



# Azure Business Solutions

Improve your business efficiency with Microsoft Azure

## Azure VMware Solution



# Key concerns to ask before starting

## Studies and customers tensions



“My on-premises hardware contract, **Data Center**, is coming up for renewal, not to say to be removed, and I’d like to better understand my options with my legacy”

“My company needs to strengthen the security and **implement a Disaster Recovery Plan** for the existing architecture, at a low price to avoid cyber-attacks, power outage, human error, hardware or any event which could impact my business”



“I want to manage my **migration to the cloud** and Azure at my own pace in terms of time, internal organization, budget and for cautious policy reasons. I need to **take into account my legacy** in the global picture”



More than **90 %** of companies (Large accounts and SMBs) use a virtualized environment and wish to keep their infrastructure

Source : [Gartner](#)



**94 %**

of companies plan major IT strategy changes, with the top priority being the move to the cloud

Source : [IDC](#)

# The triggers and motivators for customers

## Common uses cases to switch to AVS

### Datacenter Lift and Shift & Extension



- Decommission
- Consolidation
- Footprint expansion
- On-demand capacity
- Dev/Test
- VDI & Published Apps

### Migration Simplification



- Reduce Migration downtime and minimize Impact to resources and business.
- Extend / migrate on-prem environment to AVS without re-platforming
- Infra Refresh (H/W, EOL, S/W updates, patching, etc.)

### Disaster recovery & Business Continuity



- Create a new DR
- Replace an existing DR
- Complement existing DR

### Application Modernization



- Modernize Existing apps
- Build new apps
- DevOps Management
- Leverage cloud native services & marketplace - Access to Azure Cloud Services such as Azure Active Directory, AI and Analytics
- Hybrid applications

### MS EOS Workload



- Seamless Lift and Shift
- Minimal downtime Migration
- Extended Security updates, 3 years, for Windows Server 2008 and 2008 R2, as well as SQL Server 2008 and 2008 R2

# Why Azure VMware Solution is the best choice

## Thanks to Orange's support

### No change regarding the tools, the technology

- Native vSphere support
- Fully featured networking stack
- vSphere management, vSAN, and NSX-T
- HCX Enterprise available to support migration

### Native integration with Azure

- Management, governance and security
- **Azure Arc compliant**
- Low-latency connectivity to Azure
- Leverage Azure ecosystem
- Single point of support
- AVS, a native Azure service



### High performance cloud infra

- Optimized elastic infrastructure
- Automated self-service provisioning
- Dedicated, isolated, bare metal infrastructure
- Redundancy and placement control
- Security and encryption
- Easy upscaling / downscaling



### Orange Business services as your VMware Single Point of Contact



## Business Services

- Strategy & Assessment | existing platform
- Plan | DC lift & shift, migration, Disaster Recovery
- Ready and Adopt | delivery
- Govern & Manage | maintenance



- Professional services
- Several hundred people trained on Azure
- Managed Services

# Hybridation and VMware HCX Enterprise Edition for Azure VMware Solution

## Accelerate cloud adoption

Create app mobility across any vSphere 5.0+ version deployed on-premises and Azure VMware Solution

## Hybrid Cloud Extension

Deliver multisite, WAN optimized, Secured, Load Balanced, Traffic Engineered Network Extension

## Replicated Assisted vMotion

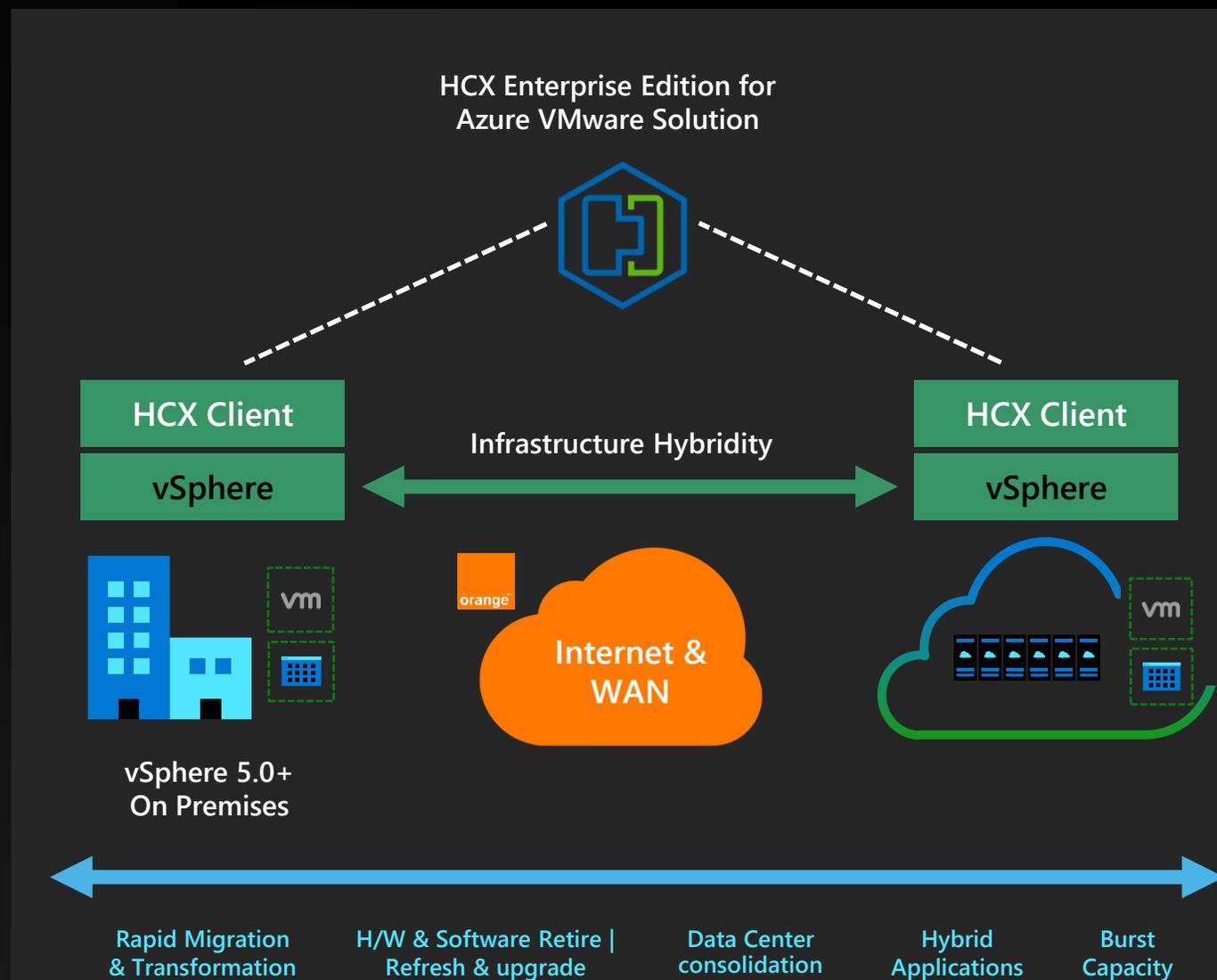
Enterprise Edition Only

Execute large scale bulk migrations with Zero-downtime using the HCX Interconnect appliance along with replication and vMotion technologies

## Mobility Optimized Networking

Enterprise Edition Only

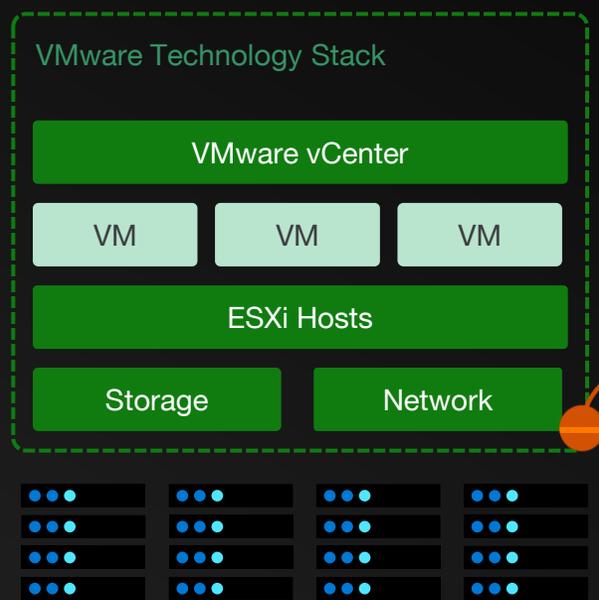
Used to ensure traffic between the source data center and destination private cloud is optimally routed preventing asymmetric traffic flows. Scenarios include optimal VM to VM communication on extended segments as well as defining default gateway options.



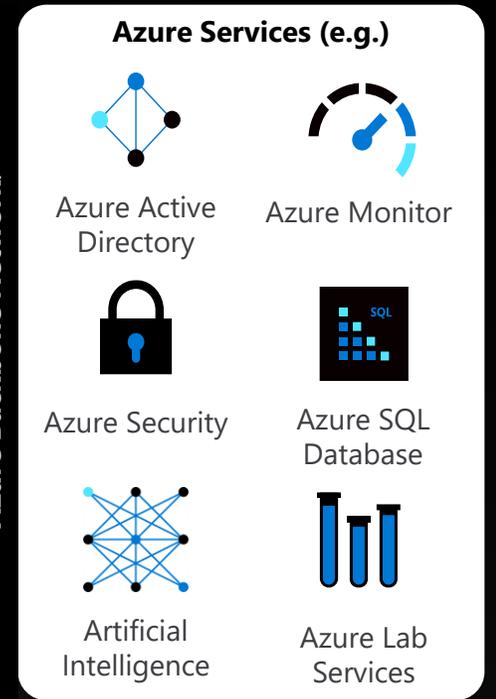
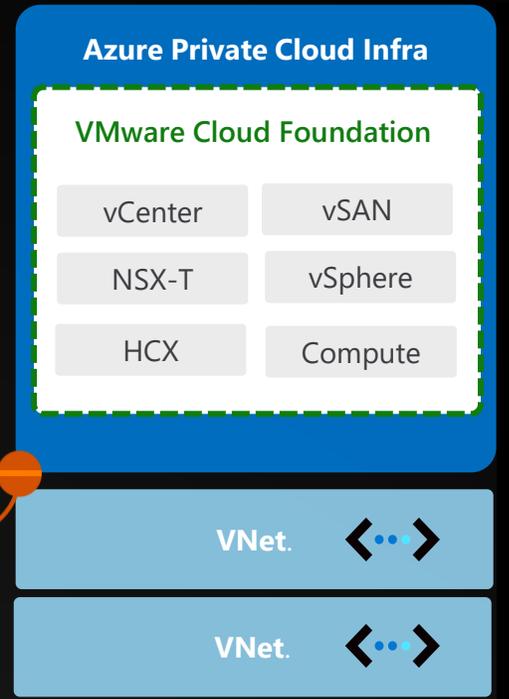
# A classic pattern to Run natively VMware on Azure and new services



## On Premises Datacenter



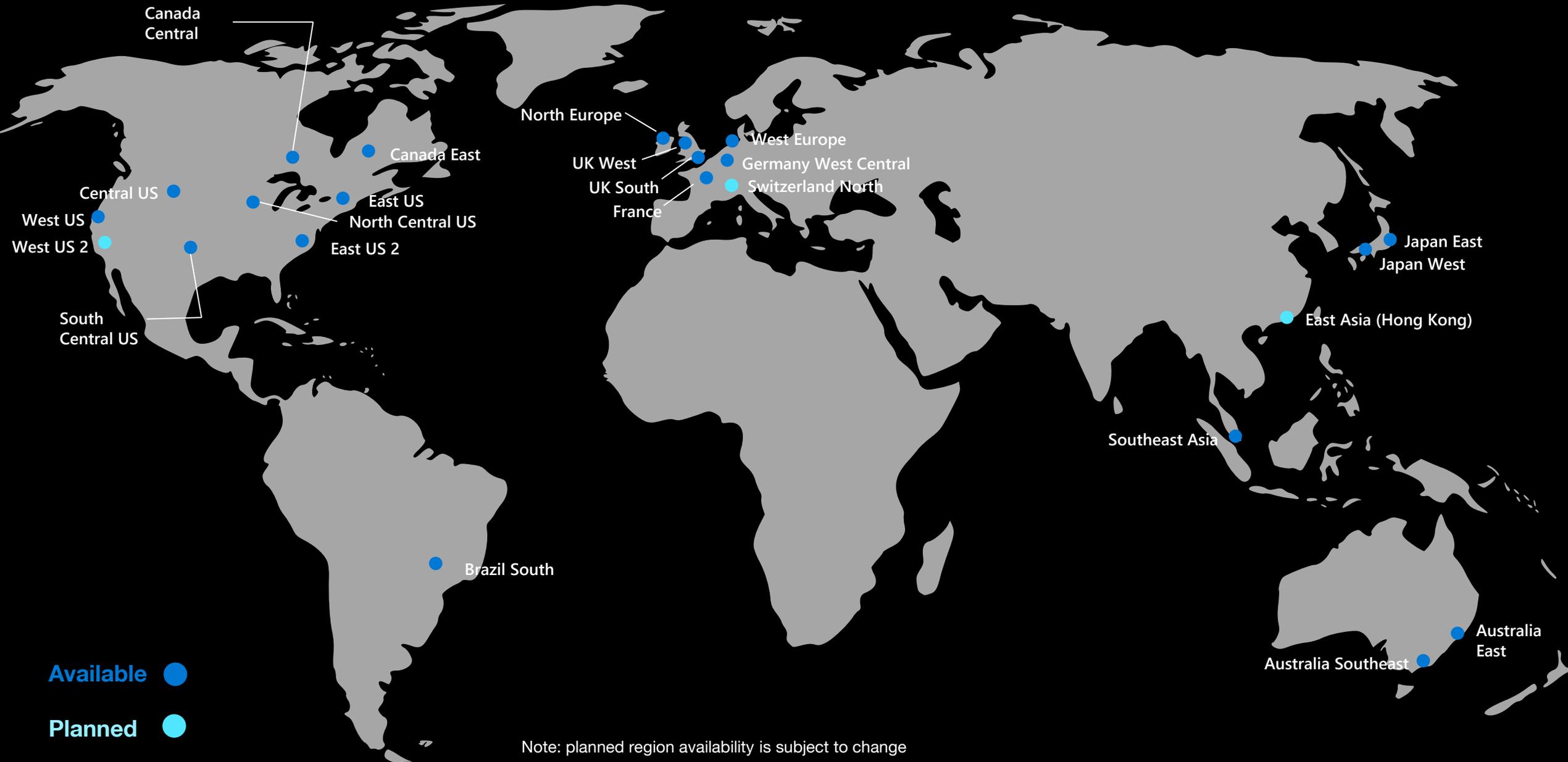
## Azure Portal and Azure Resource Manager



Azure Backbone Network.



# Azure VMware Solution: Global Availability



# End to end support to start your journey on Azure

## Get immediate benefits with AVS

### Scale automation



and fast provisioning for your VMware workloads on global Azure infrastructure

### Keep your existing VMware solution



but also, investments, skills, and tools, including VMware vSphere, vSAN, and vCenter

For security purpose keep your sensitive workloads on prem and start your hybridation

### Modernize your workloads



by integrating with native Azure services such as Azure Monitor, Storage and Analytics

Modernize your workload during a migration to save time, database migration and app optimisation

### Take advantage of Azure pricing



for Windows Server and SQL Server

Save money by using reserved instances for your workload and pay for proof of concept

# The benefits for customers

## Azure AVS and Orange Business Services



**Single point of contact** for your VMware environment and transformation, providing you appropriate operational solutions and services in RUN. Thanks to a strong experience in VMware environment and private cloud over the last decades, Orange can help you out in your transformation

Provide **Azure expertise** through trained experts and able to dedicate teams on Cloud Adoption Framework / Infra as Code as well as best practices

Design an **end-to-end solution** including the network, Azure, migration roadmap in a « one stop shop » way, dealing with technical and billing items

Aim further and stay ahead of your competitors with Orange Business Services and its **Modernization capabilities**. Build new apps, leverage cloud native services, improve your DevOps management with Orange

**Stay focused on your business and keep your existing VMware environment, tools and process**

**Be supported at every step of your journey in Think, Design, Build, Run milestones dealing with VMware**

**Stay one step ahead with Azure Arc, Modernization and all Azure functionalities thanks to Orange Business Services**



# Thanks

**For more information**

[cloud.orange-business.com](https://cloud.orange-business.com)

**Follow the guide**

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**Business  
Services**

