

Migration Acceleration Program (MAP) 2.0 Overview

Accenture
Federal
Services



About MAP 2.0

Amazon Web Services' (AWS) MAP 2.0 is a program that accelerates the cloud migration and modernization journey to AWS based on best practices learned from thousands of migrations. Through the program, Federal agencies can receive cost savings and financial credits to support their cloud journey. To experience the maximum benefits, reach out early in your cloud migration process utilizing the process below.

What is a Migration?

A migration involves moving workloads such as applications, ERPs, websites, databases, storage, servers, and more from on-premises infrastructure or public cloud to AWS Cloud.

Agency Benefits

Utilizes a proven three-phase framework to support a successful migration:



Assess
Create a case for change.



Mobilize
Build readiness through experiences.



Migrate & Modernize
Accelerate transformation at scale.

Reduces upfront migration costs during the time when an agency is paying for their existing infrastructure and for workloads being migrated to AWS.

Supports an accelerated migration timeline by providing tools that automate and accelerate execution, tailored training approaches and content, and knowledge and insights from multiple migrations that Accenture Federal has supported across the Federal government.

Increases service reliability and reduces technical debt, allowing for faster deployments.

Process

There are three steps that must be completed to qualify for incentives through the MAP 2.0 program:

01 Complete a migration readiness assessment

- Executed by an AWS Solution Architect or Aligned Partner.
- Includes a questionnaire to identify and address potential roadblocks on your cloud journey to prevent any migration delays.

02 Activate the required MAP 2.0 Cost Allocation Tag

- One-time setup process in your AWS account to create and activate the map-migrated tag.
- The tag helps AWS track spend on migrated workloads to calculate credits.

03 Tag workloads

When moving workloads into AWS, tag your workloads based on the migration source, destination, and other factors.

MAP Incentives



MAP 2.0 offers various incentives based on the Annual Recurring Revenue (ARR) size and the type of workloads being migrated. Below are the details:

Annual Recurring Revenue (ARR) Size	\$1-100K ARR	\$100-500K ARR	\$500K-10M ARR
Deal Construct	MAP Lite	MAP Lite	MAP 2.0
Assess	15% of ARR in credits	Up to 5% of ARR in partner cash (\$75K max)	Same as MAP Lite (\$100K-\$500K ARR) +
Mobilize		Up to 20% of ARR in partner cash +10% of ARR in partner cash for Greenfield (up to \$100K) +10% of ARR (\$200K max) as partner cash for VMWare workloads	+10% of ARR in partner cash for Modernization Pathway services (up to \$100K)
Migrate & Modernize (Credits only)		All Workloads: Up to 15% of ARR in credits Specialized Workloads: +10% of ARR in credits for database and analytics +50% of ARR in credits for SAP & Oracle applications	All Workloads: Up to 25% of ARR in credits Same as MAP Lite (\$100K-\$500K ARR) for specialized workloads

Use Cases

Accenture Federal Services helped a defense agency launch an AWS environment on top of their existing cloud platform, eliminating a significant amount of on-prem IT resources and allowing for capacity expansion.

\$4.5M

in MAP credit savings returned to the customer.

\$50M

in annual savings resulting from schedule delay avoidance enabled by cloud resources vs on-prem hardware.

Accenture Federal Services helped a benefits agency deliver legislatively mandated application platforms three months earlier than the required deadline.

\$1.5M

in MAP cash paid to the agency with 970K awaiting approval.

Enabled 100% uptime

using AWS GovCloud during a peak period for the agency hardware.

Why Accenture Federal Services

Accenture Federal Services is a leading US federal services company and subsidiary of Accenture LLP. We empower the federal government to solve challenges, achieve greater outcomes, and build a digital core that is agile, smart, and secure. Our 15,500 people are united in a shared purpose to advance our clients' mission-critical priorities that make the nation stronger and safer, and life better for people. We are the #1 leading Federal partner for AWS and were the 2023 AWS Federal Government Partner of the Year for North America. Together with AWS, we developed Velocity, a continuous innovation engine that can add new cloud innovations up to 50% faster.

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