



aws IMPACT Poland 2024
ŁÓDŹ • LUBLIN • RZESZÓW

7 nieoczywistych lekcji z migracji do chmury

Przewodnik po ukrytych
pułapkach i rozwiązaniach



Albert Tischbierek
Sales Director
Hostersi



CEL NA DZIŚ

JAK WYKORZYSTĆ CHMURĘ
ŻEBY WASZA FIRMA ZARABIAŁA

WIĘCEJ





DLACZEGO HOSTERSI?

- **Od 15 lat** Cloud & Server Expert
- **1000+** projektów
- Dziś wspieramy blisko **300 klientów**



DLACZEGO HOSTERSI...





JESTEŚMY PRAKTYKAMI



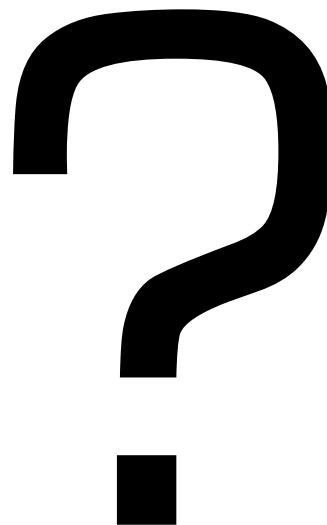
We have **80+** Amazon Web Services certifications

aws **50** **certified**

AWS PARTNER NETWORK



WSKAZÓWKI, NIEPRAWDY OBJAWIONE



RADA 1 – DAJ SIĘ ROZPIESZCZAĆ

Ja: *Po prostu istnieję*
Moja babcia:



Masz tu stówkę



RADA 1 – DAJ SIĘ ROZPIESZCZAĆ

MVP ■ JumpStart ■ LZAP ■ WAR
EDP ■ Incremental Workloads
WMP ■ SaaS discovery ■ PoC
MAP Lite ■ MAP ■ SMAP ■ SMP

RADA 1.5 – NIE PRZEGINAJ





RADA 2 – CO LEPSZE?

Chmura publiczna

VS

prywatna

VS

hybrydowa

VS

on prem



ODPOWIEDŹ JEST PROSTA

.....





ODPOWIEDŹ JEST PROSTA

TO ZALEŻY...



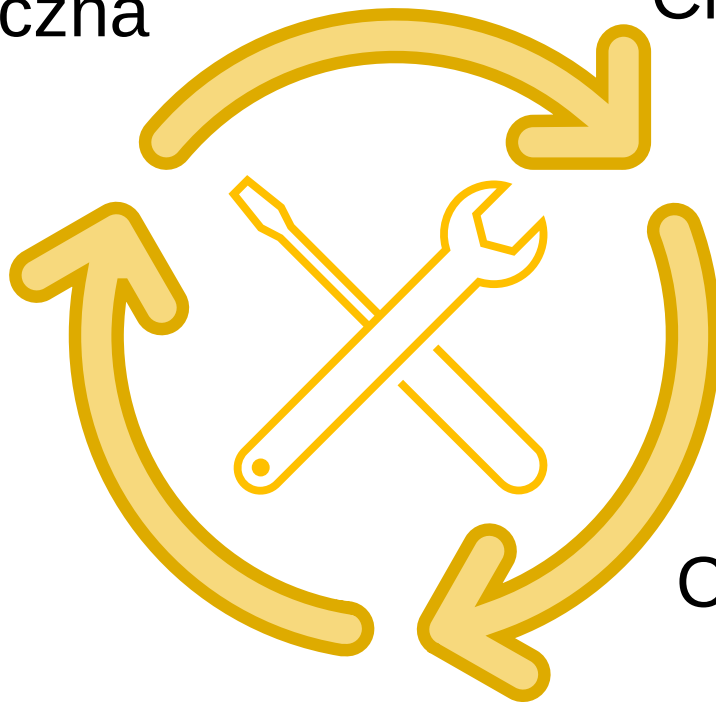
ODPOWIEDŹ JEST PROSTA

Chmura publiczna

Chmura prywatna

On prem

Chmura hybrydowa



RADA 2.5 UNIFIKACJA



**NA ILE SPOSOBÓW
MOŻNA URUCHOMIĆ
KONTENERY W AWS?**

17

Proton

AWS IoT Greengrass

App Runner

Lightsail

EC2

ECS

EKS

Fargate

AWS Lambda

Copilot

Codebuild

App2Container

Lightsail containers

ROSA

EKS Anywhere

ECS Anywhere

Elastic Beanstalk

by @awsgeek

Periodic Table of Amazon Web Services

by [@awsgeek](#)

Analytics

Application Integration

AR & VR

AWS Cost Management

Blockchain

Business Applications

Compute

Customer Engagement

Database

Developer Tools

End User Computing

Game Tech

Internet of Things

Machine Learning

Media Services

Migration & Transfer

Mobile

Management & Governance

Network & Content Delivery

Robotics

Satellite

Storage

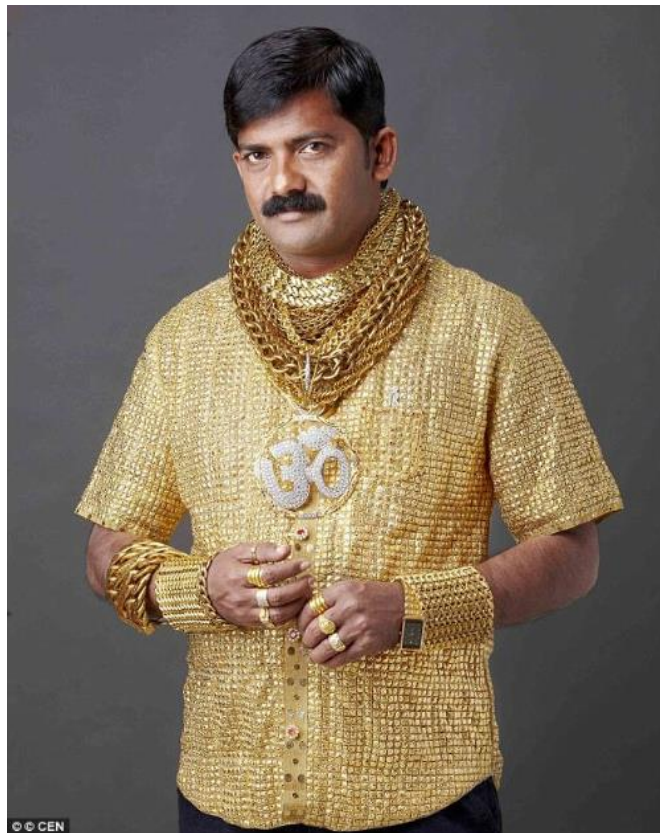
Security, Identity & Compliance

amazon A athena	amazon Cs cloudsearch	aws Gs ground station	amazon Mr elastic map reduce	amazon Es elasticsearch	aws Lf lake formation	aws Ce cost explorer	amazon Ax alexa for business	amazon Cs elastic container service	aws L lambda	amazon Co connect	aws Cb codebuild	amazon Au aurora	amazon Ds relational database service	aws I iot core	aws Dd iot device defender	aws Ac auto scaling	aws Ms managed services	aws Mc elemental mediconnect	aws Dm database migration service	amazon Po pinpoint	amazon 53 route 53	amazon Fx fsx for lustre
amazon K hinesis	aws Sf step functions	aws Bu budgets	amazon Ch chime	amazon Ks elastic container service for Kubernetes	aws O outposts	amazon Pi pinpoint	aws Cc codecommit	amazon D dynamodb	aws Rs redshift	aws Os iot freertos	aws Dm iot device management	aws Cf cloudformation	aws Ow opsworks	aws Mv elemental mediaview	aws Ds datasync	aws As appsync	amazon PI vpc privatelink	amazon Fw fsx for windows file server				
amazon Ka managed streaming for kafka	amazon Mq activemq	aws Cu cost & usage report	amazon Wm workmail	amazon Ls lightsail	aws Sa serverless application repository	amazon E simple email service	aws Cd codedeploy	amazon Do documentdb	amazon Ti timestream	aws Gg iot greengrass	aws Ev iot events	aws Ct cloudtrail	aws Ph personal health dashboard	aws MI elemental mediainline	aws Sm server migration service	aws Df device farm	aws Am App Mesh	amazon Gl s3 glacier				
amazon R redshift	amazon N simple notification service	aws Ri reserved instance reporting	amazon C elastic cloud compute	aws Ba batch	aws Lb elastic load balancing	aws Cs codestar	aws Cp codepipeline	amazon Ec elasticache	aws Ms database migration service	aws Ic iot 1-click	aws Sw iot sitewise	aws Co config	aws Sc service catalog	aws Mp elemental mediapackage	aws Sn snow family	aws Ga global accelerator	aws Cm cloud map	aws Ba backup				
amazon Qs quicksight	amazon Q simple game service	amazon Bc managed blockchain	amazon Au ec2 auto scaling	aws Eb elastic beanstalk	aws Vm vmware cloud on aws	amazon Co correto	aws Cli command line interface	amazon Ne neptune	amazon Gl gamelift	aws An iot analytics	aws Tg iot things graph	aws Ct control tower	aws Sm systems manager	aws Ms elemental mediastore	aws Sf transfer for sftp	aws Tg transit gateway	aws Dc direct connect	aws Sn snow family				
aws Dp data pipeline	aws Ap appsync	amazon Su sumerian	amazon Cr elastic container registry	aws F fargate	aws Rm robomaker	aws Cg cloud9	aws Sd tools & socks	amazon Ql quantum ledger db	amazon Ly lumberyard	aws Bu iot button	aws Dc iot partner device catalog	aws Cm console mobile app	aws Ta trusted advisor	aws Mt elemental mediatailer	amazon Wd workdocs	amazon Wo worklink	amazon Ws workspaces	amazon As appstream 2.0				
amazon Sm sagemaker	amazon Co comprehend	amazon Ei elastic inference	amazon Fc forecast	amazon Lx lex	amazon Pe personalize	amazon Po polly	amazon Rk rehognition	amazon Gt sagemaker ground truth	amazon Tx texttract	amazon Tr translate	amazon Ta transcribe	aws DI deep learning amis	aws DI deeplens	aws Dr deepracer	aws If inferentia	aws Mx apache mxnet on aws	aws Tf tensorflow on aws					
aws Im identity & access management	amazon Cd cloud directory	amazon Co cognito	amazon Gd guardduty	amazon I inspector	amazon M macie	amazon Ar artifact	aws Cm certificate manager	aws Hs cloudhsm	aws Ds directory service	aws Fm firewall manager	aws Km key management service	aws O organizations	aws Sm secrets manager	aws Sh security hub	aws S shield	aws Ss single sign-on	aws Wf web application firewall					

RADA 3 – WIĘCEJ NIE ZNACZY LEPIEJ

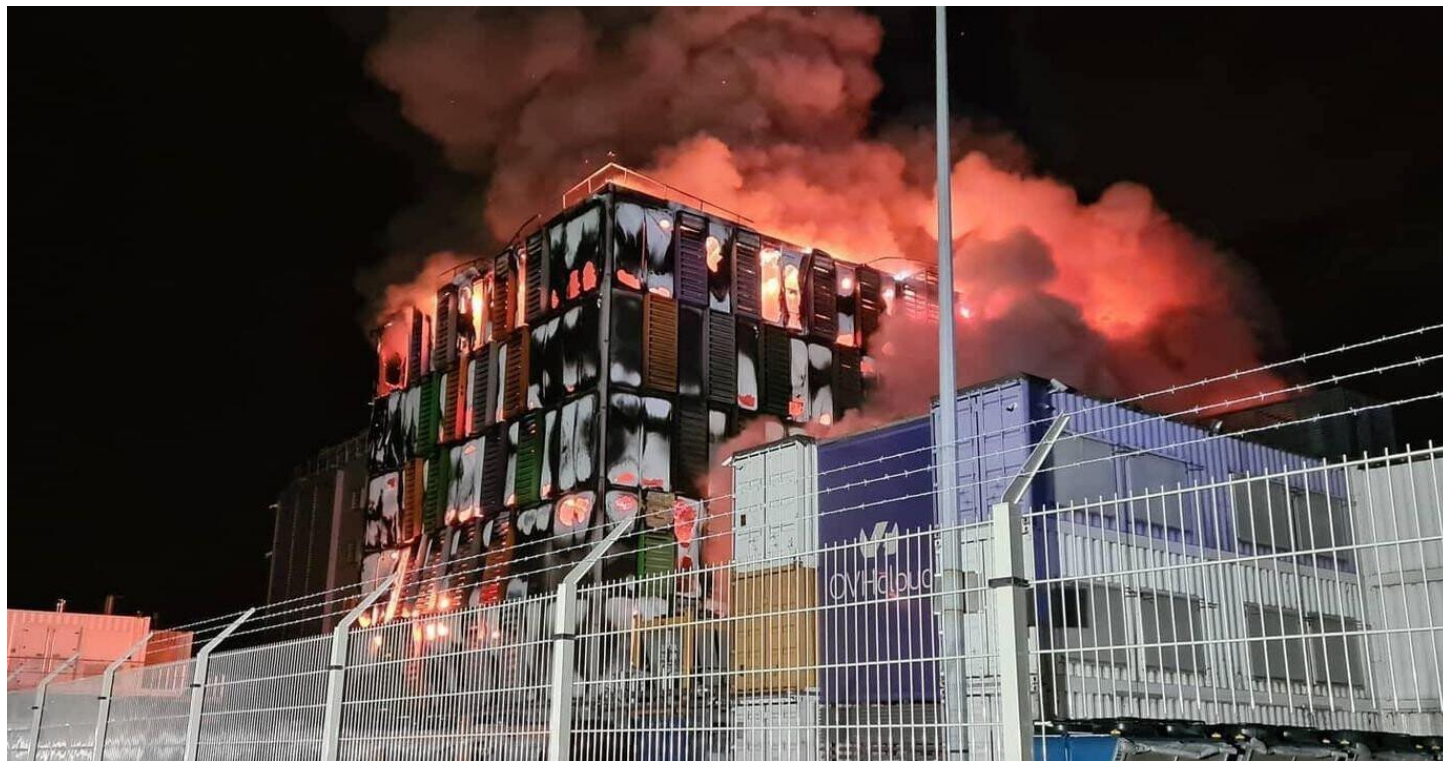


RADA 4 – W CHMURZE MOŻE BYĆ DROGO BARDZO DROGO





KIEDY NAJGORSZA FORMA MIGRACJI DO CHMURY DLA CIEBIE JEST NAJLEPSZA

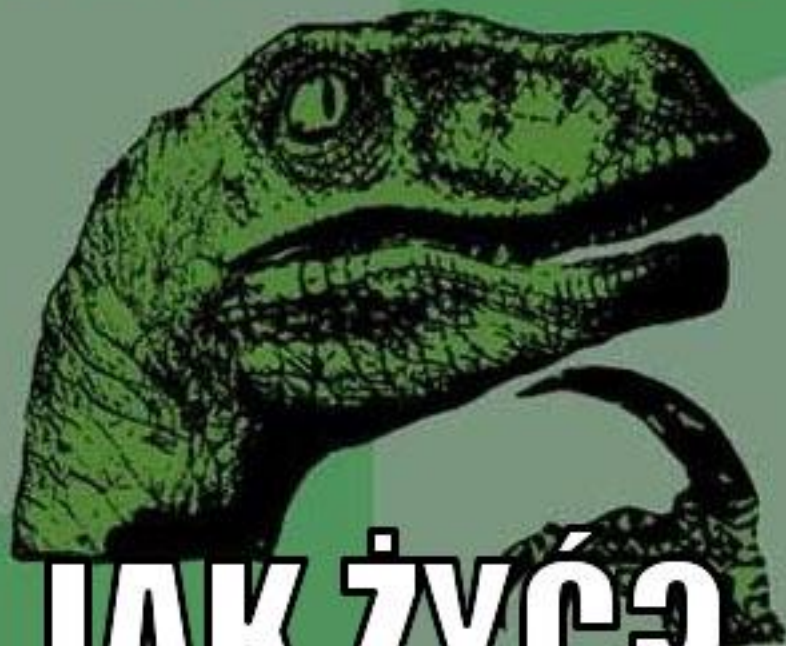




EFEKT?



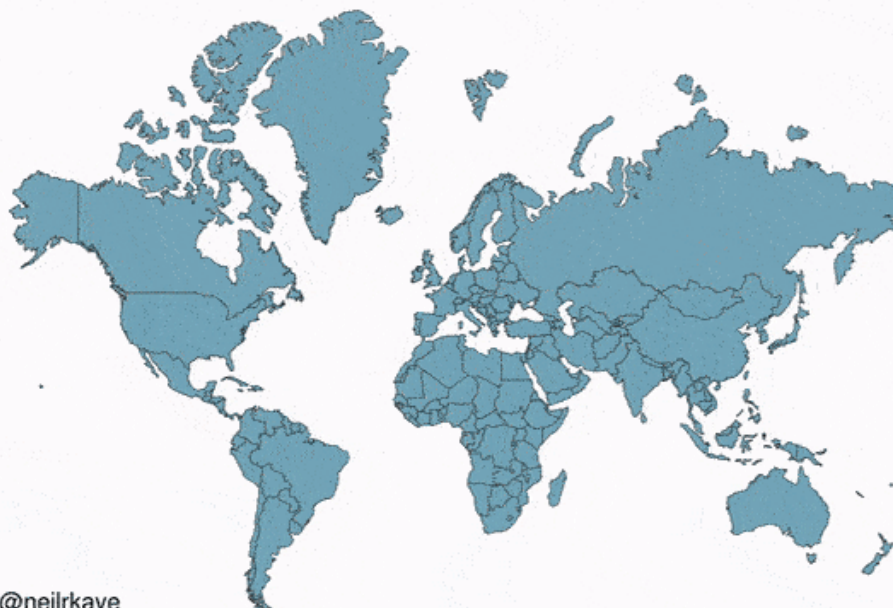
CO ROBIĆ?



JAK ŻYĆ?

INNA PERSPEKTYWA

World Mercator projection with country going to true size





PROSTY RACHUNEK

20 IT MANÓW





PROSTY RACHUNEK

20 IT MANÓW * 15 000 PLN



PROSTY RACHUNEK

20 IT MANÓW * 15 000 PLN
= 300 000 PLN MIESIĘCZNIE



PROSTY RACHUNEK

20 IT MANÓW * 15 000 PLN
= 300 000 PLN MIESIĘCZNIE

3 600 000 PLN rocznie



STATYSTYKI



57.9%

Increase in VMs managed per administrator



86.7%

Increase in VMs managed per administrator for applications that leverage DevOps



128%

Increase in VMs managed per administrator for applications that use containers



A JAK TO WYGLĄDA W PRAKTYCE?

”

It's not just about saving a few hours here and there—it's about existing as a company 2–3 years from now. Using AWS, we don't have to build large teams around infrastructure and security management. That's why our IT is managed by a team of 4 rather than a team of 25.



Bill Salak
CTO Brainly



RADA 5 - SECURITY

Czy Chmura jest bezpieczna?



RADA 5 SECURITY

Researchers at North Carolina State University found that over 100,000 of public repositories contained credentials, growing day on day. Surprisingly, this was after scanning only 13% of GitHub's total public repositories.



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The image shows the header of a HackerRead article. The background is a collage featuring a Pegasus Airlines plane with 'pegas.com' on its side, set against a red and yellow patterned background with black arrows. The HackerRead logo is in the top left, and a navigation bar is at the top. The article title is in a large black box, and the author and date are at the bottom left.

HACKERREAD
SECURITY IS A MYTH

Hacking News ▾ Tech ▾ Cyber Crime ▾ How To ▾ Cryptocurrency ▾ Cyber Events ▾ Security ▾ Surveillance ▾ Gaming 🔍

Security Leaks

Pegasus Airlines Leaked 6.5TB of Data in AWS S3 Bucket Mess Up

BY WAQAS · MAY 31, 2022 · 3 MINUTE READ



RADA



Business For Home

Products Solutions Why Trend Micro Research Services & Support Partners Company



Researchers at North C
contained credentials,
total public reposito

Ransomware

AWS Cloud Storage Leak Affects 10,000 Users

Learn how the data of U.K. train commuters using the free Wi-Fi in Network Rail-managed stations was accidentally leaked. Also, over 200 million records containing property-related information on U.S. residents were exposed.

By: Jon Clay
March 06, 2020

HACKREAD
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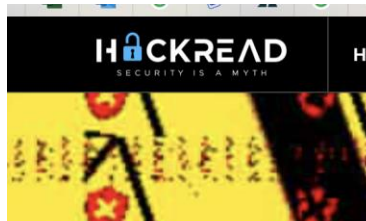
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March 06, 2020



Data on 123 Million US Households Exposed Due to Misconfigured AWS S3 Bucket

20 grudnia 2017





RADA



Business For Home

Products Solutions Why Trend Micro Research Services & Support Partners Company

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WIRED

BACKCHANNEL BUSINESS CULTURE GEAR IDEAS SCIENCE SECURITY

SIGN IN

SU

LILY HAY NEWMAN

SECURITY NOV 22, 2019 7:00 AM

taining property-related

1.2 Billion Records Found Exposed Online in a Single Server

Here's the next jumbo data leak, complete with Facebook, Twitter, and LinkedIn profiles.



Data on 123 Million US Households Exposed Due to Misconfigured AWS S3 Bucket

20 grudnia 2017



Compromised GCP Instances

Resultant actions after compromise	Percentage
Conduct cryptocurrency mining	86%
Conduct port scanning of other targets on the Internet	10%
Launch attacks against other targets on the Internet	8%
Host malware	6%
Host unauthorized content on the Internet	4%
Launch DDoS bot	2%
Send spam	2%

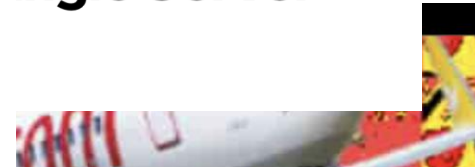
ects 10,000

SIGN IN

SU

training property-related

ingle Server



olds Exposed
Bucket



RADA 5 - SECURITY

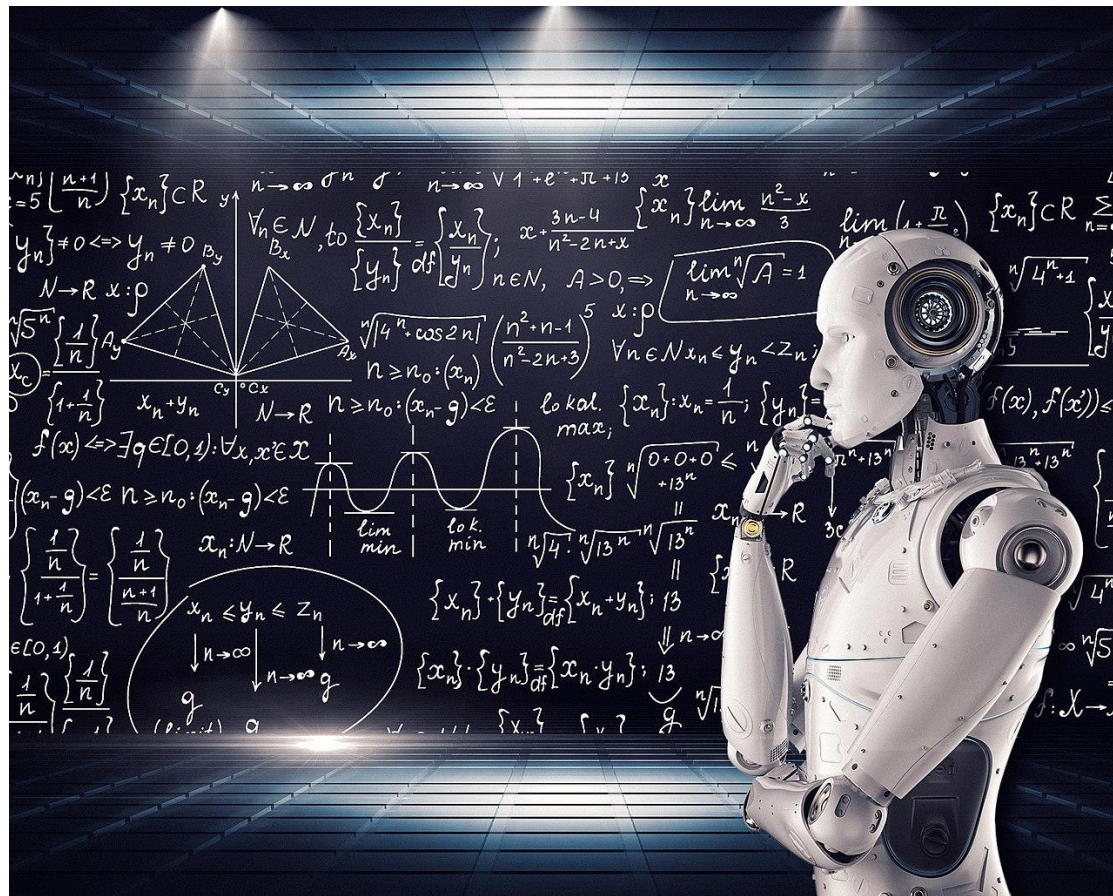
MY!



RADA 5 - SECURITY



RADA 5.5 - AUTOMATYZUJ WSZYSTKO





OptAd360 Case Study

Optad360 polska firma zajmująca się wdrażaniem rozwiązań wspierających i zarządzających monetyzacją stron internetowych, treści video i aplikacji.

- **3500 serwisów** internetowych
- **11 miliardów odsłon** miesięcznie
- **4200 reklam na sekundę**





OptAd360 Case Study

Onboarding nowych klientów do systemów OptAd360 **skrócił się o 50% z 4 do 2 dni.**





DANONE Case Study

Ponad 100 aplikacji

- ~ 250 domen
- W kilku krajach
- W wielu Data Center
- Ponad 15 różnych agencji

Skrócenie czasu przygotowywania nowego środowiska **z tygodni do minut**





RADA 6 – DESIGN FOR FAILURE





RADA 6 – DESIGN FOR FAILURE

Monthly Uptime Percentage

Less than 99.95% but equal to or greater than 99.0%

Monthly Uptime Percentage

Percentage of monthly bill for Covered Service which does not meet SLO that will be credited to future monthly bills of Customer

99.00% – < 99.95%

10%

95.00% – < 99.00%

25%

< 95.00%

50%

- "Monthly Uptime Percentage" means total number of minutes in a month, minus the number of minutes of Downtime suffered from all Downtime Periods in a month, divided by the total number of minutes in a month.

Instance-Level Uptime Percentage

Less than 99.5% but equal to or greater than 99.0%

Service Credit Percentage

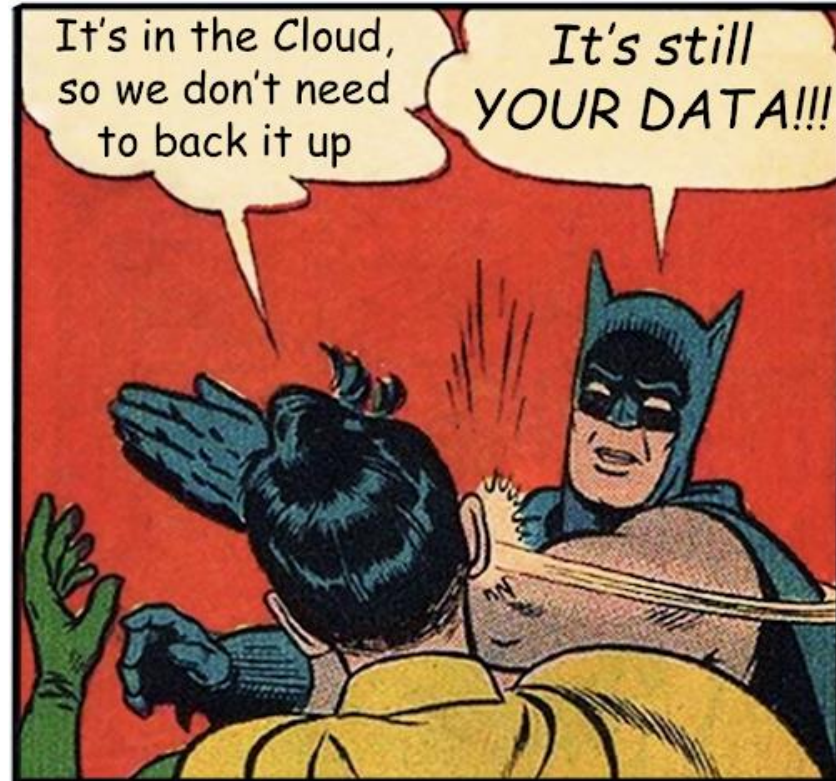
10%

- Azure SQL Database Business Critical, Premium or General Purpose tiers configured as Zone Redundant Deployments have an availability guarantee of at least 99.995%.
- Azure SQL Database Hyperscale, Business Critical, Premium, or General Purpose tiers not configured for Zone Redundant deployments have an availability guarantee of at least 99.99%.
- Azure SQL Database Basic or Standard tiers have an availability guarantee of at least 99.99%.

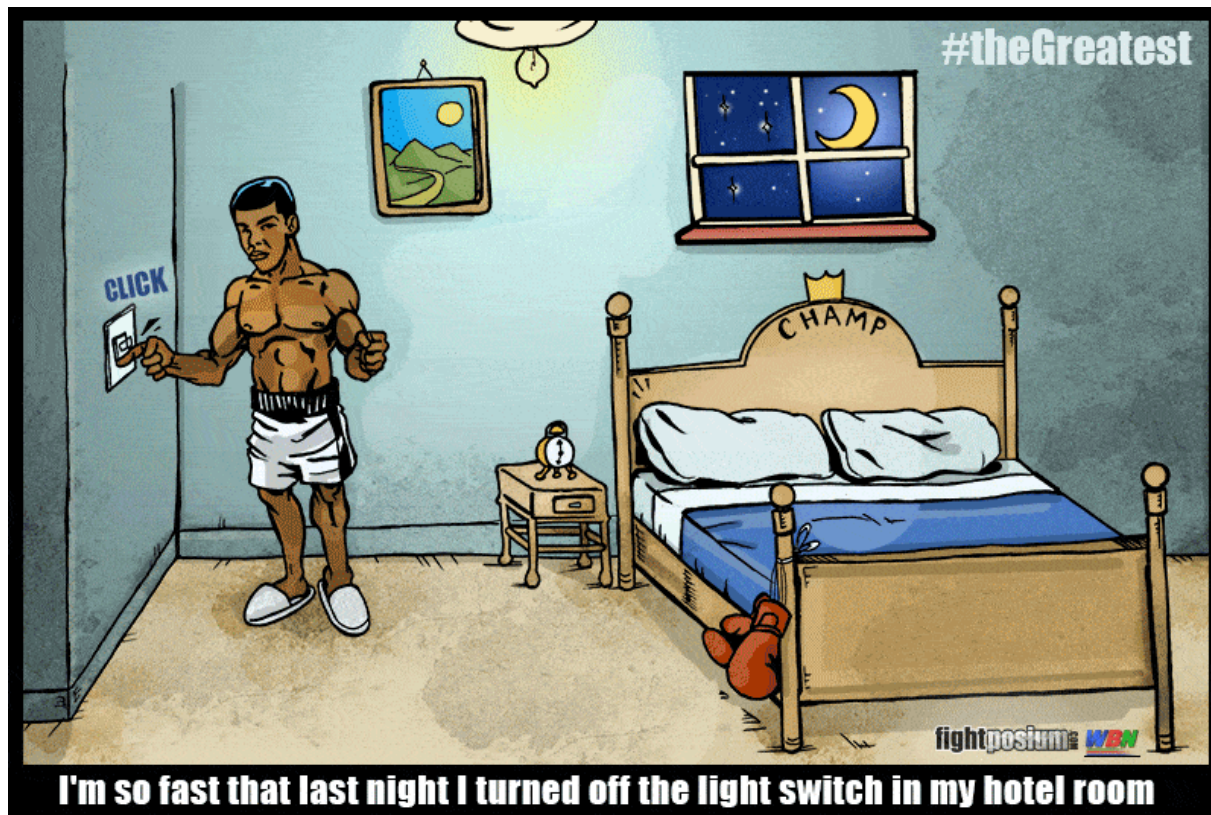
RADA 6 – DESIGN FOR FAILURE



RADA 6 – DESIGN FOR FAILURE



RADA 7 – BĄDZ SZYBKI





INSO Case Study

The screenshot shows the INSO application interface for a preschool named "Przedszkole Misie". The interface is divided into a left sidebar, a top header, and a main content area.

Left Sidebar:

- PRZEDSZKOLE MISIE**
 - Pulpit (selected)
 - Lista obecności
 - Dzieci
 - Zajęcia dodatkowe
 - Rozliczenia
 - Posiłki
 - Ustawienia
- PANEL DYREKTORA**
 - Pracownicy
 - Historia aktywności
 - Raporty
 - Ustawienia rozliczeń
 - Import płatności
 - Absencement

Top Header:

- Logo: inso.
- PM Aktualna placówka: Przedszkole Misie Wybierz grupę
- Zalogowany jako Mateusz Bokowy MB

Main Content Area:

Przedszkole Misie Edytuj

Podsumowanie - poniedziałek

Obecnych dzieci	Zgłoszone nieobecności	Zgłoszeń na jutro	Wszystkich dzieci
72 + 9 dzieci	3 + 1 zgłoszenie	5 + 2 zgłoszenia	79

Szybka nawigacja

Lista obecności | Lista dzieci | Rozliczenia | Zajęcia dodatkowe | Posiłki

Posiłki na poniedziałek (łącznie: 76)

Podstawowa dieta	Bezmleczna	Dieta wegetariańska
Porcja: 56 Pół porcji: 8 64	Porcja: 2 2	cała porcja: 6 pół porcji: 0 6

Najbliższe nieobecności
Cech Sylwia (Misie)

Ostatnie zgłoszenia nieobecności
Polak Mateusz (Pszczółki)



INSO Case Study

EFEKT

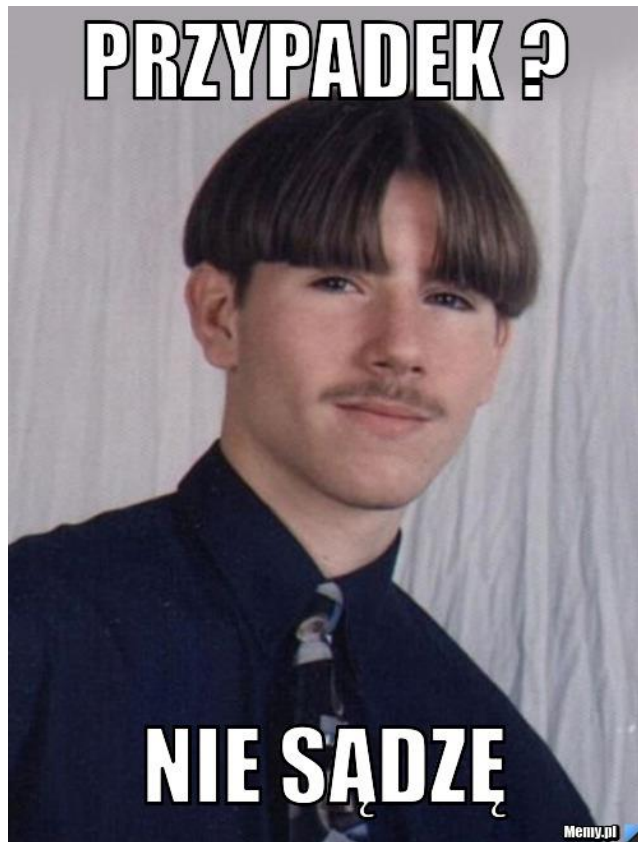


INSO.PL – WDROŻENIE W 3 DNI





PRZYPADEK?



**JAKIE JEST NAJWAŻNIEJSZE
ZADANIE IT?**

NADAŻAĆ ZA WYMOGAMI BIZNESU...

NADAŻAĆ ZA WYMOGAMI BIZNESU...
...SZYBKO



RADA 7.5

Lepiej zrobić coś na **4** dzisiaj
niż na **5** jutro

Co mógłbyś osiągnąć i jak mógłby wyglądać Twój
biznes, jeśli w ciągu 24 godzin był byś w stanie
wdrożyć nowy pomysł biznesowy?

DZIĘKUJĘ ZA UWAGĘ



Albert Tischbierek

Sales Director | Hostersi Sp. z o.o.

albert.tischbierek@hostersi.pl

+48 505 924 610



- Public Sector
- Immersion Day
- Solution Provider
- DevOps Services Competency
- Amazon CloudFront Delivery

- Migration Services Competency
- Digital CX Services Competency
- Well-Architected Partner Program