Migrating to the Cloud with
SPK and AWS

Agenda

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02 – Common On-Premise IT Challenges

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Data Growth is Impacting Businesses

40%
Constraints on IT

The percent SMB's cite outdated IT skill sets as a barrier to meeting business priorities.

70%
Moving to Cloud

The percent of data stored in the cloud in 2021. There is an estimated 87% to be moved to the cloud by 2025.

31%
Cost Savings

The percent saved by running cloud infrastructure over on-premise infrastructure.

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Common On-Premises IT Challenges

Difficult to scale
On-premises datacenters offer limited flexibility to scale rapidly with your business.

Aging infrastructure
When your capacity needs change, the initial benefits of the on-premise datacenter can quickly become a sunk cost.

Less reliable
Staying ahead of any security threats to prevent downtime is increasingly challenging in a flexible work environment.

Managing your own data impacts business goals

"Organizations should consider preparing now to store more data as they seek to achieve digital transformation milestones and improve business metrics by accelerating innovative data analytics initiatives."

– John Rydning, research VP, IDC's Global DataSphere, March 2021

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Business Case for Cloud Migration

Reduce up-front investments
Manage your business needs in a pay-as-you-go model rather than having to make large capital expenditures.

Use internal resources more effectively
Automate tasks such as monitoring, security, and back up. Leverage custom reports to analyze and manage costs and usage.

Improve productivity
Provide remote teams reliable access and add resources at the click of a button. Quickly deploy applications globally without latency.

Secure your business
Protect, detect, respond, and recover from threats to your business faster and more reliably.

4 Benefits of Migrating to AWS

1 Real Savings

Pay only for the resources that you use in a predictable monthly bill. Customers that use AWS save on average of 31%.

2 Cloud Security

AWS customers report 43% fewer monthly security incidents on average.

3 Reliability and Resiliency

No business can afford network downtime. AWS customers report a 69% reduction in unplanned downtime.

4 Partner Network

AWS works with thousands of partners, including SPK, that can help you plan, scope, and size your cloud migration to help you get the most from your money.
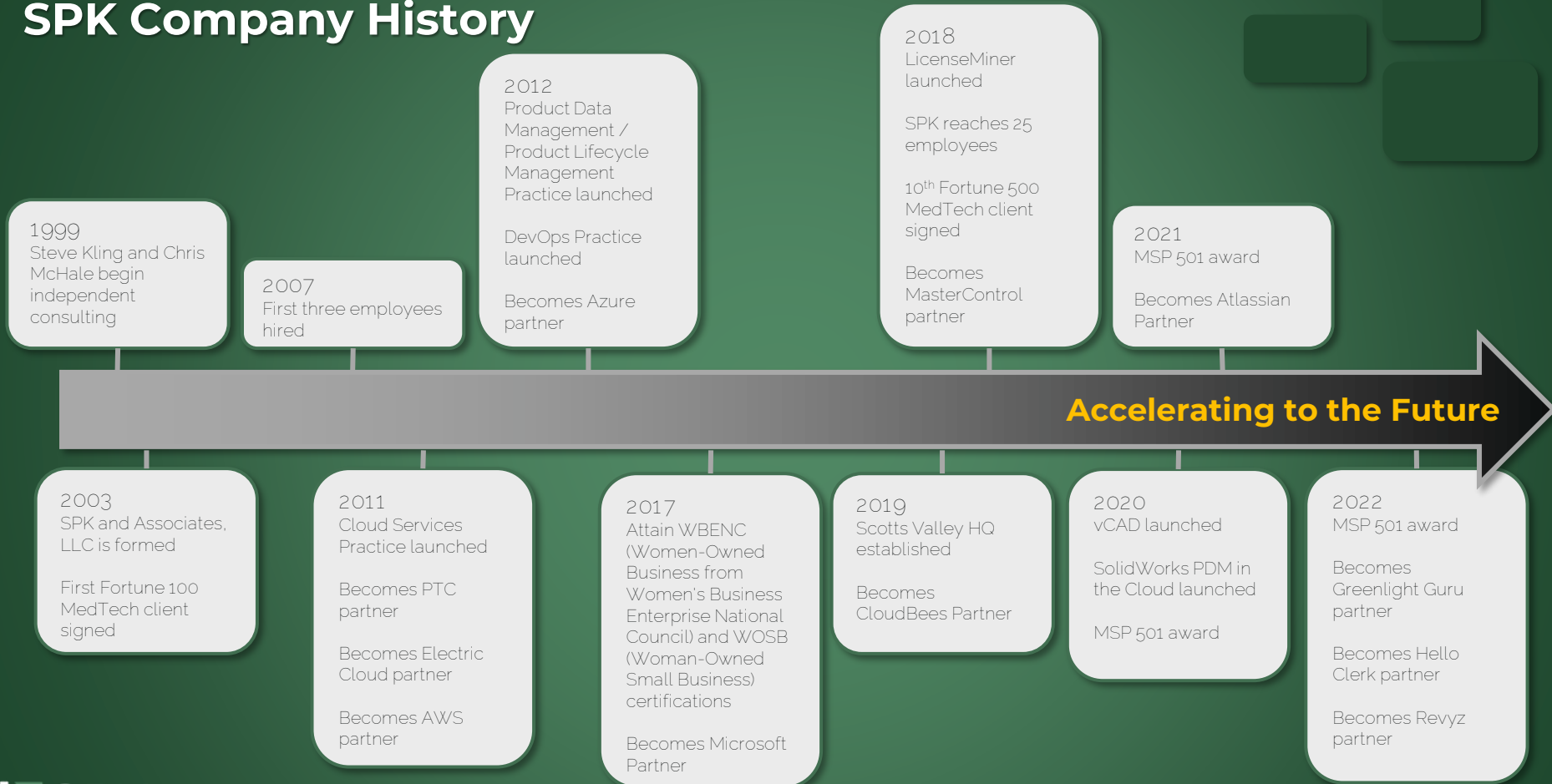
Who is SPK and Associates?

SPK and Associates is a leading woman-owned Engineering & IT Services Company that serves product development teams. For 25 years, we have helped our customers harness technology to optimize engineering and attain their business goals. We understand the systems, processes, data and applications critical to successful product development, and dedicate ourselves to helping you build, test, and release your products faster and better.

Our core expertise covers four functional areas: Product Lifecycle Management (MCAD, PLM, PDM); Software Lifecycle Management (ALM, DevOps); Cloud for Engineering (Infrastructure, Security); Data Engineering and Analytics.

SPK Company History

1999
Steve Kling and Chris McHale begin independent consulting

2003
SPK and Associates, LLC is formed

First Fortune 100 MedTech client signed

2007
First three employees hired

2011
Cloud Services Practice launched

Becomes PTC partner

Becomes Electric Cloud partner

Becomes AWS partner

2012
Product Data Management / Product Lifecycle Management Practice launched

DevOps Practice launched

Becomes Azure partner

2017
Attain WBENC (Women-Owned Business from Women's Business Enterprise National Council) and WOSB (Woman-Owned Small Business) certifications

Becomes Microsoft Partner

2018
LicenseMiner launched

SPK reaches 25 employees

10th Fortune 500 MedTech client signed

Becomes MasterControl partner

2019
Scotts Valley HQ established

Becomes CloudBees Partner

2020
vCAD launched

SolidWorks PDM in the Cloud launched

MSP 501 award

2021
MSP 501 award

Becomes Atlassian Partner

2022
MSP 501 award

Becomes Greenlight Guru partner

Becomes Hello Clerk partner

Becomes Revyz partner

Accelerating to the Future

SPK and Associates Fast Facts

Business Generals
20 years, HQ in Scotts Valley, CA

Average Client Contract
8+ years

Applications Supported
28+ and growing

Ownership
Woman-owned certified

Key Partners
Atlassian, SolidWorks, PTC,
CloudBees, MasterControl,
Azure, AWS

SPK Services Overview

Product Lifecycle Management
Managing the product lifecycle can be complicated and choosing the right personnel, partners, and tools will guard against PLM failure.

Software Lifecycle Management
Whether is releasing software updates, or providing a path for brand new product success, software lifecycle management is challenging. Don't do it alone.

Cloud for Engineering
SPK can help accelerate your mandates to move to the cloud by applying DevOps and Agile practices, security and the proper cloud platforms.

Data Engineering & Data Analytics
Data analysis and data engineering are at the heart of SPK services. We see data engineering as a foundational level for all other innovation.

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SPK Channel & Service Partners

Atlassian Silver Solution Partner

AWS Standard Partner

CloudBees Elevate Vista Partner

Greenlight Guru Implementation Partner

Hello Clerk - Makers of Clerk Invoices for Jira

Microsoft Azure Partner

MasterControl Partner

PTC Channel Advantage Partner for Integrity Software

PTC Service Advantage Partner

SPK Certifications & Awards

WBENC Certified Woman-Owned Business

Top MSP 2022

Top MSP 2021

Top MSP 2020

Top MSP 2019

"We have been working with SPK for many years, and are continually impressed with their engineering and technical expertise. SPK provides my team with ongoing DevSecOps managed services. This detailed support has been invaluable to us as my team lacks expertise in this area. It frees us up to focus on product design and development. We also have multiple locations, and SPK seamlessly supports all these teams.

If you need engineering operations help, don't hesitate to partner with SPK. Their high quality of engineering, and experience working with many companies, brings distinct and notable value to your product development team."

Ramanan P.
R&D Director
Leading Medical Device Manufacturer

Personalized Attention

What do you feel SPK and Associates does better than other technology services firms you may have worked with in the past?

"The amount of personalized attention and detailed communication (whether that be on-line via Zoom meetings) or through very in-depth and well thought-out email exchanges, has been pretty special. Additionally, the accessibility of SPK team members has been impressive, as has the SPK's flexibility in accommodating the needs of my project."

Evan Bruck
Director, Active Device Development
B Braun Medical Inc.

Our automations and integrations
have saved engineers in one company

500,000 clicks in 1 year

SPK
and Associates

Our DevOps Services have improved deployment speed for one company by

216x

SPK
and Associates

Our Data Engineering and Analytics services saved a company

75%

in computing and licensing costs

SPK
and Associates

Our Cloud and DevOps services helped
A client increase software releases by

400%

in comparison to previous release timelines

Learn More

Discover more about SPK's services on our website. Come talk with us!

Contact Us

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