Securely Migrate Your Infrastructure to Azure
Business agility is top of mind

Offset costs and manage cyber risk

Control cloud sprawl and tool proliferation

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
5. Flexera 2023 State of the Cloud Report
Pressing priorities
Manage rising costs, maintain security, control IT sprawl

Be AI-ready
Embrace responsible, secure AI, cloud-native technologies
Pressing priorities + AI-ready

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**

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Azure is purpose-built for every workload.
Flexible options for cloud migration

On-premises servers, apps and services
- SQL Server
  + other databases
- Windows Server
  + Linux servers
- .NET
- vmware

Azure options (examples)
- Choose services for your cloud strategy:
  - Windows Server on Azure VMs
  - Azure Virtual Desktop
  - Azure VMware Solution
  - Azure SQL

Extend Azure security and management to hybrid and multicloud
- Microsoft Defender for Cloud
- Azure Arc

Comprehensive offerings
- Azure Migrate and Modernize
- Free tools
  - Azure Migrate

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

VMware in the Cloud
- Management
- Application
- Operating System
- Azure VMware Solution

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

In the cloud | In your datacenter | At the edge
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 with 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

- **Azure SQL Managed Instance**
  Best for modernizing existing apps

- **Azure SQL Database**
  Best for supporting modern cloud apps

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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

100+ vendor relationships on average for an organization

<table>
<thead>
<tr>
<th>Feature</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>AWS can be up to 5x more expensive than Azure for Windows Server and SQL Server</td>
<td>Save up to 85% over standard pay-as-you-go rate leveraging the Windows Server and SQL Server licenses</td>
</tr>
<tr>
<td>Azure Hybrid Benefit enables Windows Server license assignment in the cloud</td>
<td>Save up to 55% over standard pay-as-you-go rate for Azure SQL Database</td>
</tr>
<tr>
<td>Only Azure Hybrid Benefit applies to SQL Server DBaaS including 1 = 4 vCPUs exchange</td>
<td>Only Azure Hybrid Benefit offers Unlimited Virtualization and meets compliance requirements with host-level isolation for Dedicated Hosts</td>
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<tr>
<td>Only Azure offers Free Extended Security Updates</td>
<td>Only Azure offers Free Fail-Over Servers for SQL Server Disaster Recovery</td>
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Recommended customer journey

**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
Thank you