

The background image is a modern office interior, heavily tinted with an orange color. It features a long wooden conference table with several orange chairs. A large screen is visible on the right wall, and a kitchen area with a hexagonal patterned backsplash is on the left. The text is overlaid on a white rounded rectangle in the center.

# Lumen

## Azure Capabilities and Methodology



Lumen is Microsoft's preferred partner supporting Azure globally via our networking, infrastructure and managed services.

Azure Network MSP	Cloud CSP	Azure Network Peering Service Provider
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## Solutions Partner Designations and Specializations

Digital & App Innovation

Infrastructure

Data & AI

Modern Work

Microsoft and Lumen's partnership generated key innovation collaborations:

- 1 Private LTE/Wireless/5G
- 2 Azure Stack HCI Lumen Edge Bare Metal / Application Modernization
- 3 Azure Synapse
- 4 Azure IoT Platform for Smart Solutions
- 5 Metaverse
- 6 M365 CoPilot

### DID YOU KNOW?

Lumen has more than 500 Azure experts and 900+ Microsoft certifications.

## Leverage Lumen's Capabilities

Deliver superior customer experiences, reduce operational costs, and improve security with Azure certified Lumen cloud architecture, migrations, and more:



Hybrid &  
Distributed Cloud



Edge Computing  
& Connectivity



Private Wireless /  
LTE & 5G



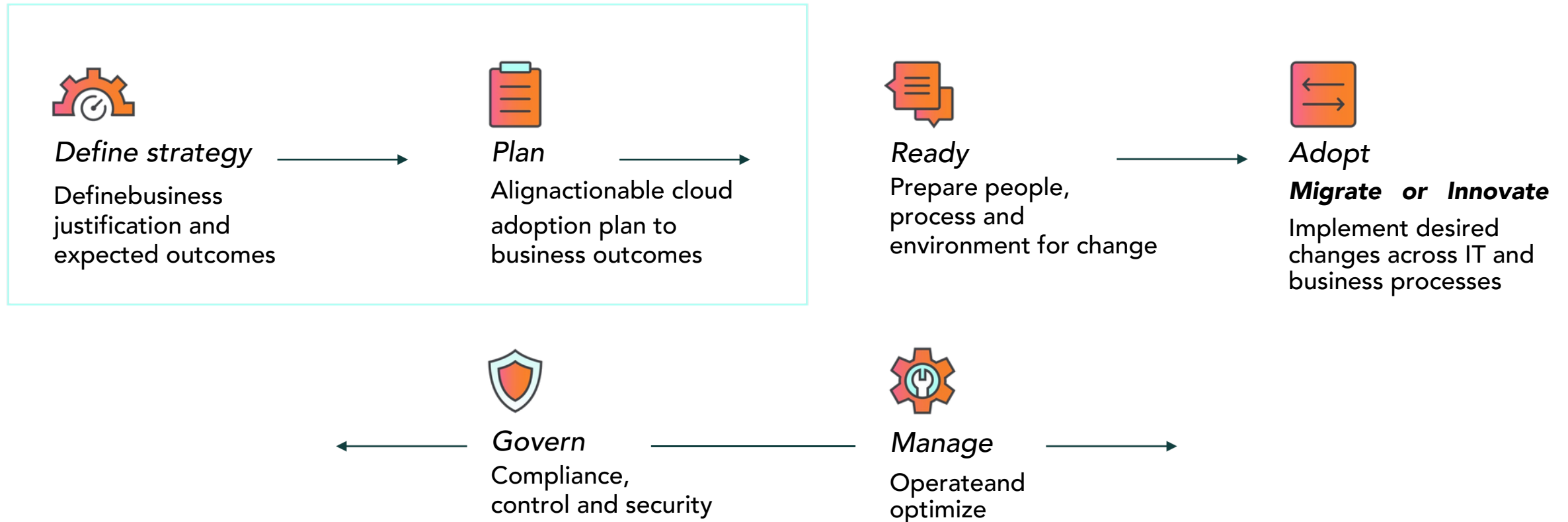
UC&C / Teams  
Phone / M365



Managed and  
Professional Services  
(M&P)

# Lumen Leverages Azure's Cloud Adoption Framework (CAF) Methodology

Proven business and technical guidance to help customers create and implement the strategies necessary to succeed in the cloud.



# Azure SMART Assessment

## Strategic Migration Assessment and Readiness Tool

**What it is:** The Azure SMART assessment is a series of questions to help assess your readiness in regards to:

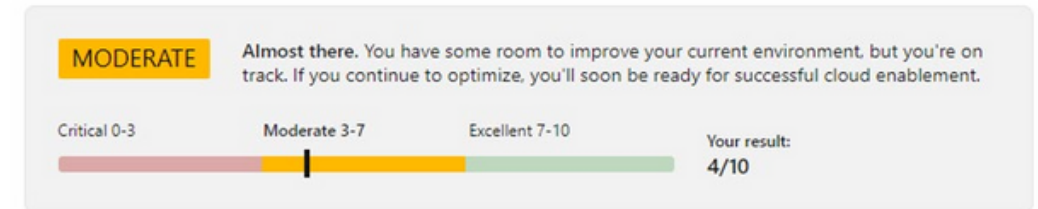
- Business Strategy
- Partner Support
- Discovery and Assessment
- Business Case
- Migration Plan
- Technical Skilling
- Landing Zone
- Migration Execution
- Governance
- Management

### WHY IT WORKS

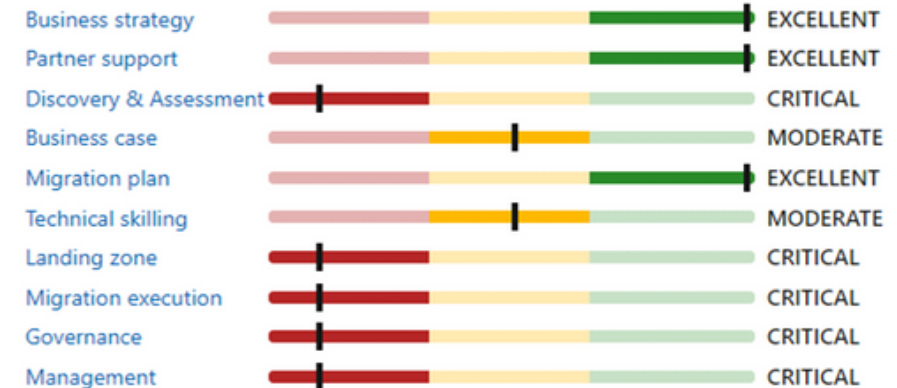
Comprehensive analysis and recommendations across 10 core Microsoft Azure areas are critical to initial migration planning and ongoing improvement target tracking.

## Sample SMART Assessment Scorecard

### Your overall results



### Categories that influenced your results



You can find out how to improve on individual categories by reviewing the [recommendations](#) below in the report.

# Azure Well-Architected Framework (WAF) Review

**What it is:** A design framework that helps solution architects build resilient and optimal technical foundations for their workloads.

The framework is founded on five pillars of architectural excellence:

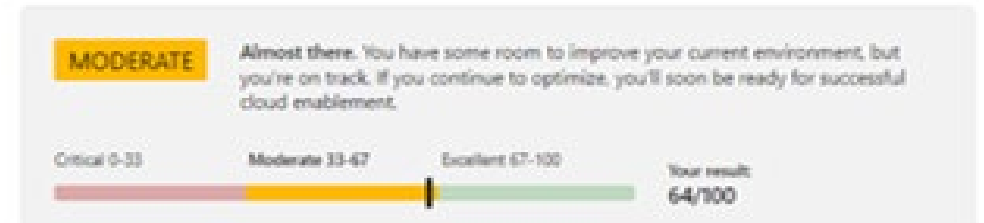
- Reliability
- Security
- Cost Optimization
- Operational Excellence
- Performance Efficiency

## WHY IT WORKS

A well-architected design leads to successful implementation, maximizes ROI, and allows businesses to measure the maturity of its workload on Azure over time.

## Sample WAF Assessment Scorecard

### Your overall results



### Categories that influenced your results



You can find out how to improve on individual categories by reviewing the recommendations below in the report.

***Organizations have been moving to the cloud for years now.***

But the results can be disappointing when the move has been limited to a Lift and Shift approach or simple rehosting.

Before the true potential of the cloud can be realized — cost savings, improved performance, resilience and innovation enablement to name a few — actionable assessments and an application-first perspective must be taken to ensure success.



# Cloud Adoption Plan

**What it is:** The Cloud Adoption Plan is a formal document that captures tactical inputs at the start of a project to ensure the work can be planned and managed accurately and effectively.

## Strategic Planning

(High, Medium and Low):

- Business Motivations and Drivers
- Business Justification
- Business Outcomes
- Key Stakeholders
- Organizational Alignment
- KPIs (Key Performance Indicators)

## Digital Estate Planning

- Migration Rationalization (The 5 R's)
- Workloads (Identification, Validation, Dependency Mapping Planning)

## Skills Readiness Plan

- Current Customer Skill Levels (e.g., Admin, Devs, Cloud Architects, Business Users, Developers)

## WHY IT WORKS

This ensures project and customer have clearly defined success criteria, stakeholder alignment, and documented alignment to business strategy.

Our application modernization framework helps us determine the best strategy for your unique business needs:

## 5 R's of Application Modernization

- 1** *Rehost*  
Lift and Shift migration with minimal architectural change
- 2** *Refactor*  
Change application code to fit PaaS model
- 3** *Rearchitect*  
Modify or extend existing application code to become cloud native
- 4** *Rebuild*  
Complete application rebuild on PaaS to take full advantage of cloud features
- 5** *Replace*  
Replace or retire application removing it from the transformation efforts

# The Lumen Azure Application Modernization Assessment takes a four-phased approach

1

## ASSESS & DISCOVER

*We gather insights and accurate data*

- Document business context, use, users and existing application pain points.
- Gather performance, availability, recovery, security and compliance requirements.
- Get real-time details on your application environment.
- Understand your application estate.

2

## PLAN & DECIDE

*Prioritize efforts and build the plan*

- Align data and insights with business strategy and objectives.
- Identify and decide on prioritized applications.
- Document the App Modernization roadmap strategy and timeline.

3

## MIGRATE

*Prepare a roadmap for your organization's cloud journey*

- Analyze the cost of migration to the cloud.
- Create a comprehensive modernization strategy to a production-ready PAAS solution.

4

## OPTIMIZE

*Measure your progress and continuously improve with a trusted partner*

- Track and achieve milestones using migration plans that are tailored to your business and IT environment.
- Establish a utilization baseline for assessing progress over time.

# Managed & Professional Services (M&P) Cloud Assessment Fast Track

Advisory services for distributed cloud options are in demand as businesses modernize their digital estate — but choosing the right approach can be overwhelming without thoughtful, insight-driven assessments.

## Offering 1

### **Cloud assessment without optimization**

- Customer wants an assessment to move “as is” (rehost) due to time sensitive events and aims to optimize their digital estate later. This option helps determine the best distributed options and approach.

### **Deliverables**

- Infrastructure inventory / application dependency map
- Application migration wave planning report
- Target state compute pricing estimate (single, cloud, or multi)
- Cloud migration roadmap / recommendations, timeline & pricing
- Foundational landing zone implementation
- Disaster recovery analysis and recommendations report (optional)

## Offering 2

### **Cloud assessment with rationalization & optimization**

- Customer wants to rationalize and optimize their digital estate before or during a migration to new distributed compute targets in order to reduce costs and optimize performance.

**Deliverables:** Offering 1, plus:

- Infrastructure / application rationalization report
- Rehost, retain, refactor, retire, re-platform, re-architect, relocate
- Modernization / optimization recommendations report

## WHY LUMEN

- 3/4 of the world's connectivity, including connectivity to the major cloud providers — plus physical private cloud and edge assets
- Neutral view of the best cloud target to meet your desired outcomes
- Strategic partnerships with the major cloud providers

# Lumen Azure Cloud Assessment and Migration Service

1

## ASSESS & DISCOVER

- Define business goals and desired outcomes.
- Assess business & technical readiness, workloads, requirements and review IT environments.
- Report on findings and recommendations, migration plan, governance recommendations and estimates for target environment costs.

2

## DESIGN & BUILD

- Design landing zones following best practices for security and governance and create required automation scripts.
- Perform initial setup of environments including management groups, subscriptions, AD domains, network / VPN.
- Document and validate designs and landing zones.

3

## MIGRATION & HYPERCARE

- Confirm change control and operational readiness.
- Execute migration and optimization plan of identified workloads.
- QA test migration to validate expected results.
- Knowledge transfer and Hypercare.

4

## MANAGED SERVICES

- Azure managed cloud services with Lumen Cloud Application Manager (CAM).
- Activate Lumen managed services (Monitoring, Patching, Support).



10-20 Workloads



~6 Weeks



\$25,000\*

# Lumen Azure Cloud Application Modernization

## Proof of Concept Application Migration

Based on the information gathered during the assessment, we will work with your team to migrate a representative application to the Microsoft Azure Cloud leveraging Microsoft Azure Migrate, Containerize tools, App Service Migration assistant, Azure DB Migration Service and/or other tools and techniques, depending on the nature of the application chosen. This will result in a real-world functional application deployment to Azure with the documented steps and configurations for the migration.

## Assessment, Recommendations, Deliverables

Lumen will provide detailed recommendations and next steps to shape the customer's cloud journey and drive digital transformation..

### WHY LUMEN

- 3/4 of the world's connectivity, including connectivity to the major cloud providers — plus physical private cloud and edge assets
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## Final Assessment Report Includes

- Executive Summary: High-level summary of scope and results
- Current Environment: The collected and assessed applications data
- Identified Risks to business on data security loss and vulnerabilities Guidance on best practices for governance principles and practices
- Analysis and recommendations for application modernization
- Business case: Outlining goals, cost/benefit, cost, and risks.
- Recommended Next Steps: High-level Migration Plan outline

