SFPT Framework for Azure overview
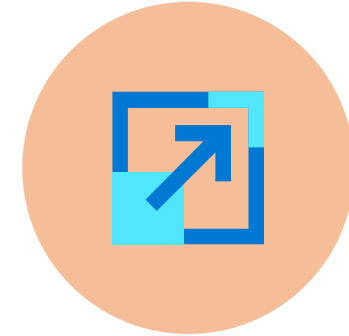
Optimize costs and migrate data with confidence

Stay secure and resilient across hybrid environments

Scale your applications and workloads on demand

Rely on multi-layered security controls

| Security management	Threat protection	Identity & access	App and data security	Network security
Manage security state of hybrid workloads with a single view	Access cloud-native SIEM and AI-driven security analytics	Unify identity management and secure identities to implement zero trust	Encrypt data, and protect keys and secrets used by apps	Enhance the protection of your virtual networks

Azure Sentinel | Azure Security Center | Azure Active Directory | Azure Key Vault | Azure Firewall & DDoS

Migrating your workloads to Azure IaaS

Migrating your Virtual Desktop Infrastructure (VDI) to Windows Virtual Desktop
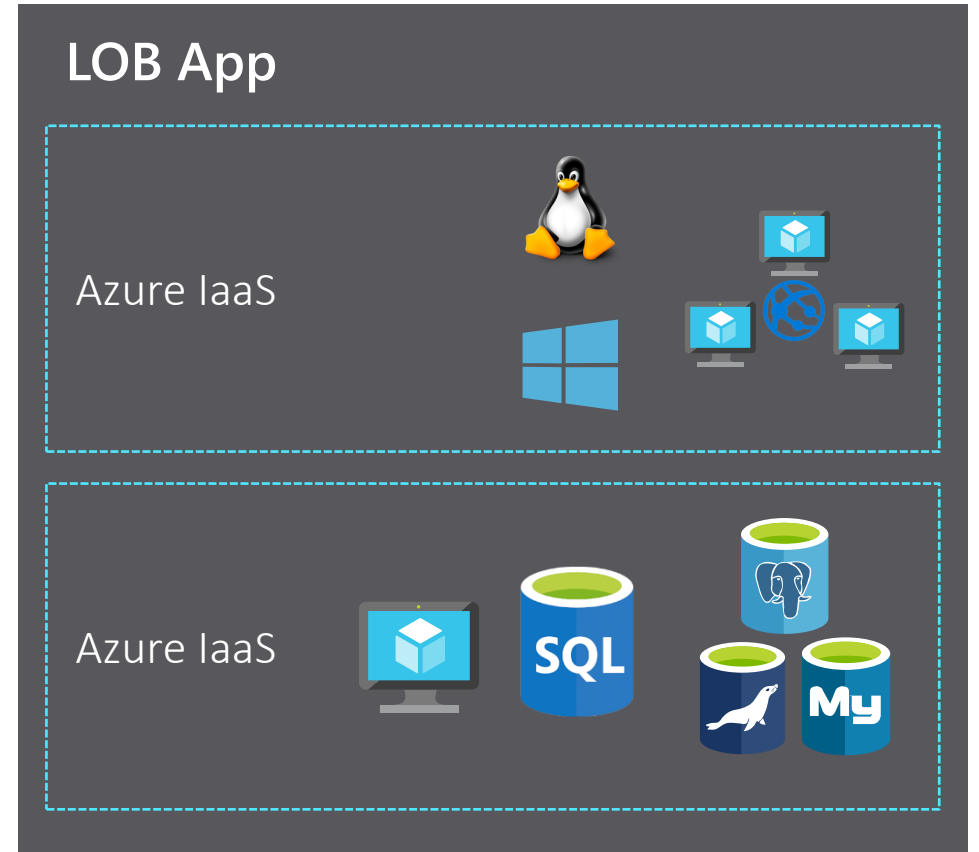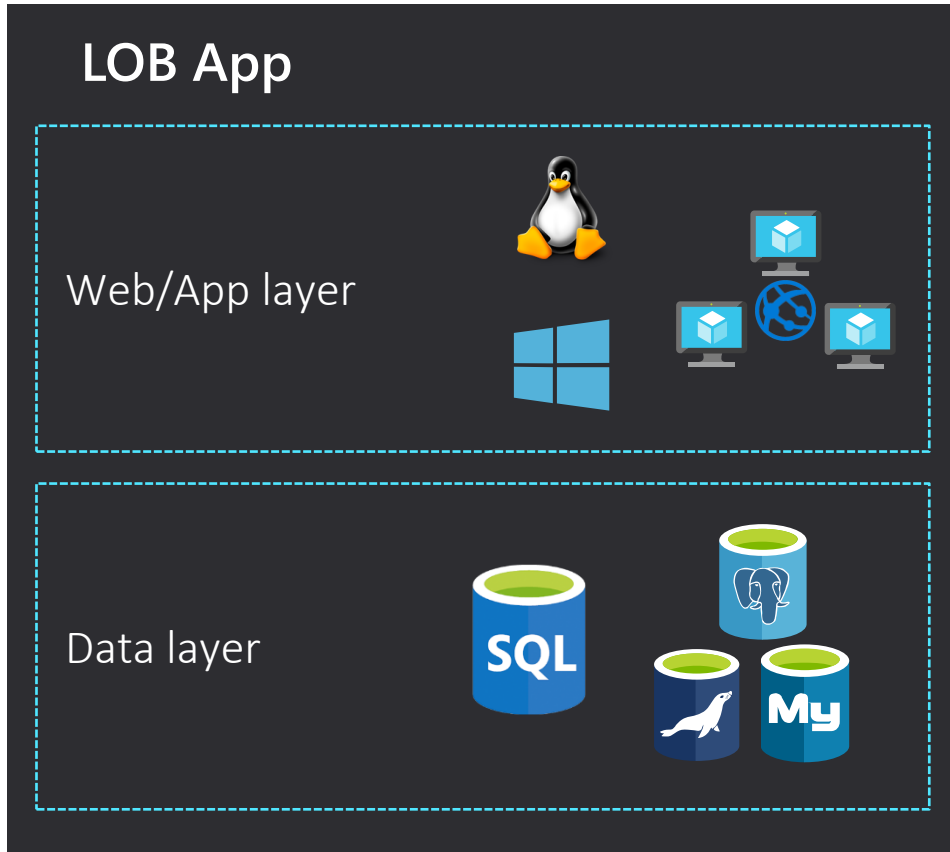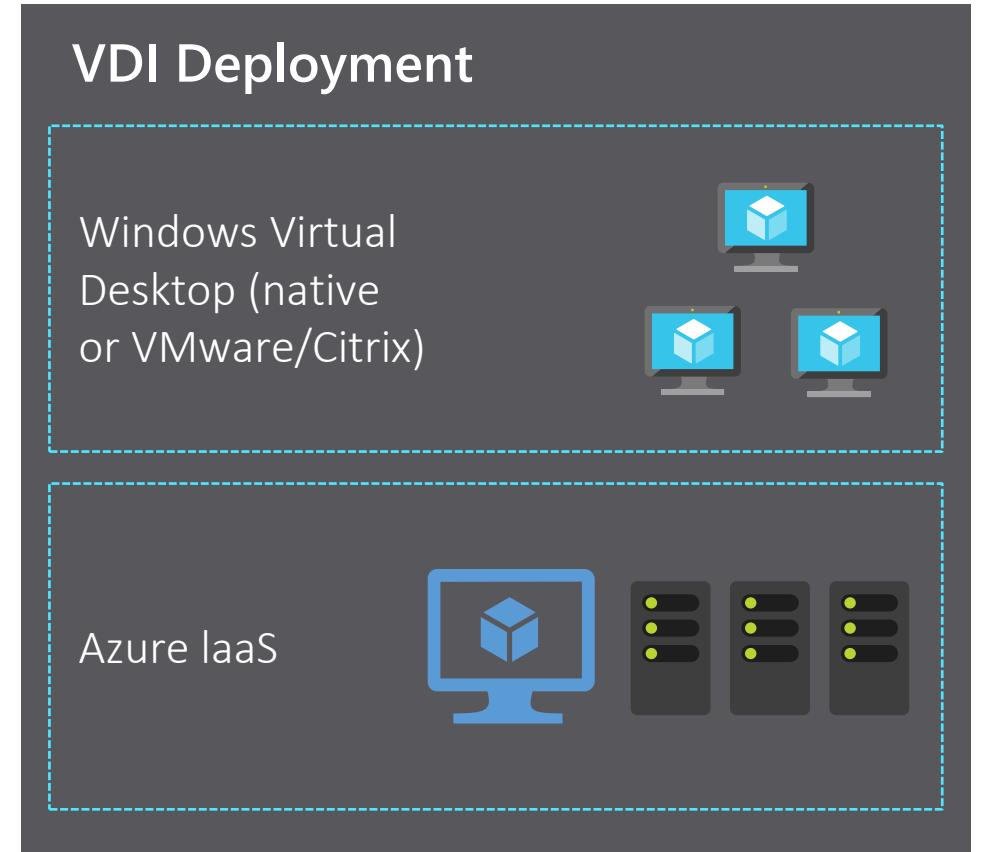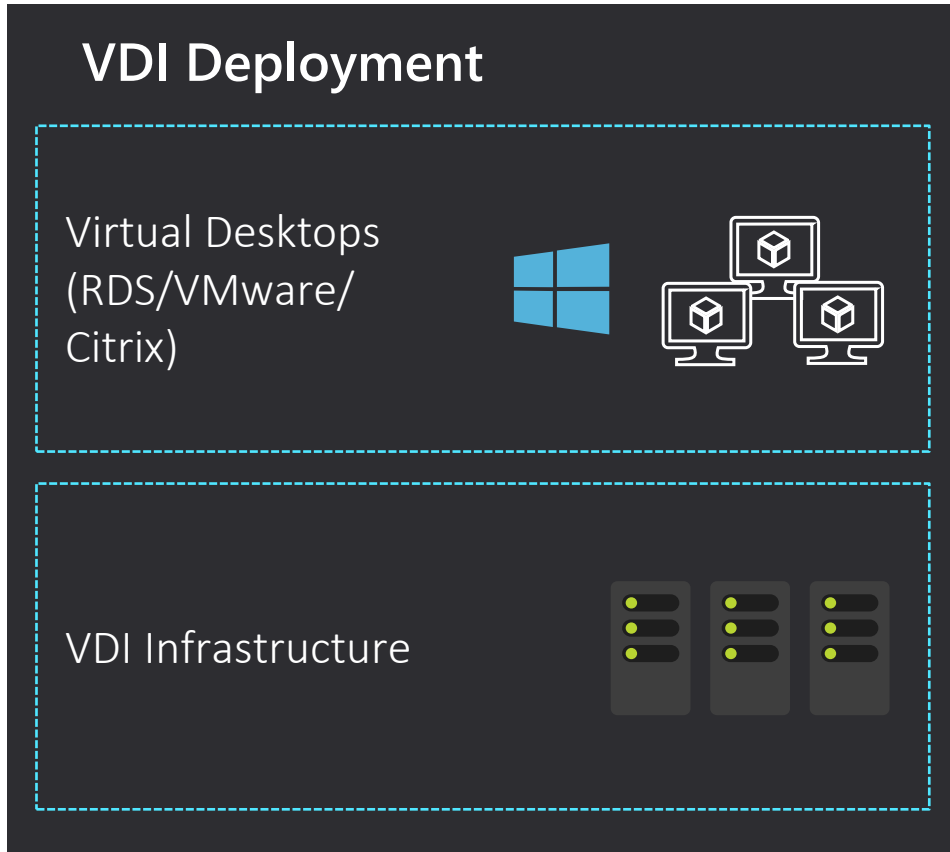
Azure Migrate

A central hub of tools for apps, data, and infrastructure migration

Key features

Rich scenario coverage — **Migrate servers, VDI, databases, data, web apps – first party and ISV tools**

E2E journey support — **Comprehensive discovery, assessment, and migration capabilities**

Centralized visibility — **Centralized migration repository delivering end-to-end tracking and insights**

Whats new: March'21

2x scale	Automation
500 parallel VMware VM migrations (agentless)	Azure Migrate PowerShell | GA

Speed and security	Customization
Private endpoint and replication over ExpressRoute	Resources tagging and custom resource naming

Partner tools	Migration assessments
Integrated Partner tools	Azure VMware Solution
	Integrated Discovery and Assessment
	SQL Server migration to Azure SQL

Define strategy

Define the visions

Plan

Set top-level objectives

Ready

Analyze business opportunities and the market

Adopt

Migrate, Innovate and Implement desired changes across IT and business processes

Govern

Comply, control and secure

Manage

Operate and optimize

https://aka.ms/adopt/overview
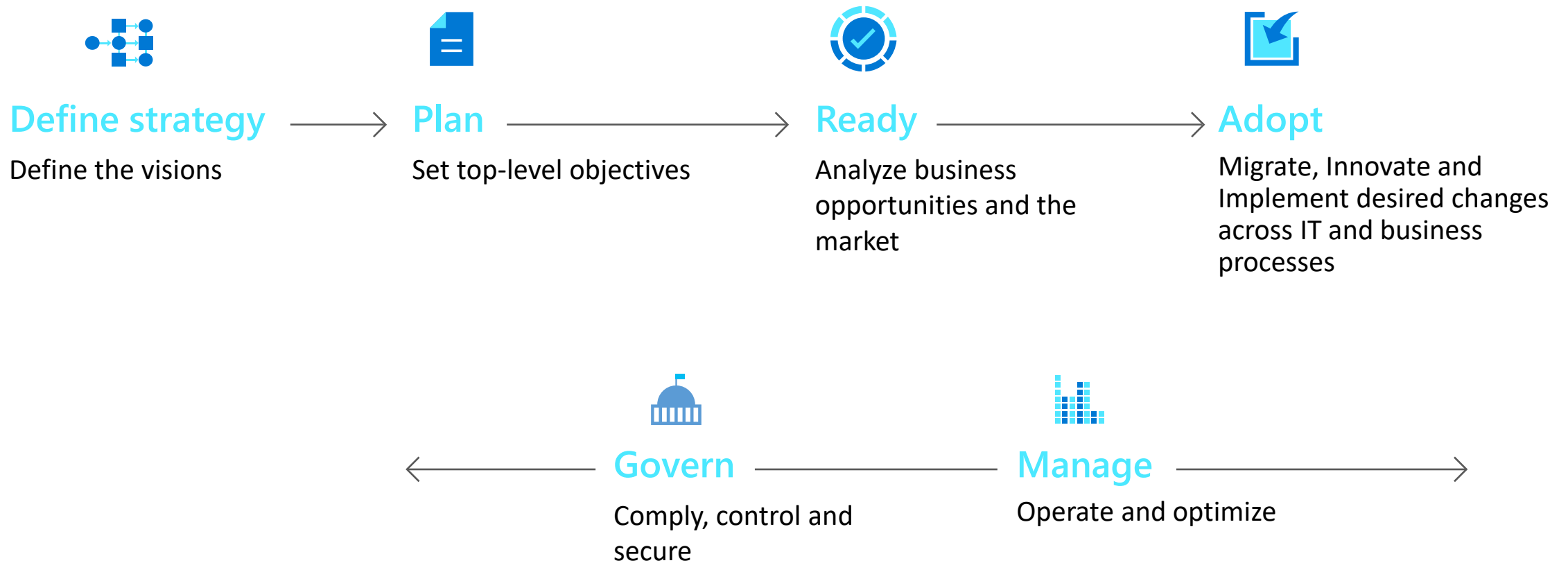
What SFPT can do ...

Define strategy → **Plan** → **Ready** → **Adopt**
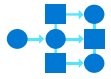
Define strategy
Always have three experts ready to support resellers and customers choosing right solutions

Plan
Always have resources from FPT, SYNNEX and Microsoft like Datacenter, subscription, license, human for demo.

Ready
Always ready to connect to Microsoft and Partners to help customers making the best plan.

Adopt
Migrate or Innovate

Implement desired changes across IT and business processes

Govern
Comply, control and secure

Manage
SFDC always accompany with customers and partners in troubleshooting, operating and optimizing.

https://aka.ms/adopt/overview
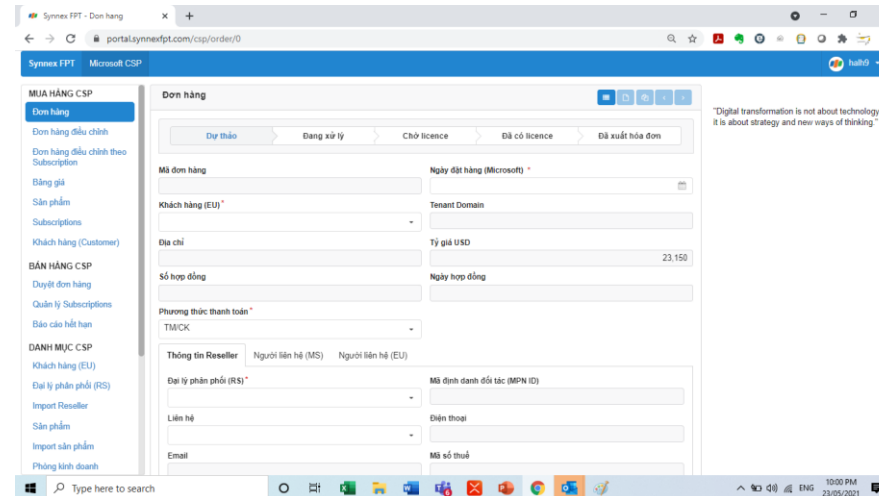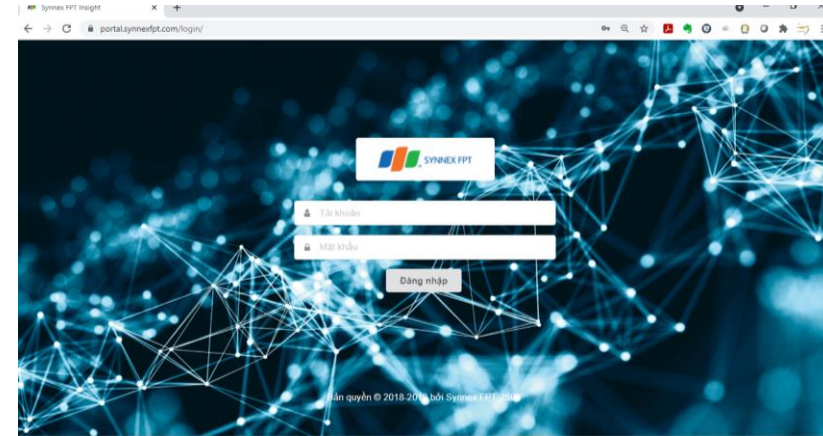
What SFPT have ...

- ✓ Microsoft GOLD partners at many solutions.
- ✓ With more than 25 years experience in IT market
- ✓ SFPT have the power human resources with:

- ➤ The Board of Director is always up-to-date, cares about Azure and offers the right strategy
- ➤ Sales team are more experienced, dynamic, flexible.
- ➤ Technical team with many years experienced in Microsoft products, participating in many big projects with many certificate of MS-100, AZ-303, AZ-304, ...
- ➤ Marketing team are active, creative, the program was made by them is very interesting and make more benefit for customer and partner.
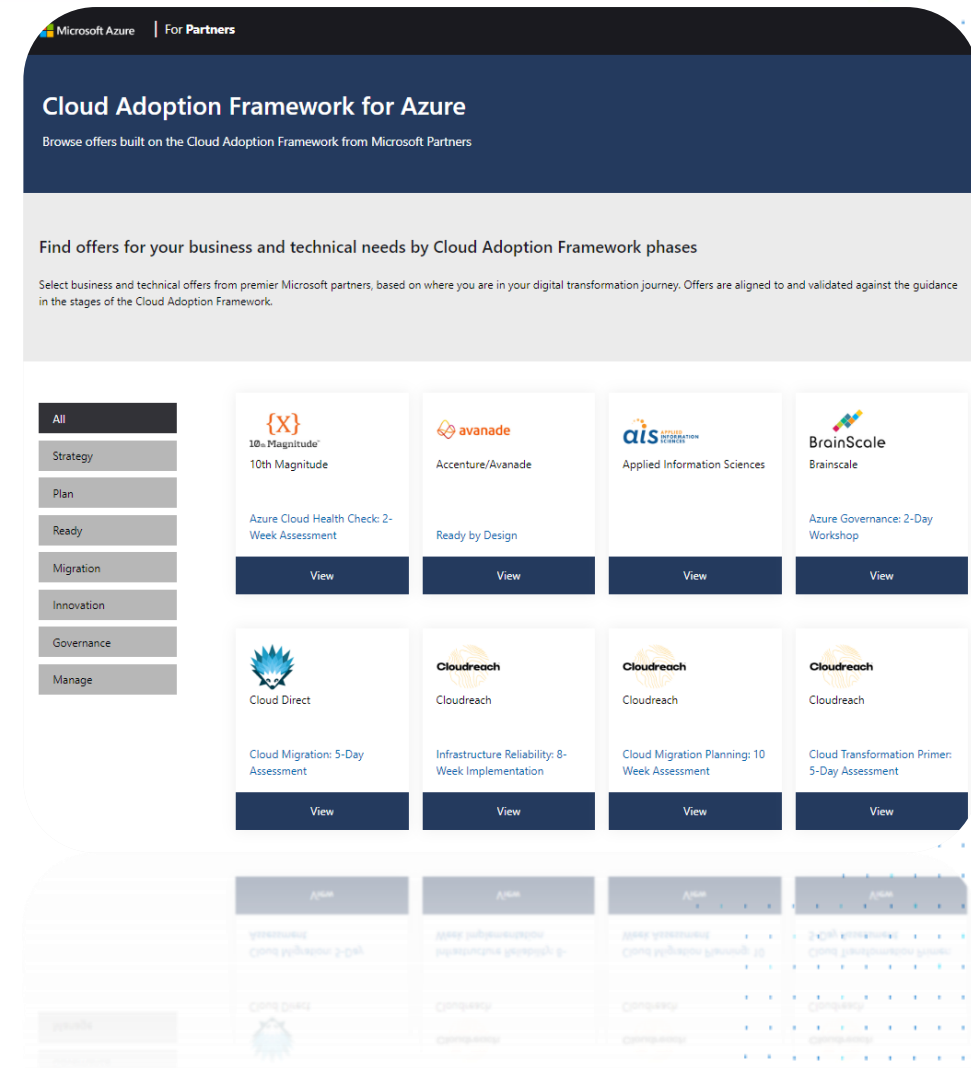
SFPT's special business process

Items	Description of feature
Price list	Updated price sheets at the beginning of each month
Tracking	Legal, Eligibility, Order progress Tracking
Management	Credit, Customers, P.O, Reconciliation, Billing, Subscription, Resource, Renewal…
Monitor	Credit, Customers, P.O, subscription, Increase/ Decrease resources, Update resource , Analysis of resource and consumption, Renewal.
Report	Visualizing report, Export file, Cross-check, Forecast, Analysis of business opportunities
Notify	Notify license release
Remind	Default: 45 days , 30 days, 15 days, 1 week Before renewal date Customize remind
Alert	Unexpected service changes, Credit Threshold, Unauthorized system access…
Enviroment	Web application, easy to use, is built on new technology platforms and high infrastructure systems. Allows integration with reseller's application using APIs
Support	24/7

Pro CSP Tool

Project support:

➢ Finance: long-debt period, easy to approval. More funds from Microsoft for pilot, POC, Demo….

➢ Build Project: SFPT always accompanies with partners and customers to survey, analyze, build solution, demo, test, evaluate, … Response time under 1 hour (SLA)

➢ Technical support and troubleshooting : 24x7, response time is 1h, 2h, 4h, 8h depending on critical severity (SLA)

Management Services from SFDC

After the system was deployed, SFDC is still support customers and partners (of course with the customer's authorized)

- ✓ Work with report, analytic, ... for optimize the system
- ✓ Help the customer reduce the cost per year
- ✓ Help the customer avoid unexpected cost
- ✓ Help the customer continue to complete the system with more azure option.
- ✓ Help the customer connect to MS support team for resolve any problem.

What's SFPT have done ...

https://aka.ms/adopt/overview

- FPT software use Azure to pilot many their apps
- After deployment, they have a serious problem: They have assigned power permission to their developer. That's very dangerous !!!
- Some developers (accidentally or intentionally) used that permission to change the database, causing serious loss (around 1M USD)

➡ SFPT support team and our partner have helped reorganize user permission, recover database, make another backup on Azure and on-premise

"*Azure permission is very powerful and detailed. SFDC have showed that and fixed our problem. I need to say with everyone that: the permission problem is very dangerous, be careful! We will never forget it*"

FSOFT Developer Manager
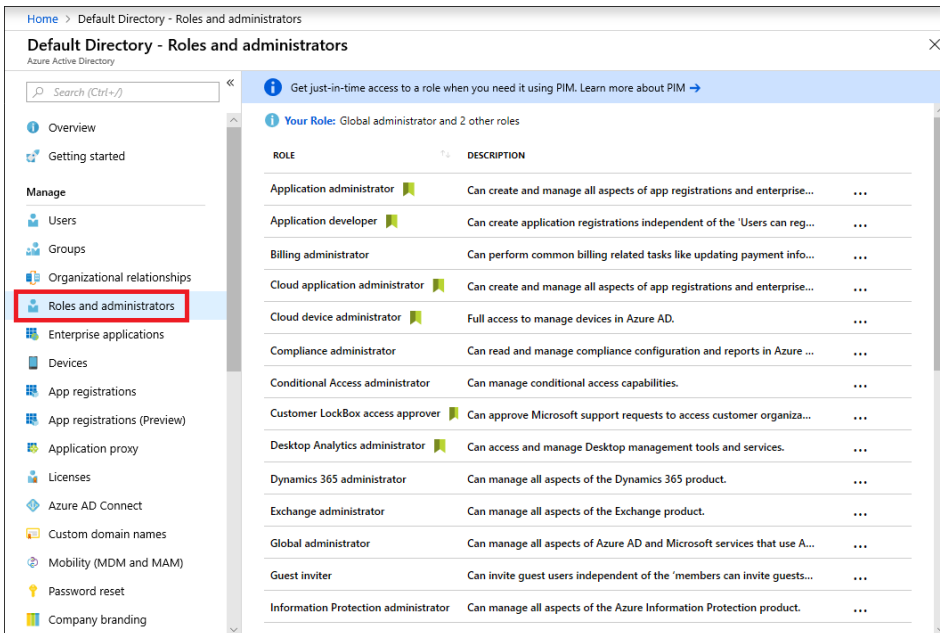
- Cannot connect application to SQL azure PaaS when trial azure
- Cannot convert MySQL to Azure SQL PaaS

⟶ SFPT with our partner convert My SQL to MS SQL and migrate to Azure SQL PaaS successful.

"Azure SQL PaaS help us save about 20K usd per year: the security cost, management cost, HA cost, maintenance cost, especially the time for deployment is great... We love PaaS..."

AASC Finance Manager

What's SFPT have done …

- The customer of FPT telecom have bought Azure through another CSP partner, and they want to change to SFPT

⟹ SFPT help them make the change with smallest downtime.

"SFDC helps us to get more customer. Many customer worry about change Azure CSP system to another distributor, they afraid about downtime and me too! But SFDC well done! Oh, we also have a lot of debt support from SFDC."

FTI services Manager

Microsoft

Thank You