	Their Solution Basic “Lift and Shift” of Infrastructure “as is”	David Kent Consulting Rebuild Banner and optimize for Cloud
Cloud Costs	**Excess Cloud Spend** Applications run on VMs, consuming more cloud resources. Little to no management of cloud resource consumption.	**40% Less Cloud Spend** Containerized applications consume fewer cloud resources. Cloud automation tools manage resource availability, reducing waste.
Cloud Vendor Flexibility	**Prone to Vendor Lock-in** Applications are less portable, making cloud migrations expensive and labor intensive.	**Client Negotiating Power** The institution can easily leverage more attractive cloud offers because containerized applications are portable and can run anywhere.
Maintenance	**Cumbersome and Risky** Deploying manually via a cloud vendor’s GUI or CLI is more time intensive and susceptible to human error.	**Efficient and Consistent** Leveraging Infrastructure as Code (IaC) reduces time, manual effort, and risk typically associated with deployments. Containerization also means less OS patching.
Data Security	**Less Secure** Security is not rearchitected to suit the specifics of the cloud, increasing vulnerability. Once compromised, VMs are difficult (if not, impossible) to recover.	**More Secure** We build a “zero trust network”, reducing the risk and attack vector. Compromised containers can be quickly disposed and replaced.