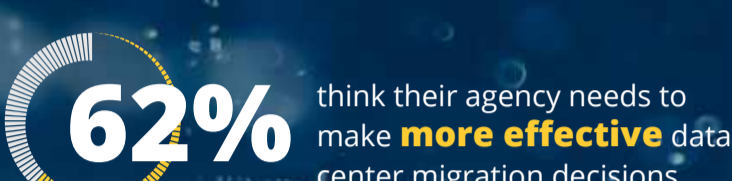
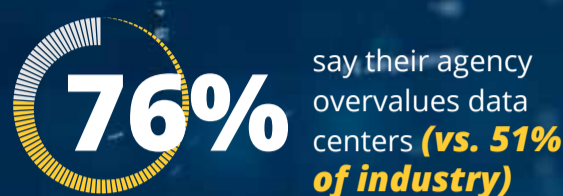


INFRASTRUCTURE PSYCHOLOGY:

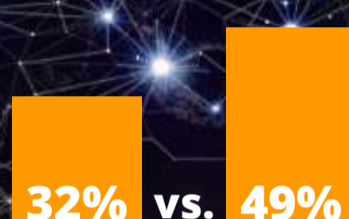
Overvaluing Outdated Data Centers

MeriTalk, in partnership with Amazon Web Services (AWS), surveyed Public Sector Summit 2019 registrants to understand how they assess data center value and why some find it so hard to let go.*

Attachment Issues



Settling for the Status Quo



Despite this, only 32% have formally assessed the **value of their data centers** in the last year (vs. 49% of industry)

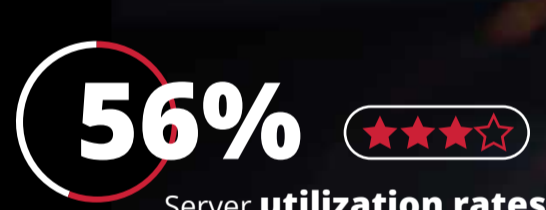


Most common excuses for keeping outdated data centers open?

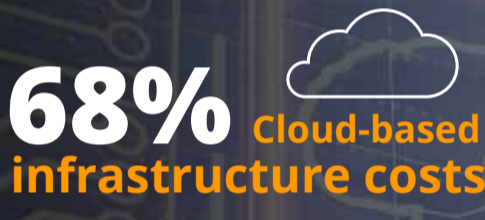
- 1 "It will be too expensive" (**51%**)
- 2 "We need to keep essential data/processes under our control" (**46%**)
- 3 "It will take too long to migrate" (**41%**)

Weighing the Options

Key factors when assessing data center value:



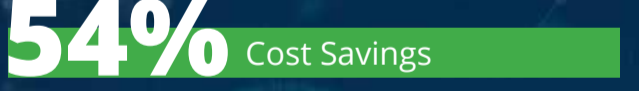
Costs considered when deciding to migrate:



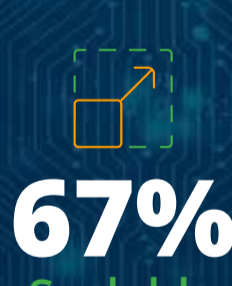
Moving On with Cloud



Top motivators?



They see the ideal infrastructure as:



Advice for the Future

If you could go back five years, what would you tell yourself about data center transformation?

“Develop a migration plan sooner”

“Urge [key decision makers] to bring on cloud-savvy personnel”

“Expose shortcomings of existing data centers early and often”

“Invest in staff training”

“Don't fear the cloud, fear the status quo”

AWS provides commercial cloud capabilities across all classification levels, offering agencies the flexibility to rapidly scale for mission needs.

To learn more, visit: <https://aws.amazon.com/government-education/government/>