

VIEWPOINT

**Mihir Patel**

Vice president, Global
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Patel has 24 years of experience leading and delivering transformation and implementation projects as an engagement manager, cloud architect, solution architect, license consultant, and in sales. His expertise also includes project leadership, architecture strategy, Oracle License management, global implementations, Oracle EBS implementations, and technology project sales.

Unleash the cloud advantage: Simplify database migration

Here are expert lessons learned, pitfalls to avoid, and the real value of proactively planning your Oracle migration.

Legacy database systems are holding businesses back. Today's enterprises need innovation, efficiency, and scalability to remain competitive. Migrating to the cloud can unlock these advantages—but only with the right plan and partners by your side.

That's where Apps Associates comes in, a long-time Oracle partner and an Amazon Web Services (AWS) Premier Tier Services Partner, which has orchestrated more than 125 Oracle database migrations. The company brings deep experience in ensuring technical success and measurable business outcomes. We spoke with Mihir Patel, vice president, Global Client Partner at Apps Associates, to discuss key challenges enterprises face and how to overcome them.

How can companies move beyond sticker shock and get clear visibility into long-term return on investment (ROI) for Oracle workloads?

Typically, ROI discussions start around Oracle licensing. If you don't factor in the underlying software and licensing costs going forward, that'll destroy any ROI model. We use the AWS cost calculator to estimate ROI along with the costs to run and maintain Oracle licensing.

The cool thing is we also now have [Oracle Database@AWS](#) at our disposal. The licensing ratios and the benefits associated with it help customers accelerate their ROI and total cost of ownership (TCO) models. By leveraging AWS, they can take advantage of the same features and capabilities for which they previously needed Oracle Cloud Infrastructure. For example, one processor license of Oracle DB is equal to four virtual CPUs, whereas if you put it on native Amazon EC2, one processor is equal to two vCPUs. They'll also get support rewards. For every dollar spent on Oracle Database@AWS, customers get 25 cents back as support credits. Alternatively, they can leverage Amazon RDS for Oracle where that service is viable.

I also advise buyers to understand their entitlements: what they own, what they are entitled to use, and how much it costs. Whether it's Apps Associates or any other partner you work with, make sure they understand how Oracle licensing works and that it's correctly mapped to AWS. We use a service called [AWS License Manager](#) so that once we've migrated a customer to AWS, we can ensure that there's no drift against that license map.

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What are some practical steps to take to mitigate downtime and ensure business continuity during migration?

Downtime doesn't have to disrupt your business. With careful planning and AWS partner-funded guidance, teams like ours minimize risk and ensure seamless migrations. There is AWS Migration Acceleration Program funding available for partners, so it's minimal cost to customers to have partners offer guidance. Apps Associates helps you plan the migration to understand potential disruptions. We leverage tools such as [Matilda Cloud](#) and Oracle Zero Down migration methodologies that allow us to anticipate potential design disruptions and create a disruption-free roadmap, keeping your operations running smoothly.

Some organizations hesitate to move forward because their teams feel unprepared for cloud operations. What approaches help with this?

It depends. Some customers want to maintain skill sets in-house. In that case, we leverage AWS training mechanisms to get them ramped up while we're doing the migration projects. Others don't want to be in the business of essentially managing a new data center in AWS. In those cases, Apps Associates can be your end-to-end partner to handle every aspect of your AWS environment—data center provider, managed services provider, and hosting provider—allowing you to stay focused on your business goals.

Many customers run mission-critical applications deeply intertwined with their databases. What's the right way to account for these interdependencies in a successful cloud migration strategy?

The AWS methodology is to assess, mobilize, and migrate. Understanding dependencies is the groundwork to success. The assess phase is crucial to understand application and database interdependencies. You've got to do the homework, but there are tools out there to help. For example, Matilda Cloud allows us to do the assessment and map interdependencies, and guide customers around dependency mapping. We can then recommend which sets of applications should go first, second, and third, and schedule and design that approach. Our process has resulted in zero failures in the almost 15 years we've been doing Oracle workload migrations into AWS, even for the most demanding workloads.

What would you say to leaders who are on the fence about moving their Oracle database?

Leaders who are hesitant about moving Oracle workloads to the cloud should know this: Hundreds of enterprises have done it successfully, including those with the most critical systems. I always recommend customers start with the [Oracle Optimization and Licensing Assessment](#). Then assess, mobilize, migrate, and optimize. It's the approach that we have seen yields success.

Explore how [Apps Associates](#) delivers fast, seamless Oracle database migration to AWS with unmatched success.

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