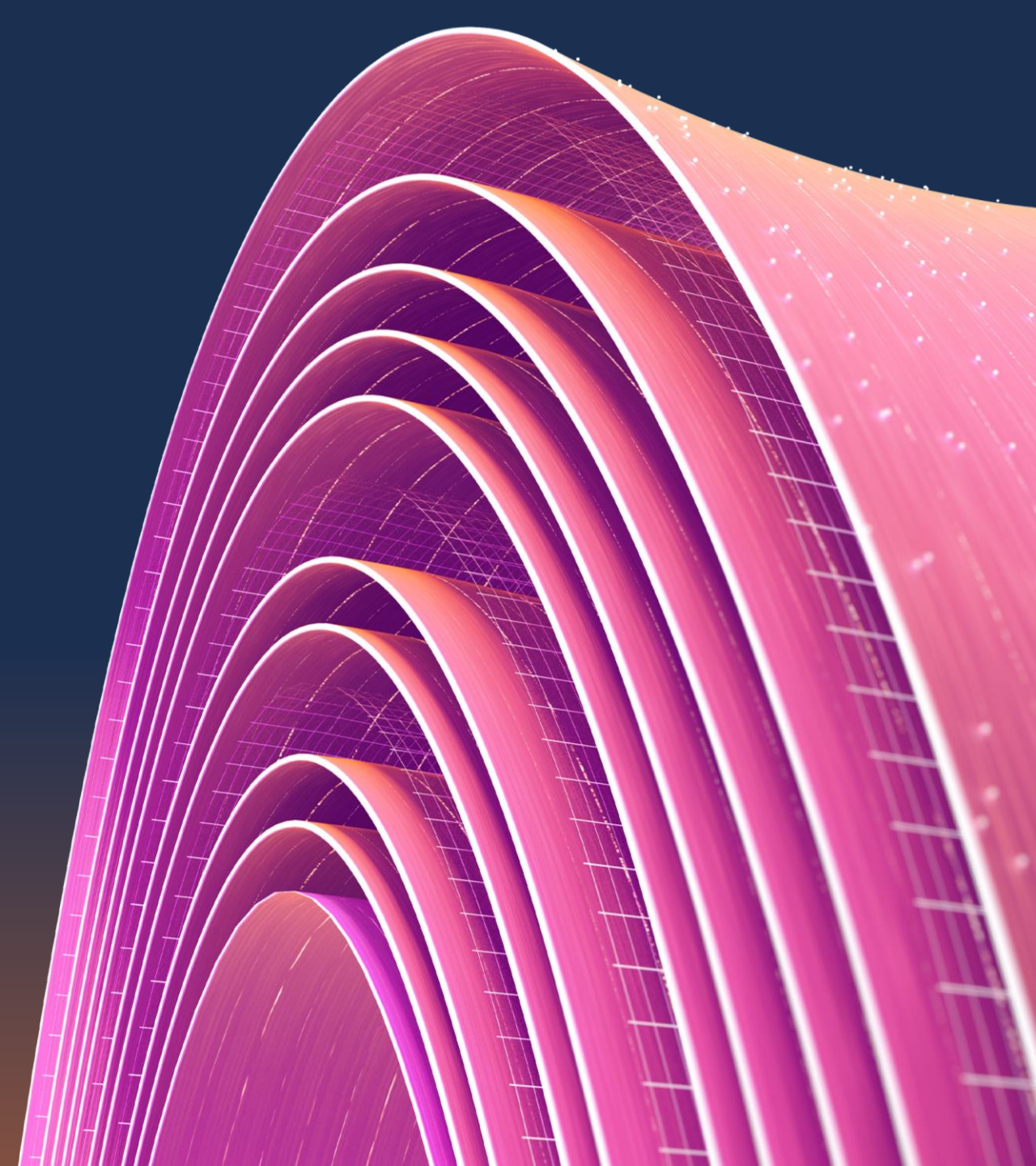Microsoft

Securely Migrate Your Infrastructure to Azure

Business agility is top of mind

#1
organizational initiative[5]

Offset costs and manage cyber risk

100+
vendors and tools for an organization[6]

Control cloud sprawl and tool proliferation

AI

90%
of new apps will embed AI by 2025[2]

Cloud-native

95%
of new initiatives will be cloud-native by 2025[3]

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 services[4]

↑

Secure from code to cloud

219% ROI on security consolidation[3]

↑

Get maximum ROI and performance

80% cost savings[1] and **5x** faster[2] vs. AWS

↑

Get cloud agility anywhere

206% ROI with Azure Arc[5]

↑

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

Flexible options for cloud migration

On-premises
servers, apps and services

Azure options (examples)

Extend Azure security and management
to hybrid and multicloud

SQL Server
+ other databases

Windows Server
+ Linux servers

NetApp

.NET

vmware®

Choose services for your
cloud strategy:

Windows Server on
Azure VMs

Azure Virtual Desktop

Azure VMware Solution

Azure SQL

Azure Arc

Comprehensive
offerings
Azure Migrate and
Modernize

Free tools
Azure Migrate

Microsoft Defender for Cloud

| Starting point | Cloud on your terms | Secure and manage | How to get there |

VMware migration on your terms

Your organization

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

Migrate VMware "as is" with Azure VMware Solution (AVS)

- 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

Modernize to native Azure with Azure IaaS and PaaS

- Leverage Azure and cloud skills

- Modernize with flexible IaaS and PaaS services (e.g. Azure VMs, Azure SQL)

- Shift to Azure compute, storage, and networking infrastructure

- No VMware licenses required

Azure Hybrid Benefit
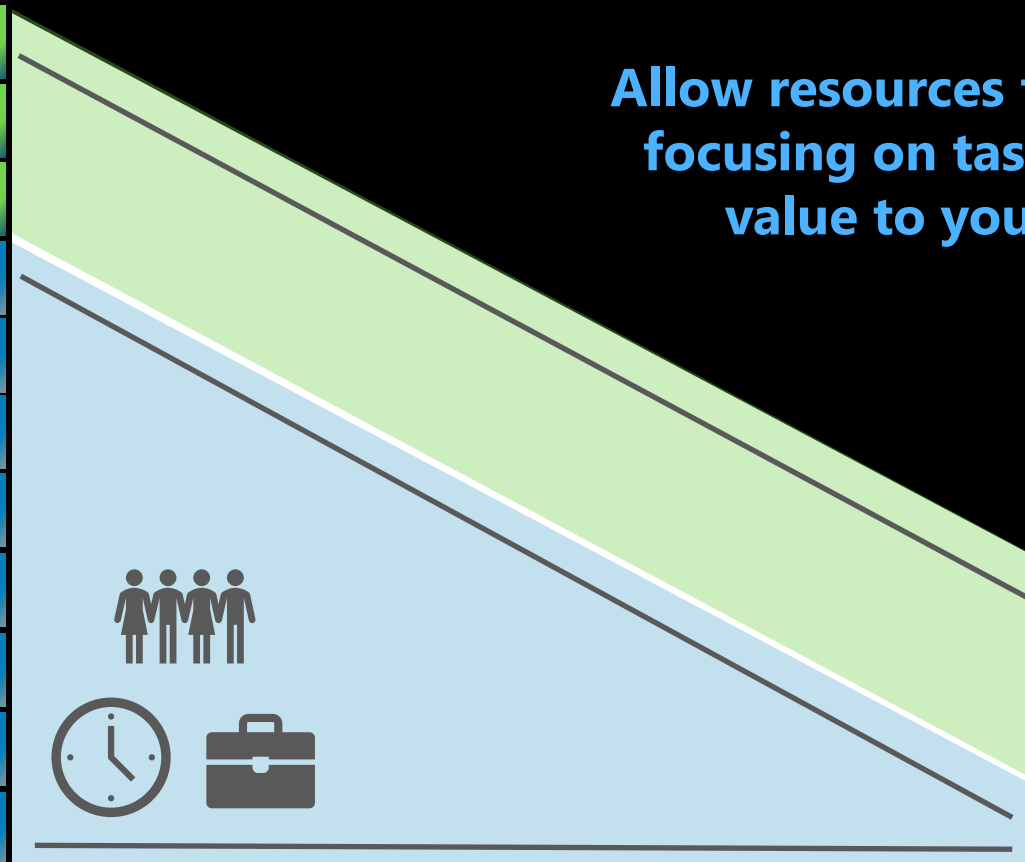**Free Extended Security Updates**

Leverage Azure services
Innovate anywhere with consistent development, operations, and security
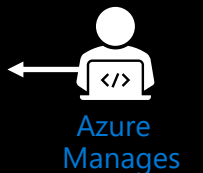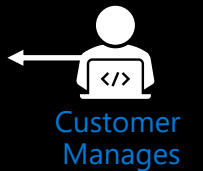
The Azure VMware Solution Value

VMware On-Premises

- Management
- Application
- Operating System
- Hypervisor
- Storage
- Servers
- SAN
- Networking
- Power & Cooling
- Facilities
- Real Estate

Allow resources to spend more time focusing on tasks that add higher value to your organization.

VMware in the Cloud

- Management
- Application
- Operating System
- Azure VMware Solution

Customer Manages

Azure Manages

Azure meets you where you are with an **adaptive cloud** approach

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.
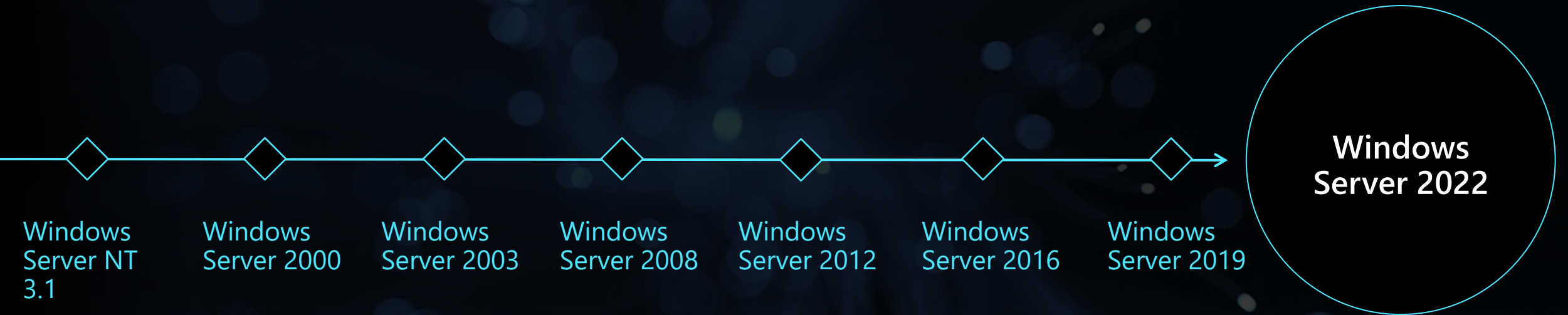
Extend to hybrid multi-cloud, and edge

Unify siloed teams, distributed sites, and sprawling systems into a single operations, security, application, and data model.

Get expert help and guidance with Azure Migrate and Modernize

Windows Server 2022

Run business critical workloads in Azure, on-premises and at the edge

Advanced multi-layered security

Hybrid capabilities with Azure

Flexible application platform

Azure innovation for Windows Server

Save time by simplifying workloads management

Optimize server management to free up time and do more with less

Automate configuration and management of Windows Server VMs
Azure Automanage

Patch without rebooting your Windows Server VMs with
Hotpatch, only on Azure

Deep management of Windows Server in a familiar UI right from the Azure portal with
Windows Admin Center in Azure

Modernize to platform-as-a-service and always stay up to date

Gain flexibility and consistency with native .NET support in App Service and Azure Kubernetes Service

Get leading database performance from fully-managed, secure Azure SQL

Enable secure mode work by deploying virtual desktops and apps easily with Azure Virtual Desktop

Infuse Azure AI services across your portfolio to future-proof for innovation

How to migrate and modernize SQL Server workloads

The family of SQL databases

Azure Arc-enabled SQL Server

Extend Azure to SQL Server environments as the first step in your migration journey

SQL Server on Azure Virtual Machines

Best for lift and shift and/or workloads requiring OS-level access

Infrastructure-as-a-Service

Azure SQL Managed Instance

Best for modernizing existing apps

Azure SQL Database

Best for supporting modern cloud apps
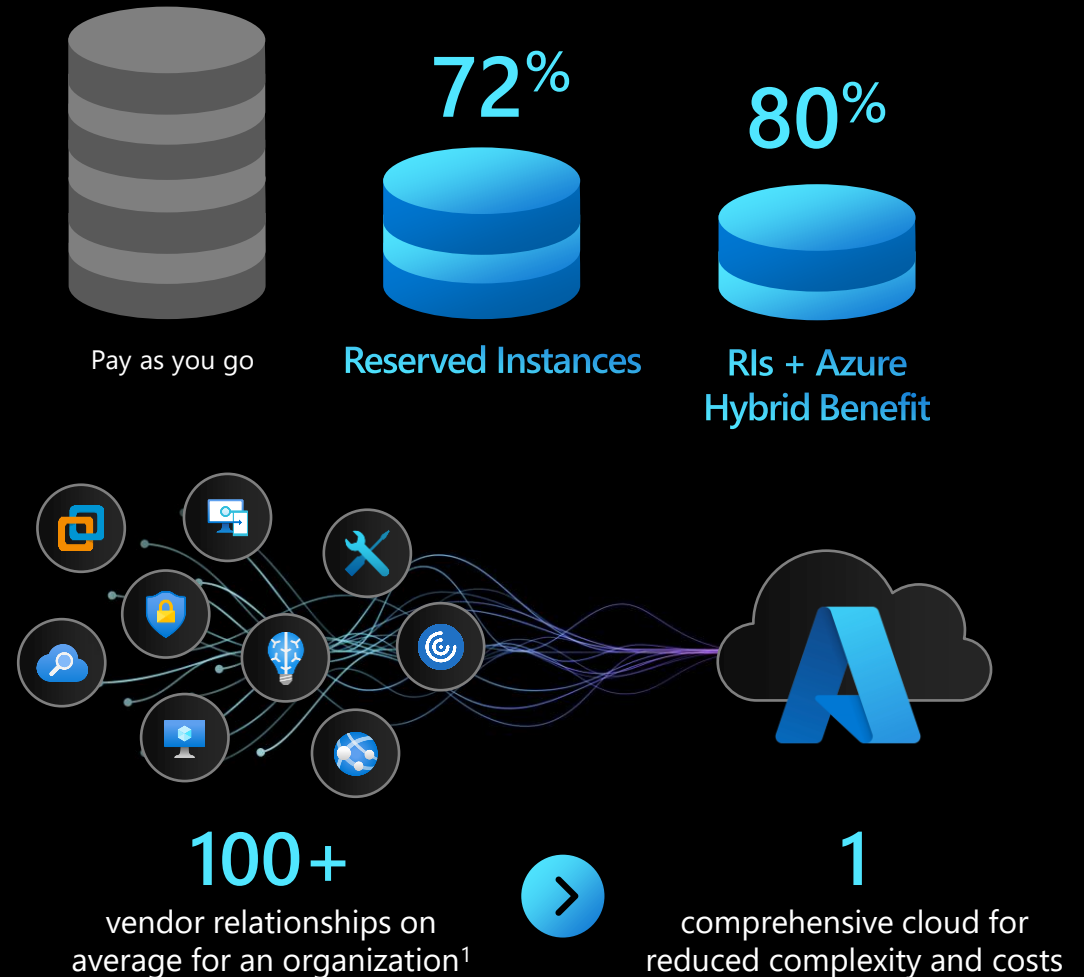
Platform-as-a-Service

Azure SQL enabled by Azure Arc

Run Azure SQL on premises and in multicloud environments

Learn more about your migration options in our upcoming "Securely Migrate Your SQL Server to Azure" session

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 organization[1]

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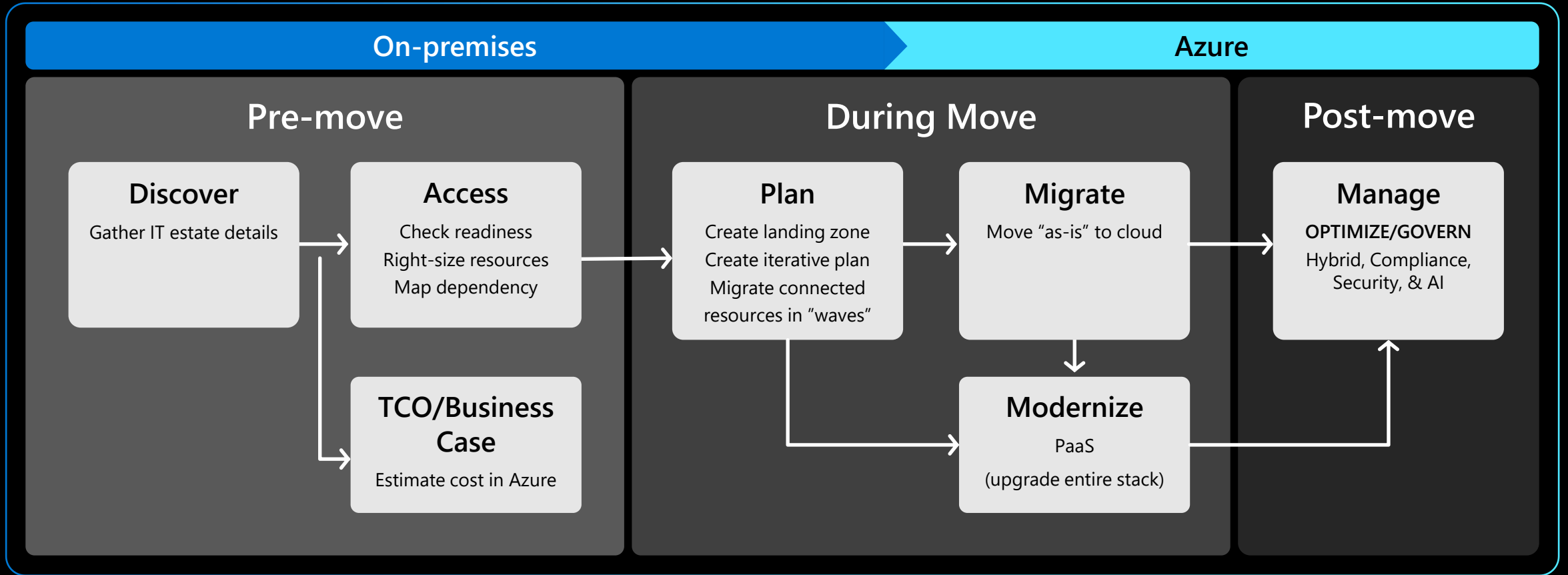
Only Azure Hybrid Benefit offers **180 Days Dual Use Rights**

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

Recommended customer journey

Azure

Pre-move

Discover
Gather IT estate details

Access
Check readiness
Right-size resources
Map dependency

TCO/Business Case
Estimate cost in Azure

During Move

Plan
Create landing zone
Create iterative plan
Migrate connected
resources in "waves"

Migrate
Move "as-is" to cloud

Modernize
PaaS
(upgrade entire stack)

Post-move

Manage
OPTIMIZE/GOVERN
Hybrid, Compliance,
Security, & AI

Microsoft

Thank you