

SFPT Framework for Azure overview



Why migrate to Azure?







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



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



Migrating your workloads to Azure IaaS













Azure Migrate

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

Key features

Whats new: March'21

Rich scenario coverage	Migrate servers, VDI, databases, data, web apps – first party and ISV tools	2x scale 500 parallel VMware VM migrations (agentless)	Automation Azure Migrate PowerShell GA
E2E journey support	Comprehensive discovery, assessment, and migration capabilities	Speed and security Private endpoint and replication over ExpressRoute	Customization Resources tagging and custom resource naming
Centralized visibility	Centralized migration repository delivering end-to- end tracking and insights	Partner tools Integrated Partner tools	Migration assessments Azure VMware Solution
		Integrated D Assess	
		SQL Server r Azure	5





https://aka.ms/adopt/overview



What SFPT can do ...



Define strategy \longrightarrow Plan

Always have three experts ready to support resellers and customers choosing right solutions =

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

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

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What SFPT have ...

\checkmark 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



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Chách hàng (Customer)	Dịa chỉ		Tỷ giá USD						
ÁN HÀNG CSP			23,1	50					
Duyệt đơn hàng	Số hợp đồng		Ngày hợp đồng						
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ANH MỤC CSP Chách hàng (EU)	Thông tin Reseller Người liên hệ (MS) Người liên hệ	(EU)							
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mport Reseller		•							
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SFPT's special business

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)



What's SFPT have done ...

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
- \checkmark 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 ...



Home > Default Directory - Roles and administrators Default Directory - Roles and administrators Aure Active Directory - Roles and administrators Aure Active Directory - Roles and administrators Search (Cort+:/) Image
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Manage Application administrator Can create and manage all aspects of app registrations and enterprise Users Groups Billing administrator Can create application registrations independent of the 'Users can reg Organizational relationships Cloud application administrator Can create and manage all aspects of app registrations and enterprise Cloud application administrator Cloud device administrator Cloud device administrator Full access to manage devices in Azure AD. Compliance administrator Can read and manage compliance configuration and reports in Azure Compliance administrator Can read and manage compliance configuration and reports in Azure Compliance administrator Can read and manage compliance configuration and reports in Azure Compliance administrator Can read and manage compliance configuration and reports in Azure Compliance administrator Can read and manage compliance configuration and reports in Azure Compliance administrator Can read and manage compliance configuration and reports in Azure Constance administrator Can read and manage compliance configuration and reports in Azure Constance administrator Can read and manage compliance configuration and reports in Azure
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Image: Second administrators Billing administrator Can perform common billing related tasks like updating payment info Image: Second administrators Cloud application administrator Can create and manage all aspects of app registrations and enterprise Image: Second administrators Cloud device administrator Full access to manage devices in Azure AD. Image: Second administrator Compliance administrator Can read and manage compliance configuration and reports in Azure
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Cloud device administrator Full access to manage devices in Azure AD
Compliance administrator Can read and manage compliance configuration and reports in Azure
Devices Conditional Access administrator Can manage conditional access capabilities
App registrations (Preview) Customer LockBox access approver Can approve Microsoft support requests to access customer organiza
Application proxy Desktop Analytics administrator I Can access and manage Desktop management tools and services
Licenses Dynamics 365 administrator Can manage all aspects of the Dynamics 365 product
♦ Azure AD Connect Exchange administrator Can manage all aspects of the Exchange product
😱 Custom domain names Global administrator Can manage all aspects of Azure AD and Microsoft services that use A
Mobility (MDM and MAM) Guest inviter Can invite guest users independent of the 'members can invite guests
Password reset Information Protection administrator Can manage all aspects of the Azure Information Protection product.

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- 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





- 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



Thank You