



Certus Digital fast-tracks AWS journey with Tech Data partnership and AWS Migration Acceleration Program (MAP)

When IBM re-platformed its enterprise asset management software, Maximo, onto a major open-source container platform, many long-term customers were hesitant about the complexity of deploying it on-premises. For Certus Digital, the shift presented both a challenge and an opportunity—and with Tech Data as a partner, they've turned it into a scalable cloud solution that's winning customers.

From legacy on-premise to cloud-first

Certus Digital (now part of the Egis Group) is a trusted digital transformation partner to major enterprises and is a Platinum IBM Business Partner for the APAC region. They work with asset-intensive businesses in the region, including Transpower, Fulton Hogan, and KiwiRail in New Zealand, and Keolis Downer in Australia.

The team delivers IBM Maximo, which traditionally ran in on-premise environments, but IBM's shift to containerised deployments on a leading open-source container platform changed the game.

"Suddenly, every customer running Maximo was facing a significant technical change," explains Chris Ride, Practice Director at Certus Digital. "Many of them were nervous about taking on the cost and complexity of the new platform themselves. We saw this as the moment to stand up our own hosting capability and help them make the change."

To make that possible, Certus Digital turned to Tech Data.

A local partner with global reach

Certus Digital already had a long-standing relationship with Tech Data as its IBM and open-source container platform distributor. "They told us they could accelerate connections with AWS partner managers, help us access AWS funding mechanisms, and offer tailored support," Ride says, "and they've delivered on all of it."

Chris Ellison, Solution Architect at Certus Solutions, agrees. "Starting your cloud journey can present its challenges, and you can spend hours researching documentation on your own." He says they had helpful weekly check-ins, and it felt like they had someone in their corner.

"They provided us access to AWS resources and connected us with partner managers early, which meant we weren't just another newcomer knocking on the door and were able to access programmes and funding much faster."

Ellison adds that Tech Data made impactful introductions early on. "They aligned us with an AWS partner, 6 Pillars, who were invaluable when it came to a risk and security audit."

Funding and flexibility

One of the most important enablers for Certus Digital has been AWS's Migrate Accelerate Program (MAP), which provides funding support for cloud migrations. "For us, MAP was a turning point. Not only could we tap into it for our own workloads, but we could



also bring it to our customers,” says Ride. “It helps reduce the barrier to entry by funding assessment, migration, and even ongoing discounts. That’s incredibly attractive to clients”

Ellison points out that even for smaller organisations, the hosted AWS option is compelling. “They don’t want to invest in a huge container platform environment for 40 users. With our solution, they can consume Maximo as a service, at a lower cost than going direct to IBM”.

Lessons for other partners

For other partners looking to embark on their AWS journey, Ellison has clear advice. “No matter what size your organisation is, choose a partner with global expertise and the relationships to support you – the trust factor is paramount,” he says. “Be honest about your challenges upfront and don’t hesitate to ask for help; you shouldn’t have to figure it out on your own.”

For Ride, Ellison and the Certus team, the results of working with Tech Data speak for themselves. They have achieved faster speed to market, stronger customer uptake, with MAP-backed solutions, and a profitable model.

"Tech Data and MAP have been instrumental – we simply wouldn’t be where we are, or as quickly, without them,” says Ellison.

Discover more about how Tech Data can support your New Zealand-based cloud journey. The team values working with both small businesses and enterprise-level clients.



Hi New Zealand. Let’s chat.



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