



Microsoft GSI Partner Enablement

Migrate and Secure Windows and SQL Server Workloads to Azure

<Presenter>

<Date>



Your trainers today



About the Trainer



About the Trainer

Why Azure on Intel

Intel-based Azure instances are specifically engineered, designed, and optimized for many Azure workloads.

Accelerating time to realized value from Edge to Cloud



Innovation

The latest technological advances that increase a customer's competitive edge



Maximizing Performance

Benchmark testing and real-world proof points that demonstrate performance advantages



Workload Optimization

Hardware optimizations, accelerators, and software tools that lead to business value faster



Trusted Business Advisors

Expertise during solution planning, evaluating, and recommendation phases, including funding



Drive Success

Sales programs, targeted content, training, resource funding, and resources that help you drive a customer's ultimate success



Accelerate AI workloads and **unlock higher inference performance** by migrating to the latest Intel® Xeon® Scalable processors with Intel® Advanced Matrix Extensions (Intel® AMX).



Intel AMM Joint Sales Offer (JSO) aligns Microsoft and Intel teams with 25+ accounts globally, to build relationships by providing support and guidance in the modernization process from planning to execution.



Intel Azure Team Sales Development Account Managers are on hand to offer a **consultative approach**, ready to answer your questions and provide support.



Course Plan and Learning Objectives

Target Audience
Technical

Course Prerequisites
Working experience on Azure IaaS

Suggested Supplementary Certification
[AZ-104](#) , [AZ-305](#)

Morning session

Time	Topic
0845-0900	Check-in and registration
0900-0930	MSFT address
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1020-1040	Break
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1100-1130	Get cloud on your terms – AVS, AVD, Azure Arc. EOS
1130-1145	How Microsoft can help you get started?
1145-1230	Migration assessment and tooling (Azure Migrate)
1230-1300	Lunch Break

Afternoon session

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1345-1430	FY24 Partner Led Offerings – AMM , AI
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1515-1530	Lab - Migrate application, VMs and databases
1530-1600	Next Steps, Resources, Closing Keynote ((MSFT)



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Business agility is top of mind

#1
organizational
initiative⁵



Offset costs
and manage
cyber risk

100+
vendors and
tools for an
organization⁶



Control cloud
sprawl and tool
proliferation

AI



90%
of new apps will
embed AI by
2025²

Cloud-
native



95%
of new initiatives
will be cloud-
native by 2025³

1. [Gartner Says Four Trends Are Shaping the Future of Public Cloud](#) – Gartner, August 2021

2. [IDC FutureScape Outlines the Impact "Digital Supremacy" Will Have on Enterprise Transformation and the IT Industry](#) | Business Wire – IDC, October 2019

3. [Gartner Identifies the Top Strategic Technology Trends for 2022](#) – Gartner, October 2021

4. [2023 Data Breach Investigations Report \(DBIR\)](#) – Verizon, 2023

5. [Flexera 2023 State of the Cloud Report](#)

6. [Going lean: How vendor consolidation creates big gains](#), MIT Technology Review, June 2020

Pressing priorities

Manage rising costs, maintain
security, control IT sprawl



Be AI-ready

Embrace responsible, secure
AI, cloud-native technologies

Pressing
priorities



Be
AI-ready

Azure meets you
where you are in your cloud journey



Be AI-ready

284% ROI with Azure AI services⁴



Secure from code to cloud

219% ROI on security consolidation³



Get maximum ROI and performance

80% cost savings¹ and 5x faster² vs. AWS



Get cloud agility anywhere

206% ROI with Azure Arc⁵



Azure meets you

where you are in your cloud journey

1. [Cost Savings - SQL Server & Windows Server | Microsoft Azure](#). The savings are derived from Azure Hybrid Benefit and free ESUs for Windows Server and SQL Server, which is up to 80% cheaper.

2. [Microsoft Azure SQL Managed Instance benchmark vs. AWS RDS for SQL Server using Azure Hybrid Benefit pricing](#), May 2022. Comparison also shows that SQL runs up to 5x faster.

3. [The Total Economic Impact™ Of Microsoft Defender for Cloud](#) February 2021, commissioned by Microsoft. Organizations experience 219% ROI over three years.

4. [Forrester Total Economic Impact™ of Microsoft Azure AI](#)

5. [Forrester TEI Study of Azure Arc | Microsoft Azure](#)

Azure is purpose-built for every workload



Applications



ORACLE®

Databases



Servers and Containers



Consistent security, operations and management



Be
AI-ready



Secure from
code to cloud



Get maximum ROI
and performance



Get cloud agility
anywhere



Challenges



App latency



Disparate
data systems



High Cost



1

Colocate in
the cloud

2x faster

throughput per GPU
compared to competitors¹

2

Infuse AI
and Copilot

150%

increase in work output²

3

Ensure secure &
responsible AI

100+

compliance certifications
– the most in the industry

1. [Performance benchmark for 1-Trillion parameter model with DeepSpeed](#)

2. [Forrester Total Economic Impact™ of Microsoft Azure AI](#), April 2023



1

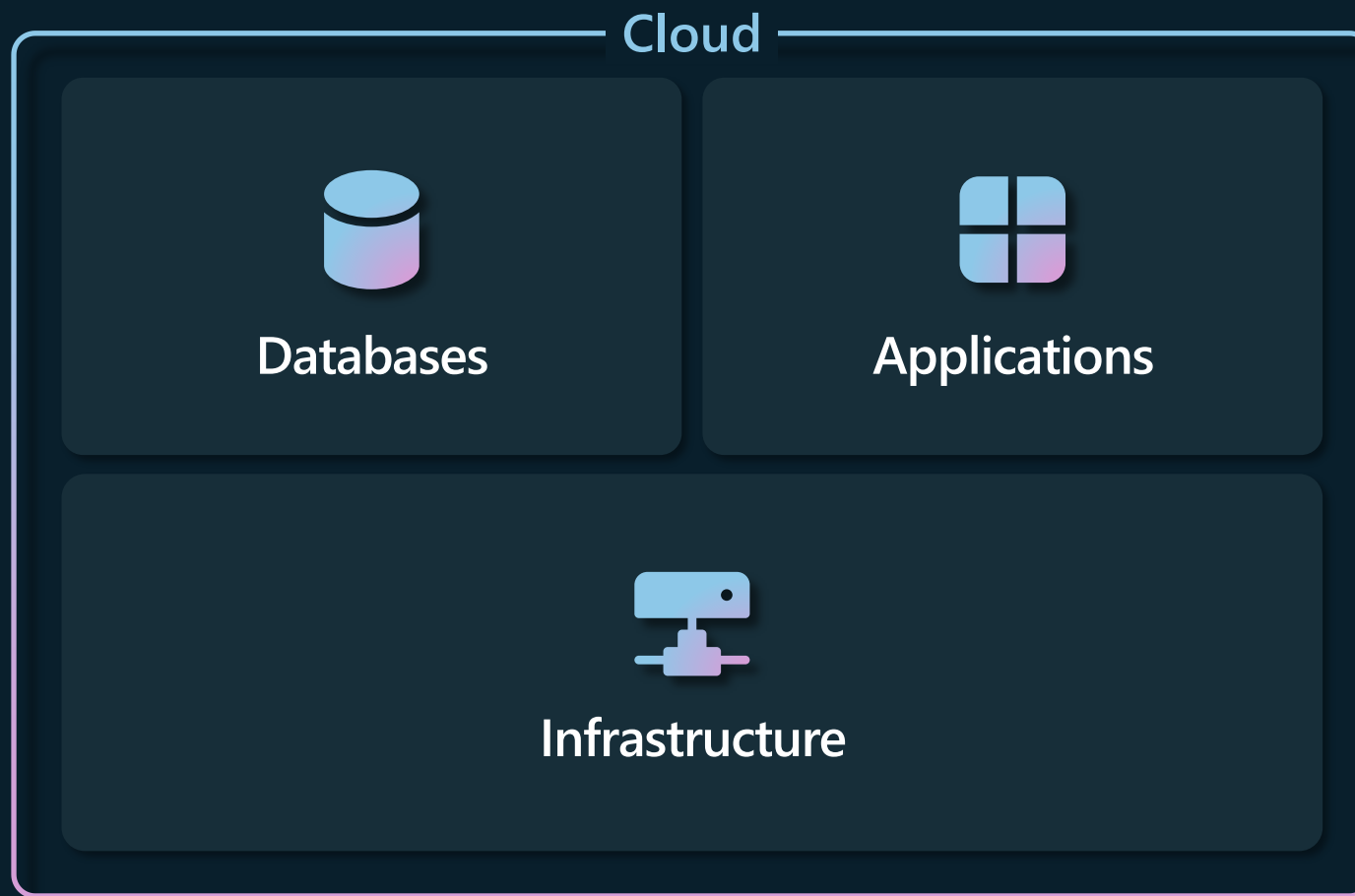
Colocate in the cloud

2

Infuse AI and Copilot

3

Ensure secure & responsible AI





1

Colocate in
the cloud

2

Infuse AI
and Copilot

3

Ensure secure &
responsible AI

Create transformative experiences with



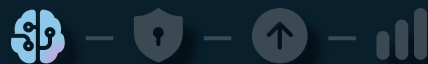
Azure
OpenAI



Azure
Machine Learning



Copilots



1

Colocate in the cloud

2

Infuse AI and Copilot

3

Ensure secure & responsible AI

Our Responsible AI Journey

2016



Satya Nadella's Slate article

2019



Office of Responsible AI established

2023



Meeting the AI moment

Launched new RAI tooling, including Azure AI Content Safety
May 2023

Announced White House Voluntary AI Commitments
July 2023

Co-launched Frontier Model Forum
July 2023

Microsoft's Responsible AI principles



Fairness



Reliability & Safety



Transparency



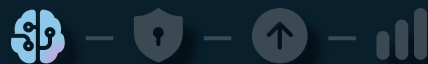
Inclusiveness



Privacy & Security



Accountability



Differentiating capabilities to harness the power of AI

- > **Create next-generation AI solutions** with Azure's secure, reliable, AI-optimized infrastructure
- > **Accelerate business results and time to value** by integrating Azure OpenAI, ChatGPT, AI Services, and Azure Machine Learning
- > **Build and deploy enterprise-grade models and streamline AI/ML operations** and the management of thousands of models across production environments to reduce operational costs
- > **Infuse responsible AI practices** throughout the development lifecycle to build fair, explainable, and responsible AI that are designed for the future





PEPSICO

Challenge

Solution

Impact

**Distributed datasets and applications
across 3 lines of business
made it hard to collect insights.**



PEPSICO

Challenge

Solution

Impact

Migrate

Migrate
apps and data
of 3 businesses
to Azure



Infuse AI

Built an AI/ML-
powered app named
StoreDNA in Azure



PEPSICO

Challenge

Solution

Impact



14 US
markets



Tailored list of
top priorities



4,300 days shifted
from tedious to
value-added
activities



Challenge

Solution

Impact

Reduce IT
complexity and costs
with underutilized
infrastructure

+

Respond more quickly
to new customer
needs and market
opportunities



Challenge

Solution

Impact

Migrate and Streamline

Moved a third of its
applications to Azure
+
Retired and
consolidated the rest



Infuse AI

Adopted Azure
OpenAI Service



Challenge

Solution

Impact



Focus on providing
superior customer
experience



Minutes vs.
months
to test and deploy
applications



30%
cost reduction



Be
AI-ready



Secure from
code to cloud



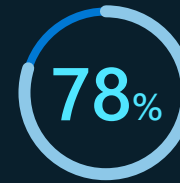
Get maximum ROI
and performance



Get cloud agility
anywhere

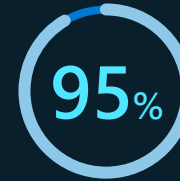
Security is business critical

Tool proliferation
and less resources



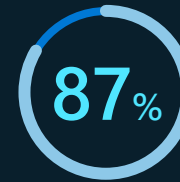
of organizations lack the resources
and expertise to adopt new cloud
technologies²

More frequent
cyber attacks



of cloud security breaches can be traced
to preventable misconfigurations and
mismanagement¹

Threats across hybrid
and multicloud



of organizations are embracing
multicloud strategies²

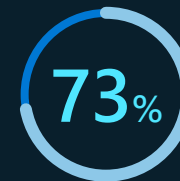
Preventing unplanned
outages and breaches



\$4.45M

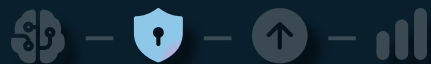
average cost of a data breach³

Maintain compliance and
protection for legacy workloads



of organizations cited compliance as a
top cloud challenge²

1. Gartner, [Is the cloud secure](#), Oct. 2019
2. Flexera 2023 State of the Cloud Report
3. [Cost of a data breach 2023 | IBM](#)



Challenges



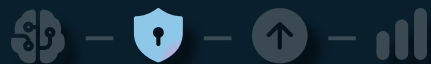
Multicloud
Compliance



Infrastructure
is Code



Security should
not slow down
developers!



Azure is a code to cloud security platform

Foundational security to cloud-native workload protection

10,000+

full-time security
professionals

65 trillion

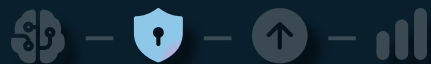
global signals
daily

\$20 billion

in security investment
over the next 5 years

100+ compliance
certifications

leader in the cloud industry



Azure is a code to cloud security platform

Foundational security to cloud-native workload protection



Microsoft
Defender for
Cloud



Microsoft
Sentinel



Azure
Network
Security



Confidential
Computing



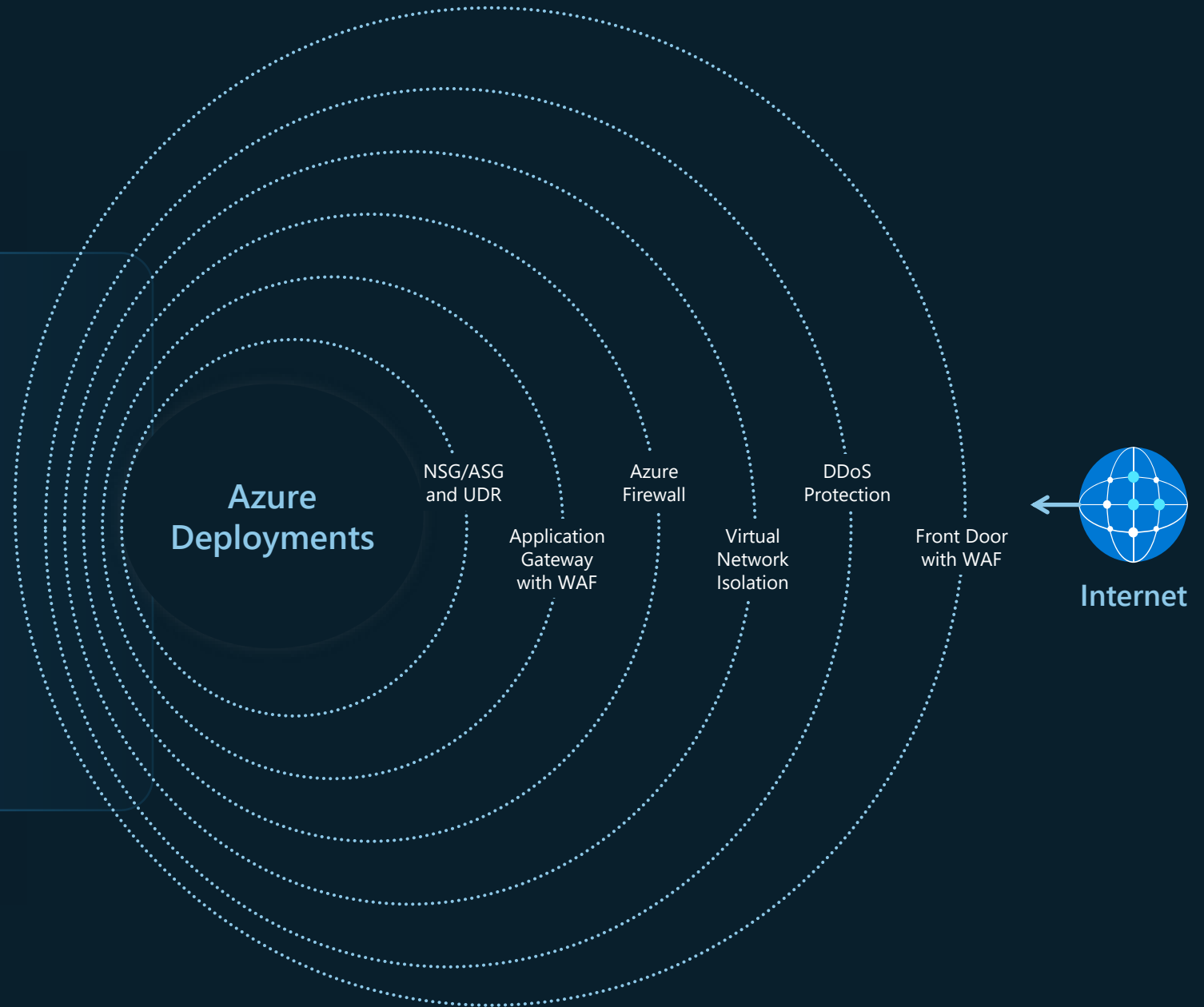
GitHub
Advanced
Security

Security Copilot

Azure network security

Layered defense approach with cloud native services

- ➔ A Zero Trust approach
- ➔ Stop attacks at Network edge
- ➔ Use virtual network for network segmentation
- ➔ Control routing behavior
- ➔ Use Service Endpoints to restrict access to PaaS resources



Comprehensive cloud-native security to start secure and stay secure

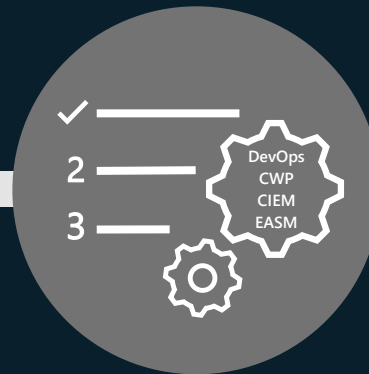
Get integrated protection for your multicloud resources, apps, and data.

Microsoft Defender for Cloud

Unify your DevOps
Security Management

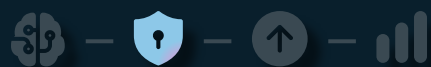


Strengthen and manage your
cloud security posture



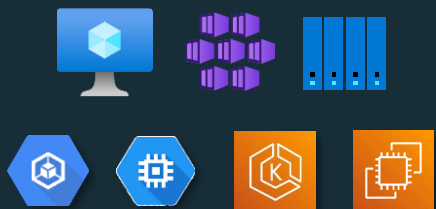
Protect your cloud
workloads





Secure workloads across the migration journey

Microsoft Defender for Cloud



Compute



Databases and Storage



Service Layer

Enable multicloud protection

with additional workload coverage and native integrations

Minimize risks proactively

with continuous posture assessment and contextual insights

Reduce threat mitigation time by 50%

with prioritized alerts in a centralized view¹

1. The Total Economic Impact™ Of Microsoft Defender for Cloud" February 2021, commissioned by Microsoft

Microsoft Defender For Cloud

Cloud-native application protection across clouds and on-premises environments

Unify your DevOps security management



DevOps posture visibility across pipelines



Infrastructure as Code security



Code to cloud contextualization



Integrated workflows & pull request annotations

Strengthen and manage your security posture



Full visibility with agentless and agent-based scanning



Integrated insights across DevOps, EASM, CIEM, and workloads



Attack path-based prioritization



At-scale governance & automated remediation



Security compliance management

Detect threats and protect your workloads



Full-stack threat protection



Vulnerability assessment & management

Automate with the tools of your choice



Amazon Web Services



Microsoft Azure



Google Cloud Platform



On-premises

A Copilot for every Microsoft Cloud experience

Microsoft 365 Copilot

Works alongside
you in the apps
you use every day

[Learn more](#)

Dynamics 365 Copilot

Turbocharge your
workforce with a copilot
for every job role

[Learn more](#)

Copilot in Power Platform

Imagine it, describe
it, and Power
Platform builds it

[Learn more](#)

Microsoft Copilot for Security

Defend at machine
speed with Microsoft
Copilot for Security

[Learn more](#)

GitHub Copilot

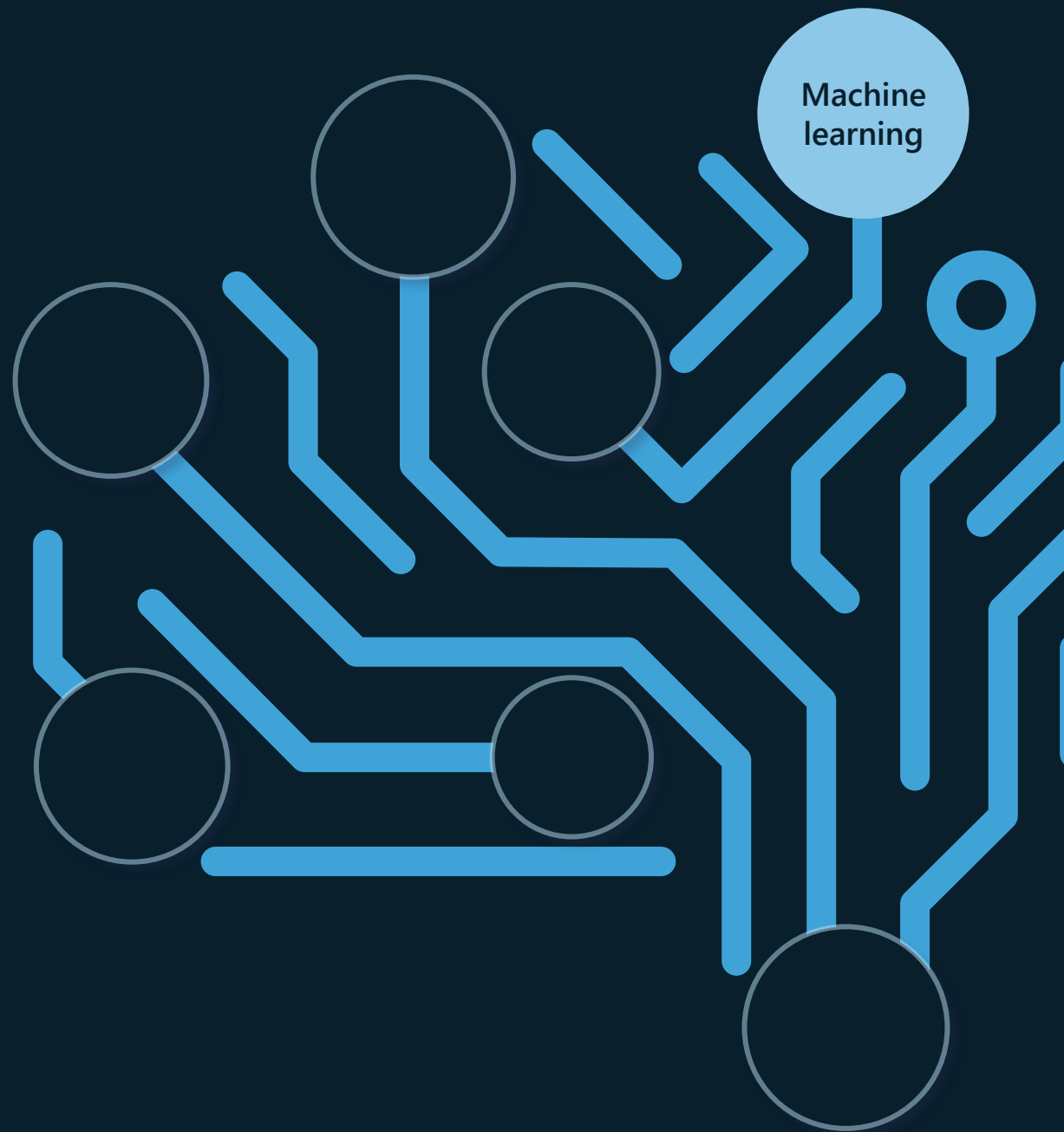
Increase developer
productivity to
accelerate innovation

[Learn more](#)



Microsoft Copilot for Security

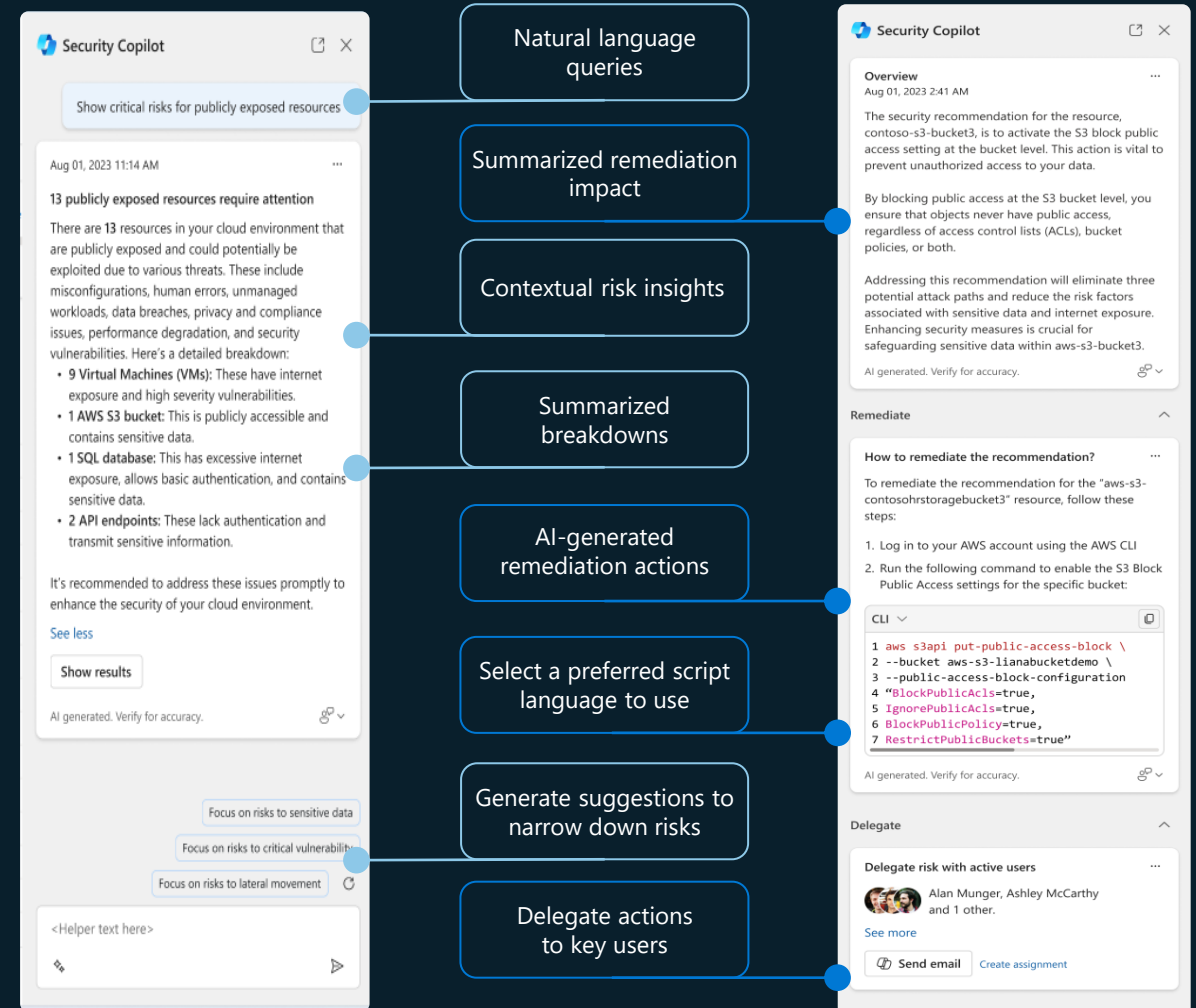
The first generative AI security
product to help defend organizations
at machine speed and scale



Protect at machine speed and scale

Microsoft Copilot for Security integrated with Defender for Cloud for a comprehensive CNAPP using generative AI

- **Simplify the complex**
Risk exploration with natural language queries
- **Catch what others miss**
Analyze risks at scale and get predictive guidance
- **Accelerate remediation**
Deploy AI-generated remediation actions and scripts



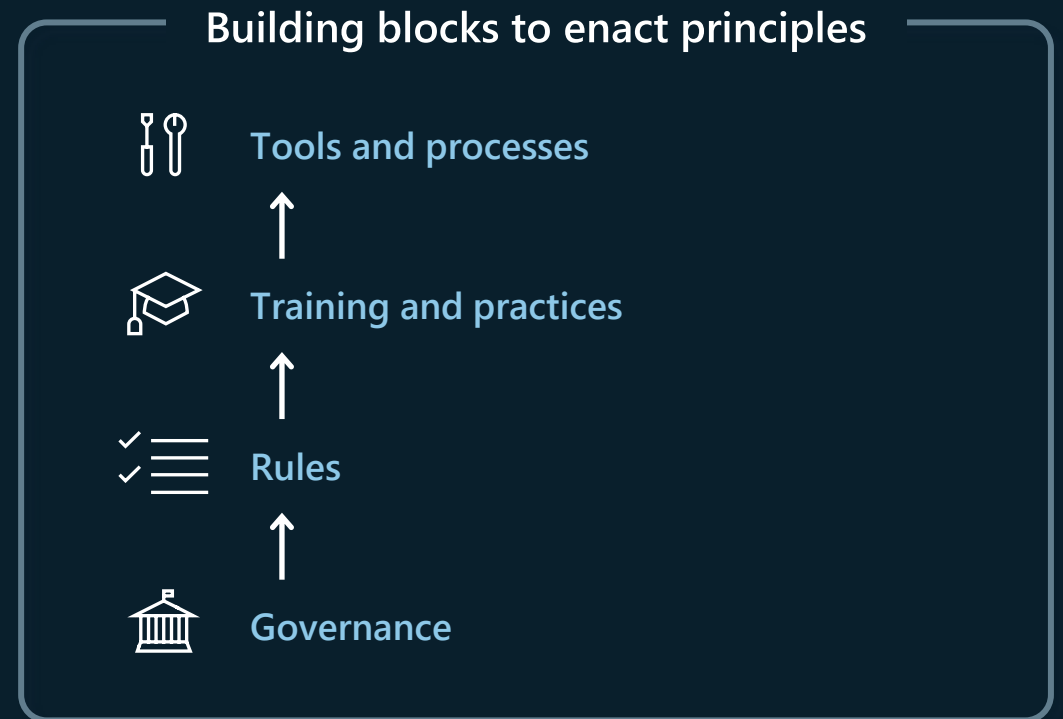
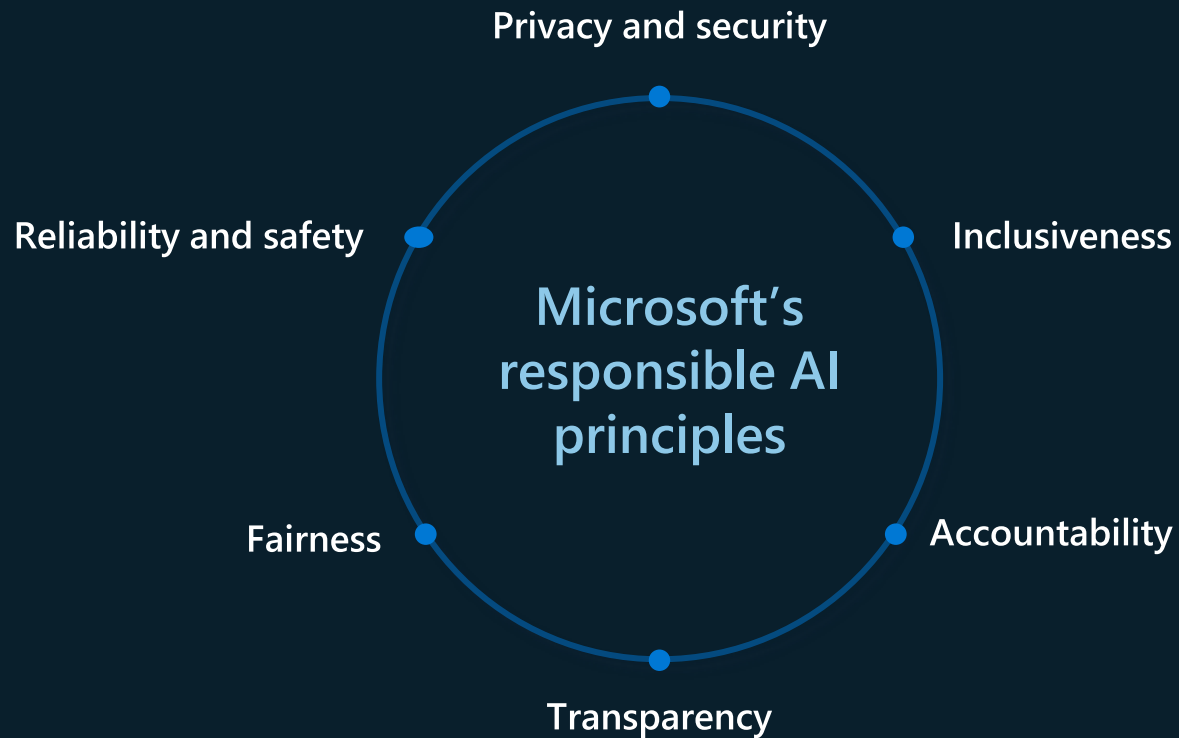
Benefits of AI for security

- **Efficiency:** Prioritization and automation
- **Speed:** Ability to understand unique threats in real time
- **Scale:** Ability to process large volumes of data



The Microsoft Sentinel platform has more than **10 petabytes** of daily ingestion

Built on responsible AI principles





Challenge

Solution

Impact

Disconnected
products
with multiple vendors

+

Aging,
unreliable
datacenters



Challenge

Solution

Impact

Migrate

Migrated to
Azure in 13
months



Consolidate and Secure

Consolidated from
7 vendors to a single
Microsoft security
solution



Challenge

Solution

Impact



50%

cost savings by
moving to Azure



33%

improvement in
Secured Score



Simplified,
best-in-class
employee
experience



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Demo – Lab environment walkthrough



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Break

20 mins



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Be
AI-ready



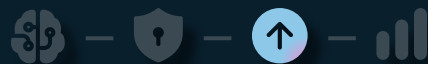
Secure from
code to cloud



Get maximum ROI
and performance

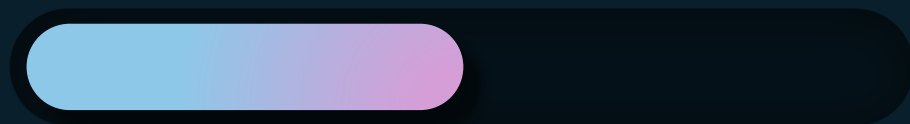


Get cloud agility
anywhere



40%

Reduced cost of three-year operations¹



Up to 5x

Saved against AWS²



Unparalleled value for
Windows Server and SQL
Server in the cloud

Strategic partnerships
and native integrations



vmware®

ORACLE

1. [IDC Business Value White Paper, sponsored by Microsoft Azure, The Business Value of Microsoft Azure for SQL Server and Windows Server Workloads, doc #US49616022, September 202](#)

2. [Cost Savings - SQL Server & Windows Server | Microsoft Azure](#)

Unparalleled value for Windows Server and SQL Server



Save up to 80% over AWS with offers such as Azure Hybrid Benefit and free Extended Security Updates



Continue to use VMware stack and skills on Azure with Azure VMware Solution. Lock-in pricing for 3 years



Use existing M365 or Windows licenses when modernizing your virtual desktop workloads with Azure Virtual Desktop



Save with various consumption models such as Reserved Instances, Spot Virtual Machines, and Azure Savings Plan



Streamline third-party tools and vendors to the Microsoft Cloud and save on time and costs



Strategic and collaborative partnerships with your preferred vendors like VMware, Citrix and NetApp



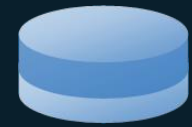
Pay as you go

72%



Reserved Instances

80%



RIs + Azure Hybrid Benefit



100+

Vendor relationships on average for an organization¹



1

Comprehensive cloud for reduced complexity and costs

1. Going lean: How vendor consolidation creates big gains. MIT Technology Review, June 2020

AWS can be up to

5x

more expensive than
**Azure for Windows
Server and SQL Server**

Save up to

85%

over standard pay-as-you-go
rate leveraging the **Windows
Server and SQL Server licenses**

Save up to

55%

over standard
pay-as-you-go rate for
Azure SQL Database

Save up to

80%

over standard
pay-as-you-go rate
for **Windows Server**

Why Azure offers the most value for Windows Server and SQL Server

Azure Hybrid
Benefit enables
Windows Server
license
assignment
in the cloud

Only Azure Hybrid
Benefit applies to
SQL Server DBaaS
including
1 = 4
vCPUs exchange

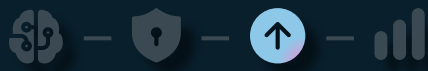
Only Azure Hybrid
Benefit offers
**Unlimited
Virtualization and
meets compliance
requirements with
host-level
isolation**
for Dedicated
Hosts

Only Azure Hybrid
Benefit offers
**180 Days Dual Use
Rights**

Only Azure offers
**Free Extended
Security Updates**

Only Azure offers
**Free Fail-Over
Servers**
for SQL Server
Disaster Recovery

Learn more: [1. Azure vs. AWS cost savings](#)



Azure offers unmatched scalability, resilience and uptime

Scalable

- > Purpose-built AI supercomputing infrastructure for the velocity to accelerate innovation
- > Dynamic compute capacity – up to 832 CPU threads, up to 24TB RAM, 700+ VM size options
- > Scalable storage – up to millions of IOPS, double-digit GBps, and single-digit millisecond latencies



60+ regions

more than AWS
and GCP combined

Resilient

- > Ensure business continuity with a real-time second instance in case of catastrophic failure
- > Protect applications in Azure and self-service restore your data if it is corrupted, deleted or lost
- > Backup on-prem data to Azure and keep your applications running in case of outages



80%

reduction in average
data recovery time²

Azure core Compute overview

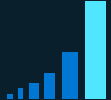
Virtual machines for every workload

Azure Virtual Machines deliver a broad VM portfolio (Intel, AMD, or Arm-based) for all workloads.

Choose the best VMs for your workload and budget.



Entry level



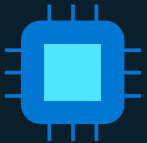
Burstable



General purpose



Compute intensive



Memory optimized



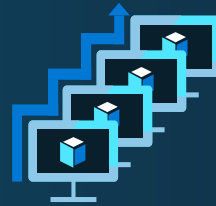
GPU accelerated



High Performance Computing



Storage optimized



Virtual Machine Scale Sets to deploy VMs at scale.

Create and manage thousands of load balanced VMs using Azure Resource Manager templates supporting Linux images and extensions, with automatic scaling and increased application resiliency.



Spot Virtual Machines to run interruptible workloads with significant cost savings.

Provision Azure spare compute capacity at deep discounts and up to 90% discounts compared to pay as you go rates*.

Choose to set maximum prices for Spot VMs and manage and scale them alongside standard VMs with Virtual Machine Scale Sets.

1. *Actual discounts may vary based on region, VM type, and Azure compute capacity available when the workload is deployed.

Azure Storage overview

Optimize and right-size storage based on application requirements

Azure Disk Storage provides high performance, durable block storage for a wide range of workloads, and shared disks for high availability



Standard HDD
Low-cost storage



Standard SSD
Consistent performance



Premium SSD
High performance



Premium SSD v2
Sub-millisecond latency



Ultra Disk
Low sub-millisecond latency



Preview

Azure Elastic SAN

Cloud-native service that offers a scalable, cost effective, high-performance, and comprehensive storage solution for a range of Azure compute options.



Azure NetApp Files

Enterprise-grade file sharing that delivers bare-metal performance with sub-millisecond latency and with multi-protocol support of SMB and NFS



Azure Files

Simple, highly secure, and serverless enterprise-grade file shares that provides a fully managed cloud file shares accessible via SMB and NFS across Windows, Linux, macOS, and REST.



Azure Blob Storage

Reliable, scalable and secure storage for unstructured data, enables data lake creation for analytics, data storage for backup purposes and supports building powerful cloud-native and mobile apps.



Challenge

Solution

Impact

Improve speed
of its business-critical
monthly ledger
reporting application

+

**Gain greater
scale, flexibility,
and control**



Challenge

Solution

Impact

Migrate

Migrated 200+ business critical applications to Azure Virtual Machines and Azure SQL Database

Automate and Secure

Monitors and secures with Azure Monitor, Microsoft Defender for Cloud, and Microsoft Sentinel



Challenge

Solution

Impact



33%

reduction in reporting
delay times



3x

faster to anticipate and
catch delays in applications



Significant
increase in
staff retention



I really appreciate the scalability we've gained through Azure, but I'm also excited about our time to market. We can now deliver reporting faster for the business, and we have complete control with Azure.

– Laurens Teuben, IT Engineering Lead



Course Plan and Learning Objectives

Target Audience
Technical

Course Prerequisites
Working experience on Azure IaaS

Suggested Supplementary Certification
[AZ-104](#) , [AZ-305](#)

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Be
AI-ready



Secure from
code to cloud



Get maximum ROI
and performance



Get cloud agility
anywhere

Azure meets you where you are in your cloud journey



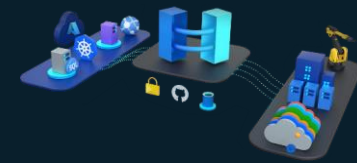
Migrate apps, data, and infra

Easily migrate to IaaS or flexible PaaS services for industry-leading performance, availability, and reliability



Migrate VMware as is

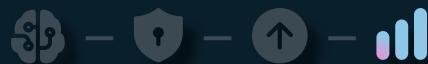
Azure VMware Solution allows you to use VMware technology stack and team expertise in Azure.



Extend to hybrid and multi-cloud

Extend Azure security, operations, and management across your entire environment and unify in a single pane-of-glass

Get expert help and guidance with Azure Migrate and Modernize



VMware migration on your terms

Your organization



Azure options for
VMware workloads
Choose one, or use a combination

Migrate VMware "as is"

Retain VMware skills, familiar tooling

Migrate quickly/datacenter exit,
no application modifications required

Use VMware technology stack on Azure
for symmetry with on-premises

VMware subscription licenses included,
no on-prem license required

Azure VMware Solution (AVS)

Modernize to native Azure

Leverage Azure and cloud skills

Modernize with flexible IaaS and PaaS services
(e.g., Azure Virtual Desktop,
SQL Database)

Shift to Azure compute, storage,
and networking infrastructure

No VMware licenses required

Azure IaaS and PaaS

Modernize on your terms

Innovate anywhere with consistent
development, operations, and security

Three ways to save when migrating RDS to Azure Virtual Desktop



Infrastructure Costs

- Scale infrastructure up or down in Azure based on your business needs
- Pay only for what you use
- Leverage multi-session and reserved instances to maximize VM usage



Licensing Costs

- Use existing eligible Windows or Microsoft 365 licenses
- No RDS CAL required with multi-session
- App Assure available to address compatibility issues



Total Cost of Ownership

- No requirement for brokering, Gateway or Web Access
- Track performance and resolve issues with Log Analytics and Azure Monitor
- Automate deployment with ARM and Azure DevOps

Cloud VDI can provide a flexible, cost-effective way to address current IT challenges and unlock new use cases



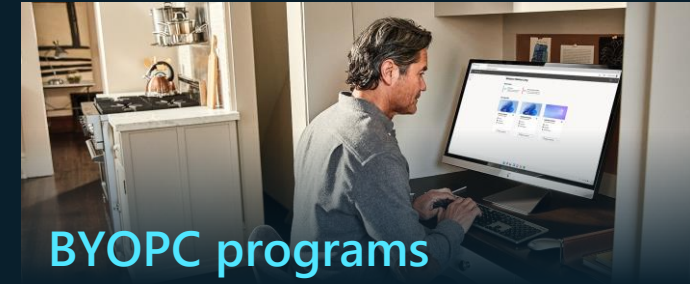
Data security

Improve regulatory compliance and IP protection via data centralization and a reduced threat surface.



High-capacity computing

Cloud-scale compute and storage to support specialized workloads like design and development.



BYOPC programs

Enable secure virtual desktops, even on personal devices.



Disaster recovery

Help ensure continuity and access for your workforce and company data even in the most challenging circumstances.



Temporary workforces

Simplify and accelerate the onboarding and offboarding process for elastic workforces.



Mergers & Acquisitions

Provide seamless transitions and access for growing businesses.



Public cloud

Azure

Use Azure services in public cloud with support for hybrid, edge, and multi-cloud resources enabled by Azure Arc



Azure Arc

Azure Arc-enabled infrastructure

Connect and operate hybrid resources as native Azure resources

Azure Arc-enabled services

Deploy and run Azure services outside of Azure while still operating it from Azure



Multi-cloud



Datacenter



Edge

Unified operations and management across hybrid and multi-cloud

Secure, develop, and operate infrastructure, apps, and Azure services anywhere

Simplify operations and management



Leverage cloud-based threat detection

Integrated Role Based Access Control

Observability across the stack

Automated recovery from failures

Deliver cloud agility anywhere



Run Azure services on-premises

Low-latency for distributed compute

New and existing infra

Build cloud-native K8s apps

Ops-as-code

Transform operations with cloud and AI



Connect data from physical operations to the cloud to harness AI and insights

Automate site workflows across locations

Build reliable edge solutions with intermittent connectivity



Azure Arc



Amazon Web Services



Google Cloud Platform



Windows & SQL



3P Platforms



Azure Stack HCI



IoT Devices

Assess your options for end of support workloads



Modernize on Azure

Modernize with Azure App Service and Azure SQL Managed Instance to avoid end of support and always stay up-to-date

Upgrade your OS version while migrating with Azure Migrate

Offload cloud management to focus on delivering innovative apps and customer experiences



Migrate for free ESUs¹

Get 3 additional years of Extended Security Updates at no cost

Save even more when combined with Azure Hybrid Benefit

Cost efficient consumption models with Reserved Instances and Azure Savings Plan



New: Deploy ESUs enabled by Azure Arc

Flexible, monthly billing model centralized in Azure

Purchase Extended Security Updates enabled by Azure Arc for seamless and automated patching

Extend Azure operations and management to hybrid and multicloud environments

Enhance protection with cloud-native security solutions with Microsoft Defender for Cloud

¹Includes Azure VMs, Dedicated Host, Azure VMware Solution, Nutanix Cloud Clusters on Azure, and Azure Stack (HCI/Hub/Edge)

Extended Security Updates enabled by Azure Arc

Flexible billing and savings

Monthly billing model centralized in Azure to run end-of-support operating systems

Visibility and reliability

Ensure consistent Windows Server 2012/R2 and SQL Server 2012 performance with high availability and visibility over your entire data and server estate

Security and compliance

Seamlessly extend Azure security and governance to your environment and stay compliant with supported software



Microsoft Defender
for Cloud



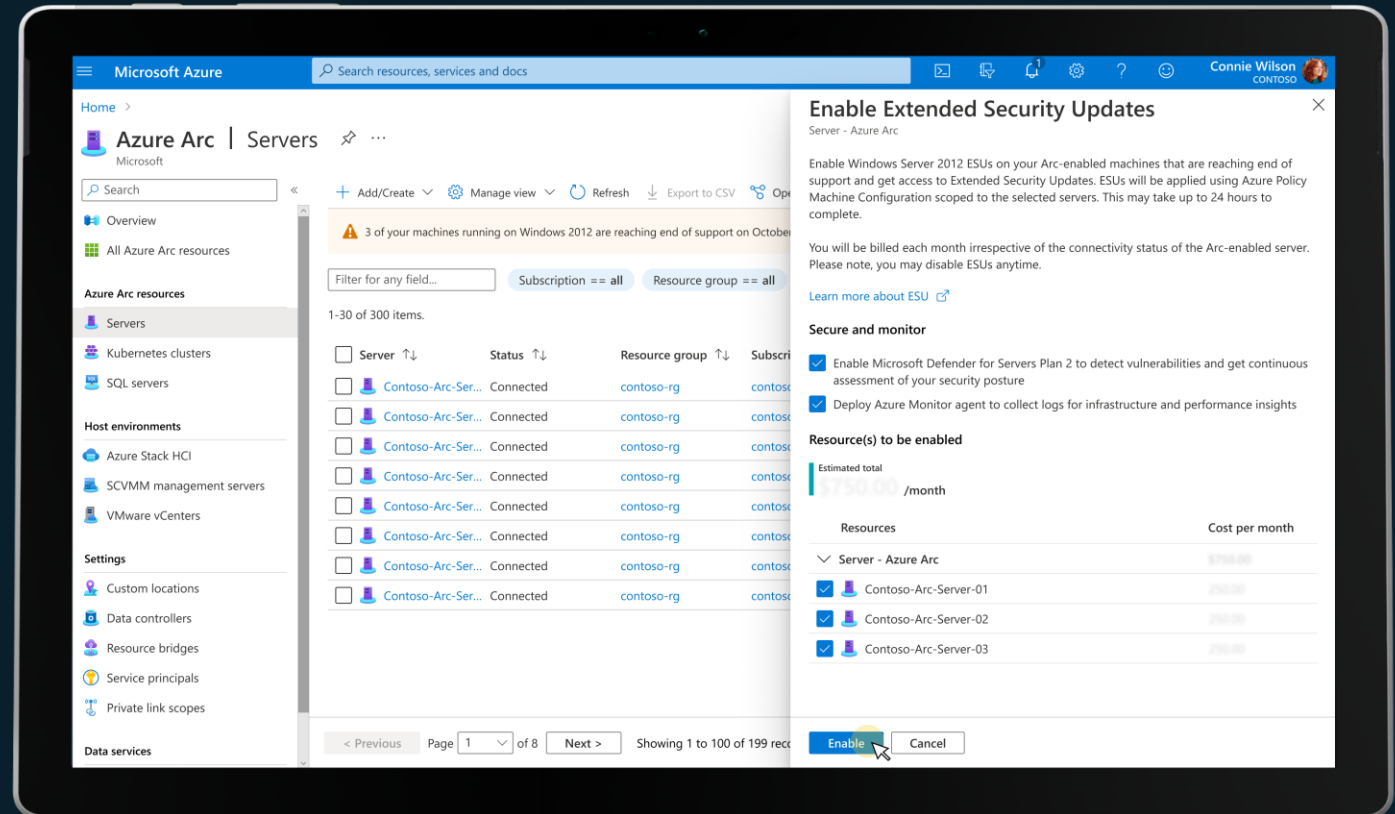
Microsoft
Sentinel



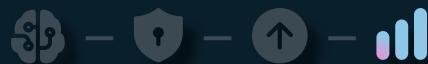
Azure
Policy



Azure
Monitor



Enroll and purchase ESUs directly in the Azure Portal



Unify teams, sites, and systems



Operate with AI-enhanced central management & security to elevate IT capabilities and focus on strategic work



Rapidly develop and scale applications across boundaries transcending legacy system constraints with composable cloud-native tool chains, containers, and data services



Cultivate data and insights across physical operations with a unified data foundation, enabling efficient workflows, predictive insights, and cost-effective resource utilization



The Sanofi logo is displayed in white lowercase letters. The background of the slide features a blurred image of server racks with glowing lights in a data center.

sanofi

Challenge

Solution

Impact

Need for
speed,
agility, and
reliability

+

Maintaining
compliance
requirements in
healthcare industry

+

Slow, costly,
and cumbersome
on-premises
infrastructure

The background of the slide features a blurred image of server racks in a data center, with blue and orange lighting. The Sanofi logo is prominently displayed in the upper center.

sanofi

Challenge

Solution

Impact

Migrate

Migrated more than
15,000 servers and 1,800
to Azure Migrate and
Azure VMware Solution



Single pane-of-glass

Adopted a hybrid
cloud strategy with
Azure Arc to gain
central visibility



Challenge

Solution

Impact



33%

time and cost-savings
compared to other
cloud providers



300%-500%

reduction in mean time
to recovery (MTTR)



Easily scale
workloads up
and down



With Azure, we can tie everything together in a single pane of glass: business requirements, compliance, and infrastructure—everything. Azure is the most tightly integrated product on the market today.

– Hamad Riaz, Chief Executive Officer at Mobiz, Microsoft Partner



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How Microsoft
can help?



Top Takeaways



Azure meets you where you are in your cloud journey



Migration to Azure is the first step to Be AI-ready



Azure secures your workloads across the migration journey



Run on the largest cloud network on the planet for optimal availability, scalability, and resiliency



Azure offers the most value for your Windows Server and SQL Server workloads, and strategic partnerships for third-party workloads

How Microsoft can help



Migration and assessment tools

Assess your environment and create a business case for Azure with Azure Migrate



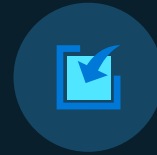
Unified Enterprise

Comprehensive reactive and proactive support across all Microsoft technologies



Skilling and frameworks

Be set up for success with a defined strategy & training to accelerate time to impact with the cloud



Azure Migrate and Modernize

An end-to-end offering to securely accelerate migrations with confidence



Partner ecosystem

Expert help from specialized partners of your choice



Offers and flexible consumption models

Take advantage of significant cost savings available only on Azure



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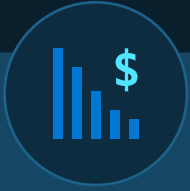


Migration and Assessment Tools



Why Azure Migrate?

Unified migration and modernization for a breadth of workloads



Secure and flexible
estate discovery



Savings estimate with
business case (TCO)



Right-sized for optimal
cost and performance



Consistent approach
across workloads

Epic .NET



Applications and Workloads

vmware

citrix



Databases



Servers and Containers



Security
Operations and Management

Customer cloud journey

1

Discover

Gather IT estate details

2

Assess

Check readiness and
right-size

3

Migrate

Move "as-is" (IaaS)

Business Case

Estimate cost (TCO)

Modernize

Upgrade (PaaS)

Paths to Azure

Flexibility to move on your terms

Do-It-Yourself



Azure Migrate
Third-party tools

Use Guidance



Well Architected Framework
Cloud Adoption Framework

Leverage Partners



Azure Migrate and Modernize
Azure Innovate
FastTrack for Azure

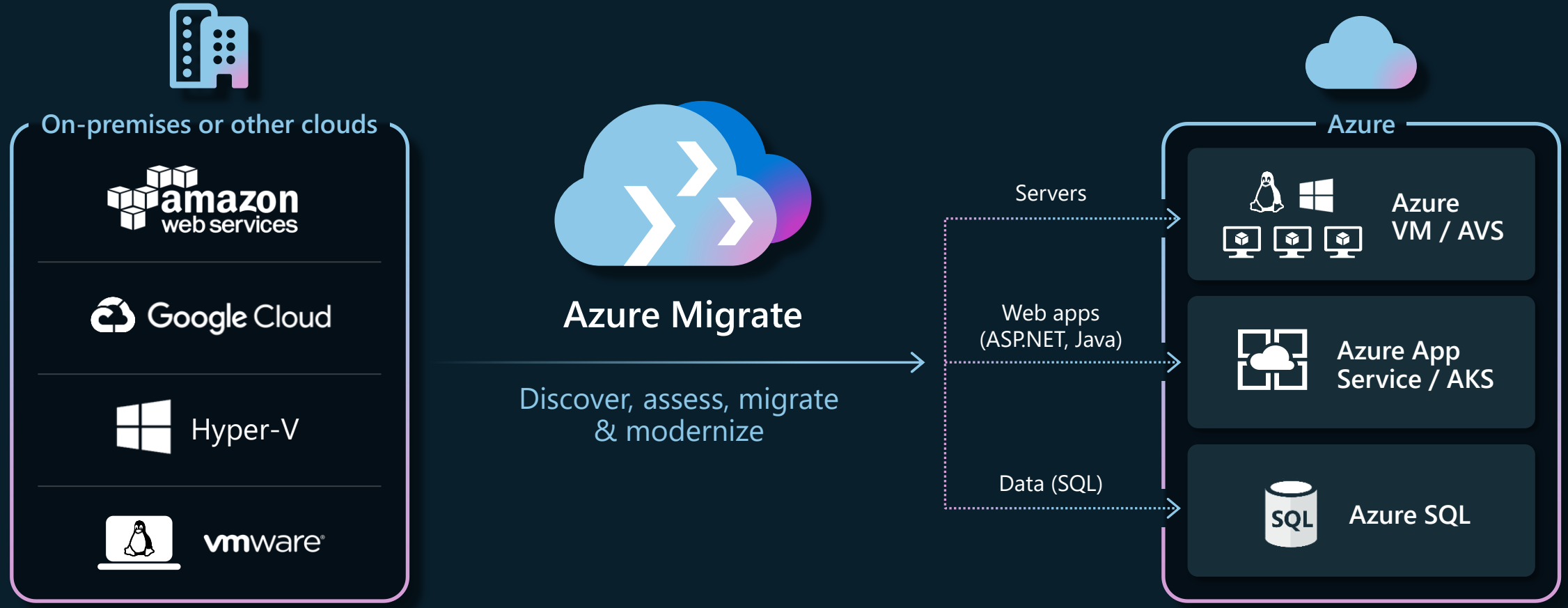


Tools, guidance, and help to
move with confidence



Azure Migrate

Your tool for Azure migration



Azure services



Create a resource



Azure Migrate



Azure Migrate



View

Useful links

[Overview](#)

[Get started](#)

[Documentation](#)



Azure Active Directory



App Services



Resource groups



Virtual machines



More services



Resources

Recent






Favorite

Name		Last Viewed
aadcluster	Kubernetes service	2 months ago
ASP-ronai-b701	App Service plan	2 months ago
artemispriv	App Service	2 months ago
ronai	Resource group	2 months ago
anjmishra	App Service	2 months ago
FPL-PSQ12-03	Server - Azure Arc	3 months ago
ronai-dnd	Resource group	3 months ago
MyDG	Datadog	4 months ago
ronaks	Kubernetes service	5 months ago
FabrikamPayrollApp01	Virtual machine	8 months ago
Abhijeet55555	Resource group	8 months ago
1234	Resource group	8 months ago



See all

-  Get started
-  Explore more



Migration goals

-  Servers, databases and web apps
-  Databases (only)
-  VDI
-  Web apps
-  Data Box

Manage

-  Discovered items
-  Properties


Support + troubleshooting

-  Diagnose and solve problems
-  New support request


Project == **fabrikamdemo-sea**


Last refreshed at: 7/6/2023, 11:37:41 PM (Click on "Refresh" to update the page)


Assessment tools





Azure Migrate: Discovery and assessment


 Discover

 Build business case

 Dependency analysis

 Assess

 Overview

 Resolve issues

Discovered servers

284

Servers running SQL Server ⓘ

89

Web servers ⓘ

50

OS distribution

Windows250

Linux21

Unknown13

Dependency analysis progress

0 Servers284 total

Total migration business cases ⓘ

1

Assessments ⓘ

Total8

Azure VM1

Azure SQL5

Azure App Service (Preview)1


Azure VMware Solution (AVS)1

Groups

5


Appliances

1


 **Next step:** Refine your application grouping with dependency analysis or start migrating your servers.


Add more assessment tools? [Click here.](#)


Migration tools




Migration and modernization

 Discover

 Replicate

 Migrate

 Overview

Business Case Demo

...

Business Case

Search

<<

Export

Edit Assumptions

Refresh

Feedback

Overview

Business case reports

- On-premises vs Azure
- Azure IaaS
- Azure PaaS

Assumptions

- Azure cost
- On-premises cost

Essentials

Target location : East US 2

Performance history duration : Jun 11 2023 to Jul 09 2023

Migration strategy : Azure recommended approach to minimize cost

Currency : USD

Help me understand this report

TCO comparison

Estimated on-premises cost for 284 servers

\$2,753,924

Estimated Azure cost for servers and workloads ready for migration

\$905,014

IaaS cost

\$774,942

PaaS cost

\$130,072

Savings

\$1,848,910

Save up to 67.1%

View Details

YoY estimated current vs future state cost

1.6M

1.2M

800k

400k

0

2024

2025

2026

Current

Future

Net Cash Flow

Savings with Azure Hybrid Benefit

\$83.78K

Bring your existing Windows Server licenses to Azure.

Learn more

\$978.06K

Bring your existing SQL Server licenses to Azure.

Learn more

Discovery insights

View details

Total servers

284

Discovered

Distribution

VMware

284

Hyper-V

0

Physical/Other

0

Utilization insights

0% of your IT estate can be decommissioned

284

Ideal for cloud

258

Decommission

0

Unknown

26

General servers

155

OS distribution

Windows

121

Linux

34

Other

0

Database servers

90

Database distribution

SQL Servers

90

Web servers

50

Web server distribution

IIS Web Servers

50

\$

Business Case Demo | On-premises vs Azure

Business Case

✕

Search

«

↓ Export ▾

🔗 Edit Assumptions ▾

🔄 Refresh

🗨️ Feedback

- 📊 Overview
- Business case reports
- 📄

On-premises vs Azure
- 🖥️

Azure IaaS
- 🗄️

Azure PaaS
- Assumptions
- 💰

Azure cost
- 🏢

On-premises cost

^ Essentials

Target location : East US 2

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Help me understand this report ↗

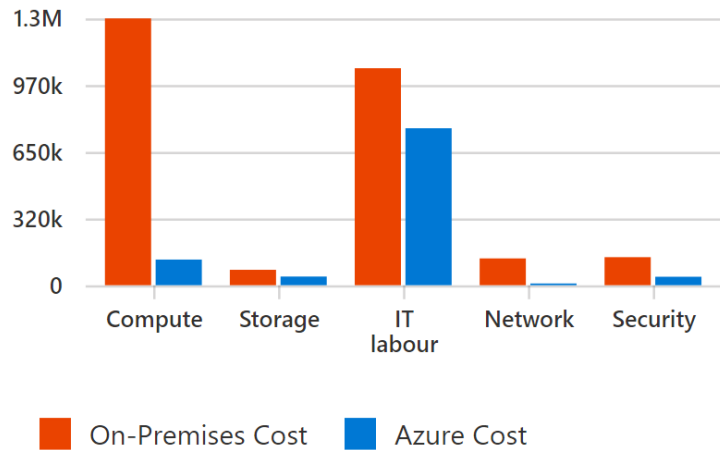
Total on-premises cost vs Azure cost (USD)

Potential savings1.81M

Total on-premises cost2.76M

Total Azure cost946.97K

💰 Estimated annual cost by category (-)



On-premises (USD)	Azure (USD)	Savings (USD)

Total Cost of ownership insights

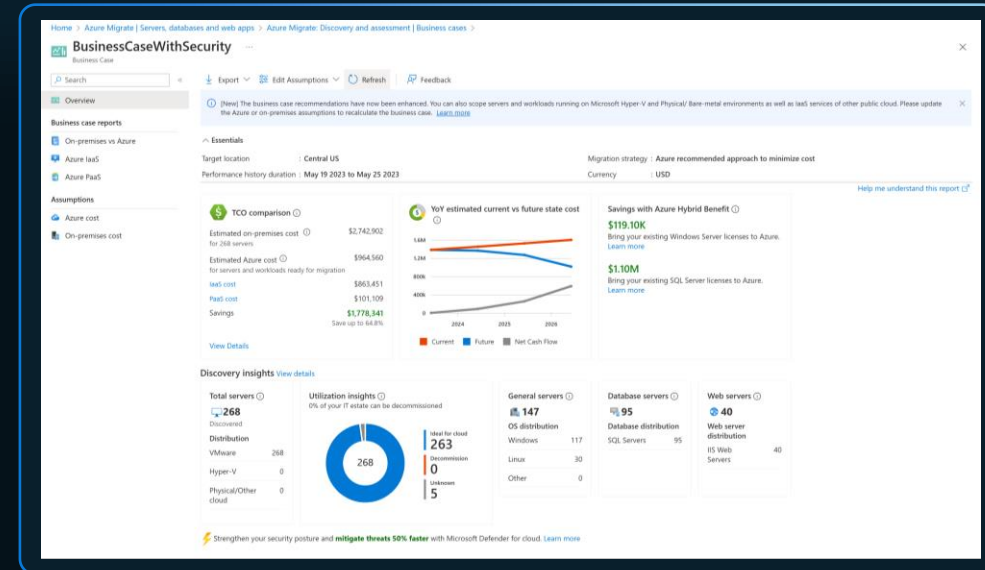
- Compute and Licensing
\$1.17M USD saved by applying Azure Hybrid Benefits and using optimized savings options in Azure.
- IT Labor
\$290.97K USD saved by improving IT productivity
- Network
\$126.82K USD or (93%) saved by network optimizations in Azure
- Security
\$77.3K USD or (56%) saved by underlying security management with Microsoft Defender for Cloud
- Storage
\$45.97K USD or (65%) saved in storage costs

TCO/Business case for Azure

Estimate cost and savings for IaaS and PaaS targets in Azure

- ▶ Easily generate with discovered data or manual csv file
- ▶ Compare current cost with Azure TCO/ROI for savings
- ▶ Create “what-if” scenarios with custom data and assumptions
- ▶ See security cost and savings with Defender for Cloud (MDC)
- ▶ Export financial data to excel for creating business proposals

[Demo video](#)



The screenshot displays the 'BusinessCaseWithSecurity | On-premises vs Azure' dashboard. The 'Estimated annual cost by category (USD)' section shows a bar chart comparing On-Premises Cost and Azure Cost. The 'Total cost of ownership' table provides a detailed breakdown of costs and savings across various categories.

	On-premises (USD)	Azure (USD)	Savings (USD)	Insights
Compute and Licensing	1,38M	163,58K	1,19M	• 1,19M USD saved by applying Azure Hybrid Benefits and using optimized savings options in Azure
Storage	72,9K	26,93K	45,97K	
Network	136,34K	9,53K	126,82K	• 126,82K USD saved by network optimizations in Azure
Security	138,25K	60,95K	77,3K	• 77,3K USD saved by unifying security management with Microsoft Defender for cloud • Migrate threats 50% faster and improve your security posture with Microsoft Defender for cloud. Learn more
IT Labor	1,05M	764,87K	286,33K	• 286,33K USD saved by improving IT productivity
Facilities	0	0	0	• Please update the on-premises facilities cost in on-premises settings to realize savings for this component
Total	2,78M	1,03M	1,75M	

Supported versions & pre-requisites



VMware

Host requirements

- ESXi hosts version (5.5 or later)

vCenter requirements

- vCenter Server version (5.5, 6, 6.5, 6.7, 7)
- vCenter Server permissions

Supported VMs

- All Azure supported OS



Hyper-V

Host requirements

- Windows Server 2012 R2 or later
- PowerShell remoting
- Administrator permissions

Supported VMs

- All Azure supported OS
- Hyper-V Integration Services enabled



Physical/other cloud

In source environment

- Install appliance on physical machine
- Install Mobility Service on servers to be migrated

Supported VMs

- Most 64-bit Linux distros
- Windows 2008 or later
- Windows 7 and above



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Lunch Break

30 mins



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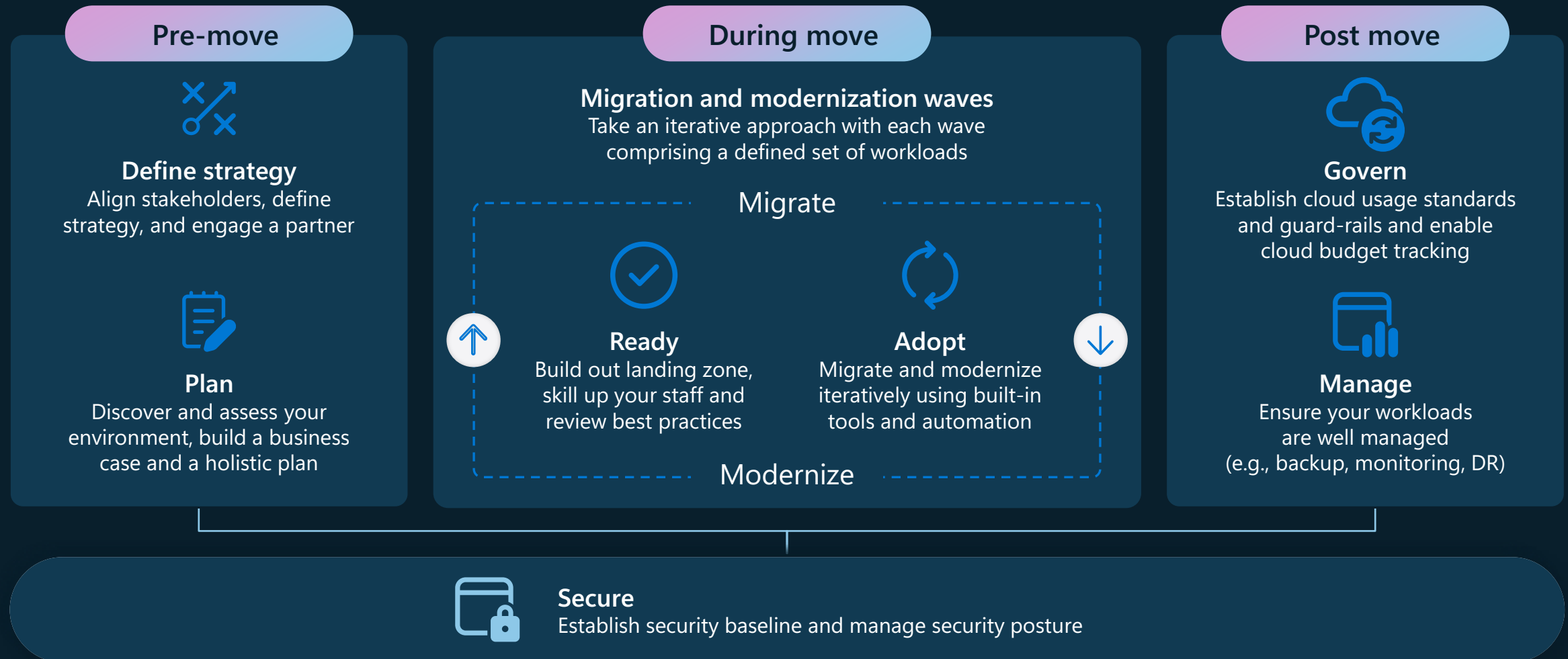
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Skilling and Frameworks



Cloud adoption journey

Informed by the Microsoft Cloud Adoption Framework for Azure



An iterative process—
supporting your
changing business needs



Azure Well-Architected Framework

Reliability



Security



Cost
Optimization



Operational
Excellence



Performance
Efficiency



Design Principles
Checklists
Recommendations
Tradeoffs

Workload design

Reference architectures

Assessments

Advisor recommendations

Service guides

Reliability design principles

- 1 Design for business requirements
- 2 Design for resilience
- 3 Design for recovery
- 4 Design for operations
- 5 Keep it simple

WAF Security Design Principles

- 1 Plan your security readiness
- 2 Design to protect confidentiality
- 3 Design to protect integrity
- 4 Design to protect availability
- 5 Sustain and evolve your security posture

Cost Optimization Design Principles

- 1 Develop cost-management discipline
- 2 Design with a cost-efficiency mindset
- 3 Design for usage optimization
- 4 Design for rate optimization
- 5 Monitor and optimize over time



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1530-1600	Next Steps, Resources, Closing Keynote ((MSFT)

FY24 Hero Partner Offers



Announced July 2023



Azure Migrate and Modernize & Azure Innovate

Hero offerings spanning Migration to Innovation in one place



Comprehensive resources in one place

- **Extensive guidance** optimized approach from start to finish with assessments, proof of concepts, pilots, tooling, deployment
- **Free automated tooling** provides you with discovery, assessment, business case analysis, planning, migration, and modernization capabilities
- **Proven technical frameworks** to help design optimized workloads with security and cost recommendations built throughout



Direct access to experts and funding

- **Access to validated, specialized partners** with advanced capabilities to help with all stages from planning to deployment
- **Benefit from funding** for specialized partners to help offset your project costs



Extensive coverage—from migration to innovation

- **End-to-end coverage** including migrating or modernizing Windows Server & SQL Server, Linux, Oracle, SAP, HPC, analytics, AI, and more
- **Microsoft-led delivery** for rapid rehost migrations, and specialized partners for more complex workloads

Learn more!
aka.ms/AzureHeroOfferings

Azure Migrate and Modernize & Azure Innovate

In-depth resources for every stage of your cloud journey



Learn More |
aka.ms/AzureHeroOfferings

Azure hero partner-led offerings in FY24

Accelerate customer cloud journey using proven approach and expert help

EXPANDED FY24 OFFERING

Azure Migrate and Modernize

Formerly, Azure Migration and Modernization Program (AMMP)

**Migrate and modernize your existing applications,
data and infrastructure to Azure**

SCENARIOS SUPPORTED

Infrastructure & Database Migrations
SAP Migration (Azure Native & SAP RISE)
Migrate Enterprise Apps
Migrate Azure Virtual Desktop
Migrate Azure VMWare Solution

NEW FY24 OFFERING

Azure Innovate

**Build new solutions on Azure and accelerate
the next era of growth for your business**

SCENARIOS SUPPORTED

Cloud Scale Analytics
Build and Modernize AI Apps

Deep expertise to deliver a secure and successful migration

With direct access to Microsoft experts and a zero-cost [Migration Factory](#), you can securely migrate workloads and infrastructure confidently to Azure, while ensuring your architecture is assessed and optimized using Well-Architected principles



What you want to achieve...

Planning and guidance for a well-designed environment to run your workloads in Azure, leveraging best practices, patterns, and recommendations from Microsoft

Successful migration of your on-premises workloads and/or hybrid environments to Azure, implementing Microsoft's best practices, migrated in an optimized and efficient manner

Ongoing solution optimization and continuous improvement of your priority workloads and environments



How we deliver...

Planning, assessments, and deep-dive services to develop tailored guidance for your deployment, resulting in a clear and pragmatic roadmap and design for a successful launch

Technical and pragmatic assistance throughout each phase of your migration by deploying Azure Landing Zone(s), migration services, and expert guidance

Programmatic reviews and assessments of your workloads using the Microsoft Well-Architected Framework. We'll review our findings and recommendations with you and provide guidance on implementing these recommendations to optimize for resiliency, security, performance, and cost

Learn more

Visit aka.ms/Enhanced-Solutions, and let's schedule a deep dive to determine precisely how our Enhanced Solutions services can help you achieve your desired outcomes

Azure Migrate and Modernize

Scenario and workload support



Infrastructure and database migration

for Windows Server, SQL Server, Linux, OSS-databases, DevTest, migrating to VMware to Azure VMware Solution, hybrid deployment with Arc-enabled servers and data



Migrate enterprise apps

for .NET and Java apps migrating to Azure App Service



Virtual desktop infrastructure

for Windows 10 and 11 based virtual desktops migrating to Azure Virtual Desktop (including VMware and Citrix solutions)



SAP

for SAP native environments, SAP HANA migration, greenfield SAP deployments and SAP RISE



Oracle

for Oracle Database migrating to Azure VMs or to other database platforms, Oracle app migrations (JD Edwards, PeopleSoft, Siebel, and others) and Oracle Exadata migrations.



High performance compute and AI infrastructure

including simulation, modelling, visualization and AI training/inferencing at large scale



Mainframe and midrange migration

for applications running on IBM z/Series, IBM i, Power Systems or others



Secure Migration

Deploy a highly secure cloud environment leveraging Microsoft Defender for Cloud *

*Secure Migration available to include in all scenarios; required in Infrastructure/database migration projects, either through Microsoft Defender for Cloud or equivalent third-party security products.

Azure Innovate

Scenario and workload support



Analytics Migration & Modernization

for migration of legacy data warehouses (Teradata, Netezza, Exadata, SQL DW), Hadoop (Cloudera, HDI), cloud analytics platforms (Redshift, Snowflake, EMR, Dataproc), and analytics services (Tableau, Qlik, Cognos, & Microstrategy) to Power BI Premium



Modern Analytics & Governance (Hybrid Data Mesh)

for modernizing legacy data architecture with MAG (Hybrid Data Mesh Architecture), migrating SAP data to common data platform with Synapse + Azure Databricks, Fabric on MAG



Greenfield App Development

for AKS/Azure Container Apps, Azure AI (cognitive/Open AI) and Database Services (Azure Cosmos DB, Azure SQL DB, Azure DB for PostgreSQL)



Modernize Applications

for AKS, PaaS (Apps & Data) Service and AI Cognitive/Open AI Service



Dev Productivity with GitHub and Visual Studio

for Azure DevOps product suite (Azure DevOps, Azure Pipelines, GitHub Advanced Security for Azure DevOps), GitHub product suite (GitHub Copilot, GitHub Enterprise, GitHub Advanced Security, GitHub Actions, GitHub Codespaces), Microsoft Dev Box, Microsoft Visual Studio, and Azure Load Testing



Integration Services

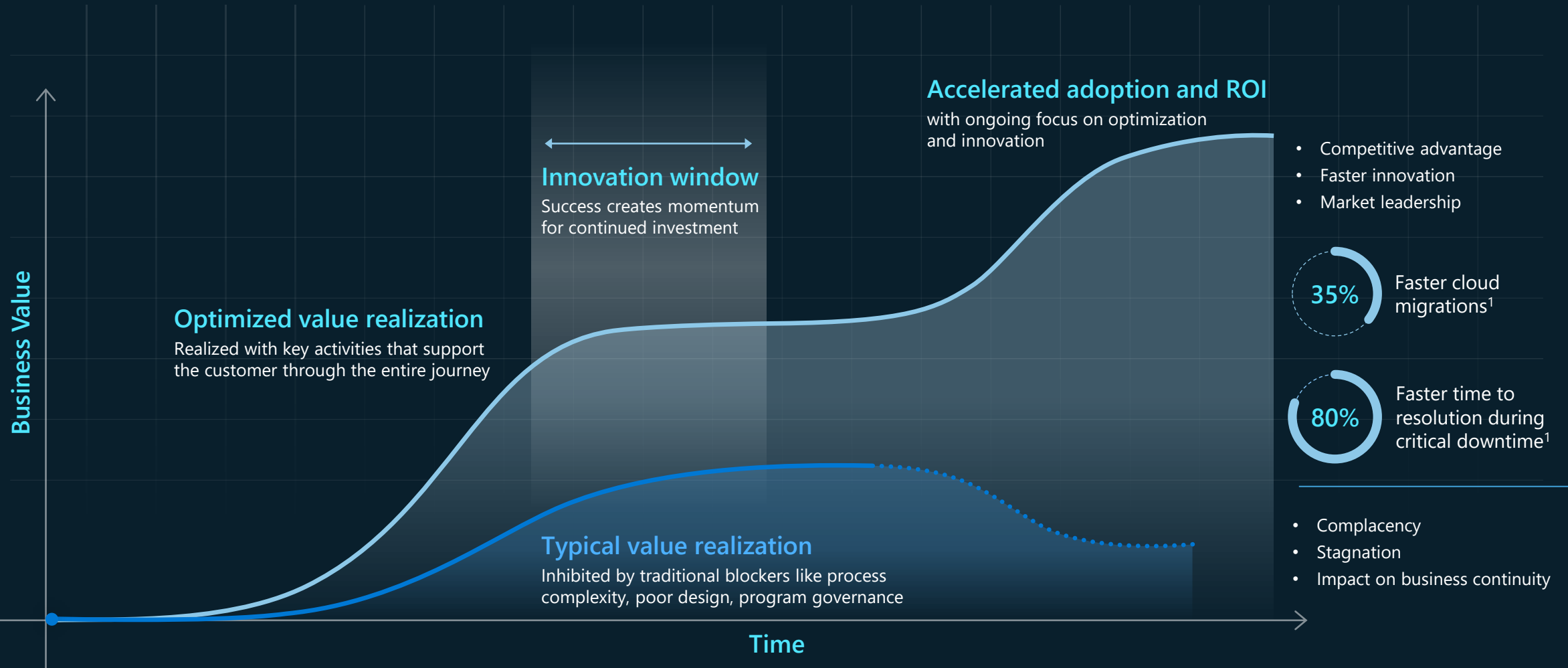
for Azure Integration Services (Azure API Management, Azure Logic Apps)



Secure Deployments

Accelerate your success with Microsoft Unified

Scale your infrastructure and reduce your time to value with expert-led support services



¹Source: [The Total Economic Impact™ of Microsoft Unified Support, June 2022](#): A commissioned study conducted by Forrester Consulting

Azure Migrate and Modernize & Azure Innovate Partner-led and Field-led



When Partners sell and nominate customers directly

Partner-led | >\$10K–\$500K/year ACR

(up to \$1 million for Infra/DB)



When Partners co-sell with Microsoft Field Sales teams

Azure Migrate and Modernize Field-led | >\$250K/year ACR

Azure Innovate Field-led | >\$25K/year ACR

Thousands of customers have accelerated their cloud journeys with our Azure offerings



Deliver better customer experiences with extended benefits

Get expert help when you need it at no extra cost with Migration Factory* assistance



Increase engagement
velocity with Microsoft
augmented delivery at no
extra cost



Realize higher margins by
leveraging Microsoft-
funded delivery capacity



Focus on transformative
workloads while Migration
Factory takes care of
common rehost execution

*Migration Factory refers to an available offer where the Microsoft Customer Success Unit delivers rehost migration of select workloads (see subsequent slide for details).
Partners can request Migration Factory once the project is approved by emailing MFPartnerDesk@microsoft.com.

Azure Migrate and Modernize | Migration Factory offer

Rehost migrations delivered by Microsoft

Get your first workloads running in Azure in weeks


Benefits

- Expert guidance and delivery from Microsoft's Customer Success Unit
- **Accelerated migrations** for rehost migrations where workloads can move with no code changes
- Zero cost to customer
- **No minimum** requirements

Supported scenarios and workloads

- Windows Server, SQL Server & Linux (including onboarding to Azure Arc for Win/SQL)
- NoSQL and OSS databases (including Cassandra, PostgreSQL and MySQL)
- Virtual desktop infrastructure (migrating to Native Azure Virtual Desktop)

Engagement approach

- **Preparation**
(1 to 2 weeks)
 - Gather requirements + initial scoping
 - Review assessment data
 - Finalize scope and project plan
- 
- **Migration**
(2 to 3 weeks)
 - Execute migration with Azure Migrate
 - Conduct basic testing
 - Handover to customer

*Migration Factory refers to an available offer where the Microsoft Customer Success Unit delivers rehost migration of select workloads (see subsequent slide for details).

Partners can request Migration Factory once the project is approved by emailing MFPartnerDesk@microsoft.com.

Azure Migrate and Modernize partner-led offerings

Azure Specialized partners now have a path to directly nominate customers for Azure Migrate and Modernize in a self-service workflow. This agile path reduces time to market and can help partners drive scale.



Supported Scenarios

Infra/Database migration
 Migrating to Azure VMware solution
 Migrate Enterprise apps
 Virtual desktop infrastructure
 SAP migration to Azure
 SAP RISE

Important: There are **no** limitations in Azure Innovate Partner-led for different licensing types (EA, CSP, etc.)

Customer Criteria: The partner applying for the benefit is the end customer, so the TPID for the claim must be that of the partner

Incentive payouts

Offer	Eligibility (Planned Azure consumption in year 1)	Partner payment*	Phase
Migrate & Modernize assessments (Infra/DB, Migrate Enterprise Apps, SAP only)	Suggested project size: >\$25K/year	\$4,000/\$5,000	Pre-sales
Migrate & Modernize XS	Project size: \$10K–\$25K/year	\$4,000/\$5,000	Post-sales
Migrate & Modernize Small	Project size: >\$25K–\$125K/year	\$12,000/\$15,000	Post-sales
Migrate & Modernize Medium	Project size: >\$125K–\$250K/year	\$28,000/\$35,000	Post-sales
Migrate & Modernize Large	Project size: >\$250K–\$500K/year	\$40,000/\$50,000	Post-sales
Migrate & Modernize XL (Infra/DB migration only)	Project size: >\$500K–\$750K/year	\$60,000/\$75,000	Post-sales
Migrate & Modernize XXL (Infra/DB migration only)	Project size: >\$750K–\$1 M/year	\$80,000/\$100,000	Post-sales

Customer Skilling, Migration Factory assistance & FastTrack for Azure is optional for all offers **
No Azure credits available for these engagements

Important: To request Customer Skilling OR FastTrack for Azure support.

Please email AzurePartnerOffering@microsoft.com with the Claim ID of the engagement after customer consent has been secured.

Partners can request Migration Factory once the project is approved by emailing MFPartnerDesk@microsoft.com.

* See [Microsoft Partner Commercial Incentives Guide](#) for offer full details and requirements. Above project sizes are the planned Azure consumption in year 1, measured from project completion. Partner payment amounts may differ by country/Market A, B

** Customer self-directed skilling available in the Resources section of this presentation. Available for all offer sizes.
Offer size Medium or larger qualifies for Enterprise Skills Initiative which includes an assigned Training Program Manager.

Azure Innovate partner-led offerings

Azure Specialized partners now have a path to directly nominate customers for Azure Innovate in a self-service workflow. This agile path reduces time to market and can help partners drive scale.



Supported Scenarios

Azure Analytics

Build & Modernize AI Apps

Accelerate Developer Productivity

Important: There are no limitations in Azure Innovate Partner-led for different licensing types (EA, CSP, etc.)

Customer Criteria: All Majors, SMC-(Corporate & Scale) and SMB (with a TPID) customers. (Strategic Customers are not eligible)

Incentive payouts

Offer	Eligibility (Planned Azure consumption in year 1)	Partner payment*	
Innovate Pilot/POC	Suggested project size: >\$25K/year	\$8,000/\$10,000	Pre-sales
Innovate Extra Small	Project size: \$10K-\$25K/year	\$4,000/\$5,000	Post-sales
Innovate Small	Project size: \$25K-\$125K/year	\$12,000/\$15,000	Post-sales
Innovate Medium	Project size: >\$125K-\$250K/year	\$28,000/\$35,000	Post-sales
Innovate Large	Project size: >\$250K-\$500K/year	\$40,000/\$50,000	Post-sales

FastTrack for Azure and Migration Factory assistance is optional for all offers *
No Azure credits available for these engagements

Important: To request Customer Skilling OR FastTrack for Azure support. Please email AzurePartnerOffering@microsoft.com with the Claim ID of the engagement after customer consent has been secured. Partners can request Migration Factory once the project is approved by emailing MFPartnerDesk@microsoft.com.
* See [Microsoft Partner Commercial Incentives Guide](#) for offer full details and requirements. Above project sizes are the planned Azure consumption in year 1, measured from project completion. Partner payment amounts may differ by country/Market A, B

Azure Migrate and Modernize

Supported Azure patterns and destinations

Scenario	Supported patterns	Supported Azure destinations
Infrastructure and database migration	<ul style="list-style-type: none">• Migrating Windows Server and Linux to Azure• Migrating SQL and OSS databases to Azure• Modernize data workloads already running in Azure (IaaS → PaaS)• Migrating VMware to Azure VMware Solution• Onboarding servers and databases to Azure Arc	<p>Infrastructure services: Azure Virtual Machines (for Windows and Linux), Azure Arc-enabled servers, Azure VMware Solution</p> <p>Data services: Azure SQL DB/Managed Instance/in a VM, Azure Database for MySQL, Azure Database for PostgreSQL, any database (e.g., Postgres, MariaDB) in a VM, Azure Arc-enabled SQL Managed Instance, Azure Arc-enabled SQL Server</p>
Migrate enterprise apps	<ul style="list-style-type: none">• Migrating existing .NET and Java apps to Azure• Modernize app/data workloads already running in Azure (IaaS → PaaS)	<p>Compute services: Azure App Service, Azure VMs (for supporting tasks, e.g., logging), and other applicable Azure services</p> <p>Data services: Azure SQL Database, Azure SQL Managed Instance, Azure Cosmos DB, Azure Database for PostgreSQL, Azure Database for MySQL, Azure Cache for Redis, Azure Managed Instance for Apache Cassandra, and other applicable Azure services</p> <p>Out of scope: DevOps standalone scenarios</p>
Virtual desktop infrastructure	Migrating Windows desktops and apps to Azure	Azure Virtual Desktop, Citrix Cloud on Azure, VMware Horizon Cloud Service for Azure
SAP on Azure SAP RISE	<ul style="list-style-type: none">• SAP native environments• Greenfield implementations• SAP HANA migration• SAP RISE implementations	<p>Azure Virtual Machines (for rehosting Windows Server, Linux, SQL Server, HANA, DB2, Sybase/ASE and Oracle)</p> <p>Azure Virtual Machines certified for SAP HANA</p>

Secure Migrations (available in all scenarios)

Supported Azure services: Microsoft Defender for Cloud, Microsoft Sentinel, Azure Bastion, Azure DDoS Protection, Azure Firewall, Azure Front Door, Web Application Firewall

Azure Innovate

Supported Azure patterns and destinations

Scenario	Supported patterns	Supported Azure destinations
Analytics	<ul style="list-style-type: none">• Migration and deployment services of on-premise or cloud data warehouse platforms• New analytics use cases.• Project should be deploying key analytics services inclusive of:	<ul style="list-style-type: none">• Azure Synapse• Azure Databricks• Azure Data Explorer (ADX)• Microsoft Purview• Microsoft Fabric• Power BI Premium (deployments will be considered only if there is pull-through of Analytics and AI consumption)
Build & Modernize AI Apps	<ul style="list-style-type: none">• Containerization of applications• Build and re-platform apps on Azure PaaS• Infusing apps with AI capabilities• Modernization of underlying application data using SQL and NoSQL cloud databases	<ul style="list-style-type: none">• App layer: Azure Kubernetes Service, Azure Container Apps, Azure App Service, Azure Red Hat OpenShift, Azure Spring Apps• Data layer: Cosmos DB, Azure Database for PostgreSQL, Azure Database for MySQL/MariaDB or Azure SQL Database• AI layer: Azure Cognitive Services (including Azure OpenAI Service), Azure Applied AI Services, Azure Machine Learning
Accelerate Developer Productivity	<ul style="list-style-type: none">• Delivery of intelligent apps• Accelerate developer productivity with AI assisted code development• Modernize developer workflow with secure, scalable tools	<ul style="list-style-type: none">• GitHub product suite: GitHub Enterprise, GitHub Advanced Security, GitHub Copilot, GitHub Actions, GitHub Codespaces• Azure DevOps product suite: Azure DevOps, Azure Pipelines, GitHub Advanced Security for Azure DevOps• Other Microsoft development tools: Microsoft Dev Box, Microsoft Visual Studio, and Azure Load Testing

Secure Migrations (available in all scenarios)

Supported Azure services: Microsoft Defender for Cloud, Microsoft Sentinel, Azure Bastion, Azure DDoS Protection, Azure Firewall, Azure Front Door, Web Application Firewall

SI partner participation requirements

Partner requirements for all Azure Migrate and Modernize offers are anchored in Azure Expert MSP certification or Azure Specialization certification

Azure Migrate and Modernize & Azure Innovate project requirements

Each of these scenarios would be a different project

Infra & Database Migration (Includes engagements with Arc-enabled services)	Azure Expert MSP or Azure Specialized partner in Infra/Database Migration
Azure VMware Solution	Azure Expert MSP or Azure Specialized partner in Azure VMware Solution
VDI deployment	Azure Specialized partner in Azure Virtual Desktop
Enterprise app migration	Azure Specialized partner in Migrate Enterprise Apps
SAP workloads (Includes SAP on Azure or SAP RISE projects)	Azure Specialized partner in SAP on Azure
Analytics*	Azure Specialized partner in Analytics or Data Warehouse Migration
Accelerate Developer Productivity*	Azure Specialized partner in DevOps with GitHub on Microsoft Azure
Build & Modernize AI Apps*	Azure Specialized partner in any of the following: <ul style="list-style-type: none">• Build & Modernize AI Apps• Kubernetes• AI & ML

All partners with these certifications are eligible to implement Secure Migrations

* Azure Expert MSP
* Azure specialization in Infrastructure/Database Migration
* Azure specialization in Migrate Enterprise Apps

Specialization, they will need to provide evidence they are working toward a certification.



"By harnessing Microsoft Unified for Azure, we have achieved more with less. We have lowered our operating costs, optimized our business performance, and delivered cutting-edge products to exceed our customers' expectations."

V K Gupta

CTO and Business Head, DishTV



SITUATION

DishTV India is India's largest direct-to-home content provider with 15 million subscribers and counting

But its on-premises environment was holding it back, preventing it from handling massive demand spikes during live events



SOLUTION

- **Migrate to the cloud:** DishTV migrated its applications to a cloud-based environment powered by Microsoft Azure. With the expertise provided by Microsoft Unified, it was able to achieve the complex migration in just nine months, while ensuring reliability and security

IMPACT

- **The migration delivered the scalability** DishTV desired while also helping it to dramatically improve reliability
- **Quality improved** to 27 defect-free days per month (compared to 3 previously) and is now able to handle traffic spikes of 10 times typical volume
- **Boosted platform performance** by 2x with Microsoft technology and Unified Support

[Read full story here](#)



“We drew on a lot of Microsoft assistance throughout our Azure cloud adoption journey thanks to the Unified Support and Enterprise agreements we already had in place. That was support we wouldn’t have gotten from another cloud services vendor.”

Chris Douglas

Head of Architecture & Infrastructure
Pension Protection Fund



IMPACT



SITUATION

- Pension Protection Fund wanted to be able to innovate faster, but it was held back by legacy solutions that were difficult to maintain and IT functions that were completely outsourced
- To accelerate results, it wanted to bring those functions back in-house and migrate to the cloud



SOLUTION

- **Upskilled employees and access to Unified technical experts:** PPF teams took advantage of the training included with Microsoft Unified to build skills for success. PPF also appreciated the ability to consult with experts, which provided clarity around its approaches to achieving its goals. Getting quick answers to any questions that arose also helped drive rapid progress

- **Streamlined operations:** After moving 90 percent of its workloads to Azure, **PPF was able to streamline operations costs** by closing a data center
- **Produced insights in one week** that used to take 30 days. It also cut time needed to run a risk modelling exercise by 80 percent
- **Help desk calls are down**, and it reduced third-party solutions by half

[Read full story here](#)



Course Plan and Learning Objectives

Target Audience
Technical

Course Prerequisites
Working experience on Azure IaaS

Suggested Supplementary Certification
[AZ-104](#) , [AZ-305](#)

Morning session

Time	Topic
0845-0900	Check-in and registration
0900-0930	MSFT address
0930-1000	Migration business drivers – Be AI Ready, Be Secure (Def for Cloud, Sentinel, Sec Copilot)
1000-1020	Hands on Labs – Part A (Prepare you environment)
1020-1040	Break
1040-1100	Business Drivers – maximize ROI and Performance
1100-1130	Get cloud on your terms – AVS, AVD, Azure Arc. EOS
1130-1145	How Microsoft can help you get started?
1145-1230	Migration assessment and tooling (Azure Migrate)
1230-1300	Lunch Break

Afternoon session

Time	Topic
1300-1345	Guidance and Frameworks – CAF, WAF
1345-1430	FY24 Partner Led Offerings – AMM , AI
1430-1500	Lab - Discover and assess using Azure Migrate
1500-1515	Break
1515-1530	Lab - Migrate application, VMs and databases
1530-1600	Next Steps, Resources, Closing Keynote ((MSFT)

Hands on Labs

- Lab 2 - Discover and assess using Azure Migrate
- Lab 3 - Migrate application, VMs and databases
- If time permits:
 - Lab 4 – Secure and optimize your migrated workloads



Course Plan and Learning Objectives

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Technical

Course Prerequisites
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Next steps

Strategy workshop

Define strategy and desired outcomes using Microsoft Cloud Adoption Framework



Azure Migrate assessment

Assess workloads & how they can securely move to the cloud with Azure Migrate



Pilot & proof of concept

Gain confidence and see technical proof with expert support from Microsoft and partners



Azure Migrate and Modernize

Securely move your workload to the cloud with confidence, proven best practices & incentives to accelerate

Azure Discovery Workshops

3-4 hour partner-led designed for 1:few audiences of TDMs to learn best practices and discover solutions using Azure within their organization.

Complete workshop resources:

Presentation decks, Click-through demos, agendas, train-the-trainer videos, customer invites

Content refreshed to align with newest Azure offerings

Workshop track

Available

Migrate and Secure Windows Server and SQL Server Workshop	Available now
Optimize with CAF Ready & Govern Workshop	Available now
SAP on the Microsoft Cloud Workshop	Available now
Build Intelligent AI Apps Workshop	Available now
Accelerate Developer Productivity Workshop	Available now
Microsoft Well-Architected for Azure	Coming soon
Accelerate Innovation with Integration Services Workshop	Available now
Power Business Decisions with Cloud Scale Analytics Workshop	Available now
Linux Estate Workshop	Available now
Optimize with FinOps Workshop	Available now
Migrate Enterprise Apps Workshop	Jan 8, 2024



Partner-led offer

*Note there is no partner funding associated with the Discovery Workshop resources

Get started today with focused guidance, technical expertise, and skilling



Guidance

Discover and use best practice guidance for each stage of your cloud journey:

[FinOps with Azure](#)

Maximize your cloud business value by assessing and improving your financial operations with FinOps guidance.



[Prepare for cloud adoption - Cloud Adoption Framework](#)

Assess your organization's readiness and build an optimized plan for your migration scenario.



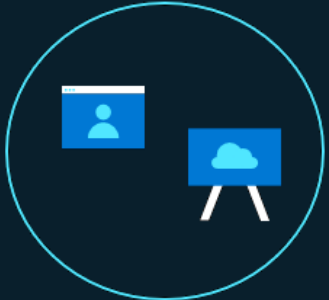
[Get well-architected ready and deploy your Migration Landing Zone](#)

Deploy your landing zones in alignment with best practices to ensure project success.



[Microsoft Azure Well-Architected Framework - Azure Well-Architected Framework | Microsoft Learn](#)

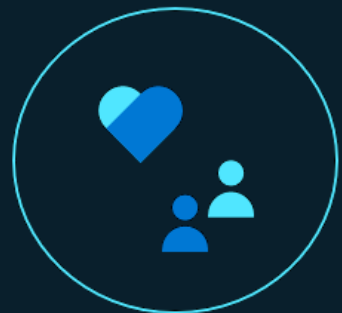
Identify and act on priority optimization recommendations for your workloads.



Technical Expertise

Gain a designated engineer to lead project teams through optimized deployment (Unified only): COMING SOON

- Migrate and Modernize Infrastructure and Workloads
- New - Migrate and Modernize VMWare to AVS (August)
- New - Modernize VDI to AVD (August)
- Well-Architected Framework
- Rename - Finance Operations Management to FinOps



Skilling

Select training and certification programs that meet the needs of your organization:

- [Connected Learning Experience - AZ-800/801, DP-900, DP-300](#)
- [Virtual Training Day - Migrate & Modernize your Data Estate & Infra Workloads](#)
- [30 Days to Learn It - Windows Server Hybrid Admin](#)
- [30 Days to Learn It - Azure Database Administrator](#)
- [Hybrid Infrastructure Study Hall](#)

Migrate & Secure Windows Server and SQL Server skilling resources



Resources

Product page: [AzureMigrateProduct](#)

Product overview: [AzureMigrateOverview](#)

Documentation: [AzureMigrateDocs](#)

Learning path: [AzureMigrateLearning](#)

Azure Migrate and Modernize & Azure Innovate: [Offerings](#)



Thank you