



mendix

# ACCELERATE DIGITAL EXECUTION WITH MENDIX & AWS



**Whether you're dipping a toe in the cloud computing waters for the first time, fully vested and ready to tap into its ROI, or anywhere in between—there are rite-of-passage challenges your organization will face as it digitally transforms.**

**Staffing, security, and balancing an appetite for legacy modernization against business-critical system functionality represent the many organizational hurdles that grow or change as your transformation strategy becomes an execution strategy. They also demonstrate the need for full lifecycle partners with solutions from discovery to deployment.**



## WHAT DOES FULL LIFECYCLE MEAN?

Full lifecycle solution providers know their customers' needs and offer solutions tailored to their business objectives as they shift and scale. **Enterprises need more than static monitoring from their managed services providers (MSP)**; they need help migrating, running, and optimizing workloads. Objectives—and expectations—are growing more sophisticated, immediate, and predictive, as enabled by each technology improvement.

The problem for you—and the opportunity for MSPs—is understanding how to alchemize these technology improvements into solutions at market speed. Let's face it:

***DIGITAL TRANSFORMATION IS NOT OPTIONAL;  
IT'S A MANDATE FOR SURVIVAL***

Businesses expect their full lifecycle service partners to deliver the tools, services, and support needed to ease challenges and expedite digital upgrades. The quality, accessibility, and usefulness of a partners' services reflect their understanding of you, their client.




# YOUR CHALLENGES WILL TRANSFORM YOUR ENTERPRISE

The question then becomes, where do you get stuck? Time to value (TTV), low barriers to entry, learning paths, and guided support may be the top priorities of your digital execution strategy, just as scaling, composability, and governance concerns may become more prevalent as your plan matures.

**Consider your enterprise the lens through which you encounter the following areas of digital execution.** How will each business concern, required action, desired result, or area of improvement refract or focus depending on the composition of your enterprise? Where will your business need to concentrate, and where will clarity of purpose guide your actions?





# THE FIRST RULE OF MIGRATIONS: TALK ABOUT MIGRATIONS

## Do you know what you need to know?

Seeing the complete picture isn't always possible. However, the better you understand your current-state architecture, how to maximize core systems, and what storage options fit your business model, the better you understand where to optimize and in what order. If reducing your enterprise's legacy system reliance is a top priority, then **make sure you know the 'what' and the 'why'** driving what your enterprise extends, modernizes, or replaces. Then you can figure out the 'how.'

## Migrations are more than 'public or private:'

Remember, migrations often occur in multiple stages, create uncomfortable downtime, and open your enterprise to security and compliance risks. They can balloon in cost and complexity and rankle sponsors looking for positive adoption metrics among the delays. Don't wait until it's too late to find the discrepancy between your actual and perceived digitization readiness. Understanding your architectural, cloud, and as-a-service options will ensure you aren't just developing tomorrow's technical debt but making a secure, growth-friendly future for your enterprise.



# MIGRATION PLANNING

As you plan your migration, ask yourself the following questions. Then, write down some quick notes and next-step ideas:

What do our tech stack audits and assessments reveal? How does this information help us build and refine a legacy tool and application updating strategy?

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Regarding sponsors, champions, and alignment of purpose: Who is on my side, and who do I need to convince?

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How will we build a future-proof environment? How can we bake continuous improvement opportunities into our digital transformation strategy?

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What compliance regulations do I need to consider?

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# PEOPLE, PROCESS, PORTFOLIO, PLATFORM: CREATING GOVERNANCE AND DISCOVERING OPERATIONAL EFFICIENCY

## Remember the Four Ps

How well do you know your people, process, portfolio, and platform from a digital execution vantage point? Enterprises that follow the know thyself adage are often quick to identify operational efficiencies and to prepare for scaling and service-offering product diversification. But sooner or later, combining new technology, shifting staffing requirements, and previously unavailable revenue models will put you in uncharted territory. Here's where your adoption and governance strategies will pay off.

## What's your holistic governance strategy?

Governance is about more than productivity and operational oversight. It's also about staying secure and doing more with fewer, less-expensive resources. Consider the following questions as you plan your enterprise's next-generation control measures, and then put checkmarks next to the areas you need to revisit. What user identity management issues—provisioning control, portability, and interoperability—could derail your digital execution strategy? How are you planning to innovate fast enough to meet your business and customer requirements while staying within your technology budget?

## WHAT ARE MY GOVERNANCE FOCUSES?

### AREAS TO EXPLORE

- |   |   |
|---|---|
| <input type="checkbox"/> Implementing your change management strategy                 | <input type="checkbox"/> Monitoring your cloud provisioning against service levels closely                  |
| <input type="checkbox"/> Hunting for new operations management apps                   | <input type="checkbox"/> Furthering your DevOps framework with machine learning and artificial intelligence |
| <input type="checkbox"/> Perfecting your application development lifecycle management | <input type="checkbox"/> Getting better at monitoring for and responding to problems                        |



# ABOVE ALL ELSE: RELIABLE & SECURE



## Guard your crown jewels

A sound digital execution strategy starts with a reliable and secure cloud. Cloud computing exemplifies the direct relationship between innovation and risk. Just as new monetization and previously undreamed-of efficiencies avail themselves, equal-and-opposite cybersecurity risks lurk in tandem. Among other considerations, an enterprise must maximize an MSP's cutting-edge services for optimizing security and maintaining privacy while not abdicating control or feeling at risk.

## Keeping the lights on

Are your environments properly provisioned, and are service levels being upheld? Do you have uptime guarantees in case of a runtime outage? Baking preventative measures into your digital strategy—ones that take advantage of cloud computing's tremendous capacity for system health data—can help you **detect, analyze, and solve problems before they cause downtime and disruption**. This is a lesson best not learned through experience.

# WHICH HAZARD RESOLUTION BUCKET IS MOST IMPORTANT TO YOUR ORGANIZATION?

Rank the following areas in order of importance and consider if the priorities are the best fit for your needs:

- |   |  |
|---|--|
| <input type="checkbox"/> Balancing security concerns against the pressure for application development         | <input type="checkbox"/> Incorporating a secure-by-design framework                                      |
| <input type="checkbox"/> Incorporating AI to monitor—and respond to—system infrastructure and workload events | <input type="checkbox"/> Providing full lifecycle application support to reduce security vulnerabilities |
| <input type="checkbox"/> Resolving latency issues and improving your downtime troubleshooting                 | <input type="checkbox"/> Overcoming application interoperability issues                                  |





# RESOURCEFUL HUMAN RESOURCES: BUILDING THE RIGHT EXPERTS

## People who need people

Almost every enterprise in the world has undertaken some form of digital transformation project. The successful ones generally also have an **effective change management** strategy. They incorporate an upskill culture or campaign well enough to win over even the most stubborn resistance forces. Remember that technology can be a source of anxiety for the people that make up an enterprise. Still, it can also democratize development, reduce rote tasks that sink job satisfaction, and lead to more meaningful work. Organizations with effective change management strategies will often consider these critical points:



Navigating the informational and developmental silos that slow down digitalization



Overcoming the complexity or unfamiliarity of new technology that stifles adoption and leads to shadow IT



Overcoming underbaked change management strategies and the resultant collaboration and communication challenges



The crisis of choice leads to ineffectual technology procurement decisions



How will your enterprise scale in a way that is safe and profitable?

## Give the robots the boring jobs

Having a specialist staffing strategy can also mean using technology to accommodate for specialization, increasing the development potential of the enterprise by lowering its barriers to entry. **A scaling enterprise needs to change its technology-based hiring practices as it digitizes.** Still, it also needs process automation, composable development, and a rich marketplace of services, connectors, and other tools to unlock the exponential power of the robot workforce, or else things will get very expensive very quickly.



# MAKE IT BETTER FOR YOUR USERS

## Change is the only constant

Clients, customers, and internal personnel have **technological expectations that never stop evolving**. Are you providing a multichannel experience with an open door for future iteration? How fast can you access new technologies and make them work for you?

## Did you ask the right questions?

Building efficiencies, process automation, B2C dashboard features—and everything else—works better when you understand the user. How will your enterprise uncover the manual tasks behind your enterprise's most significant operational pain points? If you are developing and deploying UI features you're sure users will love, how will you prove you were right? Can the enterprise-wide collaboration you are carefully fostering create a better customer experience—can you expedite issue resolution, offer multichannel support access, and encourage self-guided solutioning?

### ACTIVITY!

Consider the following areas of importance when mapping your user experience priorities, and put a check next to the most important to your organization:

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|--|--|
| <input type="checkbox"/> Balancing internal application development and process improvement with external, client-facing improvements          | <input type="checkbox"/> Fostering adoption and increasing engagement with what can be the unfamiliar                    |
| <input type="checkbox"/> Ensuring you are building useful solutions to real problems   | <input type="checkbox"/> Having a project management solution for tackling complaints, bugs, suggestions, & improvements |
| <input type="checkbox"/> Using or building tools, services, and applications that create a front end that users feel comfortable engaging with |  |



# THE DECISIONS YOU MAKE WILL OUTLAST THE PRESSURES DRIVING THEM

There is no exhaustive list of challenges to digital execution that an enterprise can navigate on a linear path. Even if there were, the aggressive pace of **technological evolution requires constant iteration**, ensuring that digital transformation is a journey that never ends. Delays and roadblocks can be technical or operational; innovation that impacts your enterprise can come from anywhere. Your transformative journey will touch every aspect of your business—and if you are successful, it will expose your weaknesses and opportunities in that process. It's essential to have digitization partners with the resources, tools, and services to help you execute your enterprise's strategy efficiently and effectively.



# WHY MENDIX ON AMAZON WEB SERVICES

AWS is the known leader in cloud computing, and cloud computing is the foundational technology on which modern digital execution takes place. AWS' unrivaled quality and quantity of solutions span the modern use case and challenge scenario landscape. From database migration solutions to tools and services that accelerate automation, AWS service management offerings have rewritten the MSP job description.

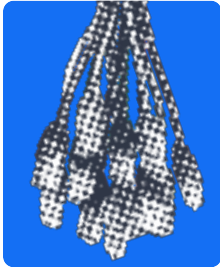
Mendix—a low-code, cloud-native enterprise application development platform—is the **quickest and easiest way to incorporate AWS products and solutions** into your enterprise digital execution strategy. Mendix has accelerated application development with its model-driven, drag-and-drop studio interface for almost 20 years and has been cloud-native on AWS for much of that time. In-kind with the AWS approach, Mendix provides a comprehensive and integrated set of tools and services for managing the entire app lifecycle. Championing collaboration and accessible custom development, Mendix empowers organizations to successfully migrate legacy systems, build better user experiences, and automate manual processes.



# YOUR DIGITAL TRANSFORMATION CHALLENGE IS NO MATCH FOR MENDIX ON AWS

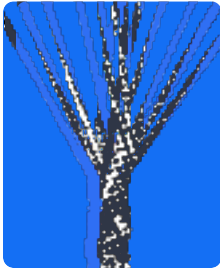
Both AWS and Mendix are recognized industry leaders that bridge clients and services securely and seamlessly. Employing both together optimizes your enterprise's digital ecosystem of apps, with access to templates built by industry experts, connectors to core systems, and connections to all the power AWS has to provide. **With Mendix, enterprises maximize their strategic partnership with—and return on investment from—AWS, by building intelligent apps that scale in less time.**

Mendix is optimized for AWS, so you can build powerful, intelligent, and secure applications at scale:



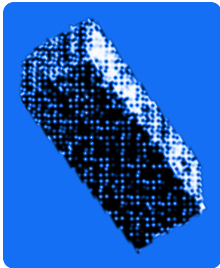
## POWERFUL & INTELLIGENT

You can drag and drop AWS services into your Mendix apps, thanks to a continuously growing stable of AWS connectors that are available for free on the Mendix Marketplace;



## SCALABLE & SECURE

You can deploy Mendix applications on AWS too. While Mendix Cloud—fully managed public cloud service—is the easiest option, you can also deploy apps in your own AWS account, using an automated, best-practice reference deployment that AWS and Mendix have defined together.



## EASY PROCUREMENT & BILLING

You can also buy Mendix through the AWS Marketplace, making the procurement process easy—Mendix becomes a line item on your AWS bill.



# HELP REDUCE LEGACY SYSTEM RELIANCE DURING MIGRATION

AWS's comprehensive Migration & Transfer services suite helps you **reduce legacy reliance** by managing and optimizing the migration process. AWS helps enterprises strategize for data center exits, system renovation, and cloud operation optimization and can help plan for large-scale migration acceleration and industry-specific use cases.

An example of this is the Guidance for SAP Clean Core Acceleration on AWS, demonstrating how SAP ECC users can modernize their custom applications, reduce development costs and increase flexibility when moving to the cloud or to S/4HANA using Mendix.

Mendix's visual, model-driven platform and low-code approach to legacy system modernization makes it easy for enterprises to tap into and contextualize these services—from AWS Migration Hub to the Application Migration Service (MGN). With Mendix, **enterprises hook into the cloud and can manage, extend, and replace system architecture** at a safe and paced clip that matches business needs.



## From onsite to out of sight

When Netherlands-based utility provider Enexis migrated from an outsourced on-premises hosting model to a cloud-native architecture in the public cloud in 2018, future scaling and rapid application development requirements helped guide their strategy. Today, Enexis has more than 100 apps in production, employing Mendix apps to “keep the core clean” as they migrate from SAP ECC (Industry Solution Utilities, IS-U) to S/4HANA.



# CREATE EFFICIENCY BY REDUCING MANUAL PROCESSES

With Mendix, enterprises can quickly build applications infused with intelligent AWS services such as Rekognition to **automate repetitive related tasks to reduce human touches.**



## Main event makers

Building with Mendix on AWS allows enterprises to reduce manual intervention and create an opportunity to scale, iterate, and monetize. Events management enterprise WRSTBND leverages IoT and other new technology to improve customer experience and operator insight at the world's most well-attended concerts, sports matches, and more, including the 2022 U.S. Open.

WRSTBND has achieved 40% year-over-year growth by combining deep industry expertise with cutting-edge innovation to revolutionize attendee experiences. At Soundstorm Music Festival in Saudi Arabia, WRSTBND managed 1.1 million ticket or credential scans by leveraging existing and custom-building Mendix connectors to AWS products and tools such as Amazon EKS, Amazon IoT Core, Amazon Simple Queue Service (SQS), and Amazon Aurora.



# OPTIMIZE SECURE USER MANAGEMENT

From Single Sign-On to cloud services interoperability and portability, **AWS has an answer to your user and application management strategy.** With [AWS Identity and Access Management \(IAM\)](#) services and resources, your organization can set, monitor, and scale access to meet your business needs. You can also use [IAM Roles Anywhere](#) to establish security credentials to external workloads.

**With Mendix, you can ensure that your data-AWS integration is airtight.** Mendix's [AWS Authentication connector](#) handles everything you need to authenticate with AWS and also acts as the keys to the city, granting access to all platform-based modules and can even be leveraged when creating custom AWS connectors.

## Uncle Sam's Secure Option

Mendix makes security, governance, data privacy, and compliance top priorities in every part of its platform and applications. When the US federal government needs an enterprise-grade application development platform, they can find [Mendix Cloud for Government](#) on the Federal Risk and Authorization Management Program (FedRAMP) marketplace.





# GET THE MOST OUT OF TECHNOLOGY RESOURCING

The truth is that digital transformation means shifting the generalized knowledge base of your organization more toward technological literacy; however, both [Mendix](#) and [AWS](#) make it easier to develop complex apps for everyone. In addition to democratizing development, both Mendix and AWS have videos, documentation, and learning paths that can help your enterprise get up to speed.

In addition, Mendix connectors are the easiest way to integrate with the products and tools that convinced your enterprise to invest in AWS. With [Mendix on Amazon Elastic Kubernetes Service \(Amazon EKS\)](#), one click will provision a Mendix EKS-based environment within your AWS account, automatically allocating all its cloud resources in about thirty minutes. Other services, such as [AWS Lambda](#), allow enterprises to create a quasi-microservices architecture that calls functions on AWS into other applications. With AWS Lambda, enterprises can create custom code to easily perform various functions, from resizing images to tracking engagement metrics for a social media post, to detecting changes in IoT sensor data. Creating custom code, however, is time-consuming, error-prone, and resource-intensive. With Mendix's AWS Lambda connector, users can list, invoke, and delete AWS Lambda functions as well as split the function from the request result, which reduces complexity and saves your app storage space and processing power.



## MENDIX ON AWS SAVES MONEY

Dutch independent television production company Banijay Benelux hit a critical crossroads in 2015—change to the cloud and adopt a low-code development environment, or risk falling behind the competition. Building a cloud-native infrastructure on AWS with Mendix, Banijay Benelux has reduced capital expenditures by 70%, operating costs by 30%, and now has the flexibility to customize applications to meet users' needs.

You may still be mapping your digital transformation strategy or looking to unlock value in your data by increasing your cloud adoption or driving innovation. To be successful, your enterprise will need **digital execution partners that enable you to innovate and create solutions efficiently**. It's no secret that AWS has cloud computing capabilities and robust service offerings that can give your organization an edge. Mendix is not only the fastest and easiest path to delivering value through AWS service integration, but we've also empowered more than 4,000 customers to collaboratively and efficiently turn business ideas into outcomes.



## NEXT STEPS

With the Mendix platform's common visual language and collaborative project spaces, it's **easy to get started**—sign up for free, pick an app, and give it a try. You can deploy your new creation with Amazon EKS, utilizing best-practices architecture, in less than an hour. And, as you continue to find new ways to maximize your AWS investment, new Mendix on AWS innovations will continue to make it easy and safe to build connections to help you along your way.



# LOOKING FOR PLACES TO START?

## **Executives, understand the “why”:**

Sign up for the [Total Economic Impact of the Mendix platform](#) report & the [Low-Code Value Handbook](#) eBook.

## **EAs, understand the “how”:**

Read the Mendix [Digital Execution Manual](#) and [Evaluation Guide](#)

## **Cloud Architects/DevOps Engineers, an EKS reference deployment:**

Review the [Mendix Partner Solution for Amazon EKS—Terraform module](#)

## **Ready to upskill?:**

Enroll in Mendix Workshops on AWS or the Mendix Academy [Become a Rapid Developer](#) learning path

## **General Developers:**

Here's where you can find [Mendix Academy's Crash Course](#)