

./ADASTRA

Azure Arc Capability

A single control plane for your infrastructure
and governance

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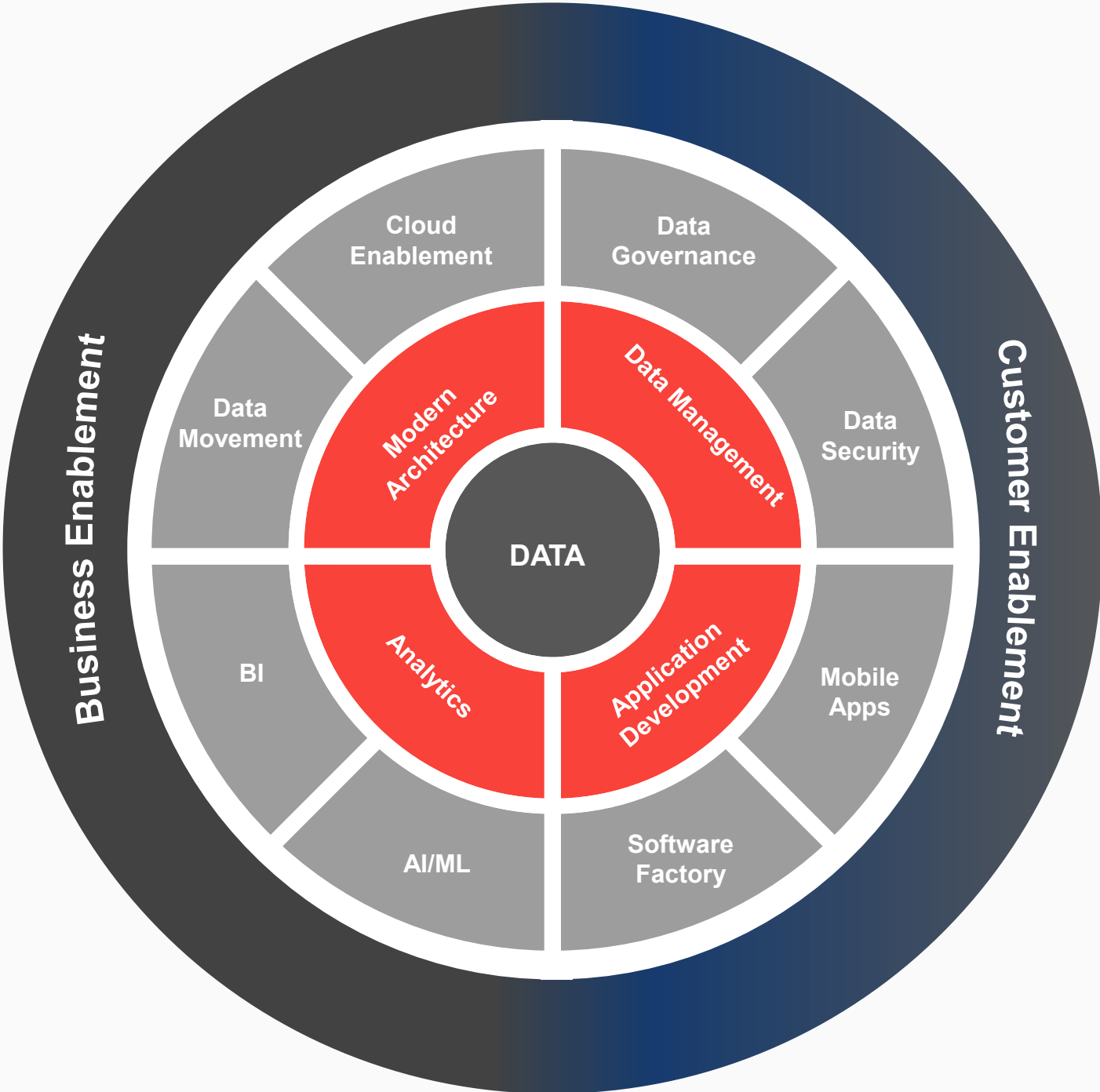
Adastra Overview



ADASTRA'S Superpowers


Data is the heartbeat of every organization - it brings strategy to life and enables great customer experiences.

For over 20 years, Adastra has been driving our customers forward leveraging Data & AI as a guiding light and business enabler.



Adastra's Global Presence



 Adastra Offices

 **CANADA**

Toronto
Calgary
Ottawa
Vancouver
Montreal

 **UNITED STATES**

Los Angeles
Miami
New York

 **AUSTRIA/
SLOVAKIA**

Bratislava

 **CZECH REPUBLIC**

Prague

 **GERMANY**

Frankfurt
Wolfsburg
Hanover
Munich
Magdeburg
Darmstadt

 **BULGARIA**


Sofia
Varna
Plovdiv

 **GREECE**

Thessaloniki

 **THAILAND**

Bangkok
Chiang Mai

 Countries where we have delivered projects



8

Countries



22

Offices



500+

Customers



2,200+

Professionals



40+

Countries where we
have delivered projects



20+

Languages
supported

Adastra: #1 Data / AI Partner

Microsoft Impact Awards Won: Analytics, AI, Data Platform Modernization, Financial Services, Manufacturing, Commercial
Microsoft Impact Awards Runner-Up: Partner of the Year, Global Analytics, Global Power BI, Migration, Customer Journey

Ability to Scale

With over 2500 GLOBAL staff, 500 CDN staff, and 500 Azure and Power Platform specialists, Adastra is ready to scale

Proven Success

Adastra has the best record in Canada, successfully driving customer Azure adoption / ROI for over 200 organizations in the last two years

Best Shore Delivery

Adastra's best shore delivery model ensures top global experts can be applied to any project and provides offshore economies of scale for heavy lift tasks, with global teams working in partnership with our on-location experts.
Adastra offers global 24 / 7 delivery and support, through our NA, EUR, and ASIA teams.

Complete Stack Delivery

Azure Infrastructure, Azure App Dev, Azure BizApps (O365 / D365), Azure BI Analytics, Azure Big Data, Azure Data Science, and Power Platform

Agility

Adastra delivers for customers of all sizes: from SMC to Enterprise



Adastra's Deep Microsoft Partnership



Data & AI
Azure

Specialist
Windows Server and SQL Server
Migration
Analytics



Infrastructure
Azure

Specialist
Windows Server and SQL Server
Migration



Digital & App Innovation
Azure

Specialist
Low Code Application
Development



Business Applications

Specialist
Low Code Application
Development

Adastra: Go-To Partner for Data & AI

- 10x Impact Award Winner
- 12x Impact Award Runner-Up
- 2x Global Impact Award Runner-Up

- Advanced Specialization for Azure Analytics
- Advanced Specialization for Azure Migration
- Azure Migration Factory Partner

- Microsoft Fabric 50 Partner
- Product Team Collaboration Partner across Fabric / Databricks / Synapse / Purview products



Adastra Azure Specializations

AZURE FOUNDATION

cloud adoption framework, well architected framework, tenant design, resource naming, service tag approach, network architecture, governance design, tco analysis, hybrid network implementation, devops integration, azure foundation, azure arc, iac automation, ...

AZURE APP / DATA

app / data assessment, app / data decisioning (lift / shift vs modernize), app / data architecture, api architecture, microservices architecture, app/ data security design, migration roadmap, migration execution, iac pipelines, devops integration, ...

AZURE SECURITY

security assessment, identity strategy, role based access, secrets management, encryption, data loss protection, api management, private zone configuration, siem / soar integration, policy enforcement, security implementation ...

AZURE ANALYTICS

analytics assessment, analytics architecture, analytics roadmap, data zoning, enterprise model design (kimball, inmon, data vault), ETL data pipelines, persona enablement, citizen report development, trusted data as a service, ...

AZURE LAKEHOUSE

lakehouse assessment, data lake design, Hadoop integration, pyspark data engineering, ELT pipelines, spark delta lake, spark streaming, serverless compute, devops integration, ...

AZURE AI / ML

advanced analytics assessment, cognitive service integration, r&d model training / testing, mlops implementation, ai / ml pipelines, data science workbench automation, devops integration, ...

POWER PLATFORM

citizen development assessment, power platform governance, roles / responsibilities, environment strategy, CoE kit, canvas / model apps, power automate flows, power automate rpa, power platform dataverse, power bi datasets / reports, bots, ...

AZURE DATA GOVERNANCE

data governance assessment, data catalog, data classification, data sensitivity, data use governance, data privacy, data lineage, master data management, data quality management, reference data management, ...

AZURE INTEGRATION PAAS

integration paas assessment, api management, logic workflows, service bus management, event grid distribution, peer to peer patterns, pubsub patterns, managed file transfers, iot telemetry streaming, iot edge device management, ...

Adastra's Azure Team

550 Azure Specialists

75 Azure Architects

**50 Azure
Data Scientists**

**275 Azure Certified
Resources**

**300 Azure
Data Engineers**

**150 Power Platform
Specialists**



Realize Your Data-Driven Destiny

For 20+ years, customers have trusted Adastra to design and deliver comprehensive data-driven solutions that fuel efficiency, innovation and long-term success. Our diverse set of Superpowers transform the way organizations utilize their data, unlocking its full potential.



Adastra Managed Services

Engage & Onboard



Run & Operate



Manage & Control



Adastra as your Digital Partner as a Service offers you enterprise-grade analytics capabilities, effective cost management, and accelerated time to market

Impact at Customers



400% Business Growth Facilitated by an Azure Cloud Migration at large logistics company

- 8x** faster system integration
- 400%** business growth facilitated
- 140** virtual machines migrated to Azure



70% improvement in data acquisition speed using Lucid and GenAI for Microsoft Fabric Modernization.

- Processed **1.3TB** of POS transaction data from the last 2.5 years.
- Over **2 billion** item transactions over 190 supermarkets.
- 400x** reduction in turn-around time for POS data onboarding
- 20x** increase in development speed.
- 10x** cost savings.



Manufacturing process optimization decreased CO2 emissions and shipment costs by 20%

- 20%** decrease in shipment costs
- 20%** lower CO2 emissions

Adastra Culture

Adastra has a strong “do more with less” culture

- Get it done mindset (find quick win paths and avoid analysis paralysis)
- Innovation and strategic design focus
- Incremental value delivery (deliver timely business outcomes and avoid big bang programs)
- Deep experience enabling landing zones, app planes, data planes, and related governance
- Best of breed global team of experts to cover any innovation / operation use case
- Responsible trusted advisor, with deep experience, to drive to the right outcomes with the right advisory

Highly integrated best shoring model, which provides economies of scale through a cohesive team, ensuring our customers receive the highest quality of service irrespective of team location

Adastra will ensure our best talent is aligned to each modernization use case, and will prioritize continuity across workstreams with our resources

Adastra measures success by our customer’s post engagement outcomes; we ensure our customers are positioned to successfully own, operate, and extend our solutions after build, either through knowledge transfer or managed services

ADA STRA

Azure Arc Offer



Adastra 2 - 2 - 2 Offer: Azure Arc

AN AZURE ARC PARTNER YOU CAN TRUST

Organizations are dealing with increasingly complex and diverse infrastructure environments. To ensure consistent governance and service levels, it's critical organizations establish a common control plane, to ensure every resource / service has consistent monitoring and management, wherever it's deployed. Through this engagement, Adastra will pilot Azure Arc in your organization, establishing a single control plane for windows / linux / sql / container services, while empowering simplified deployment and innovation.

- Scope

- Perform discovery on current enterprise architecture, governance, and network design
- Define Azure Arc service / network architecture
- Define Azure Arc governance playbook
- Define Azure Arc implementation roadmap and TCO
- Prepare Azure Tenant / Data Centers for Azure Arc implementation
- Onboard up to 25 servers to Azure Arc and enable bi-directional system governance
 - For Windows, Linux, SQL, VMWare, or Containerized systems deployed anywhere

Step 1

Free Visioning / Discovery Workshops

Mobilize with a complimentary 2 hour Art of the Possible Azure Arc session, followed by a 2 day discovery and design workshop.

Step 2

Azure Arc Pilot (2 weeks, 15k USD Value)



Unified Experience



Scale and Speed



Advanced Insight



ROI Benefit

* As a leading Microsoft Solutions Partner, Adastra has access to Microsoft ECIF funding to offset Pilot costs

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Why Adastra?



Customer Enablement

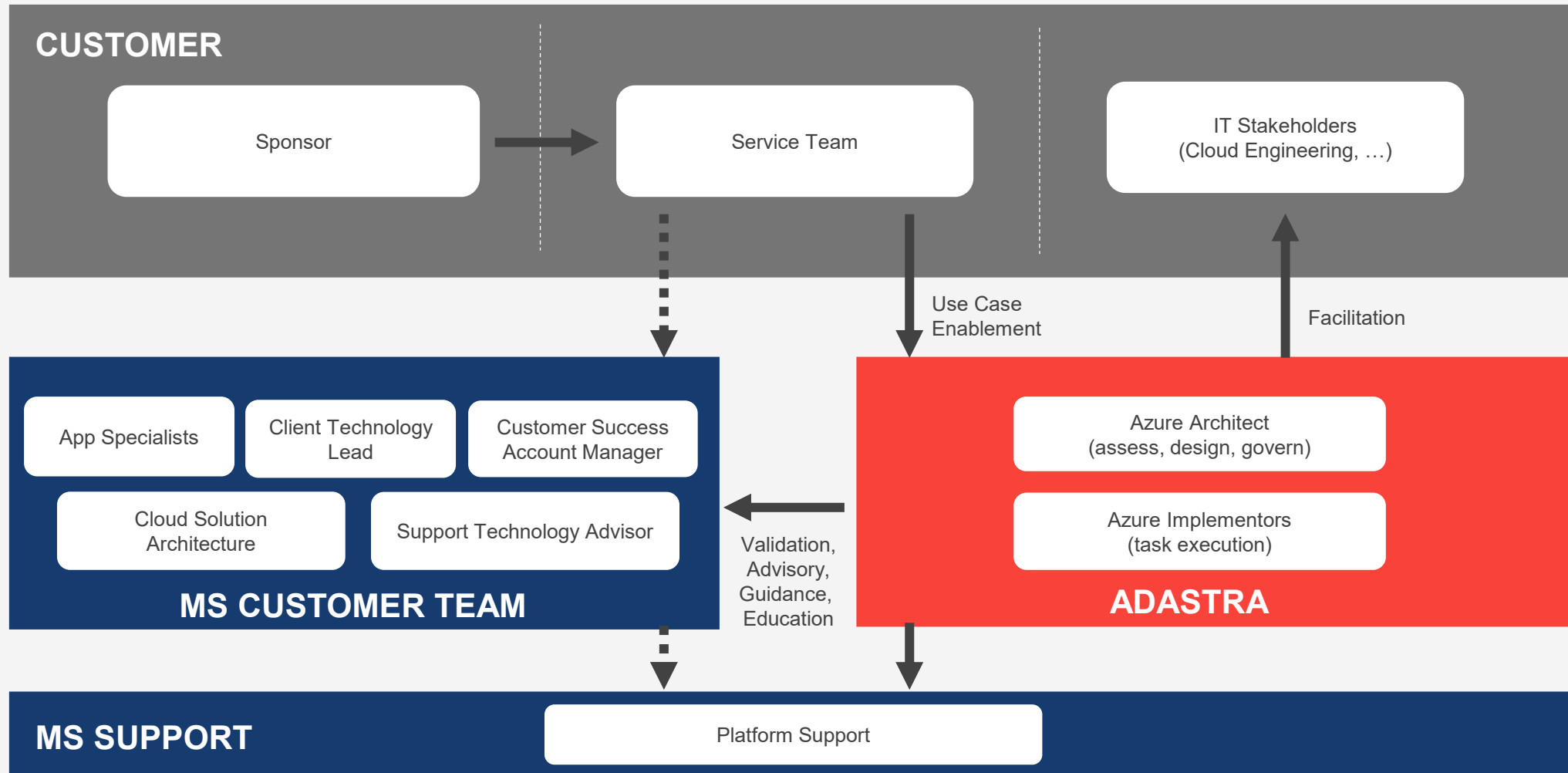
One of Adastra's primary goals will be enabling Customer resources to take ownership of the analytics platform

To achieve this goal, Adastra will:

- Assess Customer skills and provide skilling recommendations
- Provide guidance regarding roles / resources to build and support the platform
- Document, justify, and knowledge transfer all design decisions
- Validate all design artefacts with relevant Customer stakeholders and facilitate Customer stakeholder approvals
- Perform weekly project status reviews with Customer stakeholders
- Perform weekly / bi-weekly development reviews with Customer technical team
- Where applicable, establish co-development teams to build Customer resource development capability
- Provide operating guides for solution and position Customer operations team for platform support
- Throughout the engagement, transition from Adastra owned, to Customer owned, build and support model

Adastra can also provide Change Management services as part of Customer enablement

Adastra / Microsoft Collaborative Team Structure



Why Adastra?

Adastra's deep experience with Devops standardizes and accelerates global deployment of services.

Adastra's global delivery team enables 24 / 7 support and economies of scale for our customers.

Adastra's WAgile approach ensures the right foundation, while enabling incremental value post foundation.

Adastra has implemented successful, proven Azure modernization solutions at >250 organizations.

Adastra is ranked as a top Microsoft cloud modernization partner in North America, and is a Microsoft global finalist.

Adastra's team of 500 Azure modernization specialists (/w 300 certified) have deep experience realizing Azure customer success.

Adastra maintains strategic, long term partnerships with our customers. We are invested in our customers long term success.

As a 25 year old global organization, Adastra is the right strategic partner to work with; Delloite's Top 50 Managed Companies status.

Adastra delivers the complete solution life cycle for our customers; discovery, design, plan, implement, release, support.

Thank You!



adastracorp.com



hello@adastragr.com

