

Migrating your Datacenter to Azure

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Partner



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Gold Cloud Platform
Gold Cloud Productivity
Gold Windows and Devices

Today's Agenda

Introduction: Wade Walker / Lindsay Cowan / Austin Kelly

Microsoft Azure Migrations

- Overview
- Migration Journeys
- Licensing / Cost Management / Optimization

Next Steps

Q & A / Wrap Up



Connecting Enterprise Businesses to the Microsoft Cloud Ecosystem

- Your “Cloud Journey”
- Elevating companies to the cloud
- Build upon the Microsoft Cloud platform
- Leverage our expertise for Microsoft Cloud consulting, licensing, implementation and support
- Together we can help you develop a modern infrastructure with an ecosystem of products and services that are:
 - Secure
 - Built to work together
 - Supported
 - Able to grow and pivot as business needs change



Azure regions

Azure has more global regions than any other cloud provider—offering the scale needed to bring applications closer to users around the world, preserving data residency, and offering comprehensive compliance and resiliency options for customers.

Azure is *“The World’s Computer”*

55 regions worldwide **140** available in 140 countries



* Two Azure Government Secret region locations undisclosed

Azure / Office 365: Trusted

Global



ISO 27001



ISO 27018



ISO 27017



ISO 22301



SOC 1 Type 2



SOC 2 Type 2



SOC 3



CSA STAR Self-Assessment



CSA STAR Certification



CSA STAR Attestation

Regional



Argentina PDPA



EU Model Clauses



UK G-Cloud



China DJCP



China GB 18030



China TRUCS



Singapore MTCS



Australia IRAP/CCSL



New Zealand GCIO



Japan My Number Act



ENISA IAF



Japan CS Mark Gold



Spain ENS



Spain DPA



India MeitY



Canada Privacy Laws



Privacy Shield



Germany IT Grundschutz workbook

Industry



PCI DSS Level 1



CDSA



MPAA



FACT UK



Shared Assessments



FISC Japan



HIPAA/HITECH Act



HITRUST



GxP 21 CFR Part 11



MARS-E



IG Toolkit UK



FERPA



GLBA



FFIEC

Us Gov



Moderate JAB P-ATO



High JAB P-ATO



DoD DISA SRG Level 2



DoD DISA SRG Level 4



DoD DISA SRG Level 5



SP 800-171



FIPS 140-2



Section 508 VPAT



ITAR



CJIS



IRS 1075

Azure Migration Overview

Austin Kelly

Account Manager

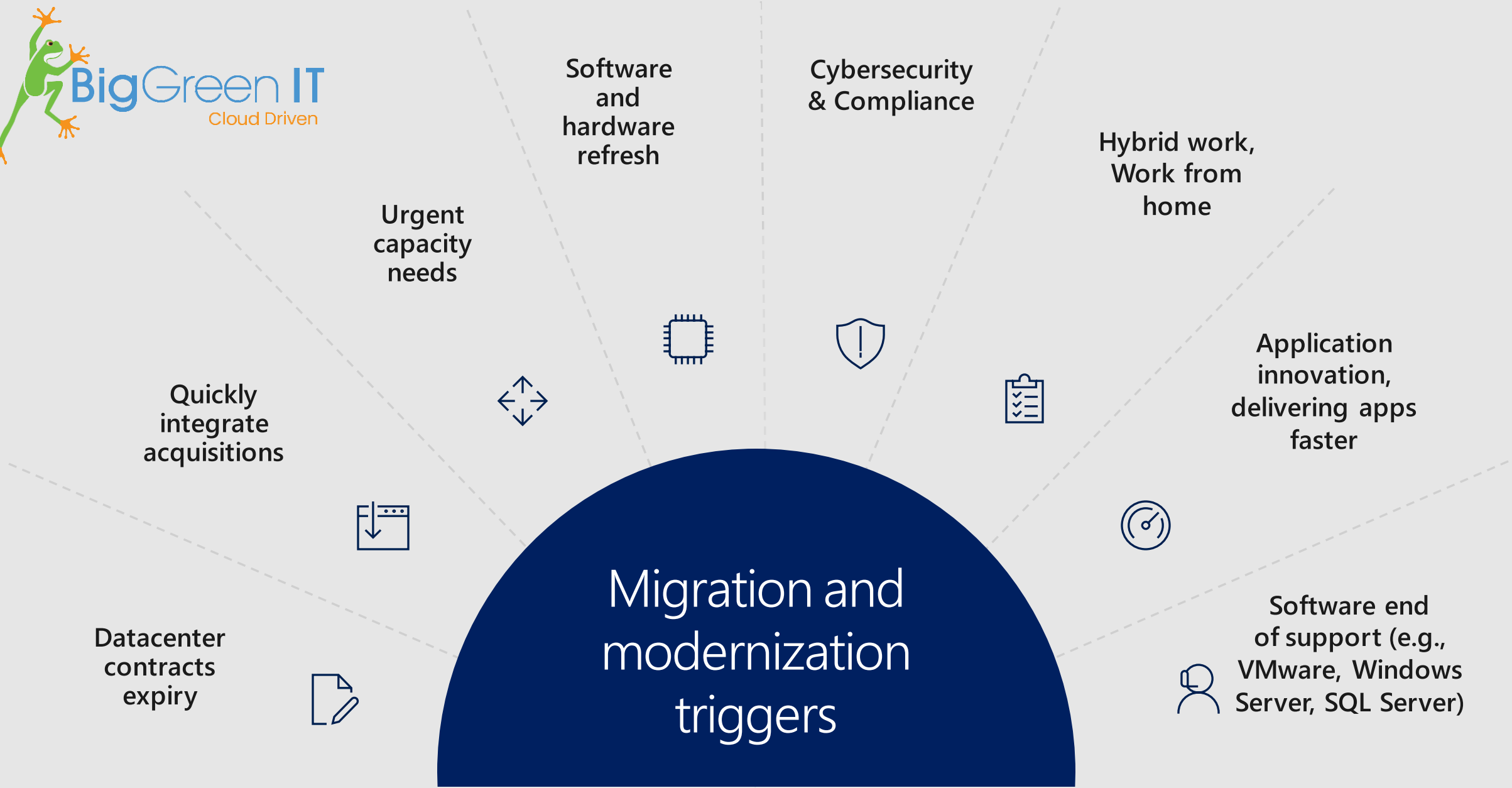
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Core benefits of cloud migration

Moving to the cloud simplifies the deployment and management of infrastructure and allows your business to quickly scale based on demands.



Technical benefits

Elasticity and scaling on-demand are huge shifts that can help improve how you manage, maintain, and pay for your cloud.



Scalability



Availability



Security and compliance



Capacity optimization

Financial benefits

Cloud = flexibility.

Get more out of what you pay for and move away from fixed and upfront spend.



OpEx pricing models



Reduced datacenter footprint



Staff productivity



Sustainability

Cloud migration projects

In addition to the factors that trigger your move to the cloud, consider the range of workloads and applications that can also be migrated. The examples below depict common workloads that customers migrate to Azure.

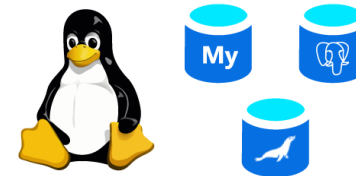
Windows Server



SQL Server



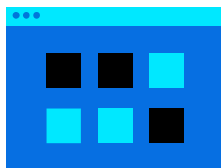
Linux and open-source database



DevTest



Web apps



SAP



Specialized workloads



Virtual desktop infrastructure



Azure Migration Journeys

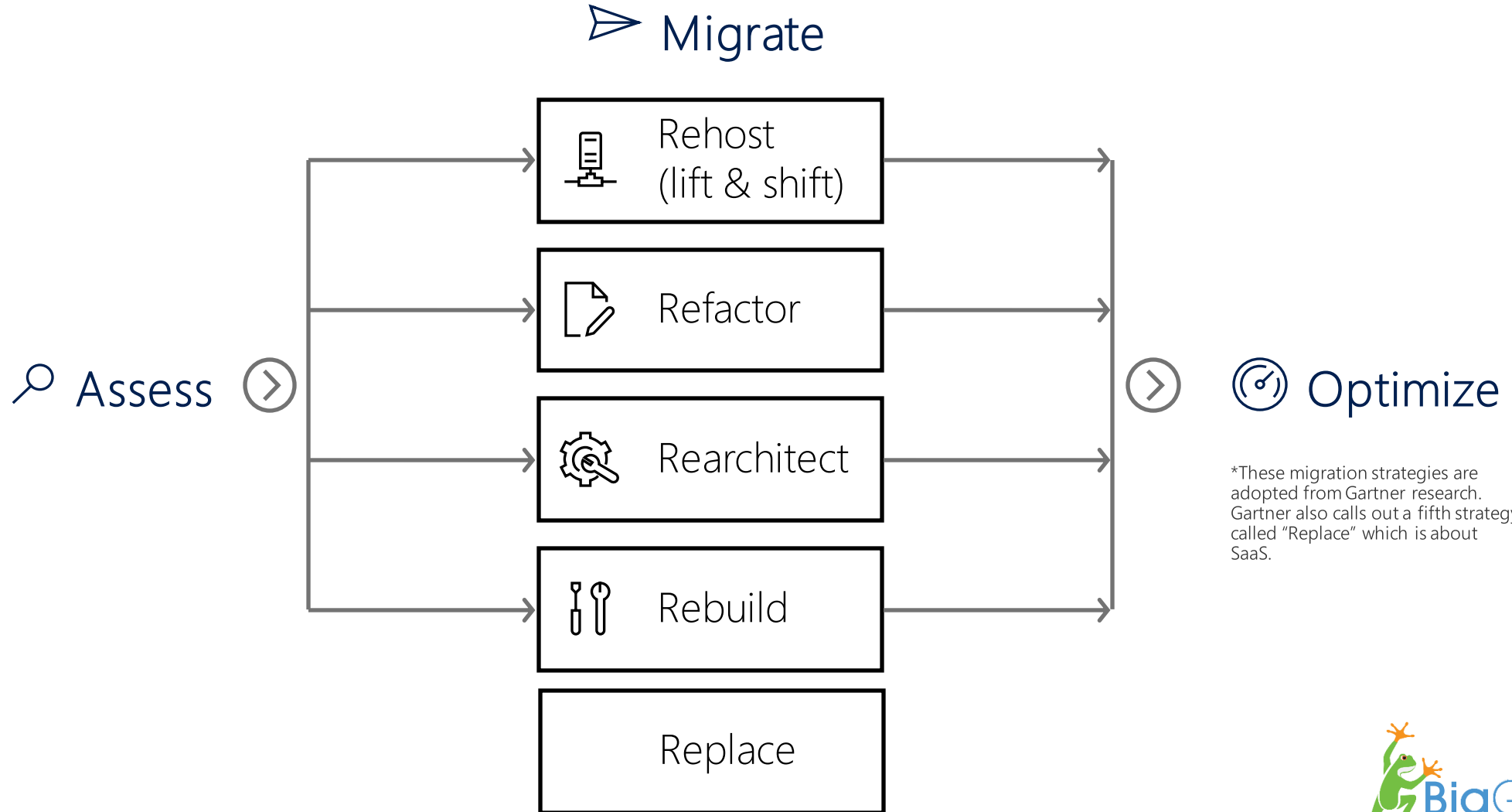
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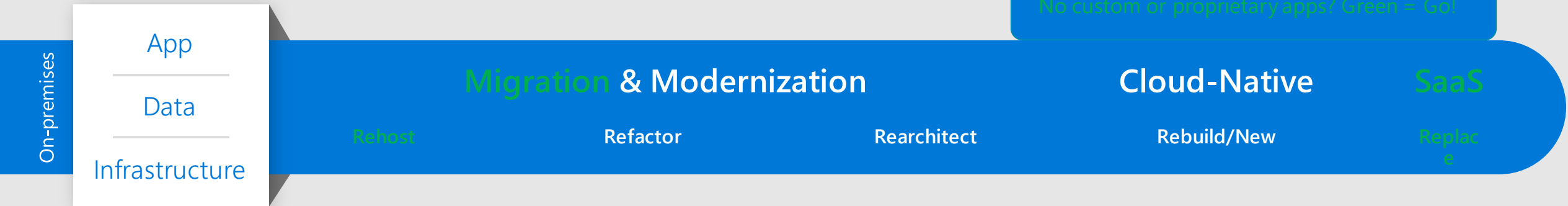
Azure Migration Journey



*These migration strategies are adopted from Gartner research. Gartner also calls out a fifth strategy called "Replace" which is about SaaS.

Different paths - one journey to the cloud

No custom or proprietary apps? Green = Go!



Description

	Rehost Redeploy as-is to cloud	Refactor Minimally alter to take better advantage of cloud	Rearchitect Materially alter/decompose application to services	Rebuild/New New code written with Cloud-Native approach	Replace Move workload to SaaS product
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Business drivers

- | | | | | | |
|--|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| | <ul style="list-style-type: none"> • Reduce CapEx • Free datacenter space • Quick cloud ROI | <ul style="list-style-type: none"> • Faster, smaller updates • Code portability • Greater cloud efficiency (resources, speed, cost) | <ul style="list-style-type: none"> • App scale and agility. • Easier adoption of new cloud capabilities/technologies • Mix technology stacks | <ul style="list-style-type: none"> • Accelerate innovation • Build apps faster • Reduce operational cost | <ul style="list-style-type: none"> • Reduce CapEx • Free up IT staff • Better Support |
|--|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|

Core technologies

	IaaS	Containers PaaS	PaaS Serverless Microservices	SaaS
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Business results

	IaaS: 435% ROI, 73% reduction in datacenter footprint and 83% reduced IT outsourcing cost.	PaaS: 466% ROI, 80% time saved, 5.91M NPV, 50% faster deployments. Containers: 13x more releases, 10x cost reduction, 65% faster developer onboarding, 62% better availability.		
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Rehost

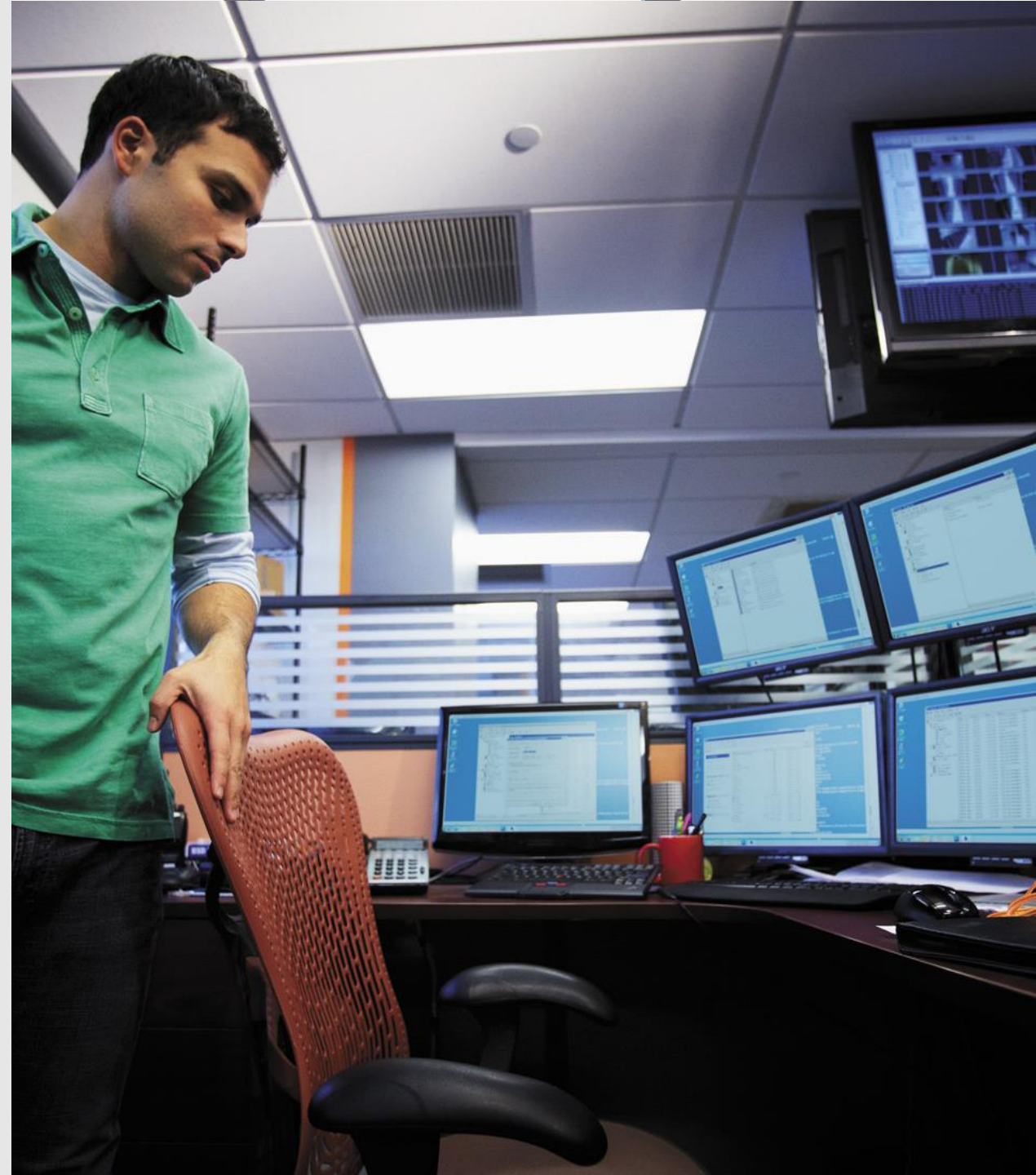
Lift & Shift

Use case

- Want to move to the cloud now but modernize later and drive instant reduction in TCO
- Looking for the quickest way to unlock the benefits of a more flexible and scalable cloud infrastructure
- Want to consolidate data centers, refresh hardware or looking to move away from on-premises systems

Benefits

- Potentially high ROI (435% after migration)
- No need to manage data centers or own/purchase hardware anymore
- Flexible and scalable infrastructure



Refactor

Containers & PaaS

Use case

- Looking to unlock advanced cloud benefits but unable or unwilling to change code or rewrite app for cloud-native functionality
- Using multiple cloud providers and looking for portability and modern DevOps workflows
- Using multiple stacks and/or OSS at the same time in the same application
- Need extra capacity for legacy apps, and on-demand ability to scale

Benefits

- Increased agility with built-in DevOps
- Improved app portability and density
- Existing languages, frameworks and code can be re-used and extended



Rearchitect

Decompose into Serverless & Microservices

Use case

- Apps need major revisions to add new functionality or take advantage of cloud capabilities
- Looking to build a scalable, service-oriented infrastructure with built-in redundancy that handles failures gracefully
- Support future growth more effectively with re-architected, cloud-native applications

Benefits

- Improved performance, scalability, resiliency, and agility with cloud-native capabilities
- Deliver new capabilities with a modernized codebase and an architectural revision from monolithic to distributed while still leveraging existing investments



Rebuild

Build New with Serverless & Microservices

Use case

- Looking to build for cloud-native PaaS environments from the ground up to eliminate prior technical debt
- Leveraging previous investments in a cloud platform, e.g. when customer data has already been moved to the cloud and applications are a logical next step
- Using rapid prototyping and experimentation to facilitate business innovation or the scope of an existing application is too limited in terms of flexibility, functionality or lifespan

Benefits

- Lower application TCO
- Build applications faster and fully leverage cloud-native capabilities and advantages
- Speed up business innovation and digital transformation



Replace

Migrate to SaaS

Use case

- Common business applications and processes take too much administrative time, and don't provide any unique business value
- The most useful and effective solutions are not always available in an on-premise solution
- The cost and complexity of maintaining individual servers and infrastructure for certain applications no longer compares well with SaaS offerings

Benefits

- Specialized training and knowledge no longer required for mundane business applications
- Access to features and functionality that would normally be cost-prohibitive for an organization of a given size
- Better and faster support options



Azure Licensing / Optimization / Cost Management

Austin Kelly

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Silver Small and Midmarket Cloud Solutions

Cloud billing models differ from on-premises but create meaningful savings opportunities



Azure hybrid benefit

A licensing benefit that helps you to **significantly reduce the costs** of running your workloads in the cloud.¹



Azure reservations²

Save up to 72%³ compared to pay as you go pricing.



Dev/test offer & Azure dev/test labs

Quickly provision and deploy. Discounted rates on popular services.⁴



Spot virtual machines

Scale compute at deep discounts, up to **90%** vs. pay as you go pricing.⁵

Azure Calculator ???

1. <https://azure.microsoft.com/pricing/hybrid-benefit/>
2. <https://azure.microsoft.com/reservations/> (For SLES and REHL)
3. <https://azure.microsoft.com/reservations/>
4. <https://azure.microsoft.com/pricing/dev-test/>
5. <https://azure.microsoft.com/pricing/spot/#overview>



Microsoft provides solutions to help you continually optimize your environment



Understand and forecast your costs

Monitor your bill, set budgets, and allocate spending to teams and projects with **Azure Cost Management + Billing**.



Cost-optimize your workloads

Optimize your resources and architecture with Azure best practices from **Azure Advisor**.

Save with Azure offers and licensing terms like the **Azure Hybrid Benefit** and **Azure Reservations** for your Windows and Linux workloads.

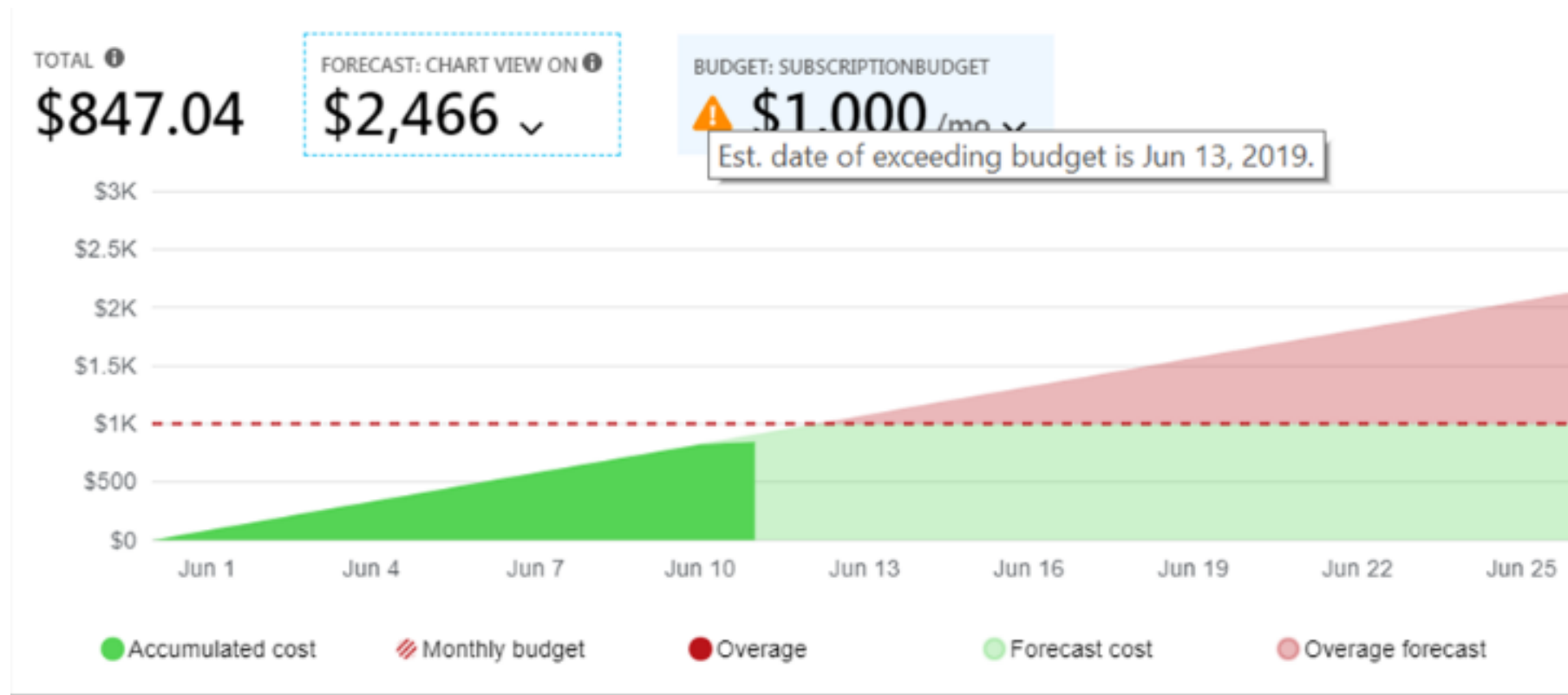


Control your costs

Establish spending objectives and policies with guidance from the **Microsoft Cloud Adoption Framework for Azure**.

Implement cost controls with **Azure Policy** so your teams can go fast while complying with policy.

Azure Cost Management + Billing (Example)



Next Steps



Next Steps

Send email to sales@biggreenit.com requesting more information regarding Azure migrations and our Azure Planning Assessment



Is your IT environment ready for Azure?

This is the question on everyone's mind. Over the past three years the decision has been why and when to migrate to the Cloud with Microsoft 365. Today we are seeing more and more companies analyzing their next Cloud move with Microsoft Azure. What is the next step?

With the deliverables and recommendations of a Big Green IT Azure Planning Assessment, you will be able to build a strategic plan for migrating and adopting the Azure platform for key applications.



What We Do

Big Green IT certified engineers collect current physical and VM information including CPU utilization, storage requirements, workload demands, peak workload scenarios, application dependencies, and unique requirements.

How We Do It

Big Green IT uses a tested and proven combination of Microsoft tools, Big Green IT scripts and other third-party tools to collect real time data for a 7-10 day period. Big Green IT will also conduct interviews with developers, IT Admins, and key application stake holders.

Common Questions

- What does it cost?
- Which apps or services are best suited/not suited for Azure?
- How do we migrate to Azure?
- What are our recommended next steps?



Relevant Links

- Azure Regions: [Choose the Right Azure Region for You | Microsoft Azure](#)
- Microsoft Trust Center: [Cloud Data Integrity at its Finest | Microsoft Trust Center](#)
- Azure Hybrid Benefit: [Azure Hybrid Benefit—hybrid cloud | Microsoft Azure](#)
- Azure Reserved Instances: [Reservations | Microsoft Azure](#)
- Azure Dev/Test: [Azure Dev/Test pricing | Microsoft Azure](#)
- Azure Spot VMs: [Spot Virtual Machines – Spot Pricing and Features | Microsoft Azure](#)
- Azure Cost Management: [Cost Management + Billing - Microsoft Cost Management | Microsoft Docs](#)
- Azure Advisor: [Azure Advisor – Azure Best Practices | Microsoft Azure](#)
- Azure Cloud Adoption Framework: [Microsoft Cloud Adoption Framework for Azure | Microsoft Azure](#)
- BGIT Azure Assessment: [Azure Planning & Migration – Big Green IT](#)



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Questions?

- **LinkedIn**
 - <https://www.linkedin.com/in/waderwalker/>
 - <https://www.linkedin.com/in/lindsaybcowan/>
 - <https://www.linkedin.com/in/a1k/>
- **Big Green IT: Azure Assessment**
- **Microsoft Data Center Optimization (DCO)**
- **Microsoft Premier Support**
- **Microsoft SMB Partner Advisory Council**
- **Microsoft Co-Partner / Partner-to-Partner**
- **International Association of Microsoft Channel Partners (IAMCP)**



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