



Executive Summary –

Watson – Marlow fluid technology group is an global engineering company .They help customers take on their toughest manufacturing challenges. They transform manufacturing challenges and transform their production processes with components and entire systems that are responsive and predictive, producing technology used in the biotechnology, pharmaceutical, industrial, automotive, mining, food and beverage, OEM and medical device sectors. They have a provide comprehensive customer support globally

About the Customer –

As per the multiple discussions with customer, they are facing challenges in their on premise old legacy setup and they are planning to migrate the On premise workload to AWS cloud

Customer Challenges –

- ❖ On-premise workload. Using business critical applications like Microsoft Dynamics ERP, active directory etc. Old Infrastructure
- ❖ Downtime challenges effecting Business Continuity and Need of Disaster recovery site to meet compliance requirement.
- ❖ Nightmare for IT Team to manage and monitor On-premise setup and frequent downtimes impacting business continuity
- ❖ Performance challenges for end users. If cloud environment gives desired performance they are willing to migrate on premise DC setup to AWS



Why AWS –

Ripplewave has proposed AWS cloud option which can address all challenges of **Watson – Marlow fluid technology group**. Considering **manufacturing challenges** we have also suggested them AWS cloud front solution. We helped them to size the solution considering Workloads, Migrated On-premise set up to cloud and now we are managing post-sales support. Customer is quite satisfied with the AWS services and support as the solution prove to be successful and they received desired output with no CAPEX investment. Amount of time that the customer saved for Migrating workloads on cloud, the huge reduction in the customer's IT overheads.

Why Ripplewave Solutions?

Ripplewave talent lies in architecting solution for future, today. Having deep expertise around Compute and storage allowed Ripplewave team to build solution quickly, efficiently and effectively. The ability to deeply understand business and tech allowed Ripplewave to chart out the architecture and implementation smartly. We deal in all the IT Infrastructure and Network Solutions business. It also includes Cyber Security Solutions, Network Security, Virtualization, Wireless Solutions, Near line Data Recovery and Data Recovery on Cloud..!!

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