



Data Transformation on Microsoft Azure

Partner Point of Contact
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Segment Coverage	
Enterprise	Yes
SMC	Yes
<i>Regulated Industries:</i>	
Federal	No
State & Local	Yes
Education	Yes
FSI	Yes
Healthcare	Yes

Geos/OUs Where Active	
Great Lakes	Yes
Mid Atlantic	Yes
Midwest	Yes
NorCal	Yes
North Central	Yes
Northeast	Yes
Northwest	Yes
SoCal	Yes
South	Yes
South Central	Yes
Southeast	Yes

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*Which scenarios do you support?
(Highlight with "yellow")*

Scenario Coverage
Analytics
Migration
Modernization
ML / AI

*Where does the offer sit in the customer journey?
(Highlight with "yellow")*

Customer journey focus
Awareness and Interest
Envision – Assessment / Briefing / Workshop
Proof of Concept
Deployment / Migrate / Build

Other offer details (Option to purchase additional hours as needed)

Estimated cost of the offer	\$25K
Time to implement the offer	100 Hours

Why do companies need this offer?
<i>Pain points faced by companies</i>
<ul style="list-style-type: none"> Creating a new Data Lake, Data Warehouse, and/or Business Intelligence solution in Azure Assessing and improving Data Integrity across myriad sources for use in analytics Customizing the Presentation Layer of your new analytics system according to your Key Performance Indicators

How does offer solve the pain points?
<i>How you can help prospects solve their challenges</i>
<ul style="list-style-type: none"> Logicworks can create new data analytics from scratch or migrate and modernize your existing systems. Logicworks can perform a modernization and migration project to move customers legacy or End-Of-Life databases to an Azure-native platform.

Offer methodology / process?
<i>Step-wise approach to help prospects visualize the final deliverable</i>
<ol style="list-style-type: none"> Assessment <ul style="list-style-type: none"> Business Goals, Stakeholders Design <ul style="list-style-type: none"> Platform, Performance, Storage, Backups, DR, Security, ROI Model Build <ul style="list-style-type: none"> Configuration of destination environment Migration <ul style="list-style-type: none"> Lift & install data in new environment Continuing Support <ul style="list-style-type: none"> Monitoring, 24x7 Escalation, Backups

Key sales triggers
<i>Key customer moments that can be leveraged</i>
<ul style="list-style-type: none"> Large Migrations Data Transformation Projects

Key offer deliverables
<ul style="list-style-type: none"> Fully operational and modernized Azure environment Cost & Performance optimization

Key measurable impact of the offer
<ul style="list-style-type: none"> Time to Migration Time to ACR for MS Reps

Customer reference 1 / testimonial
<p>"We were impressed with Logicworks' experience on Azure and commitment to security and compliance" – Huy Mach Director of Infrastructure, Bamboo Rose</p>

Customer reference 2 / testimonial
<p>"Logicworks project management to engineering to experts in security and automation, it's pretty amazing." – Jens Skjoedt Director of Consumer Support, Stibo Systems</p>

About Logicworks:

27 years in business	400+ Customers
MS Awards	<ul style="list-style-type: none"> Azure Gold Partner Azure Expert MSP