

Brillio Data Center Migration to Azure using *BrillioOne.ai*

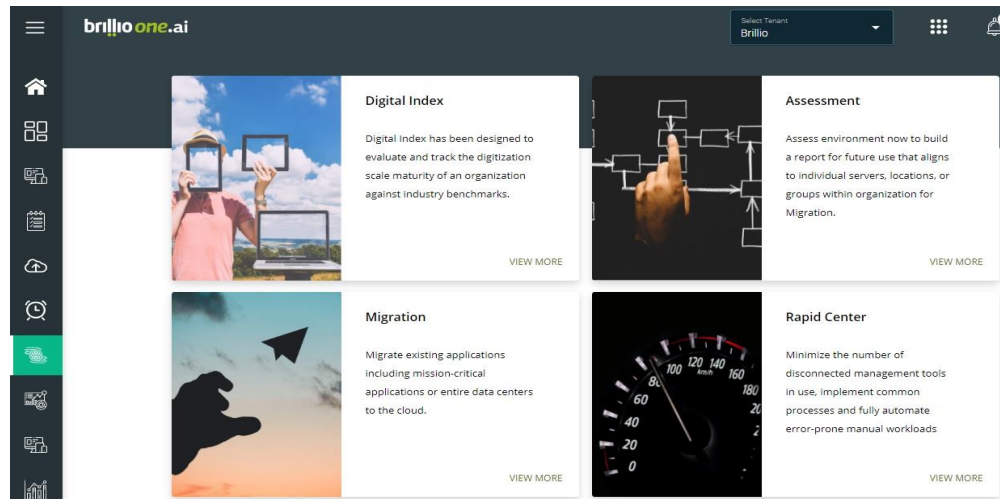


What is it?

- *BrillioOne.ai* is an end to end cloud migration and management platform that consolidates plan, build, run phases in a single plane of glass. *BrillioOne.ai* templatize governance, security, cost management to enable centralized IT control and freedom for developers adopt Azure quickly.
- *BrillioOne.ai* helps define, design, and prepare the cloud environment. *BrillioOne.ai* Digital index is used for assessment, *BrillioOne.ai* Migration & Rapid center aids in the migration process, *BrillioOne.ai* security handles the compliance part and dashboards help to run and govern the cloud

Solving Client Problems: “Lack of Control with Cloud, one at a time adoption”

- Cloud subscription permission lacks the fine gain IT control
- Companies need enterprise-wide strategy but force to trial and error approach



Values to Microsoft:

- Systematic, automated bi-modal assessment framework (app to infra, infra to app) that shorten the assessment from months to days
- Managed services completed with 5 Rs model and post migration services to ensure continuous cloud adoption and not just lift and dump
- Part of exclusive MSFT Cloud Economics Program with addition to MSFT funding and industry assessment tools
- Ready to demo Co-Sell Ready solutions with a comprehensive approach

Microsoft Technologies:

- Azure IaaS, Azure PaaS, Azure SQL, Express Route etc.

MSFT Revenue:

- \$130K - \$1.5M in annual Azure consumption

Probing Questions: (VP/IT Director, VP/Director of Security/Governance)

- Have you tested your disaster discovery and backup plan?
- How do you ensure proper security and governance are in place
- currently and if you move to the cloud?
- How do you properly control the cost against budget of Cloud applications?