Stakeholder Control and Hesitancy to Use Partners

Atos | aws

Internal pushback & reluctance to use partners

Transformation, mergers and acquisitions, innovation – all of these strategic initiatives are spurred forwards by the agile, scalable IT resources afforded by the cloud. But getting everyone in the business on board can be tough, which makes getting goals in motion harder than ever.

This can, in part, stem from concerns about using external vendors for critical IT services. The looming thought of lock-ins with service providers or doubt hanging over partners' dependability leaves them less than open to welcoming a move to the cloud.

Key stakeholders or groups can also push back for fear of anything from disruption to losing control over IT resources and compromising data security. They can also resist change because they just don't understand the benefits, or perhaps they're worried about what it means for the future of their jobs.

The source of the problem? Migrating to the cloud doesn't just involve an infrastructure change. It demands a shift in culture and working processes for initiatives to really take off. Without training and the right skills, progress will always be stunted.

Teams have to be engaged, onboarded and educated to effectively operate in the cloud. They must proactively back the move and be guided by clear goals and expectations, with experimentation encouraged and fears of the unknown allayed. So how can this be achieved quickly and at scale?

Embrace a cloud-ready culture

C-suite and decision makers face numerous challenges when it comes to building a cloud-ready culture. They're the ones tasked with both long-term vision and short-term performance. Then there's the task of influencing and winning over key stakeholders and the tech teams who are implementing the solutions.

Rising above internal concerns about the cloud is made a whole lot easier when your teams have expert support every step of the way. So as partners, Atos and AWS are dedicated to collaborating closely with your people - upskilling them and adding value to their roles.

With CloudCatalyst, they are empowered to become cloud natives thanks to Atos's ongoing managed services. Teams quickly see the benefits of the cloud by automating manual office tasks to help their productivity skyrocket. They also get the chance to play a key role in unlocking business innovations with generative AI and cloud-

native products and services. And they can be reassured that Atos's proven methodologies or managing large-scale migrations to AWS will make the whole transition quick and painless.

As for the bigger, strategic picture, the decision makers at the top of the business can rely on

CloudCatalyst's proven ability to deliver maximally efficient services that support business agility, sustainability and return on investment. The stability provided by working with the same Atos team throughout, with evergreen access to AWS services, allows for clearer planning and long-term thinking while delivering results in the day-to-day.

CloudCatalyst

Start here

Visit our website to find out more about the cloud migration methodology from Atos CloudCatalyst.

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