# Is the Cloud…

## Right for YOU?
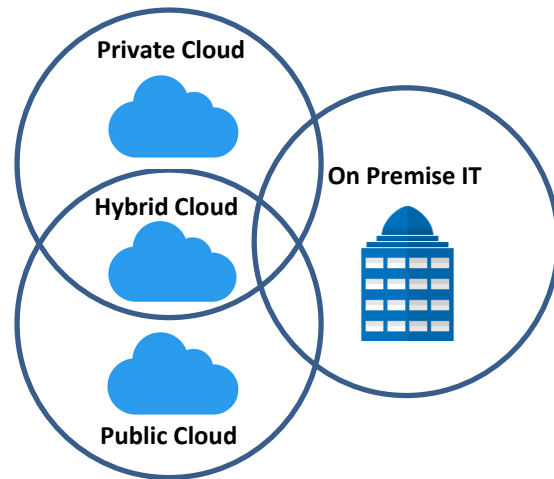
# Cloud Concepts:

## Private Cloud
Cloud services that are used by a single organization; whereby, it maintains ownership to its data and management.

## Public Cloud
Cloud services providers; for example, MS Azure and AWS, that are accessible and can be used by multiple customers.

## Hybrid Cloud
Cloud solutions that are composed of combination of private and public cloud services for different services.

Private Cloud

On Premise IT

Hybrid Cloud

Public Cloud

# Comparison:

| On-Premise Model | Cloud Model |
|---|---|
| Upfront Capital Costs | Monthly Usage Charges |
| Annual Maintenance Fees | Included |
| Customer bears all IT Risk | Vendor's Responsibility |
| 3-5 Year Technology Cycle | Monthly Innovation |
| Scalability issues | Easy to Adapt |
| Maintenance Downtime | Always Up |
| Own Disaster Recovery | Available |

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# Why Azure?

**Cost**
Reduces and/or eliminates and the need for purchasing hardware, software and having corporate personnel dedicated to IT management.
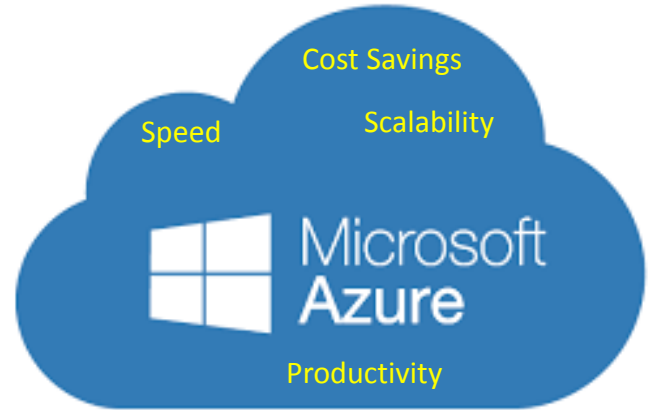
**Speed**
Allows for faster implementation - enabling an organization to build, deploy and manage applications with ease and greater flexibility.

**Scalability**
IT resources and/or demands can be easily increased or decreased based on business needs. *You only pay for what you need and when you need it.*

**Productivity**
No need to maintain hardware, software, patching and other functions – so you can concentrate on your business.

Cost Savings

Scalability

Speed

Microsoft Azure

Productivity

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# Why Azure?

**Performance**

Azure cloud services utilizes a worldwide network of secure datacenters, which are regularly upgraded to the latest generation of fast and efficient computing hardware and software.
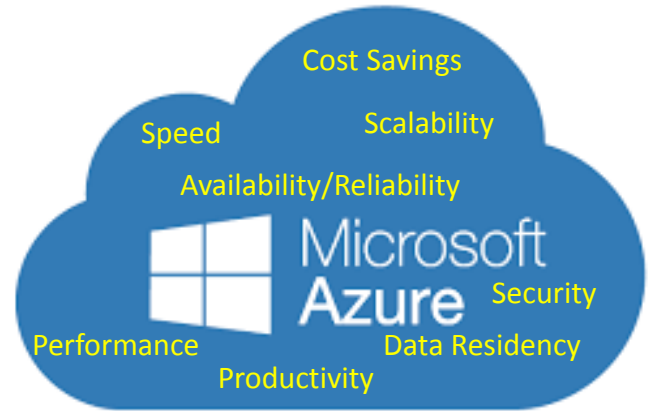
**Availability/Reliability**

Azure cloud computing makes data backup, disaster recovery, and IT services easier and less expensive, since they maintain multiple copies of your data in their datacenters.

**Data Residency**

Azure provides selectable data residency and geo replication.

**Security**

Azure has built-in security services that includes unparalleled intelligence to protect your data, apps, infrastructure and also provides a full set of auditing reports.



Cost Savings
Speed
Scalability
Availability/Reliability
Microsoft Azure
Security
Performance
Data Residency
Productivity

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# Understanding your Environment

1. **Business compliancy needs**
2. **Number of locations**
3. **Number of users**
4. **Current IT Infrastructure**
   - i. Physical Servers/Virtual servers
   - ii. Email
   - iii. Applications
   - iv. Security
   - v. Storage
   - vi. DR/Backup
   - vii. IT Support Personnel
   - viii. Remote Access

Customized Documentation Delivered

To: YOU

RE: Findings, Analysis and Recommendations

# Budgetary Cost Scenarios:

**Monthly costs are more or less similar....**

*if you take into account amortization*

*But, the cloud has advantages because ...*

1.  *There is no need for a Capital Expenditure*

2.  *You don't have the associated challenges with creating an IT infrastructure, absorbing recurring costs and software maintenance*

3.  *You can rest assured you have the use of the latest technological advancements*

4.  *There is no need for an associated IT environment and facility charges*

5.  *You have protection from unforeseen outages*

## Cloud vs On-Premise (25 Users)

### Sample Chart

| Description | On Premise | | | Azure Cloud |
|---|---|---|---|---|
| | Initial Costs | 3 Year Ammort. (Cost/Mth) | 5 Year Ammort. (Cost/Mth) | and Office 365 (Cost/Mth) |
| Server Cost (1 Server) | $ 7,500 | $ 208 | $ 125 | $ 250 |
| OS License with CALs | $ 2,700 | $ 75 | $ 45 | Incl. |
| MS Active Directory Controller/File Server | | | | Incl. |
| MS Exchange with CALs | $ 4,500 | $ 125 | $ 75 | Incl. |
| Anti-Spam Software - Annual Fee | $ 1,000 | $ 83 | $ 83 | Incl. |
| On Premise - Backup Hardware/Software | $ 3,000 | $ 83 | $ 50 | |
| Cloud - Offsite Backup | | | | $ 500 |
| On Premise - Office 2019 Standard ($549) | $ 13,735 | $ 382 | $ 229 | |
| Monthly cost for Office 365 Business Premium ($16.00) | | | | $ 400 |
| Infrastructure Maintenance - Annual Fee | $ 4,000 | $ 333 | $ 333 | Incl. |
| **Costs** | **$ 36,435** | **$ 1,290** | **$ 940** | **$ 1,150** |

**Note:** The cost for "Initial Implementation' and "Ongoing Support" have not been taken into consideration, as they will be same costs for both scenarios.

## Azure provides an IaaS

## turn key solution

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# How can we assist...

| IT RECOVERY SERVICES | CORE IT SOLUTIONS | SECURITY SOLUTIONS | LIFECYCLE SUPPORT | NETWORK SOLUTIONS | MANAGED SERVICES |

## 30 Year of Merging Innovation, Technology and Business

# In Summary



Microsoft Azure

**Complete IT Solution**

*Personalized IT for Your Business*

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# Is the Cloud…

## Right for YOU?

**If you're looking for additional details, we can help!**

thank you!