

Partner Case Study: PETRONAS

Background

Founded in 1974, Petronas is Malaysia's only fortune 500 company and one of the largest petroleum corporations. Originally a domestic-based oil company, they have grown into a fully integrated multinational oil and gas corporation. Constantly challenging the industry norms - they actively seek sustainable, long-term solutions within the gas and oil industry. Their foundation, Yayasan Petronas, focuses on promoting education, community support, and sustainable solutions.

Challenge

The Malaysian Government approached Petronas with a proposition. They wanted to build a rail line through one of Petronas's data centers and wanted to buy the land from them. Petronas agreed and saw it as an opportune time to investigate migrating to the cloud. When they started looking into what that would entail, the estimated costs skyrocketed to tens of millions for a three-year plan. They quickly realized they would need help to make this a reality.

AWS and Movere

Petronas collaborated with AWS and determined they needed a complete assessment of their environment, not only focused on cloud readiness, but one that also included an understanding of their licensing position. AWS had recently developed a new program called the AWS Migration Assessment with Movere. This AWS program would provide Petronas with the information they needed to realize their vision.



Industry
Oil & Gas



Size
10,000+ Employees



Location
Kuala Lumpur, Malaysia



PETRONAS

How Movere Helped

From optimization to cloud migration expertise, Movere helped guide Petronas through this complex journey by

- Reducing their cost to move to AWS by 70%
- Breaking out every device by subnet
- Tagging each device by business division (group and location)
- Locating machines on subnets that shouldn't be on, or those reporting to more than one business group
- Putting environment in Dedicated Hosts, more than halving their migration costs
- Tracking licensing for Microsoft audit purposes

Petronas began the Movere engagement with an introductory call and demo that led to an immediate decision to deploy. Within 24 hours of that decision, Petronas was accessing data on their environment they had never seen. They had no idea the different options the cloud offered or how to optimize their environment to bring spend down.

Because Movere collects performance-level data from the working set of every device, Movere was able to recommend optimized cloud sizing options based on performance rather than on-premises provisioning. As such, Movere was able to reduce their original cloud estimate by 70 percent.

But Movere didn't stop there. By comparing the difference between AWS Dedicated Host and Shared Tenant, Movere was able to reduce costs by an additional 50 percent! Dedicated Hosts enable Windows Server BYOL, MSDN, maximum virtualization using Windows Datacenter and SQL Enterprise, as well as, user and server-based licensing deployment. And because Movere surfaces licensing and cloud readiness options in a single pane of glass, the data needed to realize these efficiencies can be found in one platform.

Finally, because of Movere's deep licensing capabilities, Movere was able to identify 4,000 cores of SQL that could be migrated to AWS, resulting in millions of dollars in saved licensing costs for Petronas.

Summary

Petronas thought cloud migration may not be attainable after looking into initial costs, which totaled tens of millions of dollars. By utilizing the data and insights Movere provided to optimize their environment they were able to save over 70 percent, while gaining a deeper understanding of their infrastructure and licensing options. At the end of the day, Movere enabled Petronas to deliver on their vision of closing a data center by migrating to AWS attainable.

About Movere:

Movere is a discovery solution that provides the data & insights needed to plan cloud migrations and continuously monitor, optimize, and analyze your IT environment with confidence. An AWS Technology Partner, Movere combines insights on licensing with their deep knowledge of AWS Cloud to make cloud migrations to AWS possible.

Learn more at movere.io/aws

