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# Go to Hybrid Cloud

Evaluate the opportunity
to benefit from Azure Hybridation!

**Creative tech for Better Change**

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# A leading Partner for Premium Consulting, Solutions & Managed Services for **Microsoft.**

Microsoft Azure   Microsoft Dynamics 365   Microsoft 365

**Creative tech for Better Change**

# A powerful and wide Microsoft **presence in EMEA**

**Sized for agility and trust**

Gold
**Microsoft Partner**
■ Microsoft

Azure
Expert
MSP

+ 140 Mio € — Revenue
+ >1000 — Experts
+ 1950 — Certifications

**Our expertise**

🏆 16 Gold competencies

♟ 5 Advanced specializations
Threat Protection    Change & Adoption    Azure Windows and SQL migration
Kubernetes on Azure    Azure application modernisation
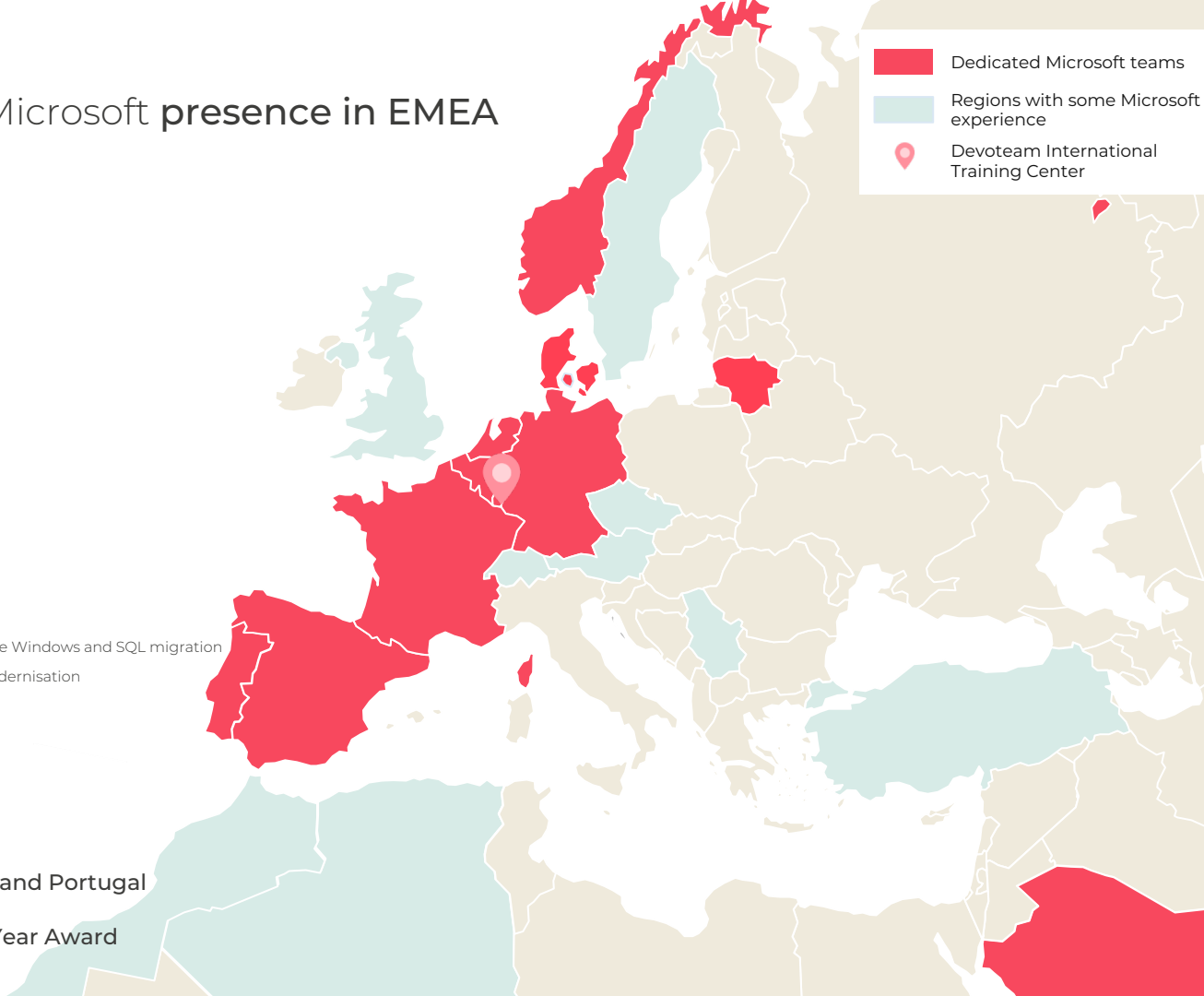
✅ CSP Tier 1

✅ Azure expert MSP

✅ Authorized Training Partner

✅ Center of Excellence, Lithuania and Portugal

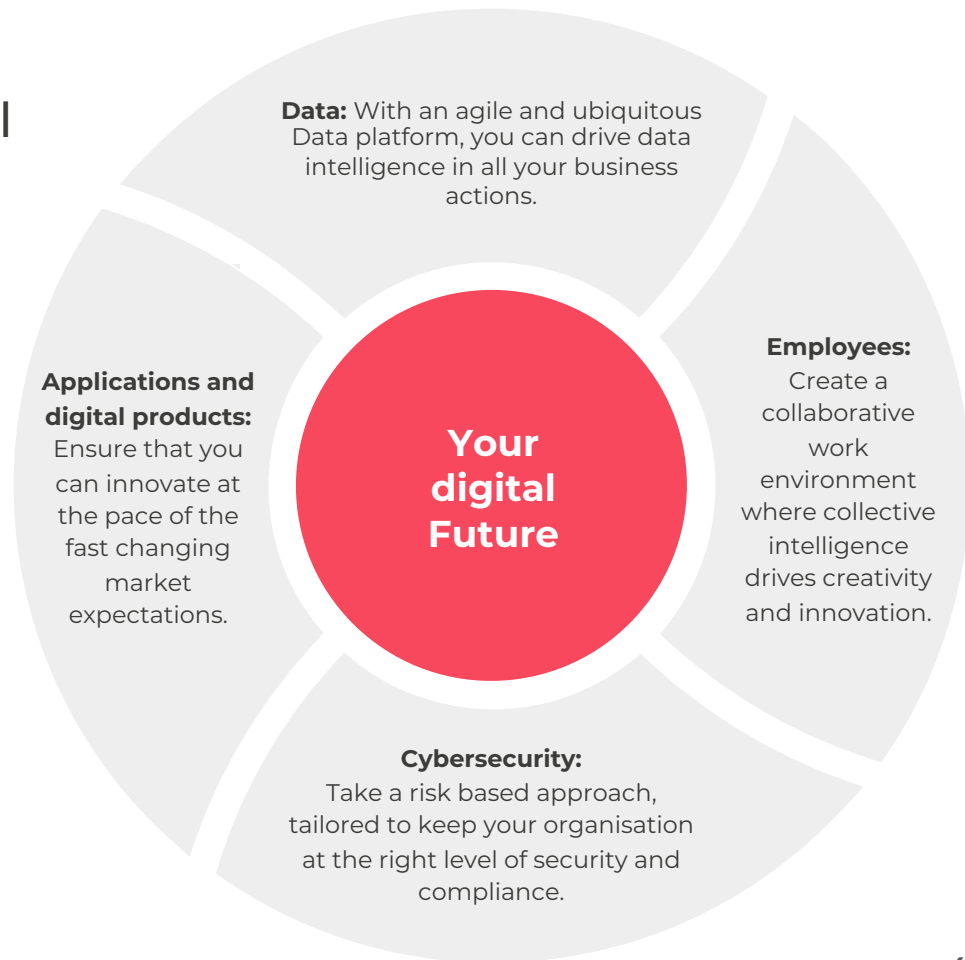🏆 2019, 2020, 2021 Partner of the Year Award

**Legend:**
- Dedicated Microsoft teams
- Regions with some Microsoft experience
- 📍 Devoteam International Training Center

# What is **our approach of digital transformation** in partnership with you?

The goal of **digital transformation** is to use technology to make your **organisation more productive,** your **employees more creative** and your **business more enchanting for customers** while **controlling costs** at the same time.

**Data:** With an agile and ubiquitous Data platform, you can drive data intelligence in all your business actions.

**Applications and digital products:** Ensure that you can innovate at the pace of the fast changing market expectations.

**Your digital Future**

**Employees:** Create a collaborative work environment where collective intelligence drives creativity and innovation.

**Cybersecurity:** Take a risk based approach, tailored to keep your organisation at the right level of security and compliance.

# Our competencies:
## The multidisciplinary holistic approach



### Re-imagine & Co-design

What is your status quo? What is the right digital mix for your business? What is needed to achieve the desired business outcomes?



### Enforce security & compliance

Rather than being a blocker, make security & compliance an enabler of your digital future by integrating security from the start.



### Build & Migrate

Your new digital architecture requires a solid foundation and proven best practices to efficiently go from planning to successful migration



### Adopt, Modernize & Innovate

Modernise your Apps and fully exploit cloud native capabilities to innovate your digital products faster than your competition.



### Operate & Optimize

Manage your cloud estate to higher levels of performance and economies, while continuously leveraging cloud platform innovation.

**initiate** — **define** — **transform** — **perform** →

This framework can be duplicated for your projects on the 3 Microsoft clouds.

## Our value propositions

# Expertise across all **Microsoft Clouds.**

### Speed up Cloud Innovation

- Enterprise Cloud Transformation
- Cloud-native Infrastructures & Apps
- Identity & Access Security
- Data  Platform & AI
- Cloud Effectiveness & Optimization

### Digitize your Business Processes

- Enterprise-grade business applications
- Low code developments
- Business process digitization and optimization
- BI and visualization

### Harness Cloud-based Productivity

- Agile & Secure Modern Work
- Creative Team Work
- Knowledge & employee experience
- Compliance
- Firstline Workers

Microsoft Azure

Microsoft Dynamics® 365

Microsoft 365

# Customer environments are changing

## Multiple Applications

- VMs
- Databases
- Containers
- Serverless

.NET · JS · Python · Java · GO · php

## Multiples Infrastructures

- Datacenters
- Hosters
- Branch offices
- OEM hardware
- IoT devices
- Edge

## Multi-cloud

- Microsoft Azure
- aws
- IBM Cloud
- Google Cloud
- ORACLE

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# The challenges of a hybrid strategy

DATA COMPLIANCE

LATENCY ISSUES

APPLICATION & DATA CENTER MODERNIZATION

BUSINESS CONTINUITY & RESILIENCE

FLEXIBILITY TO USE ONE OR MORE PUBLIC CLOUDS

# Azure hybrid
Innovation anywhere with Azure
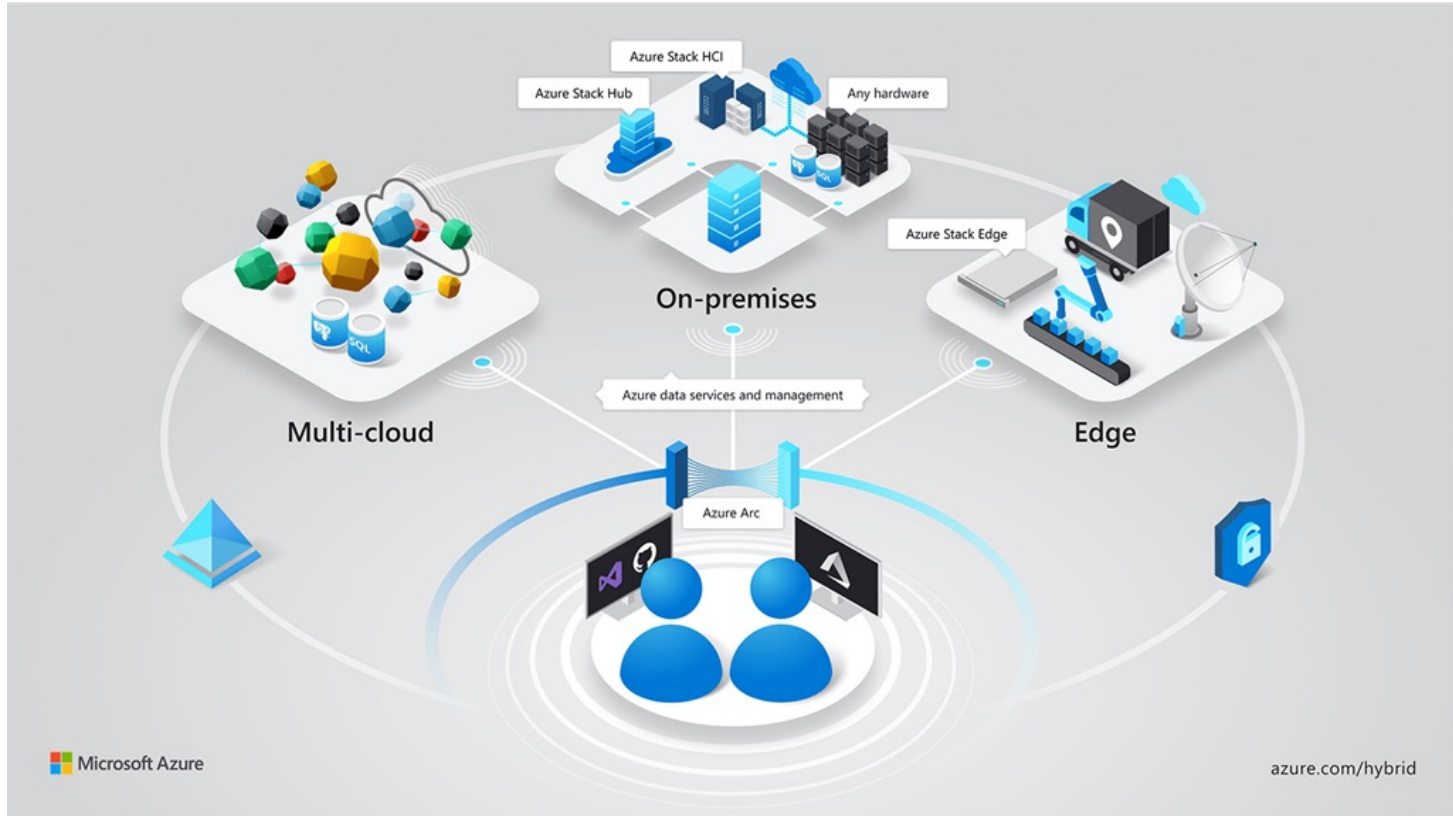
# Pillars of cloud hybridization
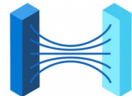
**AZURE ARC**
Unified operations and management

Organizing and inventorying

Monitor and update

Governing and securing

(Azure Arc-enabled servers, SQL Server on Azure Arc-enabled servers, Azure Arc-enabled Kubernetes)

**+**

**AZURE Stack HCI**
Flexible hyper-converged infrastructure

Hybrid design with native Azure integration

Flexibility with Azure Kubernetes Services in Azure Stack HCI

Scalability & pay-per-use

Simplified management and deployment flexibility

# When to use Azure Arc?



Extend and unify the management of your hybrid environments

Gain a centralized view of operations and compliance across your environments

Build native cloud applications anywhere and at scale

Run Azure services from anywhere

# When to use Azure Stack HCI?



Strengthen your local virtual machines
with Azure Hybrid Services

Modernize and secure
your infrastructures

Implement cost-effective
solutions in your
subsidiaries (stores,
agencies, factories...)

Get the best performance
for your SQL Server
databases
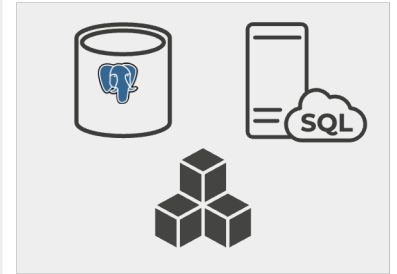
Deploy native cloud
applications and Azure
services with Azure Arc and
tight integration of AKS
and HCI

# Example of a cloud hybridization approach

**0**  Migrate to Azure

**UNIFIED CONTROL THROUGH AZURE ARC**

**1**  Unified operations and management with Azure Arc

**2**  Build native cloud applications and run Azure services anywhere

**BRING AZURE SERVICES TO ANY INFRASTRUCTURE**

**3**  Modernize your data center with Azure Data Services

**HYBRID INFRASTRUCTURE FOR DATA CENTERS AND BRANCH OFFICES WITH AZURE STACK**

**4**  Modernize your infrastructure with Azure Stack HCI

# "Go To Hybrid Cloud"

## Assessing the opportunity to benefit from Azure hybridization!

**Go to Hybrid Cloud Study**

**1** Framing & Kick Off

**2** Network / Infrastructure Architecture Review

**3** Validation Eligibility / Alignment with expectations

**4** Overall architecture design

Target / CAPEX & OPEX cost

**5** Deployment and migration strategy

**6** Delivery of the study "Go to Hybrid Cloud"

Feedback

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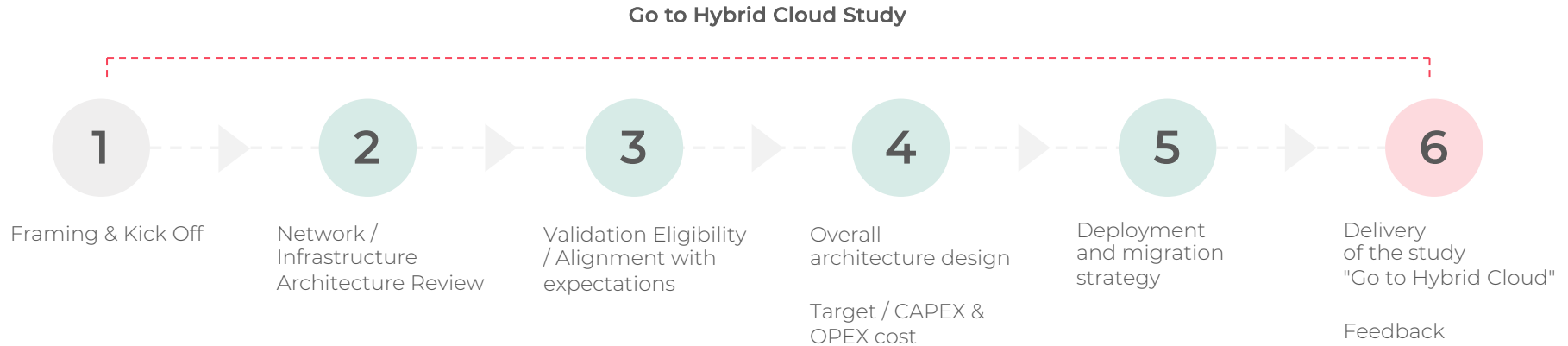
# A study in line with the Cloud Adoption Framework

## DEFINE STRATEGY

Understand motivations
Define business outcomes
Prioritize project

Go to Hybrid Cloud Study

## PLAN

- Initial organization alignment
- Rationalize digital estate
- Skills readiness plan
- Cloud adoption plan

## READY

- Azure setup guide
- First landing zone
- Landing zone considerations for data

## ADOPT

**Migrate**
- First workload migration
- Expanded scenarios
- Best practice validation

**Innovate**
- Innovation guide
- Expanded scenarios
- Best practice validation

## GOVERN

Methodology · Benchmark initial best practice · Governance maturity

## MANAGE

Business commitments operations baseline · Ops maturity

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Aka.ms/CAF/migrate

# "GO TO HYBRID CLOUD" OFFER

**OVERVIEW OF THE EXISTING SYSTEM**

- Audit of the existing technical system
- Consideration of the organization and functional issues
- Identification of improvement areas

**AZURE HYBRID CLOUD OFFER PRESENTATION AND TECHNICAL-FUNCTIONAL ALIGNMENT WITH THE EXISTING OFFER**

**AZURE HYBRID TARGET DEFINITION**

- Technical solution
- Benefits
- Monitoring and management of the hybrid solution (Azure Arc)
- Evaluation of Azure consumption by type of use (OPEX)
- Evaluation of hardware costs (Azure HCI)

**SERVICE DELIVERY**

- Defining the migration strategy
- Evaluate the cost of implementation and migration (CAPEX)

**MIGRATION MACRO-PLANNING**

**"GO TO HYBRID CLOUD" OFFER:**

From 3,000 € HT

**PREREQUISITE:**

Availability of interlocutors

Access to environments

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