

# Azure Proof of Value

Show real business value faster with Adaptiv's outcome-driven Azure Proof of Value.

Organisations are under pressure to innovate faster and at the heart of that innovation lies data and system infrastructure. One of the most pivotal steps is modernising legacy systems, yet uncertainty around where to start, what works, and how to demonstrate value often holds back progress. These initiatives can be complex, costly, and resource-intensive. Once started, they can be difficult to reverse, creating a risk of overcommitment before the right direction is proven.

## What is this offer about?

A focused, low-risk approach is essential to validate ideas and demonstrate measurable value before scaling transformation. Adaptiv's Azure Proof of Value engagements deliver confidence and clarity, proving not just that a solution works, but that it drives real business outcomes. Leveraging Azure's integration ecosystem including Azure Functions, API Management, Event Grid, Data Factory, Logic Apps, and Service Bus, our team builds secure, scalable solutions that connect systems, data, and processes seamlessly. Backed by decades of integration expertise, we help you quantify impact, confirm feasibility, and define a clear path to production success.

## Ideal Customer Profile

The Azure PoV is ideal for organisations that are currently;

- ▶ Exploring cloud modernisation, data transformation, or AI adoption but unsure how to begin or whether the approach will deliver value.
- ▶ Evaluating Azure's capabilities before full deployment and needing a safe, low-risk way to test performance, scalability and business outcomes.
- ▶ Proving technical feasibility, integration fit, or business ROI to build stakeholder confidence and secure future investment.
- ▶ Navigating Azure's complexity without in-house expertise and looking for trusted guidance from a partner with deep integration experience.

"Adaptiv's culture of engagement and professionalism, their deep knowledge, and willingness to offer advice and beyond, have been a hallmark of our relationship over the years."

**Mark Phillips**  
GM of Technology  
Fletcher Building Group



## AT A GLANCE

**TIME TO VALUE:** Est. 1-3 weeks

**COST:** \$10k - \$30k scope dependent

- ▶ **Discovery Workshop and Scope Definition:**  
Alignment on goals, success criteria, and measurable outcomes.
- ▶ **Azure Architecture Design:**  
Outlining the services, integration patterns, and environments required for the PoV.
- ▶ **Configured Azure Environment:**  
Setup of the necessary Azure resources, connectivity, and security foundations.
- ▶ **Working Prototype or Solution Demo:**  
A functional proof demonstrating the use case in a real-world context.
- ▶ **Performance and Testing:**  
Detailed testing and analysis to validate the solution's viability.
- ▶ **Documentation and Handover:**  
Including technical design, test results, and next-step recommendations.
- ▶ **Summary Presentation:**  
Key findings, business insights, and roadmap to production implementation.

# Adaptiv's Engagement Model

Delivering a successful Proof of Value requires structure, clarity, and alignment. At Adaptiv, our engagement model follows the Microsoft Cloud Adoption Framework (CAF), to ensure every Azure PoC is purposeful and outcome-focused.



## 01

### DISCOVER



**Discover:** Define the business challenge, success measures, and scope.

## 02

### DESIGN



**Design:** Translate findings into a practical PoV plan and architecture.

## 03

### DEPLOY



**Deploy:** Build the proof of concept in a controlled Azure environment.

## 04

### DELIVER



**Deliver:** Validate outcomes, share insights, and define the path forward.



Adaptiv provides world-class integration, consulting and execution, and data and analytics services.

Our expertise has helped some of the largest enterprises seamlessly transition to cloud or hybrid environments & integrate their systems, delivering clear and measurable value to their bottom line.

#### SALES / GENERAL

info@adaptiv.nz  
+64 (09) 280 6675

#### SOCIAL

@adaptivanz  
in adaptiv-integration

#### LOCATIONS

Auckland  
Wellington  
Christchurch  
Melbourne  
Brisbane

Adaptiv brings unparalleled expertise in solving complex integration, data & AI challenges. Our solutions are tailored to help enterprises modernise legacy systems and streamline operations using the world's leading technology platforms. With us, you gain a strategic partner focused on delivering meaningful outcomes; quickly, reliably, and at scale.

