



Case Study: Life Sciences

How migrating data centers to the cloud led to 50% cost savings annually

A pharma giant faced ballooning data center costs. Cognizant moved quickly to switch the company to an Amazon Web Services, generating massive savings.

Almost all companies rely on data nowadays, and those in the mighty pharmaceuticals industry are certainly no exception. But looking after vast amounts of data is not cheap. One global generic and specialty pharma company was paying \$2 million a year just to operate two of its Germany-based European managed data centers.

The company was aware that it might be able to achieve significant savings by moving to a cloud environment, and even carried out due diligence that showed an Amazon Web Services (AWS) implementation would be the best bet for the business. Toward the end of 2017, the company decided to make the move. With just a few months left before it would be forced to renew its crippling expensive data center lease contract, the business asked Cognizant to manage the AWS migration.

At a Glance

A global pharma company wanted to reduce European data center costs totaling \$2 million a year. We moved 90% of the workloads to AWS cloud within just three months, allowing the company to give up its managed data center contracts and save money.

Outcomes

- Invested 4,000 person-hours into achieving a three-month migration.
- Moved 38 applications to AWS cloud.
- Saved annual costs by 50% by migrating to AWS cloud.

As far as the pharma company was concerned, Cognizant was a safe choice. We have been delivering managed infrastructure services for the business since 2015. We're also a premier consulting partner, channel reseller, managed services partner, migration acceleration program partner and marketplace reseller for AWS. Additionally, we have accredited status with AWS for healthcare and life sciences.

But that didn't mean the migration was easy. To begin with, there was the timeline; migrating any data center is a complex process, but we couldn't afford delays that would force the client to renew its existing contract. There were also technical challenges to overcome; we were migrating two data centers with different architectures.

Finally, there was a significant operational stumbling block: We only had limited access to one of the data centers. Taking up the challenge, our team of eight, with three onsite and five offshore, started working around the clock to get the migration done on time. Our strong relationship with AWS meant we were able to minimize project risk by using AWS's phased Migration Acceleration Program methodology, moving rapidly from assessment to readiness and planning, and then migration itself.

To minimize delays, we introduced a factory approach to working to prevent stoppages. We also adopted a sprint-based agile methodology that gave the client the flexibility to reprioritize workloads as needed every week. Although speed was the top concern, we were able to reduce the cost of the project by accessing credits and discounts, including AWS services allowance.

We delivered further savings by using the AWS free Server Migration Service, and its attendant professional services, instead of a costly third-party migration tool, as originally specified in the contract. In the end, we were able to migrate 90% of the data center workloads to AWS cloud well within the client's timeframe.

The remaining workloads, which weren't suitable for cloud hosting, were consolidated on client-hosted servers, allowing the business to discontinue its managed data center contracts. To cap it all, we documented the migration framework and specified the tools used so the pharma company can carry out future migrations on its own.

About Cognizant Global Clinical Services

Cognizant GCS provides service across the value chain to more than 29 U.S.-based customers through more than 2,000 clinical associates. It is the first and only offshore provider with multiple URAC accreditations, including a URAC accreditation specific to utilization management.

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About Cognizant

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