Microsoft Azure

VMware on Microsoft Azure

Run VMware on Azure and accelerate cloud migration

FINCHLOOM

Agenda

VMware on Azure Overview

Choose your path on Azure

Exploring the Azure VMware Solution (AVS)

AVS Use Cases

Next steps and resources

Outdated systems increase pressure on companies

Stresses IT budgets

Heightens security risk

Constrains growth and hinders innovation

Why VMware organizations move to the cloud

Security

Urgent capacity needs

Avoid software and hardware refresh

Licensing concerns

Budget & resource constraints

Datacenters expiry and software end of life

Extend and scale apps

Infrastructure on-demand

Total cost of ownership

Flexibility and innovation

Considerations for your cloud journey

Need for speed

Securely migrate workloads, quickly

Urgent capacity needs

Datacenter contract expiry

Existing VMware expertise

Cost and complexity

Datacenter exit requirements

CapEx expenditure

Evaluate cost considerations with VMware licenses

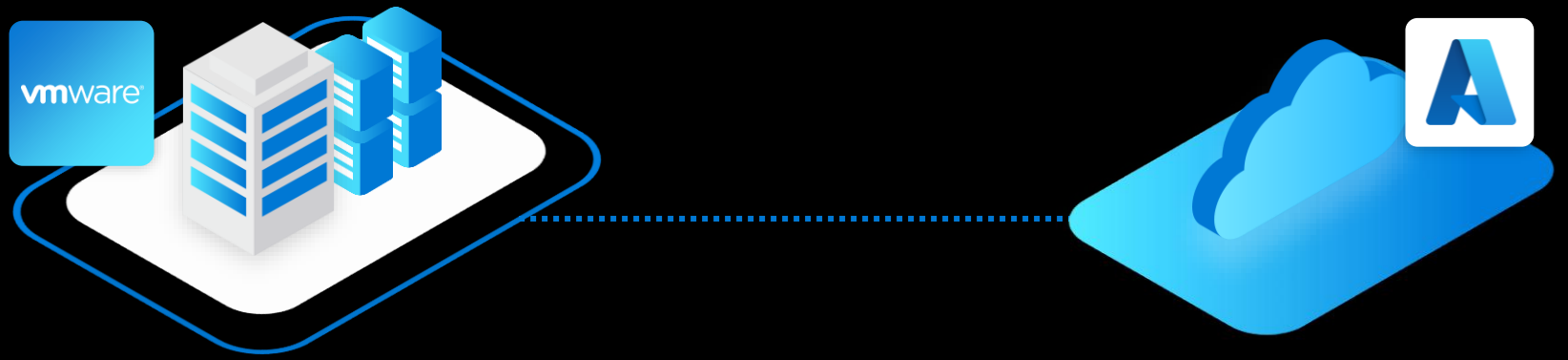
Innovation

Modify or extend apps to further scale

Gain operational consistency

Grow cloud competency

Securely migrate and modernize VMware in Azure



Your organization today

- Existing VMware on-prem environment
- Existing VMware skillsets
- Existing VMware licenses

Cloud benefits

- Save with consumption-based licensing
- Stop overprovisioning hardware
- Gain business and IT agility
- Access global scale and elasticity
- Increase security and resiliency
- Use hybrid cloud options, if needed

Choose your migration path

Azure options for VMware workloads

Choose one, or use a combination

Your organization

Migrate VMware "as is"

- Retain VMware skills, familiar tooling
- Migrate quickly/datacenter exit, no application modifications required

- Use VMware technology stack on Azure for symmetry with on-premises
- VMware subscription licenses included, no on-prem license required

Azure VMware Solution (AVS)

Modernize to native Azure

- Leverage Azure and cloud skills
- Modernize with flexible IaaS and PaaS services

- Shift to Azure compute, storage, and networking infrastructure
- No VMware licenses required

Azure IaaS and PaaS

Azure management and security services

VMware on Azure

Enable a secure, scalable solution with Azure VMware Solution

Built-in continuity, speed and scale with modern infrastructure

Leverage existing VMware skills, and tools

Seamlessly modernize apps overtime with Azure

Unmatched cost savings for Microsoft customers

Accelerate, Modernize, Simplify

Azure VMware Solution Total Economic Impact

Highlights

Nearly

$400K

in avoided personnel effort maintaining on-premises infrastructure.

Nearly

$2M

in avoided overprovisioning, refreshes, and decommissioned infrastructure spend.

Over

75%

of application downtime reclaimed.

"Ever since we've moved to Azure VMware Solution, we're saving thousands of dollars in hardware acquisitions per month, and potentially hundreds of thousands during the year."

Director, IT cloud infrastructure, Education industry

[1]Source: Forrester Consulting, "New Technology: The Projected Total Economic Impact™ of Microsoft Azure VMware Solution", October 2021, commissioned by Microsoft.

Accelerating the cloud journey with AVS

Avianca

"Microsoft solutions are driving our digital transformation. Maximizing security and lowering operating costs for existing applications is a critical part of the journey, and with Azure VMware Solution we were able to migrate these to Azure cost-effectively, easily, and quickly."

Juan Pablo Sanchez Gandur
Cloud Platform Manager
Avianca

snam

"I can definitely say that Azure—and in particular Azure VMware Solution—is the right solution for us. It allows us to seamlessly move from on-premises to the cloud, thereby freeing up resources and capital investments that can be used where they are needed more."

Giorgio Veronesi
Senior Vice President of
ICT Infrastructure
SNAM

sanofi

"Azure gives Sanofi the ability to easily scale workloads up and down as needed in dynamic ways."

Sam Chenaur
Vice President and Global
Head of Infrastructure
Sanofi

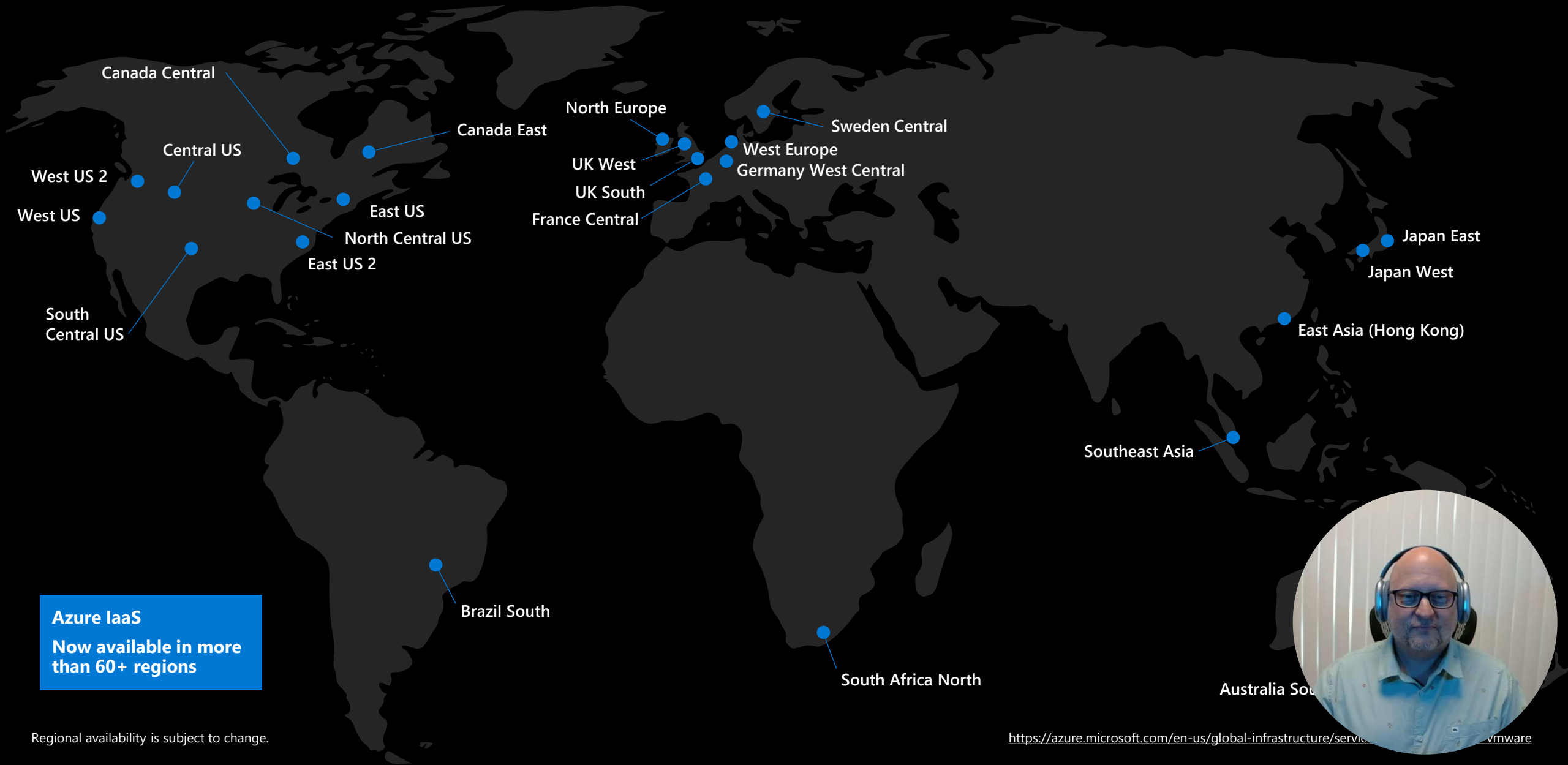
Nottinghamshire County Council

"What a game-changer for us. As a VMware house, we saw how easy it would be to move applications from VMware to Azure VMware Solution because it's bolted onto the back of Azure."

Rob Wilde
Platforms Manager
Nottinghamshire County
Council

Azure VMware Solution Availability

Azure VMware Solution
Now available in 24 regions



Azure IaaS
Now available in more than 60+ regions

Regional availability is subject to change.

https://azure.microsoft.com/en-us/global-infrastructure/servic vmware

Azure VMware Solution (AVS)

Migration “as is” is the least risky move to make

Azure VMware Solution (AVS)

Comprehensive VMware environment

Runs your VMware workloads natively

Azure provides support, licensing, billing

Your organization

Familiar VMwar

Straightforwar

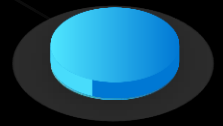
VMware workl

Adding capacity is easy as pushing a button

Azure VMware Solution (AVS)

In minutes capacity is added
“VMware as a Service”

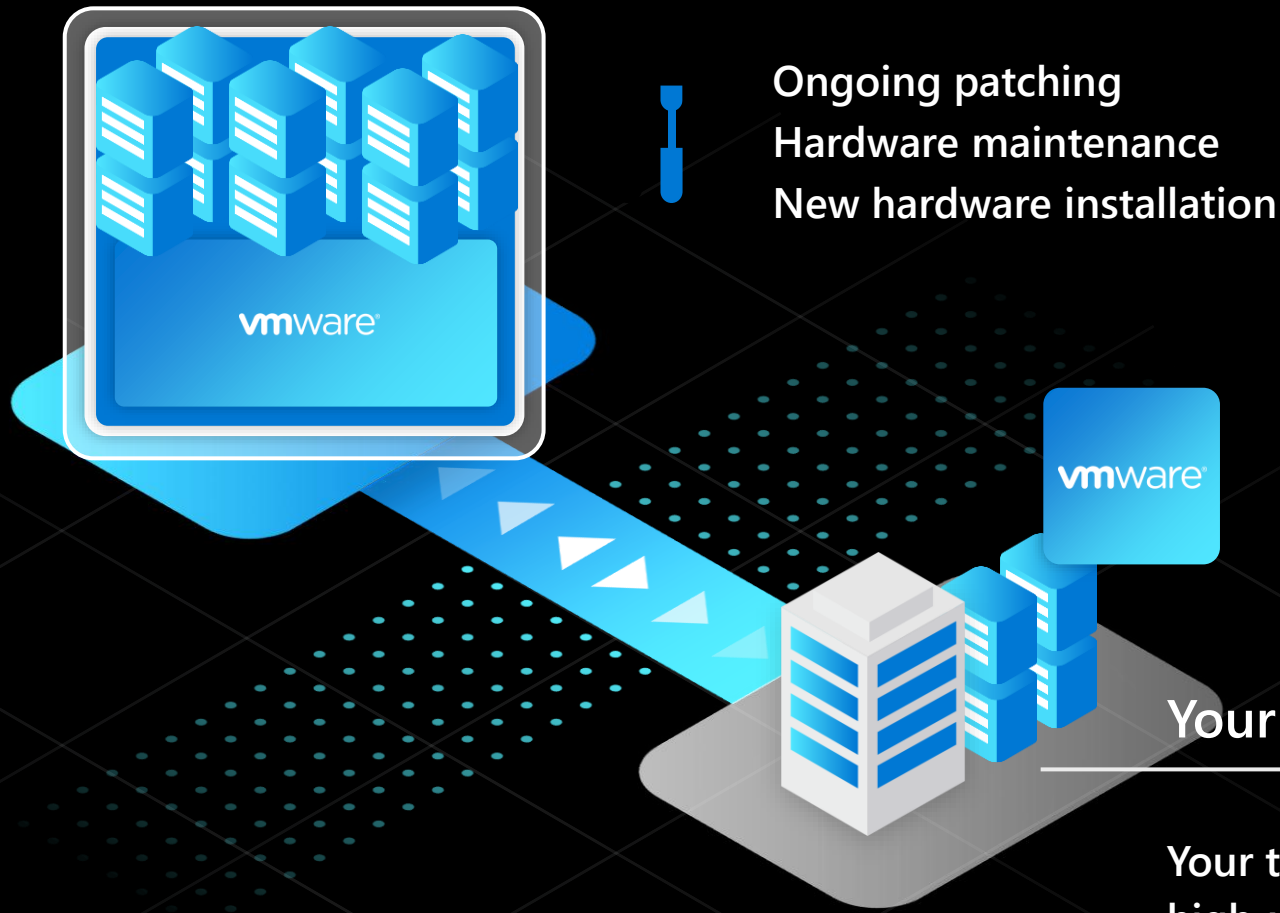
Your organization



The AVS “Easy Button”

Your ongoing infra management is reduced

Azure VMware Solution (AVS)



Ongoing patching
Hardware maintenance
New hardware installation

Your organization

Your team focused on high-value initiatives

Easily connect to Azure services

Azure VMware Solution (AVS)

AVS is a native Azure service
No egress charges
Lower latency

Your organization

Manage VMware resources through the Azure portal

Azure VMware Solution with Azure Storage integration

Microsoft Azure

Azure Portal and Azure Resource Manager

Azure private cloud infrastructure

VMware cloud foundation

vCenter & vSphere	vSAN
NSX-T & HCX	Compute

VNet

VNet

Azure backbone network

Azure Storage Services

Blob storage

Low cost and high-performance blob storage with hot/cool/ archive tiering.

Azure files

Large-scale SMB file shares with Active Directory authentication options.

Azure Disk Storage

High performance, durable block storage.

NetApp files

Enterprise-class, high-performance NFS file shares.

Azure VMware Solution with Azure SQL integration

Microsoft Azure

Azure Portal and Azure Resource Manager

Azure private cloud infrastructure

VMware cloud foundation

vCenter & vSphere	vSAN
NSX-T & HCX	Compute

VNet

VNet

Azure backbone network

Azure SQL Services

Azure SQL Database

Fully managed relational database-as-a-service (DBaaS).

SQL Managed Instances

Highly compatible managed SQL instance-as-a-service.

Azure PostgreSQL Server

Fully managed hyperscale open source DBaaS.

Comprehensive cloud-native security

Microsoft Defender for Cloud & Azure Network Security

Tailored to and built-in with Azure

- No deployment , just enable
- Built into the resource provisioning process
- Broadest protection coverage
- One-click remediation

Seamless integration across your environment

- Agentless onboarding for posture management
- Auto provisioning for new resources
- Onboard on-prem resources with Azure Arc
- Birds-eye view of the security posture of all your clouds

Unified posture and threat protection

- Multi-cloud security benchmark for compliance
- Prioritized security recommendations
- Workload-specific signals and threat alerts
- Deterministic, AI, and anomaly-based detection mechanisms

Zero Trust network security

- Auto scaling and high availability
- Ease of deployment and maintenance
- Intelligent threat protection
- Tight integration with DevOps and other Azure services

Enabling common situations and use cases

Disaster recovery and business continuity

Speed and simplification of migration/hybrid cloud

Cloud bursting

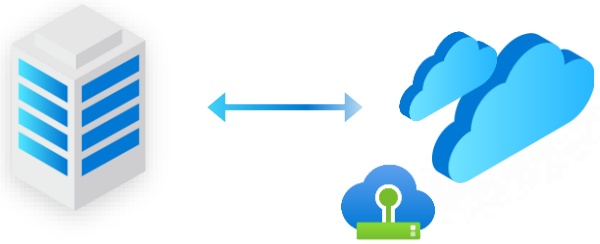
TCO opportunities

Datacenter expansion, reduction, or retirement

Application modernization, development, and testing

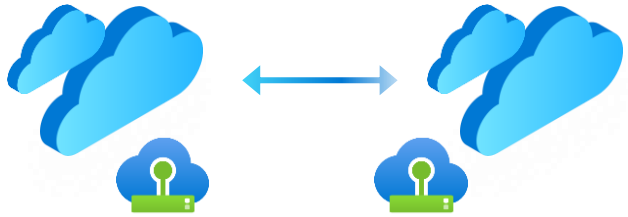
Flexible disaster recovery options

Simplifying disaster recovery



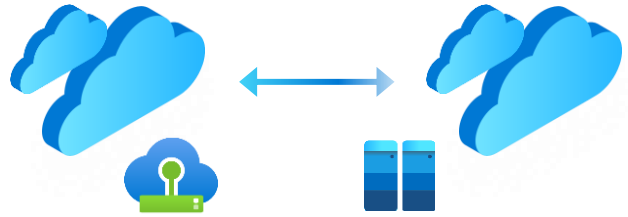
From on-premises to AVS

Providing cloud disaster recovery



From AVS to AVS

Advancing cloud disaster recovery options



From AVS to Azure services

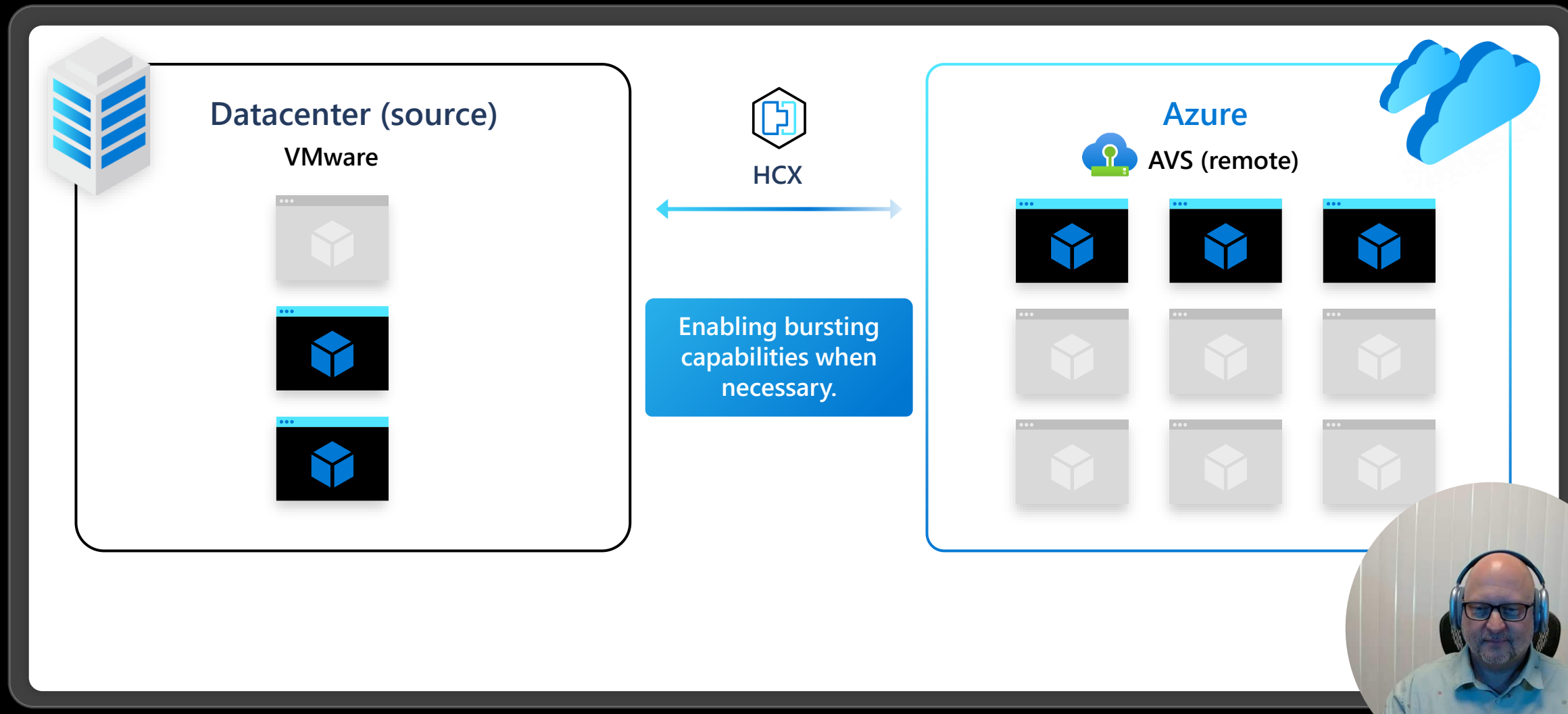
Partner solutions

vmware Site Recovery Manager

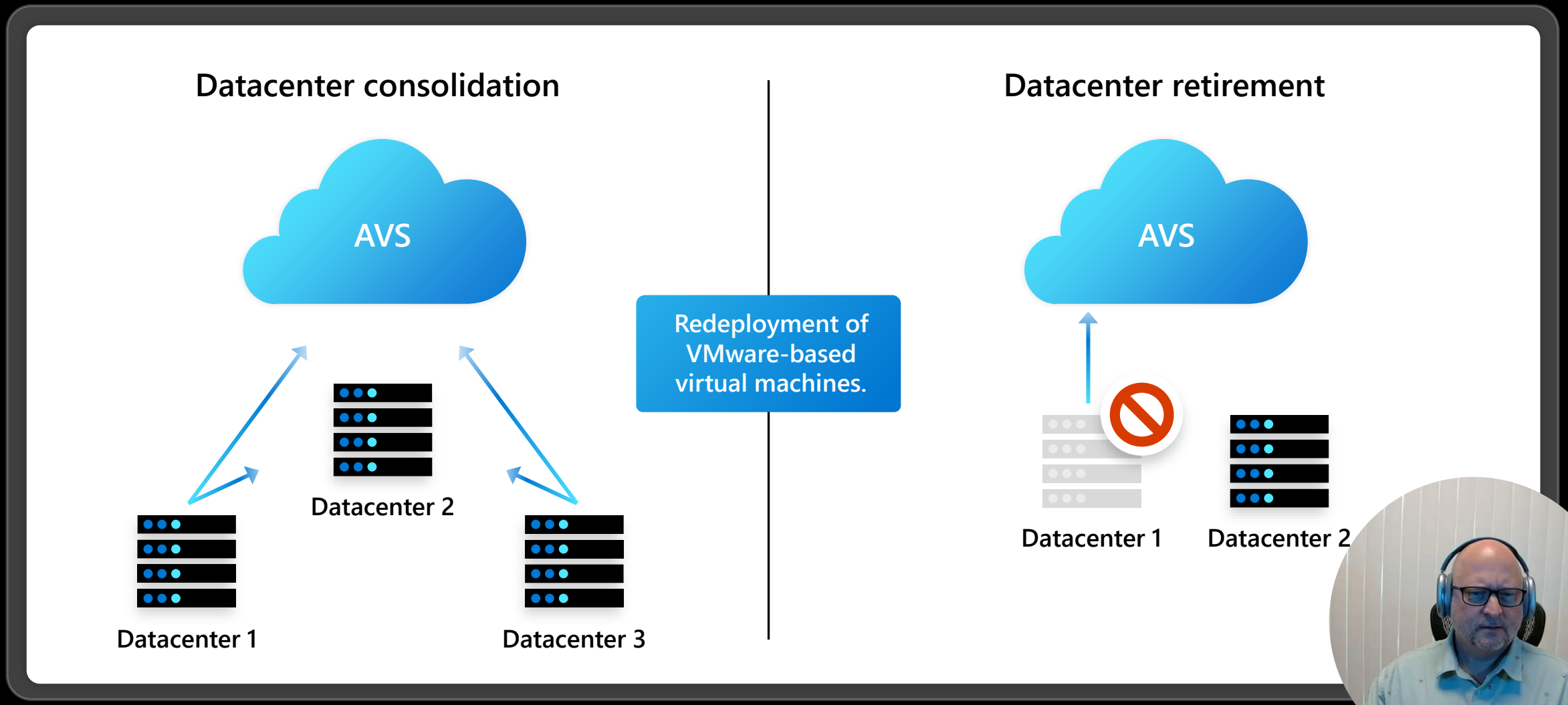
Zerto

JetStream SOFTWARE

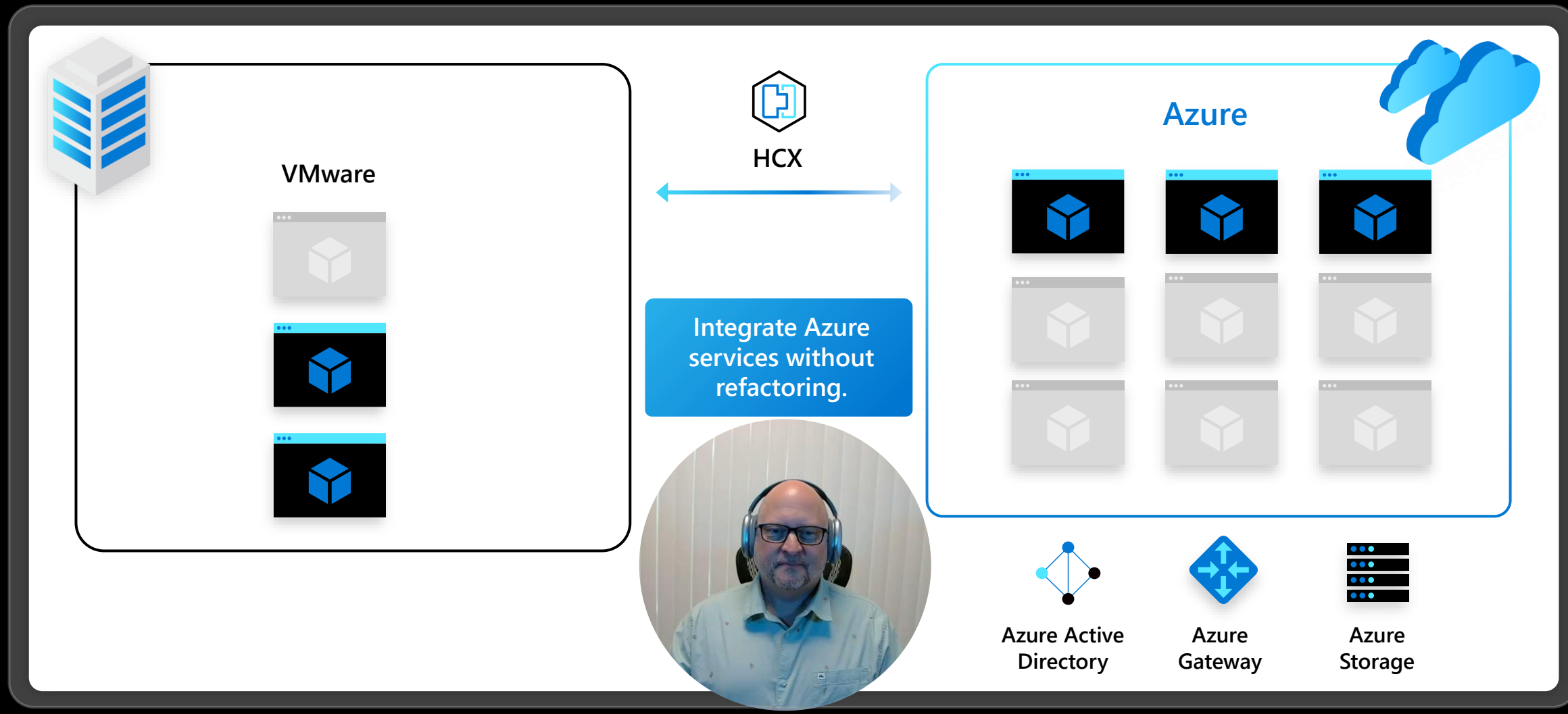
Enabling hybrid flexibility



Transforming with datacenter changes



Empowering app modernization



Avianca's cloud journey takes wing with Microsoft Azure VMware Solution

Azure VMware Solution is the "magic wand"

Avianca chose Azure VMware Solution as the migration solution for its legacy apps.

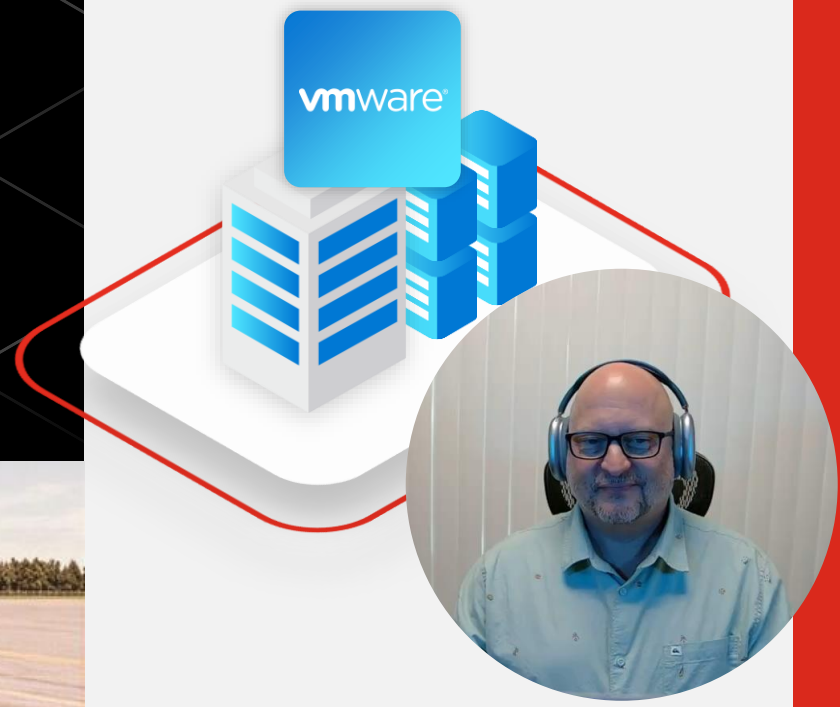
Migration to the cloud by a less risky route

Long-term VMware customer needed a compatible migration solution to move legacy apps to the cloud.

Critical legacy applications

Extend these apps' value to the cloud without the cost and time requirements of replacing or modernizing them.

Avianca



Avianca's cloud journey takes wing with Microsoft Azure VMware Solution

Business and technology benefits

- Superior cloud ROI with Azure and Azure VMware Solution
- Microsoft Extended Security Updates for Windows 2008 VMs
- Reduced costs with Azure Hybrid Benefit
- Reduced costs by retiring on-premises servers
- Improved security

Avianca

"Azure VMware Solution was key to the fast migration of several older systems—more than 200 servers in less than four months.... That migration speed, and the enhanced security we achieved, are huge advantages for Avianca."

Juan Pablo Sanchez Gandur
Cloud Platform Manager
Avianca

www.avianca.co

Get started today

Optimize licensing costs and get predictable pricing on Azure

Get predictable pricing + Save with existing licenses + Speed your migration

Hourly Pay-As-You-Go

- Use PAYG billing

Or

Lock in pricing and discounts for 1 or 3 years

- Reserved Instances (RIs) for IaaS or AVS
- Azure Savings Plan for IaaS

Avoid potential price increases with predictable pricing

Azure Hybrid Benefit

- Use Windows Server and SQL Server on-premises licenses with Software Assurance to save on Azure

Free Extended Security Updates

- Up to 3 years free security updates on Azure for Windows Server and SQL Server 2008, 2008 R2, and 2012

Use VMware licenses to save on Azure VMware Solution

- Use AVS Credit Offer, or
- VMware Cloud Universal Credits (VMCU)

Azure Migration and Modernization Program (AMMP)

- Discover and assess your on-premises applications to identify migration candidates.
- Find best practice migration guidelines and tools.
- Work with expert migration partners.
- Skill up your organizati
  for long-term succe

VMware workloads on Azure

Wrap up

Cloud efficiencies will outweigh current on-prem economics over time.

Seamlessly integrate your VMware environment with **flexible options**.

Predictability in licensing costs as you migrate and modernize at your pace.

Finchloom Consulting and Engineering Services

Let Finchloom help you invest more time creating value rather than integrating and managing your data estate.

- **VMWare Assessment – with options to Migrate to Azure and pricing**
- **VMWare and Azure Deployment Expertise**
- **Managed Services for VMWare workloads in Azure**
- **Engineering and Admin Support**
- **Microsoft Break-Fix Support**

Our comprehensive infrastructure assessments have helped clients identify and resolve critical issues

30% Improvement in system performance

Finchloom's expertise in VMWare integration and migration to Azure has enabled clients to migrate their workloads with zero data loss

40% Reduction in migration time compared to industry standards

Optimzing Infrastructure to eliminate Technical Debt has resulted in huge savings!

$17M Operational Costs Saved to Clients...and counting!!!

Microsoft Azure

Join us on this journey! Go visit our landing page today to learn more

FINCHLOOM

https://Finchloom.com

Watch the video

Read the infographic

Sign up for a 1:1 meeting with Jim to discuss pricing and capabilities

Meet with Carey our Azure Architect to get technical and Scope a Workshop, POC, Pilot, Deployment

Contact us today to learn more and to schedule your consultation!

Microsoft Azure

Thank you.

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