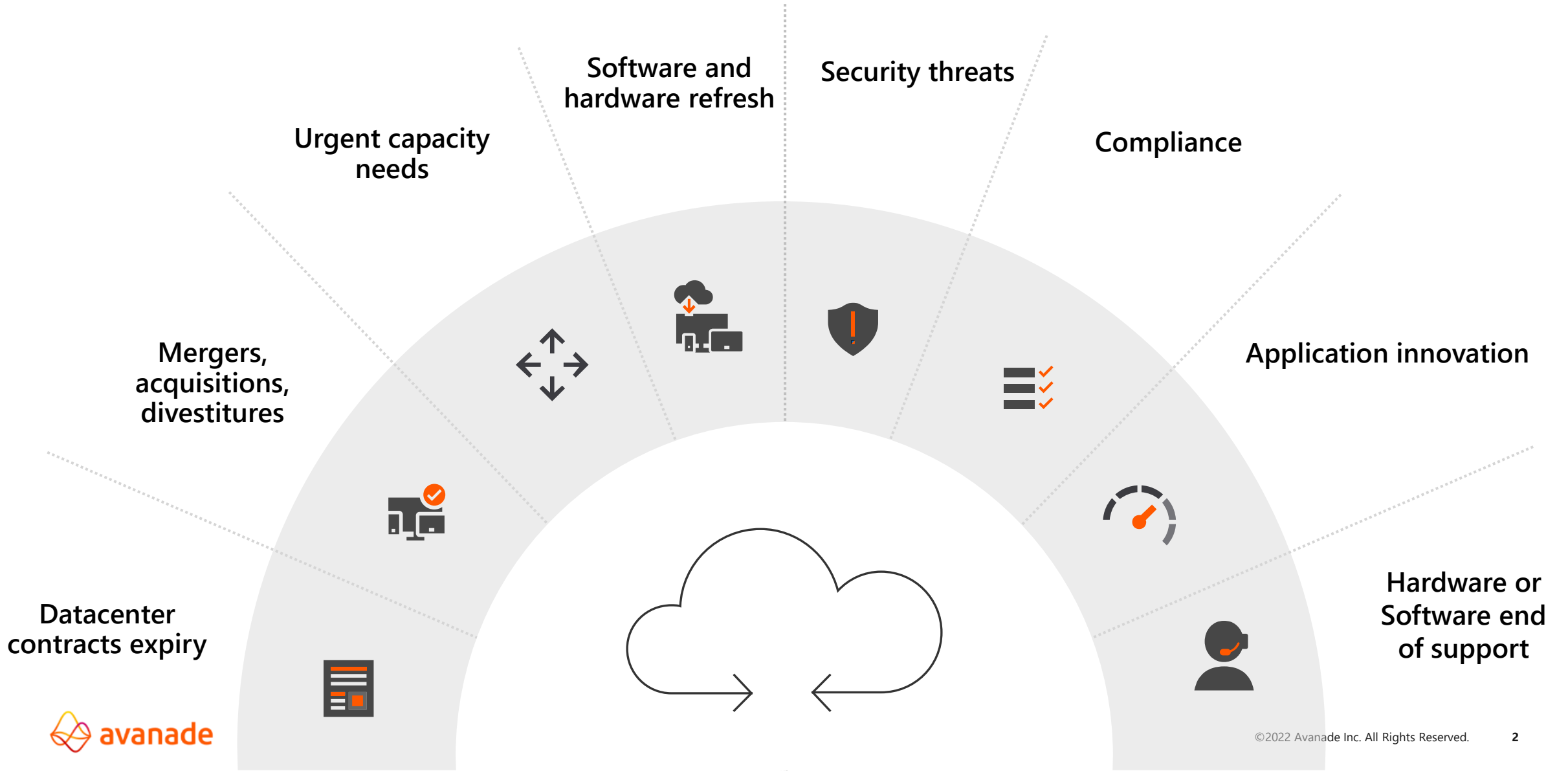


# Avanade AVS Offering

March 2022



# Cloud adoption drivers



# What is Azure VMware Solutions (AVS) ?

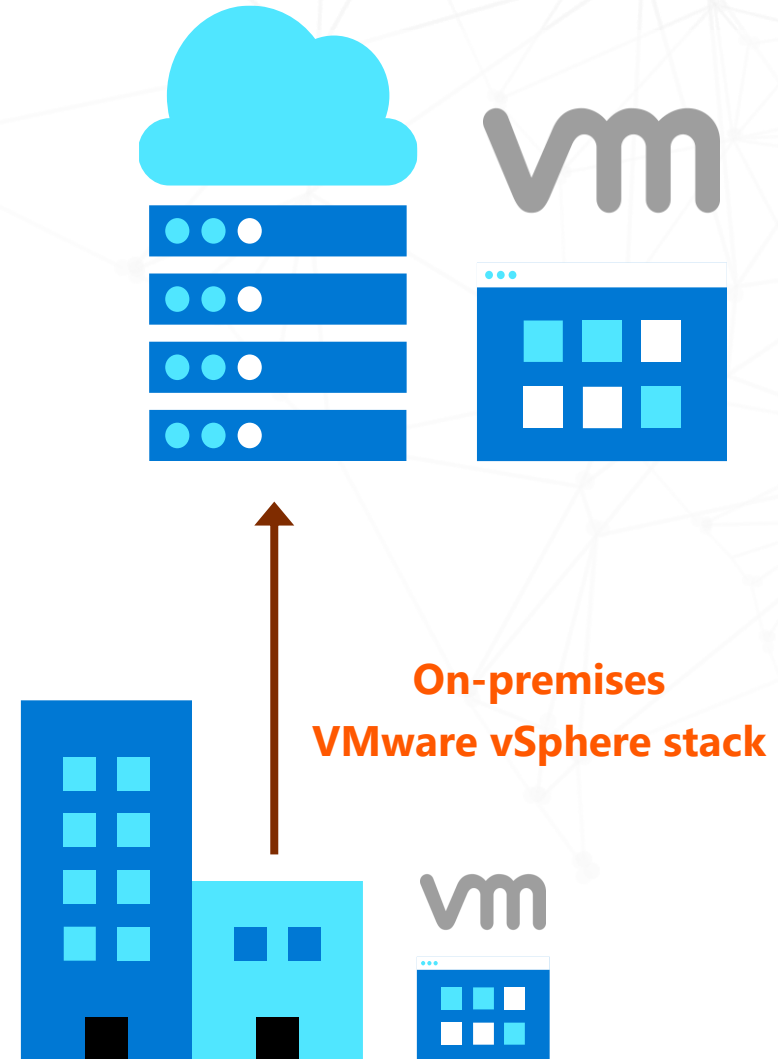
It is a comprehensive VMware environment on dedicated Azure infrastructure.

Built by Microsoft and VMware.

It runs your VMware workloads natively on Azure, supported and operated by Microsoft.

It allows you to manage, and secure applications across VMware environments and Microsoft Azure with a consistent operating framework.

It allows you to accelerate your journey to the cloud and digital transformation.



# Azure VMware Solutions

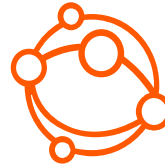
Run your VMware workloads natively on Azure



Get scale, automation, and fast provisioning for your VMware workloads on global Azure infrastructure



Keep using your existing VMware investments, skills, and tools, including VMware vSphere, vSAN, and vCenter



Modernize your VMware workloads by integrating with native Azure services such as Azure Active Directory, AI and Analytics



Take advantage of unmatched Azure pricing and benefits for Windows Server and SQL Server



Confidently use Azure VMware Solutions knowing that they're first-party Microsoft offerings backed by VMware

# Azure VMWare Solution use cases

## CLOUD MIGRATION

- Data Center outsourcing to CSP
- Pool of applications with unfavorable re-factoring ROI
- Applications with specific architectural requirements
- Data center split post divestiture
- Sustainability initiatives / reduce carbon footprint

## DATA CENTER EXTENSION

- Extend / Consolidate/exit data centers
- Tech Refresh – Move away from CapEx to OpEx
- Integrate data centers post M&A

## DISASTER RECOVERY

- DR audit protection
- Replace legacy DR / DIY solution
- Ransomware protection



# Why choose Azure VMWare Solution?

## Horizon 1: Choose AVS

*Achieve immediate value – Cost, Scalability & Security posture*

### Move. Now.

- Move workloads, apps and data to Azure quickly with minimal risk
- Leverage existing investments in VMware, tools and staff technical skills
- No App reinstallation / config / compatibility assessment required
- Improve scalability, resilience and cost in weeks
- Application interactions and dependencies based on Avanade Isotope & Azure Arc
- Single pane of glass management including governance controls across on-prem and cloud resources
- Only AVS provides free extended security updates for Win Server 2008 / SQL Server 2008 and Azure Hybrid Benefit

### Acceleration

Accelerate the cloud transformation, exit Data Centers & eliminate technology debt

## Horizon 2: Optimize & Modernize

*Maximize the value*

### Not just about cost-take-out:

- Optimize and modernize cloud-enabled data and apps to enhance and improve business processes
- Enhance governance and compliance for continuous & sustainable efficiencies
- Data-driven decisions about cloud migration based on Avanade Isotope & Azure Arc
- Use managed services to adopt efficient cloud operations

### Efficiency

Improved project delivery efficiency, faster time to value, enhanced quality output.

## Horizon 3: Create

*Create new digital capabilities and services*

### Become a cloud-native organization:

- Enable new experiences and deliver intelligent insights using advanced cloud services
- Innovate business models to respond to disruptions and evolving needs

### Net Revenue Growth & Productivity

Enable strategic innovation across business units and corporate functions leveraging partners innovation capabilities

Key Outcome

# Avanade AVS offering

The Avanade AVS offering is delivered through a modular approach. Each stage is designed to align with our Customer's broader program and to establish a well-defined enterprise ready foundation of governance, implementation patterns, operational toolset and operational readiness to support the transition or implementation of VMWare environment on Azure.

The Avanade AVS offering consists of the following key modules:

## Rapid Discovery (Mandatory 1 Week)

Learn about Customer's cloud strategy, requirements, and desired future state towards current and target VMWare environment

- Understand current and target state and gather requirements
- Understand and align with Customer and their Journey to Cloud planning and timelines
- Educational sessions towards Azure VMWare Solution concepts

## VMWare Azure Platform Foundation (Mandatory 2-4 Weeks)

Towards the placement of Customer's VMWare environment in Azure:

- Azure Brown field: Assessment of current Azure footprint and practices readiness and required optimizations
- Azure Green field: Establishment of cloud platform foundation.
- Enable and establish Azure security capabilities

## Azure VMWare Solution

Planning and Migration of VMWare environment to Azure VMWare Solution:

- Assessment VMWare environment and Business Systems
- Migration wave planning
- Plan, Test and Migrate
- Post migration support
- Managed services

## Azure Operations Readiness (Optional 1 Week)

Initial planning and concept shaping around operational readiness for Azure VMWare Solution, addressing:

- Service Readiness
- Process Readiness
- Operational Readiness
- Operate Readiness



# Avanade AVS offering, our value proposition

Run your VMware workloads natively on Azure; Unified management; data-driven insights



- Protect existing VMware investments
- Azure interface to manage Azure & vSphere VMs
- Leverage tools and staff expertise
- Avoid steep learning curve



- **Azure Arc** for Unified management including hybrid multi-cloud scenarios
- **Avanade Isotope** for data-driven insights
- Move groups based on app dependencies



- Improve security posture with Azure security insights
- Free extended security updates Win2008/SQL2008 as well as Win2012 / SQL2012



- Intelligent workload placement using **Avanade Isotope**
- Seamlessly extend architecture to include Azure PaaS
- Modernize by integrating with and leveraging cloud native azure services



- CapEx to OpEx; Reduced OpEx (Reserved instances)
- Azure Hybrid Benefit (AHB) – further lower pricing



- Built-in automation
- Scale when you need to; pay for what you use
- Reduce provisioning times
- Reuse CI / CD / Build Pipelines



- First-party Microsoft offering backed by VMware
- Fastest migration to public cloud with lowest risk



- Reduce carbon emissions / earn carbon credits
- Potential for 84% carbon & 65% energy reduction



**Avanade**

Winner of **9** Global Microsoft Partner of the Year Awards including Alliance SI Partner of the Year for the **16<sup>th</sup>** time.



# Establish the Azure Platform and Security Foundation



## Azure Platform Readiness, Planning & Implementation

## Azure Platform Security and Governance

## Azure Platform Monitoring and Management

Key Deliverables Architecture: Azure Foundation Key **Requirements** and **Target State Architecture**

Key Deliverables Design: Azure **Platform Details Design**, Azure **Security Design**, Azure **Operations and Platform Management Design**

Key Deliverables will include:

- **Enterprise Azure Platform**  
Establish Azure as a platform for mission critical workloads.
- **Azure VMWare Pattern**  
Establish AVS pattern based on the required capacity, performance and sizing.
- **Networking**  
Plan for ExpressRoute, Virtual WAN concepts and Azure Networking.
- **Testing**  
Assist on the performance and resiliency testing.

Key Deliverables to secure Azure platform:

- **Identity Services.** Establishment of identity services and integration within the Azure platform.
- **Security Baseline/Governance**  
Development of Azure Policy, RBAC and other protection mechanisms using industry standards and compliance
- **Privilege Identity Management**  
Development of conditional access, MFA and identity monitoring
- **Azure Key Vault**  
Development of Azure Key Vault to secure certificates, keys and secrets

Key Deliverables to operate and manage Azure VMWare Solution platform:

- **Operations Monitoring (Queries, Alerts, Notifications)**  
Development of Azure monitoring, log analytics and performance monitor
- **Azure Patch Management**  
Development of patch management using Azure tools
- **Backup and Recovery**  
Development of Azure backup and recovery for workloads on Azure
- **Reporting**  
Development of PowerBI for reporting of Azure operations and management purpose.

# Migration to Azure VMWare Solution

Assessment

Planning

Rehost

Go-Live

- Application based planning
  - Workload characteristics
  - Application owners
  - No code scan or assessment
  - Interviews
  - Dependencies
  - Complexity
  - Approach
  - Migration Planning input
- Develop Migration Plan
  - Technical Details
  - Dependencies/Mappings
  - Scenario Description
  - Timeline and milestones
  - Script
  - Risk assessment
  - Rollback plan
  - Cutover plan
  - Post test plan
- Run Migration Plan
  - Evaluate Migration Plan
  - Smoke Test
- Run Migration Plan
  - Prepare for cutover
  - Cleanup test leftovers
  - Attach to management toolset
- Run Migration Plan
  - Final data sync or data migration
  - Cut-over/Coexistence
  - Run post test plan
  - Activate management toolset

Discover and Assess

Planning

Migrate

Prepare

Cut-over

### Key objectives

- Application led and enterprise grade migration planning considering dependencies, integrations and business continuity
- Clear gated and staged approach per business application
- Low to no down time to end-users
- Program management and governance

QA and Test

- Customer led:
  - Functional
  - non-Functional
  - Performance

QA and Test

- Cutover Readiness

# Establish an Operationally Ready Azure VMWare Solution

## Operations Readiness

Operational and  
Process Readiness

Governance Policies and  
Principles

### Service Readiness

Key Deliverables will include:

- **Azure VMWare Solution Service description document**  
The document describes the aspects of the Azure VMWare solution towards the Service Consumer organization. This includes service map, service catalogue, service levels, support hours.

### Process Readiness

Key Deliverables will include:

- **Modern Service Management Processes**  
Modified and/or create new ITSM processes in support of a modern IT environment.

### Organizational / People Readiness

Key Deliverables will include:

- **Azure VMWare Solution Operations RACI**  
Including role descriptions.

### Operate Readiness

Key Deliverables will include:

- **Azure VMWare Solution Operations Guide**  
Including defined tasks and task to role assignment

#### Key objectives

- Clearly defined Azure VMWare Solution cloud services including service integration and service brokerage maturity.
- A modern lens on existing ITSM processes in support of a modern IT environment.
- skill set uplift planning, a modified org structure as required and an updated RACI
- Initial Operations guide baseline; an enablement of a new operating model for Azure VMWare Solution.

### Governance

Objective: uplift of governance policies and procedures with appropriate controls

Key Deliverables will include:

- **Azure Governance Policies and Procedures**  
Ensuring controls using Azure cloud native tools

# Why Avanade

## MICROSOFT'S STRATEGIC PARTNER FOR AVS



Drive Continuous Value and Innovation



Unbeatable Microsoft expertise\*



Global presence



Agile delivery approaches



Unique Culture



\* Winner of 9 Global Microsoft Partner of the Year Awards including Alliance SI Partner of the Year for the 16<sup>th</sup> time.

Thank You!

