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Microsoft Business Group
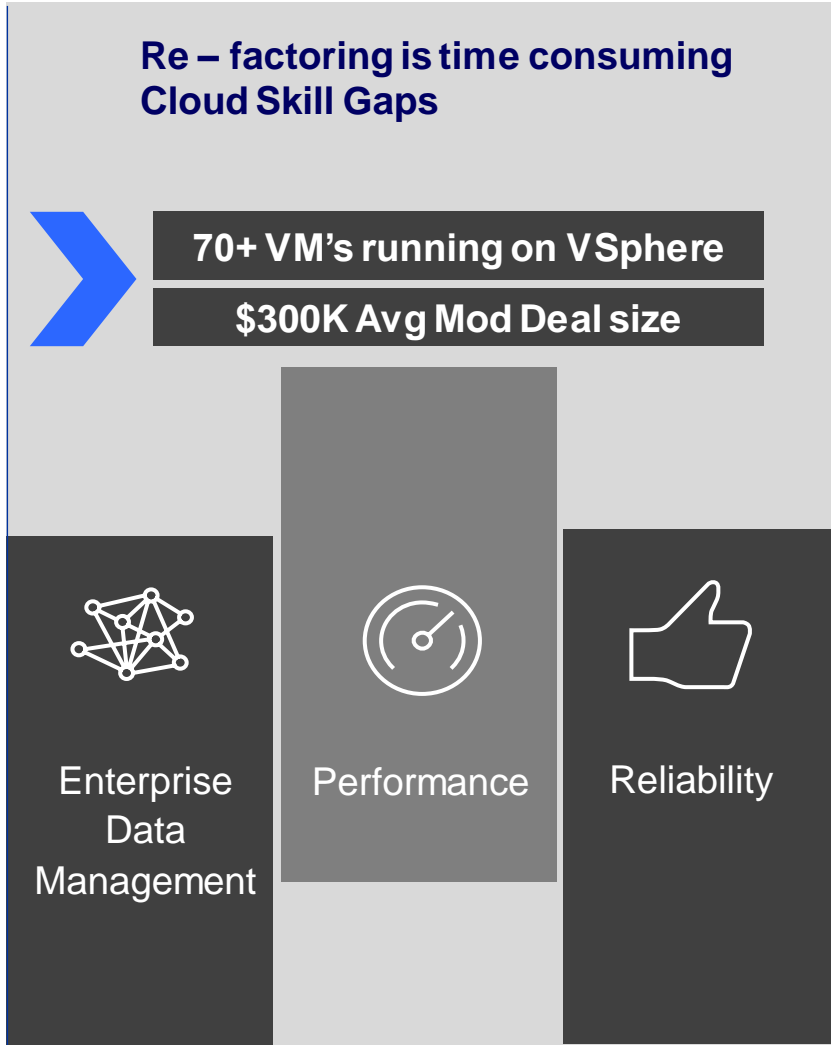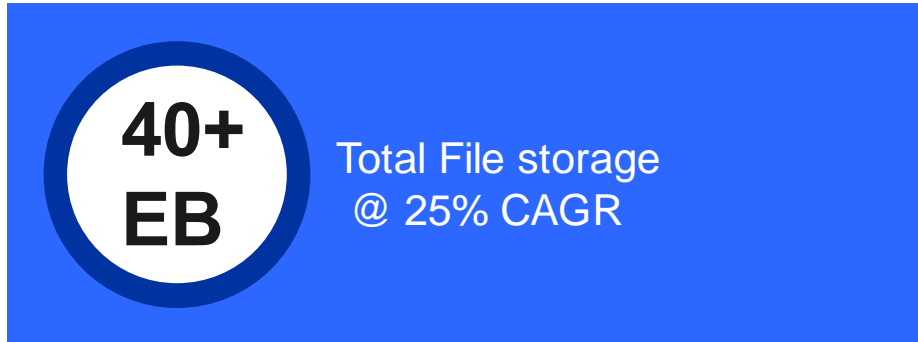
Azure VMware Solution Capabilities

Modernize with Azure

Agenda

- Market View
- Why Cognizant Azure VMware
- Our Capabilities
- How Can We Help You?
- Partnership \ Roadmap
- Success Stories

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Analyst View

55% Enterprise workloads continue to be On-Premises

500K + Vmware Customers

45% Enterprise workloads on external storage systems are File based

40+ EB Total File storage @ 25% CAGR

Re – factoring is time consuming Cloud Skill Gaps

70+ VM's running on VSphere

$300K Avg Mod Deal size

Enterprise Data Management

Performance

Reliability

Solution Comparison for VMware Cloud Offerings

Assessment Criterion	IBM Cloud for VMware Solutions	Microsoft Azure VMware Solutions	VMware Cloud on AWS
VMware Cloud Foundation			
VMware vSphere	M	M	M
VMware vSAN	H	M	H
VMware NSX	H	H	H
Cloud Provider Integration			
Management Portal	M	H	N
Monitoring	N	M	N
Networking	H	L	H
Identity and Permissions	M	M	L
Provisioning	L	M	L
Management and Operations			
Cluster Elasticity	L	M	H
Scalability (Low End)	L	M	M
Scalability (High End)	H	M	M
Configuration Flexibility	H	L	L
Self-Service	M	L	M
Availability and Support			
Service-Level Agreement	M	L	M
Global Availability	H	L	H
Support Structure	H	M	H
Compliance	M	H	M
Pricing and Licensing			
Payment Flexibility	L	H	M
Billing Granularity (Time)	L	L	H
Billing Granularity (Hosts)	L	L	M

1 Survey Uptime Institute

2 IDC Worldwide Storage Workloads

Enterprises are searching for a way to deploy file workloads in the cloud without sacrificing

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Why Azure VMware Solution ?
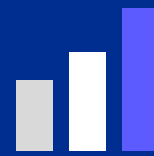
Application Driven Infrastructures

FinOps
- App refactoring and rearchitect
- Quick Migration
- Small size Infra App Lift and Shift

Complexity
- DataCenter Contract Expiry
- Impact of Change management
- BCDR

Speed & Agility
- Software & hardware end of lifecycle
- Urgent capacity needs
- Redeploy, extend, and run native VMware environments at scale

Cost **optimization** across the **hybrid cloud**
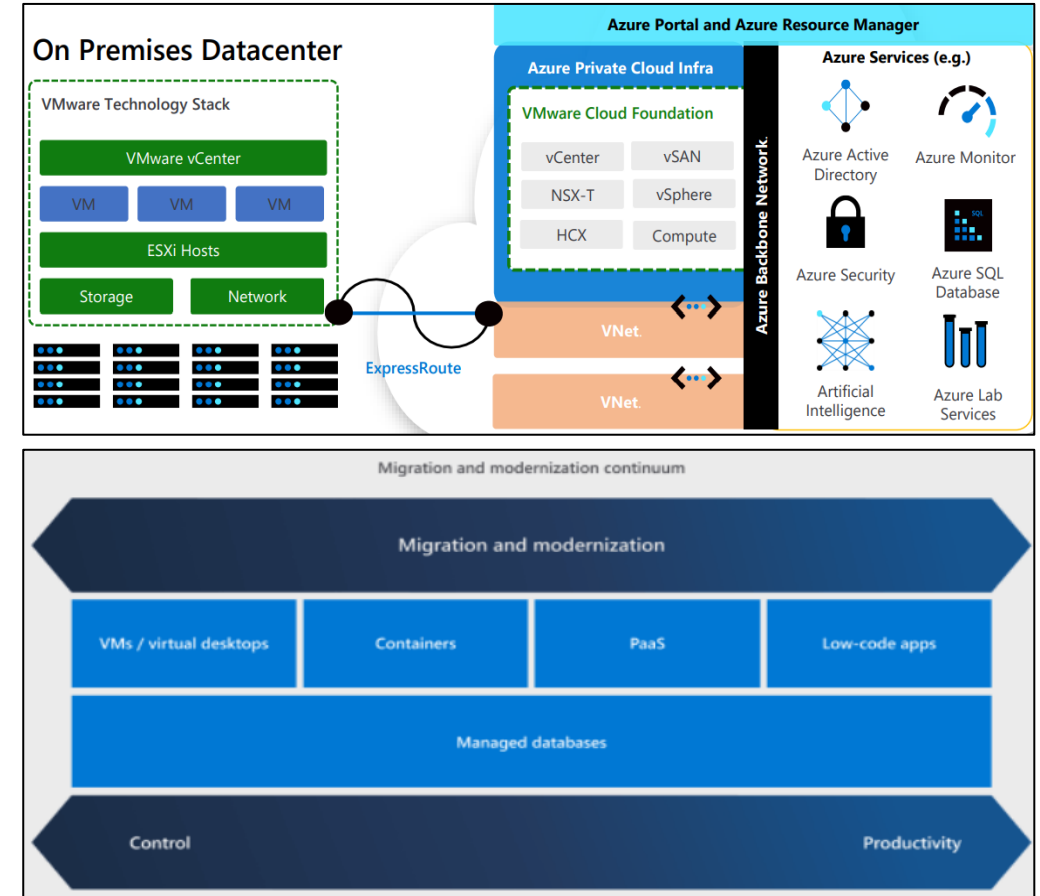
Data Lifecycle management & governance

Accelerate transition to cloud

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AVS – Strategy & Native Features

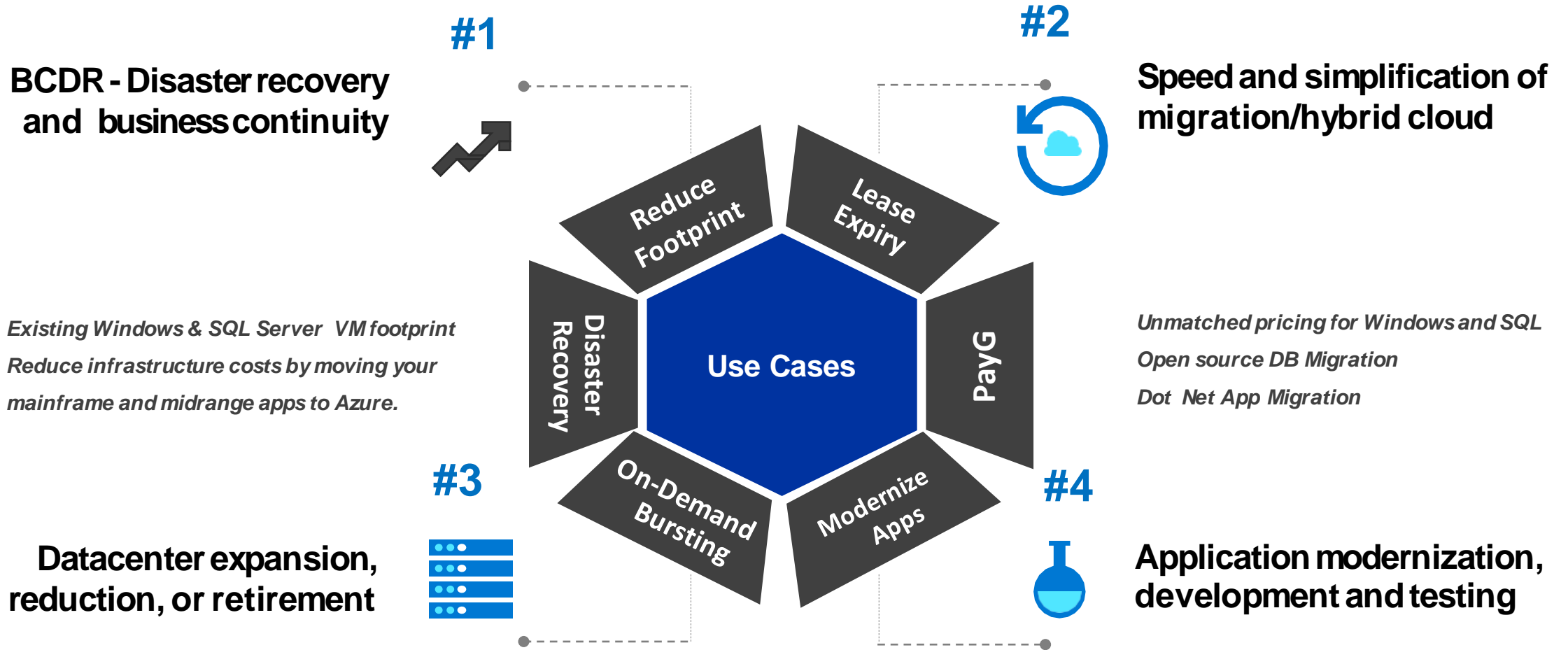Run VMware natively on Azure & accelerate cloud Migration

o **Elasticity & Scale Management**

o **Security & encryption**

o **Low-latency connectivity to Azure – Express Route**

o **Leverage Azure Ecosystem & Services**

o **Single point of support**

o **DevOps toolchain**

Enterprise Business begin with an IaaS migration of their workloads to take advantage of cloud benefits straight away, while others begin with PaaS offerings to increase agility and developer productivity. No matter which approach you begin with, you'll be able to start innovating in new ways straight away, and you can always adopt new IaaS or PaaS capabilities at any time.

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AVS - Use Cases

#1

BCDR - Disaster recovery and business continuity

Existing Windows & SQL Server VM footprint

Reduce infrastructure costs by moving your mainframe and midrange apps to Azure.

#2

Speed and simplification of migration/hybrid cloud

Unmatched pricing for Windows and SQL

Open source DB Migration

Dot Net App Migration

#3

Datacenter expansion, reduction, or retirement

#4

Application modernization, development and testing

Central hexagon: **Use Cases** surrounded by Reduce Footprint, Lease Expiry, PayG, Modernize Apps, On-Demand Bursting, Disaster Recovery

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AVS - Benefits & Next Steps

Lift and shift any vSphere-based workloads to Azure in a nondisruptive, automated, scalable, and highly available way without changing the underlying vSphere hypervisor.

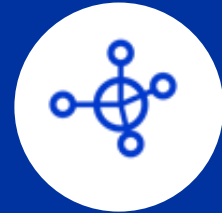**Pilot to test migrate one VMware-based app to Azure VMware Solution.**

Seamlessly and elastically expand or augment datacenter capacity, your costs, on demand for short periods of time. adjust

Identify and pilot a seasonal application that could benefit from elastic capacity during peak season

Use a VMware stack deployed in Azure as a primary or secondary ondemand disaster recovery site for onpremises datacenter infrastructure.

Identify and pilot a specific business unit or group app portfolio to test the DR capabilities of Azure VMware Solution.

Tap into the Azure ecosystem to modernize your applications without having to rebuild your VMware-based environments.

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AVS - Partnership & Roadmap

Microsoft Azure Partner benefits
- Sandbox and POC environment

Unleash new market opportunity for VMware customers
- Brand, products, and services exposition
- Create new customer experiences for your VMware-based products and services on AVS

Grow existing Infrastructure offering
- Expansion, retention, and continuity: extend your products and services to AVS seamlessly
- Put Limit to DC management complexity and hardware procurement times

Migration planning and execution
- Using Cognizant tools and Accelerators; execution of cloud migration for VMware customers

AVS - Target Customers - How Can Cognizant help

What to Listen for – Key Discovery Questions

- Client is looking to **modernize IT landscape** and wants to **identify areas to invest** for digital strategy

- Client is **currently using Windows\SQL and Microsoft environment** and wishes to move to cloud

- Client is **looking for Hybrid Cloud options,** while currently using other cloud/ on-premise solutions

- Client is **currently using SAP on premise** and wants to move to Azure cloud

- Client is **struggling to manage complex portfolio of legacy IT** with high TCO and little business relevance and wants to explore opportunities to minimize cost and risk

- Client is looking to embrace **new Azure services**

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AVS – Options and Pricing

Features	AVS Migration Goals	AVS Solution Execution
	Planning, Discovery, Architecture	AVS Migration Center Server Blocks (<50, 100, 500)
Deep dive discovery of application and dependencies	✓	
Project Planning and Delivery Management Migration Scheduling and Coordination Migration Communications	✓	
Migration Architecture and Technical Leadership	✓	
Migration Tooling setup		✓
Migration Automation workflows and cutover activities		✓
Right-Sizing Recommendations		✓
Post Migration Troubleshooting Assistance		✓
Managed Services Onboarding		✓
Proposed Disaster Recovery setup for migrated workloads		✓
Duration	Full Project Duration	Scheduled per Move Groups and Milestones
Cost*	Time and Materials: Estimated based on Assessment and duration of engagement	<50 Servers 100 Servers 500 Servers
Cognizant MBG Enterprise Managed Services		$ / month**

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AVS - Collaterals to support client discussions

- Offering Collaterals

- Customer Success Stories

- Brochures

- [Webinars](#)

- Microsite: Be.Cognizant

- [FAQ's](#)

For any queries, deals support reach us at: MBG @Cognizant.com

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Thank you