



AWS FOR ENTERPRISE APPS

# Microsoft workloads on AWS: 12 stories of migration and modernization



# Exploring business growth and innovation with AWS

This collection of customer success stories provides an insightful journey into how diverse businesses use the powerful capabilities of Amazon Web Services (AWS) for Windows Server, SQL Server, and .NET workloads to achieve remarkable business outcomes. Each story explores how AWS customers have driven key business objectives like innovation, efficiency, scalability, and growth with AWS. As you navigate these narratives, you will uncover real-world examples of businesses migrating, optimizing, and modernizing Microsoft workloads on AWS, each offering unique perspectives and valuable lessons.

To explore these inspiring customer success stories, refer to the matrix on the next page. A click on any AWS customer's name will lead you directly to their individual journey with AWS. This interactive format allows you to dive deep into each story, gaining insights into the challenges these businesses faced and the innovative AWS solutions employed. By learning from their experiences, you can envision and strategize your own path to success using AWS for Microsoft workloads.

**Let's get started.**

# Table of contents

	WINDOWS SERVER	SQL SERVER	.NET
MIGRATION	<b>REPRICER EXPRESS &gt;</b> EUROPE, MIDDLE EAST & AFRICA INTERNET & SOFTWARE	<b>SAP CONCUR &gt;</b> GLOBAL INTERNET & SOFTWARE	<b>TYLER TECH &gt;</b> AMERICAS EDUCATION
OPTIMIZATION	<b>GPSC &gt;</b> ASIA PACIFIC POWER & UTILITIES	<b>VEOLIA &gt;</b> ASIA PACIFIC POWER & UTILITIES	<b>COSTAR &gt;</b> AMERICAS INTERNET & SOFTWARE
MODERNIZATION	<b>PEARSON &gt;</b> AMERICAS EDUCATION	<b>DOW JONES &gt;</b> GLOBAL FINANCIAL SERVICES	<b>DRAFTKINGS &gt;</b> AMERICAS MEDIA & ENTERTAINMENT
FEATURED (MULTIPLE USE CASES)	<b>FILEFORCE &gt;</b> JAPAN / INTERNET & SOFTWARE <b>AGRIDIGITAL &gt;</b> ASIA PACIFIC / AGRICULTURAL <b>ARKANSAS COURTS &gt;</b> AMERICAS / GOVERNMENT		

# RepricerExpress reduces costs migrating Microsoft workloads to AWS

## About customer

RepricerExpress, a tool for over 4,200 Amazon and eBay sellers, automates pricing strategies. Initially assuming Microsoft cloud infrastructure would be ideal, it faced unexpected issues with Microsoft Azure as its business grew.

## Challenge

RepricerExpress struggled with Azure's inability to handle rapid growth and faced a looming 20 percent price increase. It needed a robust, cost-effective solution to support its expanding operations.



## AWS solution

RepricerExpress migrated its Microsoft workloads from Azure to AWS. This transition included deploying new servers on AWS, moving its Windows Server and SQL Server environment onto AWS infrastructure, and employing various AWS services, such as Amazon Elastic Compute Cloud (Amazon EC2), Amazon Simple Queue Service (Amazon SQS), Amazon Elastic Block Store (Amazon EBS), and AWS Directory Service. It also used a VPN connection for data migration and planned to use Amazon Relational Database Service (Amazon RDS) and Amazon Timestream for better management and data analysis.

## Results

Moving to AWS led to significant cost savings—including a \$60,000 annual reduction in data transfer costs and improved performance with faster, more frequent repricing—and enhanced customer experience.

## AWS services used

- Amazon EC2
- Amazon SQS
- Amazon EBS
- AWS Directory Service

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# Enhancing business impact: SAP Concur's migration to AWS

## About customer

SAP Concur, part of SAP, is a leading provider of integrated travel, expense, and invoice management solutions. Its solutions are designed to simplify and automate these processes, offering both cloud-based and mobile solutions to over 65,000 customers a year.

## Challenge

SAP Concur wanted to be able to expand across the globe quickly. To do so, it needed to consolidate its data centers and drop its colocation-based cloud offering. To support agile expansion, SAP Concur also needed to harmonize its mismatched preproduction and production environments to improve agility and productivity while optimizing for costs.



## AWS solution

As SAP Concur quickly migrated over 85,000 SQL Server workloads to AWS, AWS experts and trainers helped mitigate challenges during the process. The SAP Concur team migrated all its customers, one at a time, with no service impact to any other customer. The migration moved its colocation-based cloud offerings to the cloud to support agility and scalability.

## Results

SAP Concur migrated 100 percent of its customers to AWS with no service disruptions. Over two years of planning during the pandemic prepared it for a migration in two quarters. Post-migration, SAP Concur continues to optimize its Microsoft licensing and rightsize AWS instances to improve its value margins.

## AWS services used

- Amazon Elastic Compute Cloud (Amazon EC2)
- AWS Database Migration Service
- AWS Backup
- AWS License Manager

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# How Tyler Technologies improved remote access to court system with AWS

## About customer

Tyler Technologies, the largest software provider to the U.S. public sector, empowers public sector agencies through technology to support efficient government operations, open communications, and effective stewarding of resources.

## Challenge

With courts closing or reducing in-person interactions during the pandemic, there was an urgent need for a digital solution to facilitate remote access to municipal court infrastructure. This required a scalable, secure, and user-friendly platform designed to handle the complexities of court proceedings in a virtual environment.



## AWS solution

Tyler used .NET on AWS to develop a reliable, secure, and scalable Virtual Court solution. Tyler chose AWS to maintain the integrity and functionality of the judicial process in a virtual setting, adapting to the restrictions imposed by the pandemic, while ensuring its Virtual Court solution remained operational and accessible. Doing so allowed remote access to municipal court services, with WebRTC and AWS supporting scalability and reliability.

## Results

Virtual Court significantly improved court efficiency and reduced failure-to-appear rates by over 60 percent. The platform’s scalable architecture has led to ongoing modernization efforts across Tyler’s product range, demonstrating a deepened understanding of AWS services and a more flexible, scalable approach to court processes.

## AWS services used

- Amazon Elastic Kubernetes Service (Amazon EKS)
- AWS Lambda
- Amazon API Gateway
- Amazon DynamoDB
- Amazon Simple Storage Service (Amazon S3)

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# Fileforce speeds time-to-market, cuts costs by 30% by migrating to AWS

## About customer

Fileforce, based in Japan, provides cloud file storage and document management services to over 300 corporate customers worldwide, offering secure, compliant, and flexible solutions.

## Challenge

Fileforce faced prolonged feature release cycles due to an on-premises Microsoft .NET and SQL Server-based application environment, hindering its ability to meet rapidly growing customer demand efficiently.



## AWS solution

Fileforce migrated its .NET and SQL Server-based applications to the cloud. It rearchitected the application to use AWS services, transitioning from SQL Server to Amazon Relational Database Service (Amazon RDS) for MySQL. It also embraced .NET Core to support a DevOps development model, enabling continuous integration and development. Additionally, Fileforce used Amazon Elastic Container Service (Amazon ECS) for computing and Amazon Simple Storage Service (Amazon S3) for data storage, along with Elastic Load Balancing for traffic distribution.

## Results

By migrating to AWS, Fileforce cut costs by 30 percent, automated 90 percent of its code deployment, and significantly accelerated its feature delivery from months to weeks, enhancing customer service and competitiveness.

## AWS services used

- Amazon RDS for MySQL
- Amazon S3
- Elastic Load Balancing
- Amazon ECS

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# GPSC Group optimizes Windows Server workloads with AWS for cost and efficiency

## About customer

Global Power Synergy Public Company Ltd. (GPSC) Group, a leading sustainable energy provider based in Thailand, aims to be a top power company in Southeast Asia, with a focus on green energy.

## Challenge

Prior to its merger with GlowEnergy in 2020, GPSC ran on the cloud, but needed to optimize operations and speed up service delivery. A migration to a comprehensive cloud solution was necessary to meet these goals.



## AWS solution

GPSC Group chose AWS for its mature platform and wide technology range. It worked with AWS Partner DailiTech to adopt cloud best practices and to train its teams for enterprise operations on the cloud. It established an AWS Landing Zone for a secure environment and used Amazon Virtual Private Cloud (Amazon VPC) and Amazon Elastic Compute Cloud (Amazon EC2) for Windows Server-based workloads. It also implemented Amazon CloudWatch and AWS CloudTrail for monitoring and security. Challenges with legacy Windows Server workloads were overcome through collaborative efforts, optimizing application performance, and achieving significant cost savings.

## Results

Post-migration, GPSC Group saw up to a 20 percent performance boost in Windows Server applications and a significant reduction in operational costs. It now saves 20–25 percent on hardware, software, and licensing, with less server maintenance and more time for value-added projects.

## AWS services used

- AWS Landing Zone
- Amazon CloudWatch
- AWS CloudTrail
- AWS Application Migration Service
- Amazon WorkSpaces

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# Veolia migrates to AWS for improved scalability and faster data access

## About customer

Veolia Australia and New Zealand, a part of the global Veolia Group, focuses on ecological transformation through sustainable waste, water, and energy management, employing 179,000 globally.

## Challenge

Veolia embarked on a cloud journey in 2019 to meet data sovereignty and classification needs, starting with its Citrix environment migration to AWS. This transition was crucial to support standardized technology governance and enhance compliance and security.



## AWS solution

Veolia collaborated with AWS Partner CMD Solutions for the migration. CMD used various AWS tools and services to facilitate this migration, focusing on security and disaster recovery capabilities. CMD's assistance in planning and executing the transition allowed Veolia to streamline its technology landscape and improve its resource management. The move to AWS significantly improved Veolia's reliability, availability, and security while reducing operational burdens and costs supporting over 100 AWS accounts with developed governance structures.

## Results

Veolia successfully migrated 34 critical applications, achieving a 67 percent reduction in SQL Server database spend, streamlining data integration and reporting capabilities.

## AWS services used

- AWS Landing Zone
- Amazon GuardDuty
- AWS Glue
- Amazon Athena
- AWS Lake Formation

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# CoStar modernizes legacy .NET applications with AWS

## About customer

CoStar Group, a leading provider of commercial real estate information, is renowned for its online marketplaces like Apartments.com and LoopNet. Its business involves handling vast amounts of high-fidelity photographs, videos, and 3D tours of buildings.

## Challenge

Initially, CoStar operated a .NET Framework application hosted on Windows Server on premises, which faced challenges in storage scalability and performance. Its third-party storage system was expensive and slow in data replication across data centers.



## AWS solution

CoStar initially migrated its storage to Amazon Simple Storage Service (Amazon S3). This was followed by a lift and shift of its Windows Server to Amazon Elastic Compute Cloud (Amazon EC2). The transformational step was adopting serverless architectures, including AWS Lambda for processing and AWS Fargate for container management. This phased approach allowed CoStar to efficiently manage the increased data load while progressively modernizing its infrastructure, resulting in a modern, scalable, and serverless environment.

## Results

This transformation allowed CoStar to handle rapid growth in data efficiently, moving from hundreds of megabytes to over half a petabyte in image assets. The company achieved a 90 percent reduction in compute costs and improved scalability and operational efficiency by modernizing its legacy .NET applications with AWS's serverless solutions.

## AWS services used

- AWS Lambda
- AWS Fargate
- Amazon EC2
- Amazon Elastic Kubernetes Service (Amazon EKS)
- Amazon Elastic Container Registry (Amazon ECR)

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ASIA PACIFIC / AGRICULTURAL

# AgriDigital migrates its .NET to AWS to reduce deployment time by 50%

## About customer

AgriDigital, an Australian technology startup, simplifies global agriculture supply chains, allowing farmers to manage their business content in real time.

## Challenge

As the company expanded, it encountered reliability issues and downtime with its .NET-based application, impacting customers and financial processes. It needed a scalable and cost-effective solution.



## AWS solution

AgriDigital's modernization with AWS involved migrating its .NET application to .NET Core and rearchitecting it for cloud compatibility. This shift included moving from SQL Server to Amazon Aurora PostgreSQL and Amazon DynamoDB, optimizing for scalability, and reducing Windows Server licensing costs. It also adopted a microservices architecture, using AWS Fargate for container management and AWS CloudFormation and AWS Lambda for continuous deployment and management. This modernization enhanced performance, reduced development time, and improved cost savings.

## Results

The migration improved application performance by 50 percent, cut software deployment time by half, and reduced licensing costs. AgriDigital also enhanced application reliability, helping supply chain customers operate with greater confidence.

## AWS services used

- Amazon Aurora PostgreSQL-Compatible
- Amazon DynamoDB
- AWS Fargate
- AWS CloudFormation

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# Pearson digitally transforms on AWS

## About customer

Pearson is a global leader in educational content, assessment, and digital services, serving millions of learners, institutions, and partners worldwide. Previously, Pearson managed on-premises technology, which was inefficient and not scalable.

## Challenge

The company needed a scalable, cost-efficient solution for its legacy applications and data centers, which struggled to scale and inhibited innovation during peak online academic testing times.



## AWS solution

To increase agility and innovation, Pearson migrated its on-premises operations to AWS and reconfigured its monolithic applications into microservices. This transformation included the use of Amazon Elastic Compute Cloud (Amazon EC2) for scalable compute capacity, Amazon Aurora and Amazon Relational Database Service (Amazon RDS) for efficient database management, and Amazon Elastic Container Service (Amazon ECS) for container orchestration. The approach enabled Pearson to optimize costs, increase scalability, improve agility, and enhance innovation in its educational content and services.

## Results

Pearson achieved significant cost savings, scaled to serve hundreds of millions of learners, and alleviated the database management burden from its in-house staff. Its systems now efficiently handle traffic fluctuations and scale in real time.

## AWS services used

- Amazon EC2
- Amazon RDS
- Amazon Aurora
- Amazon ECS

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# Dow Jones modernizes its SQL Server data storage with AWS

## About customer

Dow Jones, a global business and financial news company, sought to modernize its market data platform to reduce SQL Server licensing costs and improve efficiency.

## Challenge

The company faced a tight one-year deadline to migrate its on-premises SQL Servers to a more cost-effective, cloud-based solution while ensuring minimal customer disruption and maintaining data accuracy.



## AWS solution

Dow Jones focused on a cloud-first strategy, involving the migration of key applications to the cloud and rearchitecting systems for optimal performance in a cloud environment. It used a variety of AWS services, including Amazon Elastic Compute Cloud (Amazon EC2) for computing power, Amazon Simple Storage Service (Amazon S3) for storage, and AWS Lambda for serverless computing. This approach was part of a broader initiative to modernize its technology infrastructure, improve operational efficiency, and reduce costs. By migrating to AWS, Dow Jones simplified its architecture and migrated to a cloud API, significantly reducing infrastructure complexity and cost.

## Results

The team delivered the project 12 days ahead of schedule, with no disruption to customer services, while cutting costs by over 50 percent and repurposing savings for other company areas.

## AWS services used

- AWS Schema Conversion Tool
- AWS Database Migration Service
- Amazon Aurora MySQL-Compatible
- Amazon CloudWatch
- Amazon ElastiCache

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# Modernizing legacy .NET applications: DraftKings' principles for success

## About customer

DraftKings Inc., a digital sports entertainment and gaming company, embarked on a journey to lower costs, increase scalability, and improve developer efficiency by modernizing its legacy .NET applications to modern .NET on AWS.

## Challenge

The company faced complexity in services, rapid product evolution, and a highly regulated environment. These challenges required a deliberate, step-by-step approach to upgrade its technology while ensuring minimal impact on ongoing operations and regulatory compliance.



## AWS solution

DraftKings' modernization strategy involved several best practices. This included securing stakeholder buy-in, updating with a focused purpose to avoid unnecessary expansion of project scope, and adopting an incremental modernization approach. This approach allowed it to effectively manage its legacy .NET applications and build automation after covering most use cases, facilitating a more controlled and efficient modernization process.

## Results

This systematic approach led to the successful migration of DraftKings' first service within two weeks, and subsequent services taking significantly less time. It also employed canary deployments and comprehensive monitoring to ensure robust rollouts.

## AWS services used

- Linux on AWS
- .NET on AWS
- Elastic Load Balancing

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# Arkansas Administrative Office of the Courts saved 40% with .NET modernization

## About customer

The Arkansas Administrative Office of the Courts (AR-AOC) provides a range of services to state courts. It aimed to modernize its legacy applications to enhance service provision and reduce total cost of ownership (TCO).

## Challenge

AR-AOC's legacy systems lacked proper integration and data flow, requiring manual data entry, leading to inefficiencies and data discrepancies. To provide services, it needed to modernize its Court Management System.



## AWS solution

AR-AOC partnered with AWS, adopting a serverless, cloud-based approach, and modernizing its .NET applications to reduce TCO. It achieved this by using AWS services like Amazon Elastic Container Service (Amazon ECS) with AWS Fargate and Amazon Relational Database Service (Amazon RDS) for SQL Server. The modernization process involved containerizing its .NET applications, using Linux containers to reduce Windows Server licensing fees, and employing a fully managed database service. These steps allowed AR-AOC to significantly cut costs while enhancing application performance.

## Results

The modernization led to a 40 percent reduction in TCO, turning off environments when not in use, and greater agility through DevOps. It also optimized performance and reduced costs via serverless AWS Fargate, eliminating operational overhead with Amazon RDS for SQL Server.

## AWS services used

- Elastic Load Balancing
- Amazon Virtual Private Cloud (Amazon VPC)
- AWS Fargate
- Amazon CloudWatch
- Babelfish for Amazon Aurora PostgreSQL

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# Modernization begins with migration

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