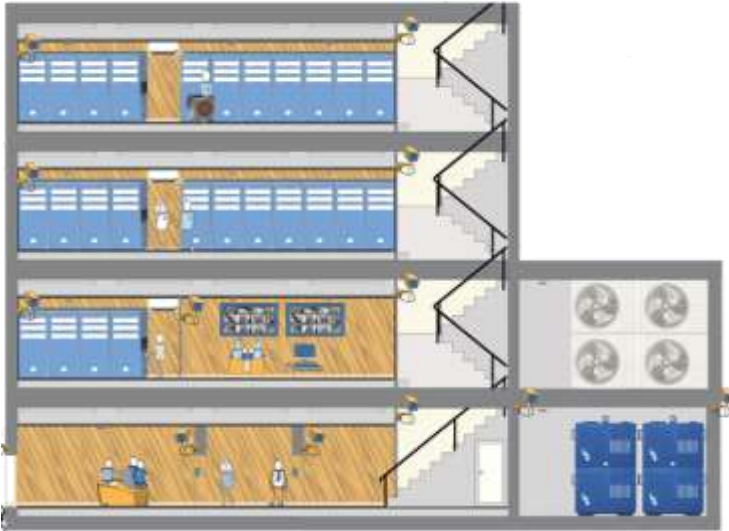


① Physical Security



- 📦 Building
- 📦 Perimeter and entry
- 📦 Security staff and surveillance
- 📦 Two-factor authentication
- 📦 Escort

❶ Environmental Security

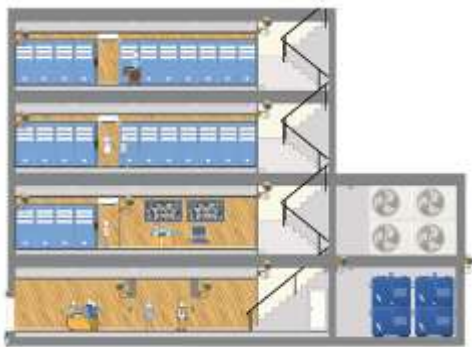


- ❏ Fire detection and suppression
- ❏ Power
- ❏ Climate and temperature
- ❏ Monitoring equipment
- ❏ Storage device decommissioning

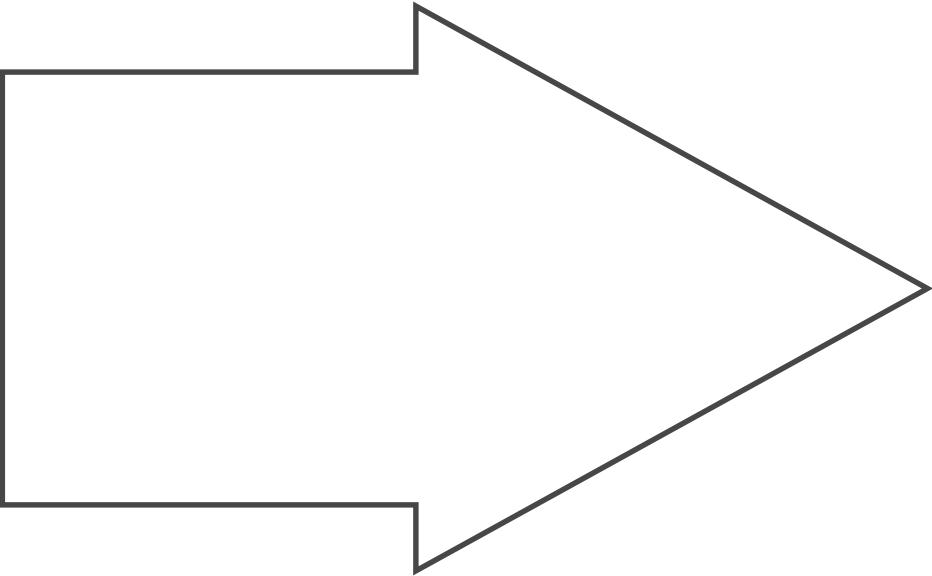
❶ Physical and Environmental Security



Physical Security



Environmental Security



Continuous Audit

② IT Operations



Logging

- ✓ Prevent unauthorized access from being undetected



Vulnerability Management

- ✓ Third-party penetration testing



Secure Communication

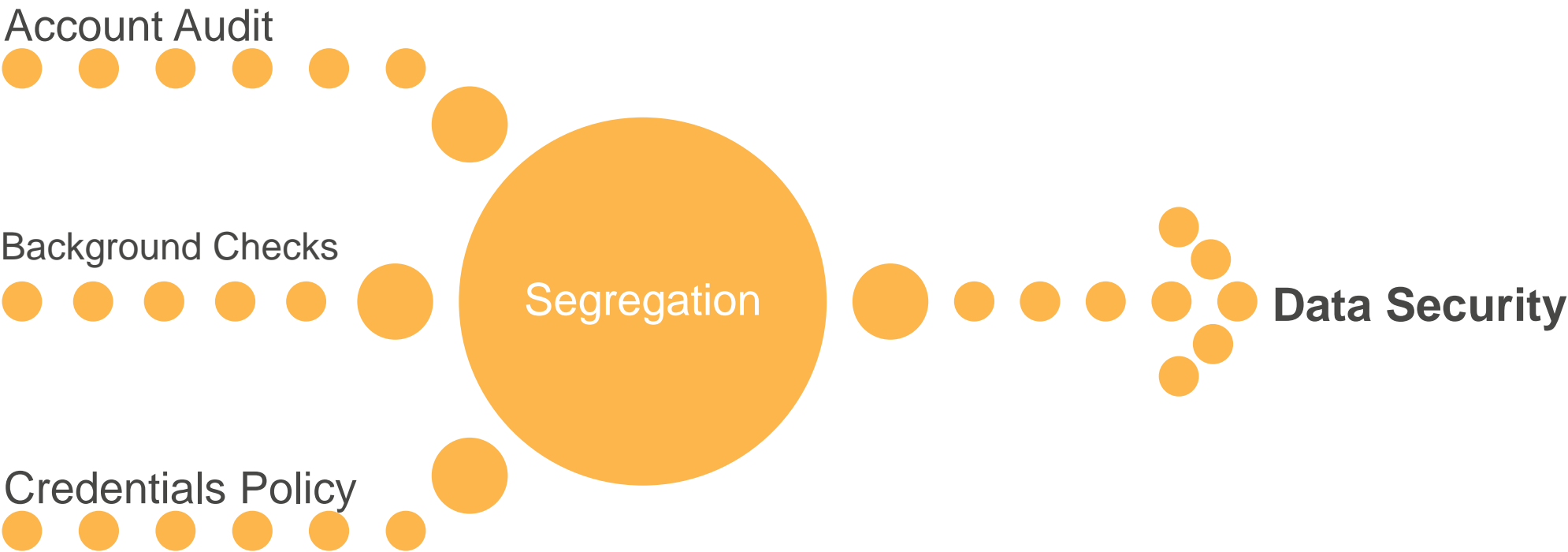
- ✓ Prevent sensitive information in transit



Data Management

- ✓ Detect suspicious activities

③ Access Controls



④ Security Policy and Governance Controls



Governance

- ✓ Guidance for operations and information security



Risk Assessment

- ✓ Mitigate risks and reduce exposure to vulnerabilities



Compliance

- ✓ Prevent inadvertent violation of laws & regulations

⑤ Change Management Controls

Document and communicate the change



Plan implementation of change



Test changes



Peer-review of change

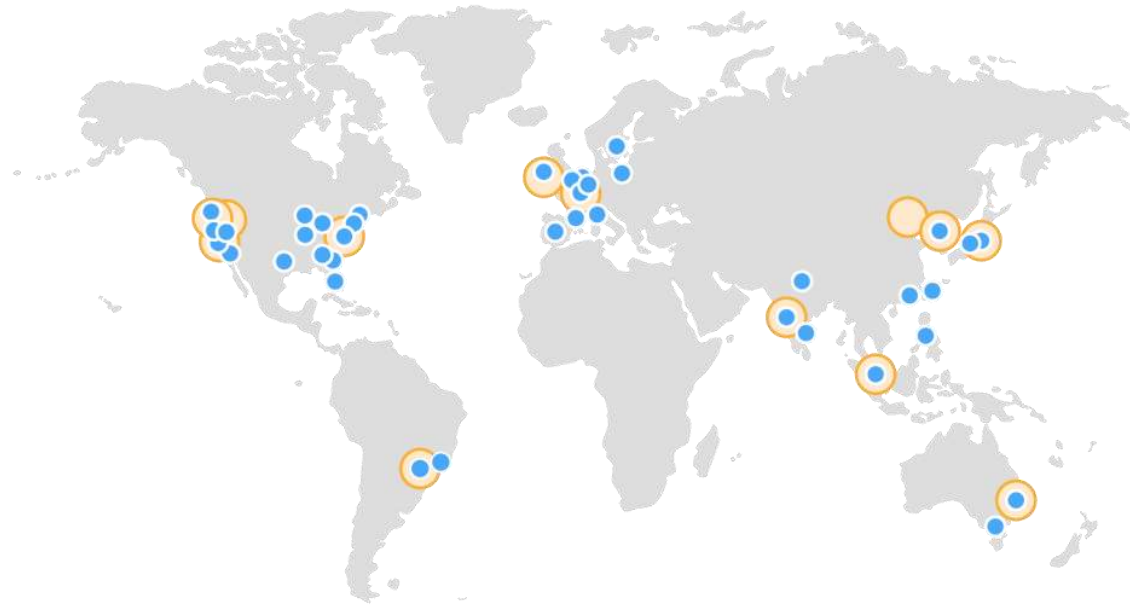


Attain approval for the change by authorized team members



Review all changes monthly

Validated Global Security of the Cloud

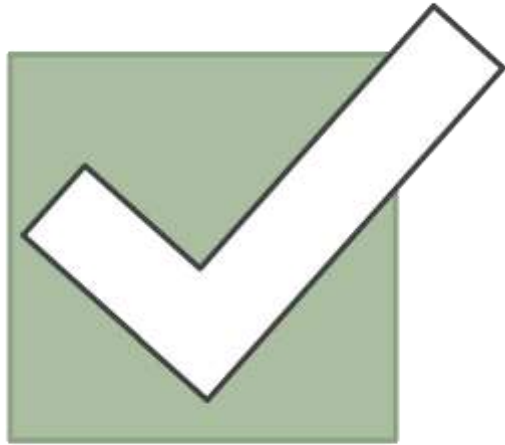


Auditors and standards from **different countries**
Certifications/Attestations

What's in Module 4

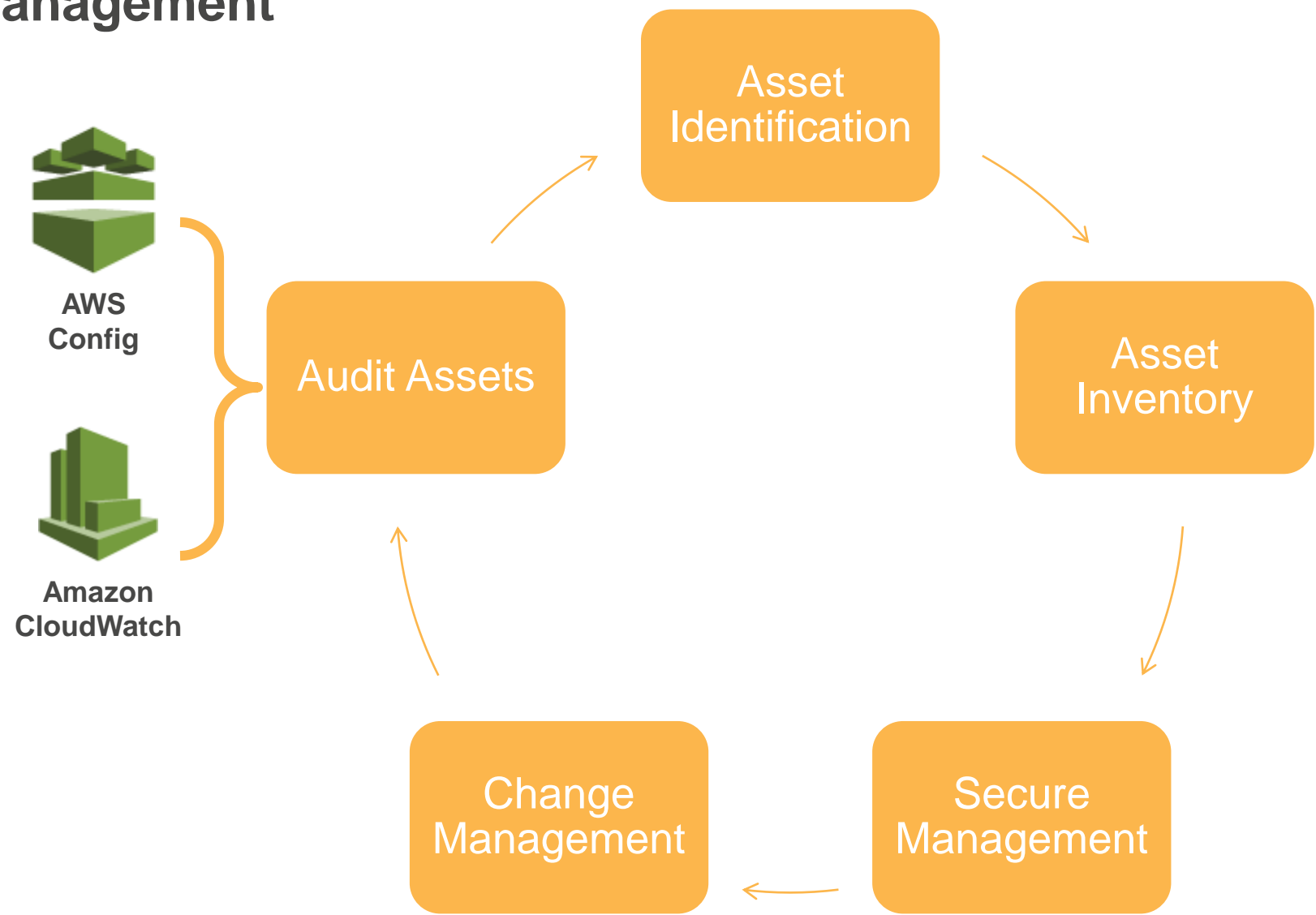
- 📦 Overview of cloud security
- 📦 Security of the cloud
- ▶️ 📦 Security in the cloud

Security Solutions

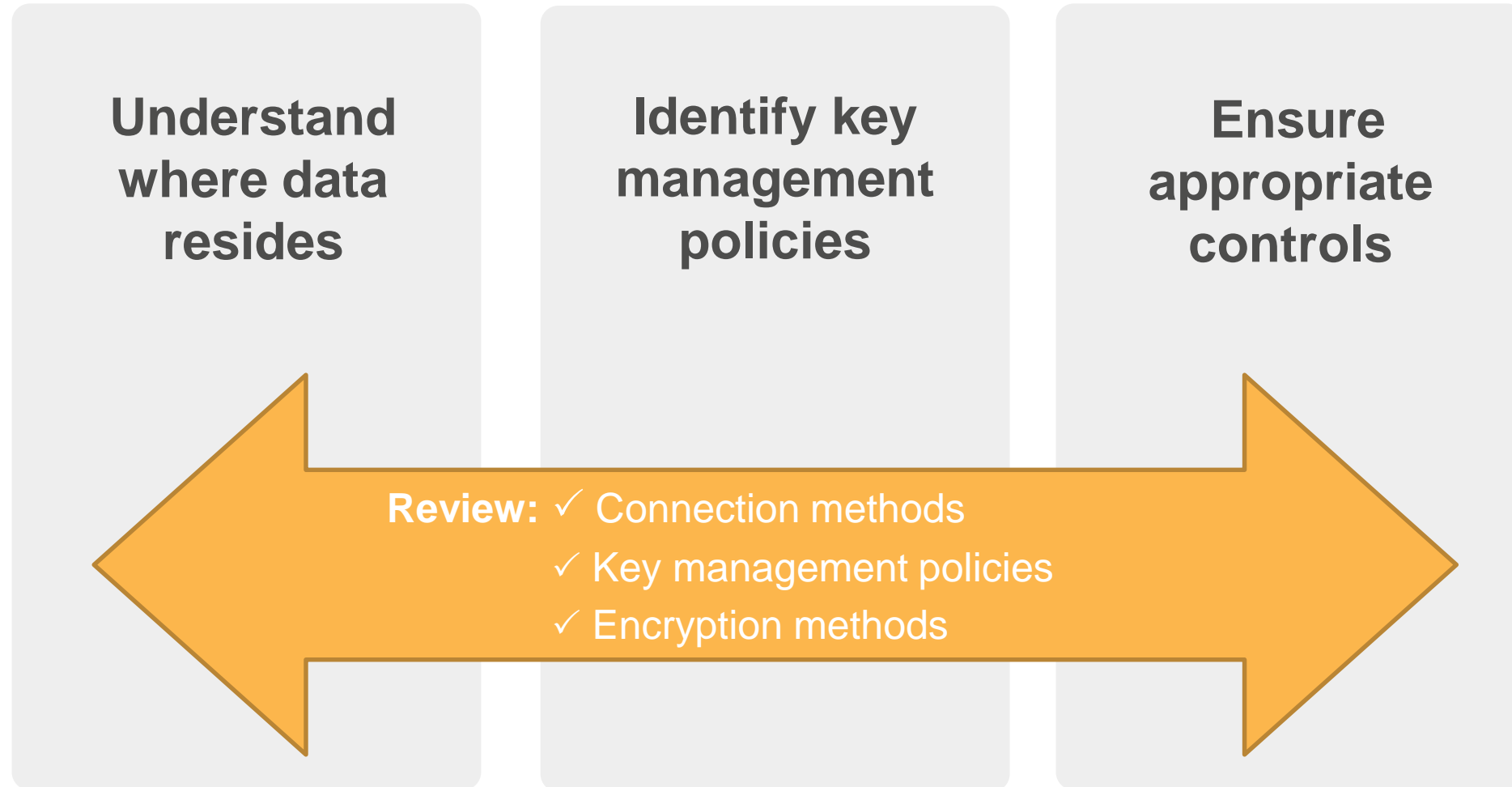


- ❏ Asset management
- ❏ Data security
- ❏ Network security
- ❏ Security tools and services
- ❏ Access controls
- ❏ Automate security operations

Asset Management

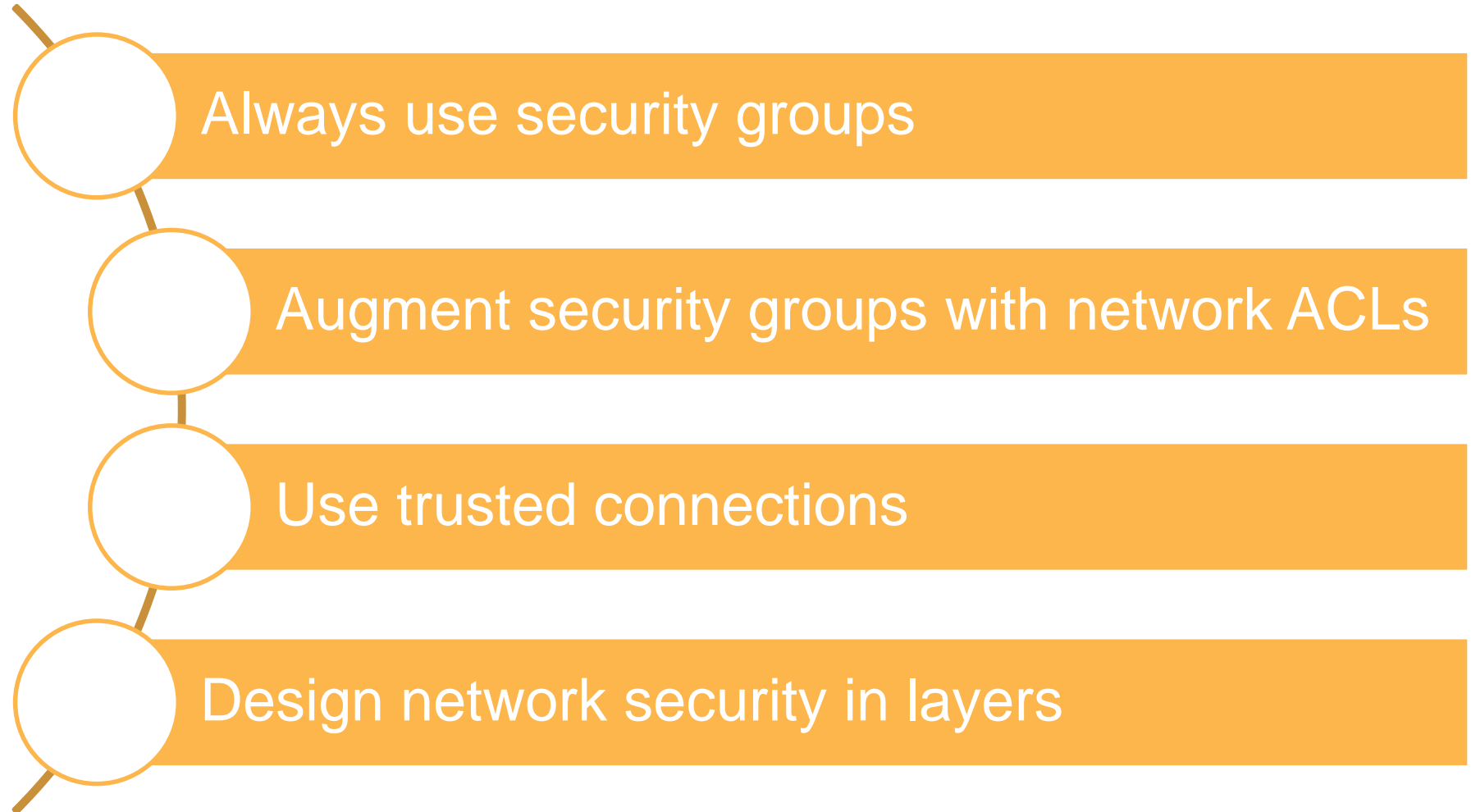


Data Security



Network Security

Best Practices



Security Tools and Services

Networking



Virtual Private Cloud



Web Application Firewall

Encryption



Key Management Service (KMS)



CloudHSM



Client-Side Encryption

Identity



Identity Access Management (IAM)



Active Directory Integration



SAML Federation

Compliance



Service Catalog



CloudTrail



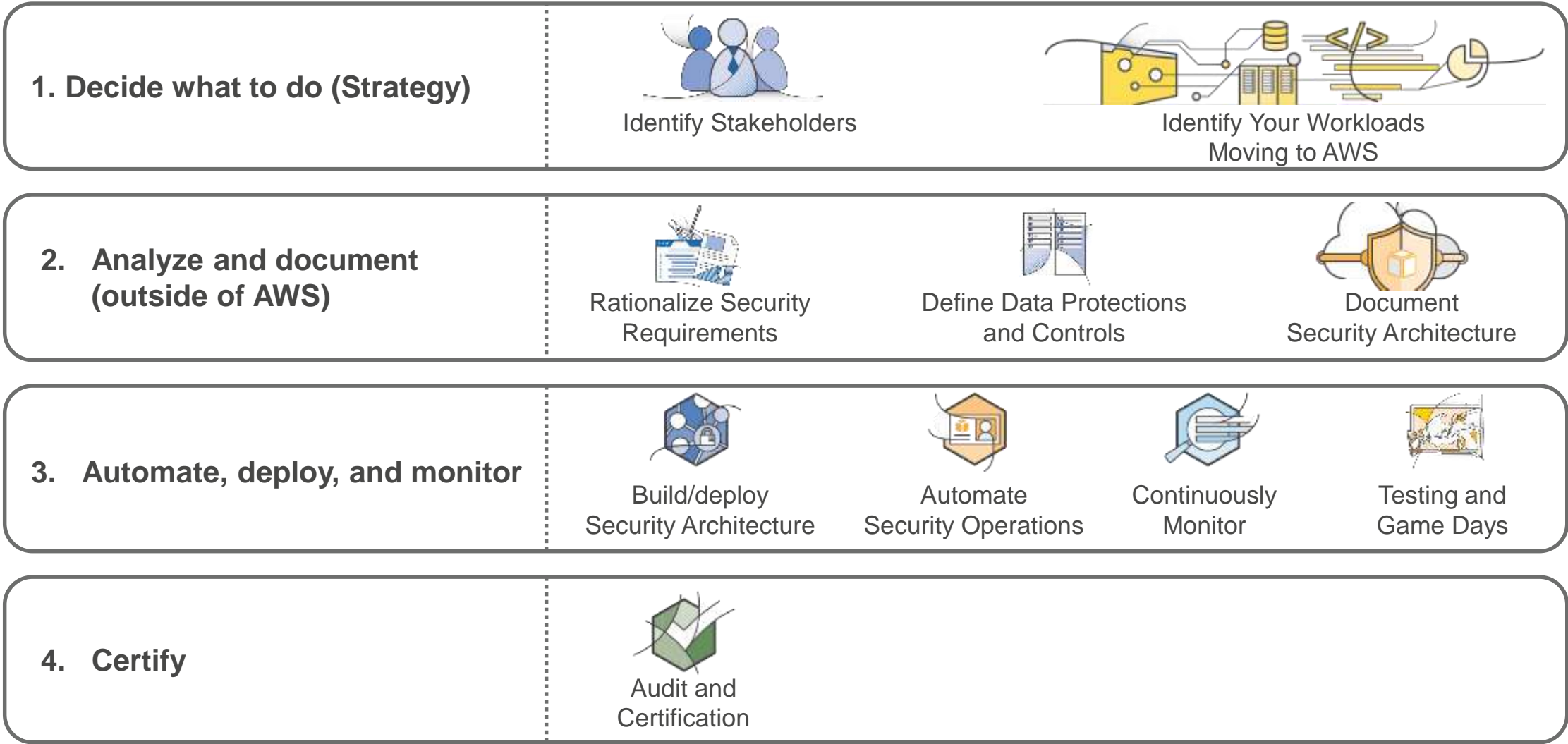
Config

Access Controls

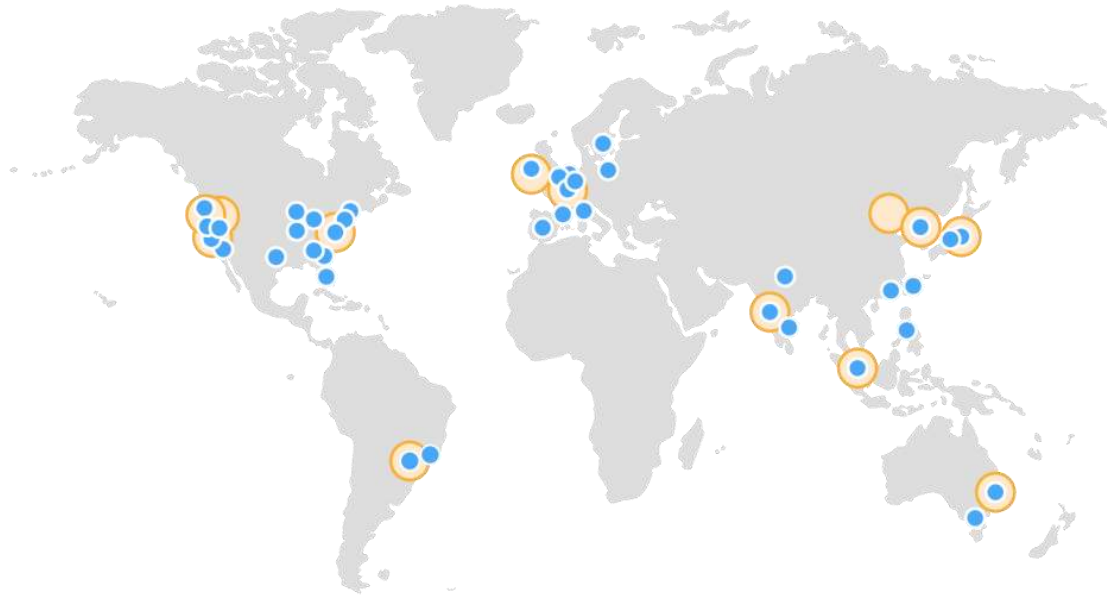


- ✓ Grant permissions to individual users/groups
- ✓ Configure a strong password policy for users/groups
- ✓ Enable MFA for privileged users
- ✓ Delegate by using roles instead of by sharing credentials
- ✓ Rotate credentials regularly
- ✓ Monitor activity in your AWS account

Automate Security Operations



Achievable Global Security and Compliance in the Cloud



- ❏ Auditors and standards from **different countries**
- ❏ Laws, Regulations, and Privacy
- ❏ Alignments/Frameworks

Key Takeaways

What is “security of the cloud” referring to?

- Security measures that AWS implements and operates
- Physical and Environmental Security of AWS data centers
- IT operations and access controls
- Security policy and governance controls
- Change management
- AWS certifications and attestations

What is “security in the cloud” referring to?

- Security measures that the customer implements and operates
- Achieving data and network security by leveraging AWS security tools and services
- Enforcing access controls on AWS
- Automating security operation and governance

AWS Business Essentials

Module 1: Getting Started with the Cloud

Module 2: Leveraging AWS for Competitive Advantages

Module 3: Cloud Economics

Module 4: Security and Compliance

 **Module 5:** Migrating to the Cloud

What's in Module 5

The four steps to cloud success:

- ▶ ❶ Explore
- ❷ Experiment
- ❸ Engage
- ❹ Enable

Deeper Dive into the Cloud



AWS Blog

AWS Self-Paced Lab

AWS YouTube Channel

AWS Online Course

What's in Module 5

The four steps to cloud success:

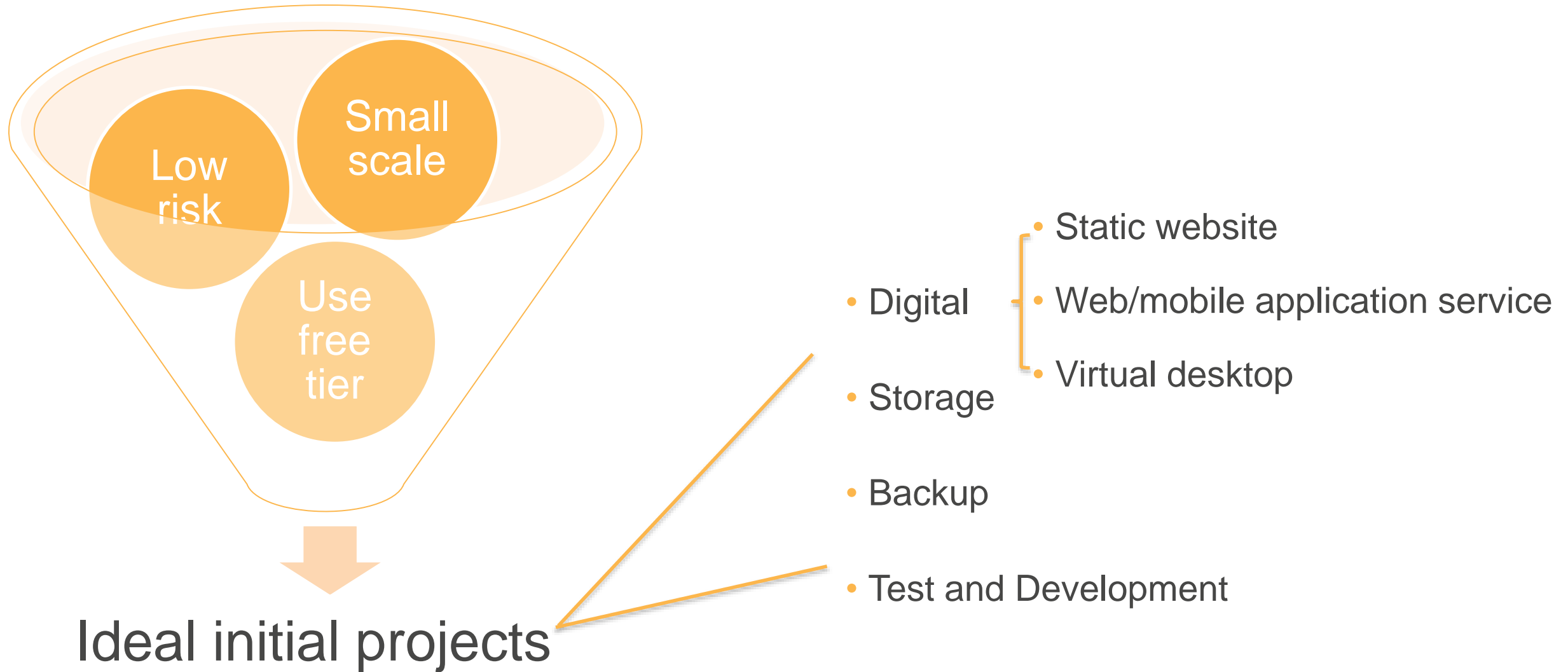
❶ Explore

▶ ❷ Experiment

❸ Engage

❹ Enable

Identify Your First Project



What's in Module 5

The four steps to cloud success:

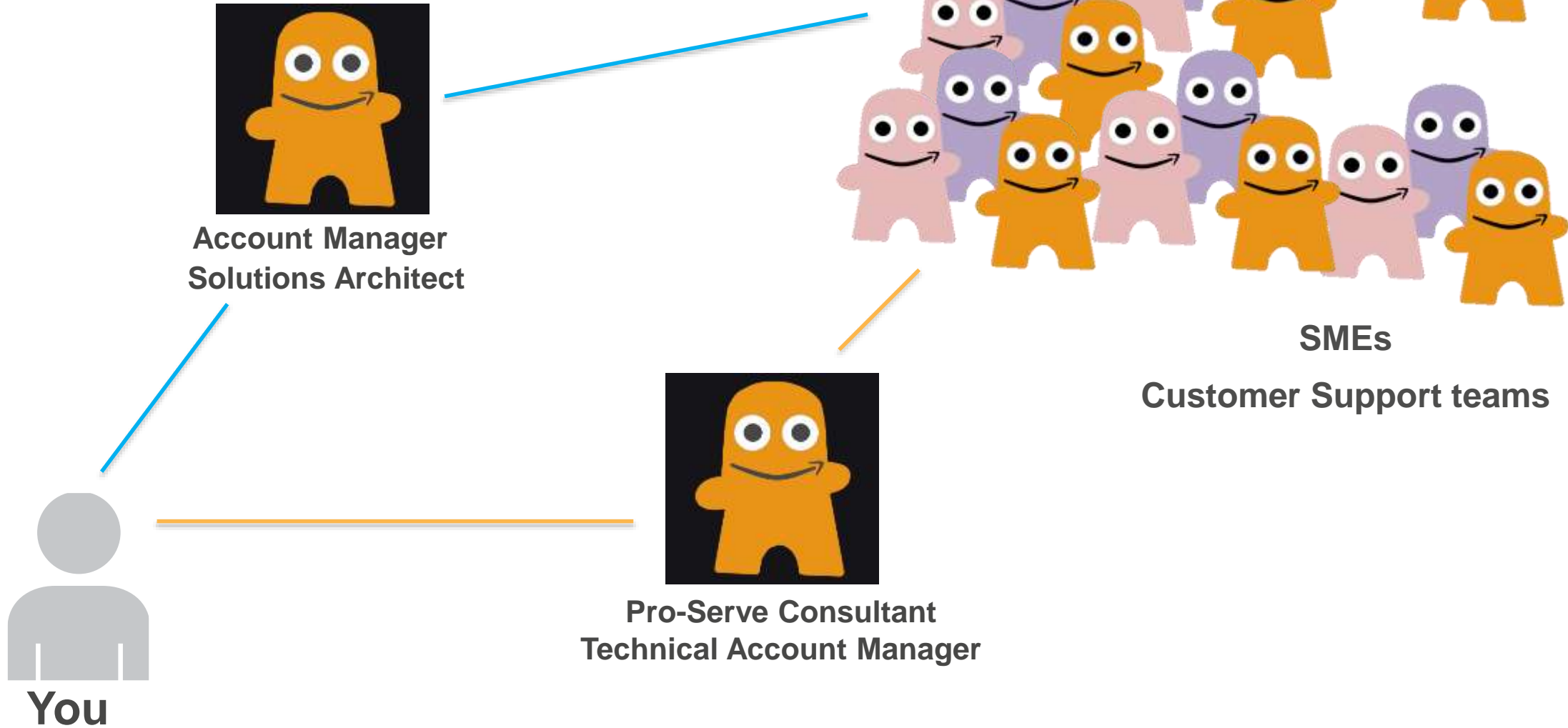
❶ Explore

❷ Experiment

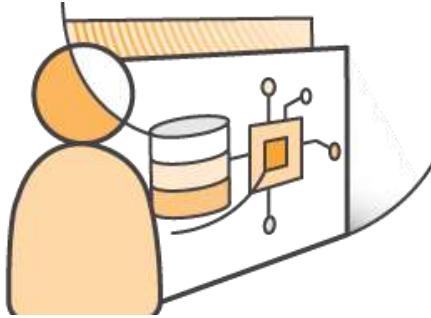
▶ ❸ Engage

❹ Enable

AWS Is Here for You!



AWS Helps Develop Your Skills



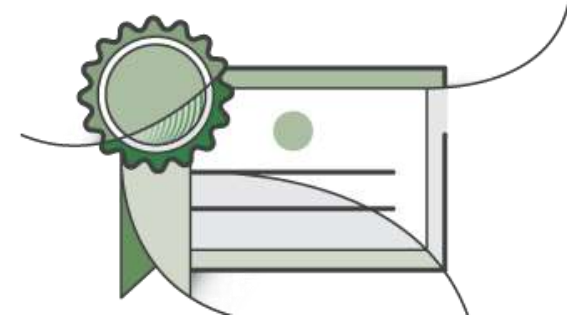
Online
In a classroom

Take a Class



Online
Live AWS services

Practice with a Lab



Advance your career
Validate your expertise

Get AWS Certified

AWS Training and Certification

AWS Partner Ecosystem

Consulting Partners

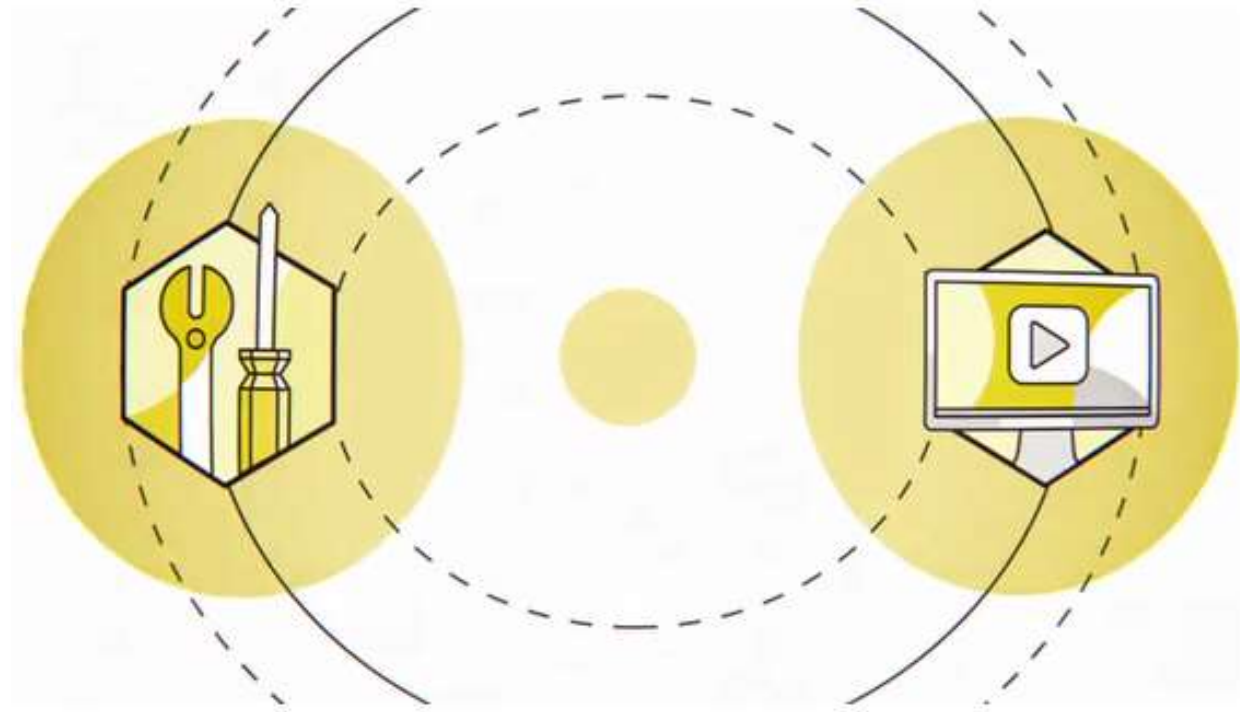
Technology Partners

System Integrators

Specialist Partners

- HPC
- DevOps
- Analytics

Find a suitable partner at <http://www.aws-partner-directory.com>



AWS Marketplace



35 Categories

2700 Listings

205,000,000 EC2 Instance Hours



What's in Module 5

The four steps to cloud success:

❶ Explore

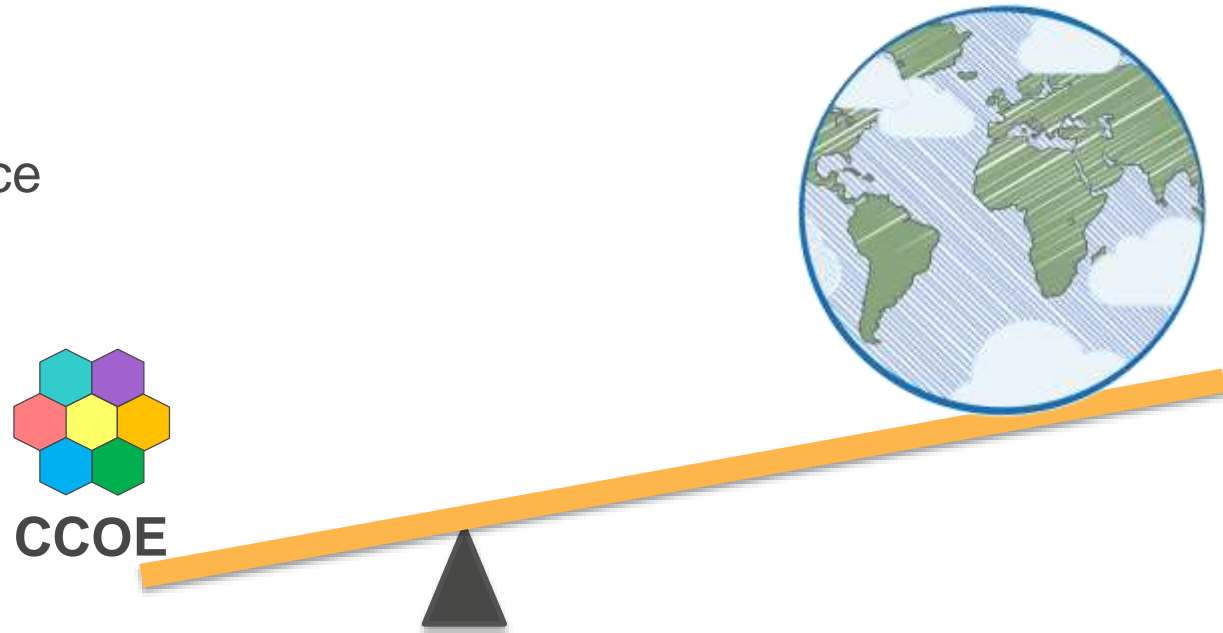
❷ Experiment

❸ Engage

▶ ❹ Enable

Create a Cloud Center of Excellence

- 📦 Develop a framework
- 📦 Act as the interface
- 📦 Provide data and cost governance



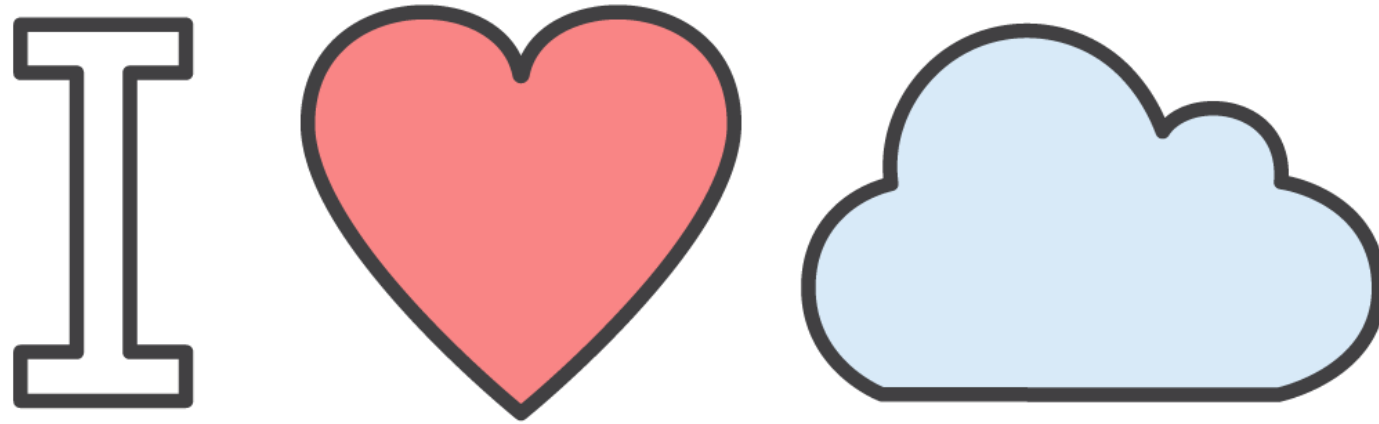
*“Give me a lever long enough and a fulcrum on which to place it, and I shall move the world.”
-Archimedes*

Migration Strategies

Key Takeaways

How could you get in touch with AWS cloud?

- Attend industry events; re:Invent, Summit and AWSome Day.
- Review AWS documentation and forums: AWS Blog, AWS YouTube Channel, AWS Online Course.
- Run AWS Labs.
- Develop your Skills through training and certification.
- Leverage a large team of: Account Manager, SA, TAM, Pro-Serve Consultant and Partners.



Thank You