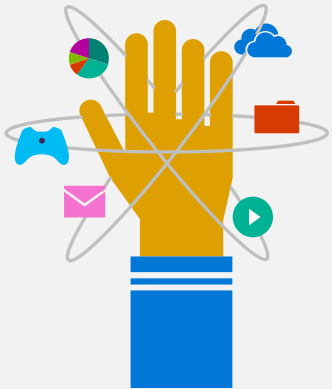
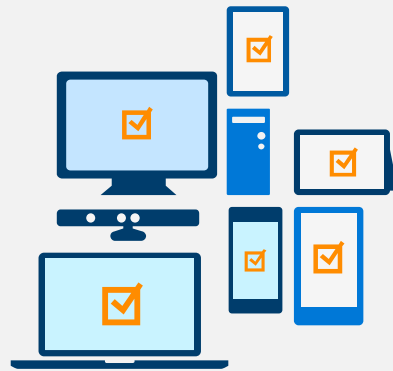


# Industry Trends are Creating new Challenges:

New apps



Device proliferation



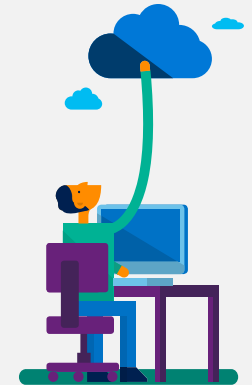
Cybersecurity threats



Data explosion



Cloud computing



# Top Triggers for Customer Workload Migrations

## Cost Model Transformation



- CAPEX to OPEX.
- DC modernization
- Increasing DC operational costs

## Security & Compliance



- Modern security for modern threats
- Regulatory compliance requirements
- Business continuity

## Need for Business Agility



- New capabilities – e.g. adv. analytics
- Time to value –build, deploy, manage
- Availability of skills
- Retain relevance of internal IT through higher value to business

## Contracts, Licenses up for Renewal



- Expiring co-location contracts
- End of support of Software
- End of support contracts

# Why Azure Migration?

## Software end of support



Without software updates, your business can become vulnerable to cybersecurity threats, might not meet regulatory requirements, and might be out of compliance.

## Contracts and licenses up for renewal



Rather than just renewing current outsourcing contracts or on-premises licenses, consider how you can leap forward through modernization.

## Datacenter consolidation



Reduce or eliminate expensive datacenters, lower costs, and explore new possibilities with modernization.

## Protect critical business assets



With today's modern threats, it is critical to apply the right level of security on your critical assets and on the underlying infrastructure they are using.

## Business need for new capabilities



Out of capacity or contending with Shadow IT? Remain relevant to business units by delivering new capabilities and value with speed and agility.

# Azure Managed Services Overview

## PLANNING



- Assess customer's IT environment and determine the data and apps that are viable opportunities for Azure migration
- Offer customers a roadmap for Azure adoption and associated values



Cloud Readiness Assessment



Solution Analysis, Scope & Design



Data Architecture Design



Cloud TCO and ROI analysis



Business Opportunity Identification

## ENABLEMENT



- Migrate viable workloads to Azure
- Re-platform applications to run in the cloud
- Optimize workloads running in hybrid and public cloud environments
- Help your customers with staging, testing, and validation before moving their production environments to Azure



Systems Integration



Data center Migration



Backup and Disaster Recovery



App re-platform



Database Development



Deployment Services

## OPERATIONS



- Offer support while delivering on SLAs and uptime guarantees
- Operate and monitor your customer's Azure and hybrid cloud environments
- Provide your customers with governance over their cloud usage by managing their billing and Azure capacity planning



Help Desk Support



User Rights & Account Management



Performance and App Troubleshooting



Proactive monitoring



Health Checks



Security & Identity Protection



VM Management & Upgrading



Cloud Usage



Forecasting Billing



# Why EBLA MSP?

- Get the Full Value Out of Azure
- Get Azure Compliance Expertise
- Access to Azure 24×7 Support Team
- Managed Patching, Backups, and Break/Fix
- Keep Up with Azure's Innovation