Microsoft

Azure Migration and Modernization Program (AMMP)

Overview

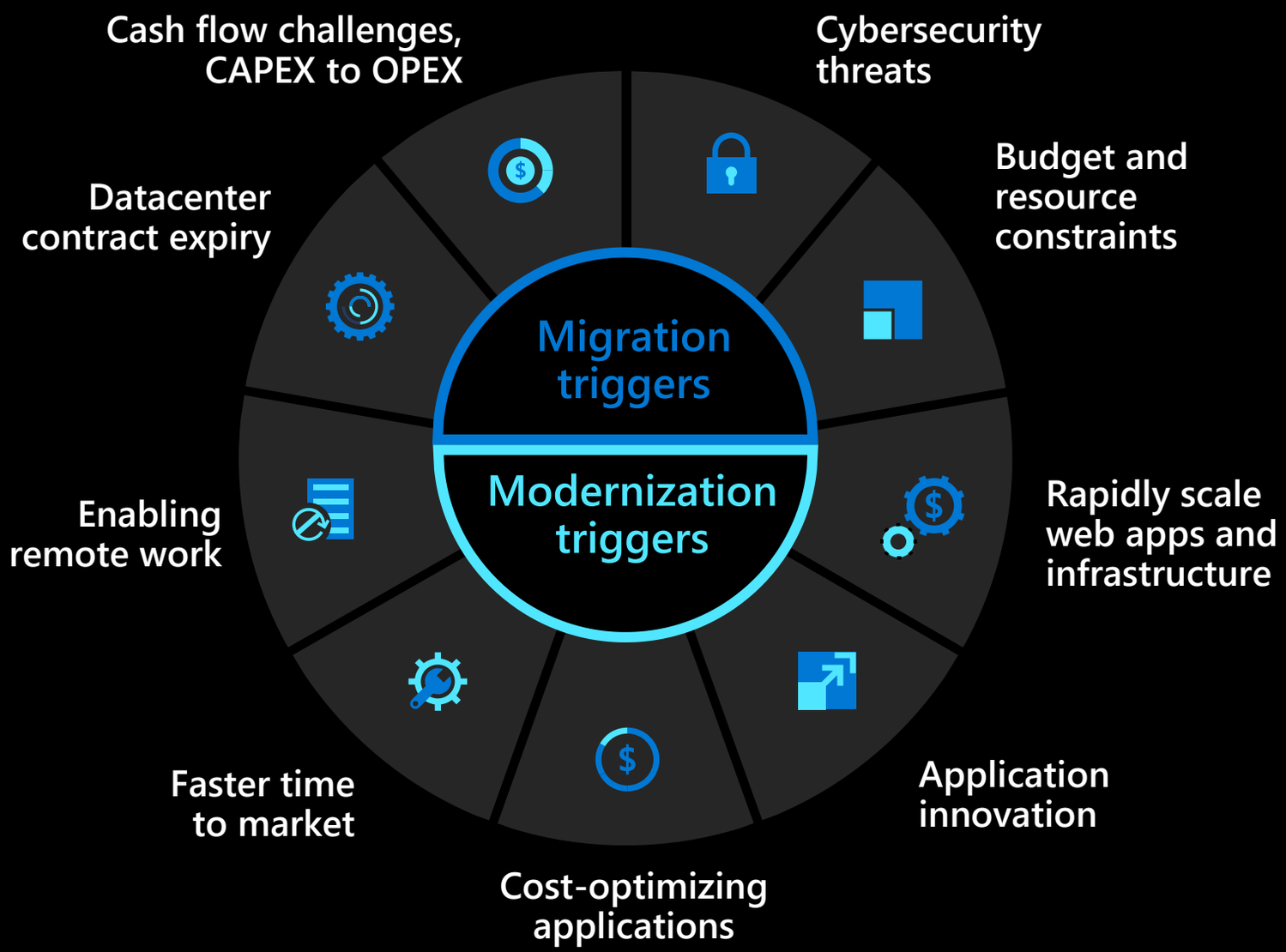
Delivered in partnership with intel

Microsoft Azure

Invent with purpose

Delivered in partnership with intel

Cloud migration and modernization triggers



Microsoft Confidential

Why are customers migrating and modernizing to Azure?

Enterprise-grade infrastructure for less

Faster innovation with a fully managed platform

Trusted cloud security to protect valuable assets

Hybrid flexibility to move on their terms

Drive sustainability initiatives

Comprehensive programs for a high-confidence move

What we've learned

Our customers are looking for a unified migration and modernization approach that brings together all the elements with prescriptive, best practice guidance - no matter where they are in their cloud journey

Azure Migration and Modernization Program (AMMP)

Get support with your migration and modernization needs across Apps, Data, and Infrastructure

The right mix of resources and expert help at every stage of your cloud journey

- Proven approach: Microsoft Cloud Adoption Framework and Well Architected Framework
- Cost-effective offers and incentives
- Technical skill building
- Free tools/ automation: Azure Migrate
- In-depth assistance from FastTrack for Azure engineers
- Expert help from specialized services partners
- Support environmentally sustainable initiatives

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Let's move forward together with confidence. We're here to help at every step.

Learn More | Azure.com/AMMP

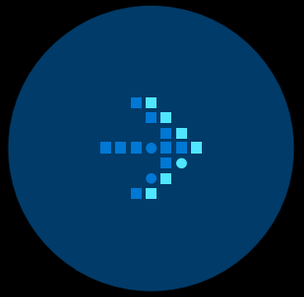
AMMP provides a proven, unified approach for all your needs

Asessment and Planning

Get assistance with planning your move, including holistic assessment and cloud economics guidance.

Landing Zone build out

Design and architectural guidance to ensure your workloads have a secure and well managed environment on Azure.



Migration and Modernization

Get help with moving your applications, data, and infrastructure. Be it VDI, servers, databases or apps, we got you covered.

Swedavia Airports

"To run airports during a pandemic is challenging. The AMMP program helped us to successfully perform a lift-and-shift during the most pressing situation Swedavia has ever been in, giving us access to top-of-the-line experts and advice during the project."

— **Joakim Erikson,** IT Director, Swedavia IT

AMMP helps optimize costs and drive sustainable outcomes

Cost-effective offers

Qualify for subsidized partner services and/or Azure Credits to help offset migration costs – we match you up to the right offer

Free Azure tools

Access to free discovery, assessment, and migration tools with Azure Migrate

Drive sustainable outcomes

Up to 93% energy efficiency and up to 98% carbon efficiency by moving to the cloud (vs. on-premises solutions)*

*Findings from the 2020 Environmental Sustainability Report

BRITISH COUNCIL

"Amazingly this program delivers significant savings. Savings are around 50 percent to what we have paid before. We are expecting those even to be better once we are fully in Azure, and we recognize our utilization."

— **Maciej Wadowski,** British Council

AMMP helps you move confidently with skilling and expert help

FastTrack for Azure support

Get direct access to Azure engineers as you plan and execute the move

Expert partners

Choose from 100s of partners who are certified migration and modernization experts

Technical skilling

Build organizational readiness and cloud skills through Microsoft Learn and/or accredited partners

Neogrid

*"The **FastTrack team** was very humble and able to quickly integrate to our team. It was helpful having them in person during our kickoff in Joinville, Brazil."*

— **Sergio Grisa,** Product and Technology, Neogrid

AMMP helps with breadth of migration and modernization scenarios

Infrastructure and database migration

Move your workloads to Azure to enhance IT resiliency, operational efficiency, and optimize costs.

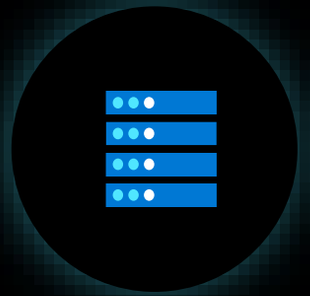
Virtual desktop infrastructure

Quickly migrate Windows desktops and apps to Azure with Azure Virtual Desktop and access your desktop and applications from virtually anywhere.

App and data modernization

Modernize apps to optimize cost, build fully managed services, and improve performance

AMMP helps with common migration and modernization scenarios



Infrastructure and database migration

Move your workloads to Azure to enhance IT resiliency, operational efficiency, and optimize costs.

Virtual desktop infrastructure

Quickly migrate Windows desktops and apps to Azure with Azure Virtual Desktop and access your desktop and applications from virtually anywhere.

App and data modernization EXPANDED

Modernize your web apps and innovate with new cloud-native apps on a highly productive platform with fully managed services.

SAP NEW

Migrate SAP landscapes to Azure and add complementary cloud services to accelerate innovation.

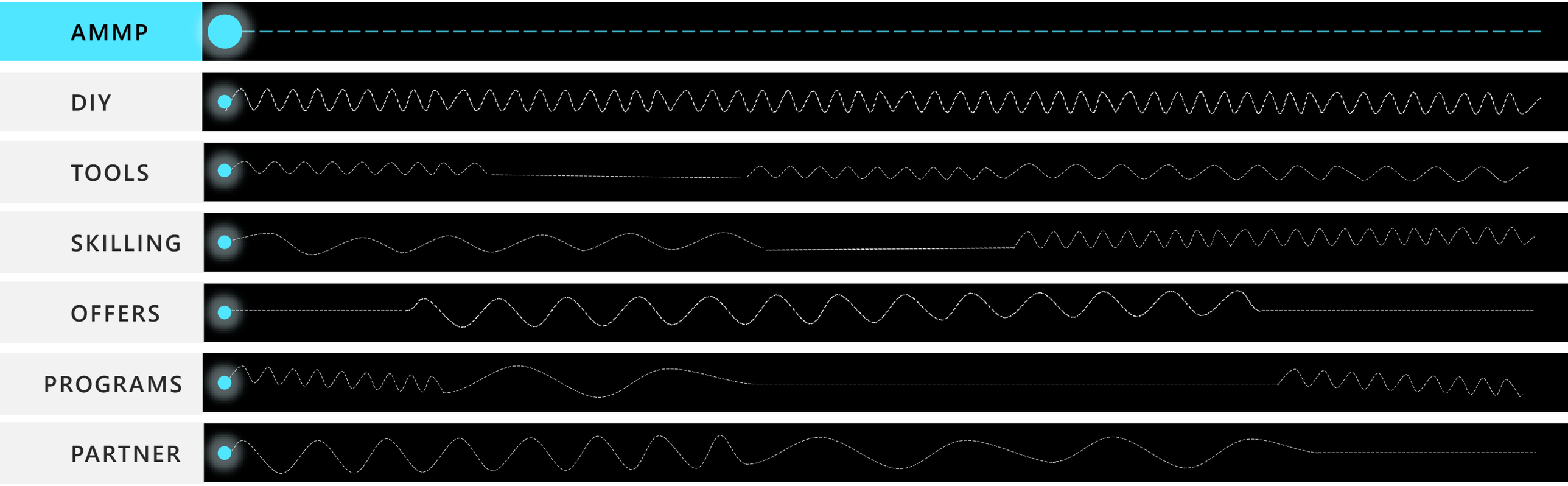
AMMP components

Many roads, one destination

Azure Migration and Modernization Program

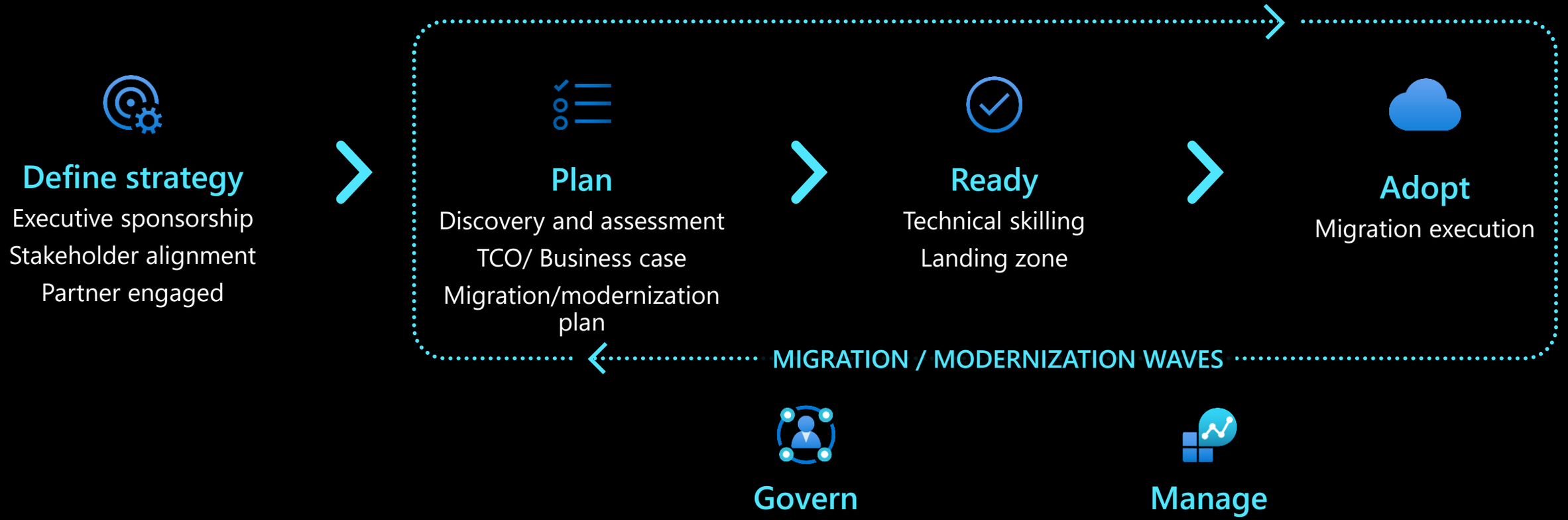
Customers receive prescriptive guidance for a step-by-step approach for a path to the cloud from start to finish.

CLOUD JOURNEY	Step1	Step 2	Step 3	Step 4	Step 5
	Review funding options, secure partners, and validate timeline, deliverables, and cost	Assess workloads, create an initial plan, review business case, and map skills needed	Build the foundation, governance tools, validate readiness, and utilize CAF Workshops	Review requirements, agree on an architecture and tools, execute migration; secure and manage the environment	Optimize, secure and manage workloads, ongoing reporting, and establish reviews



Count on a proven methodology

Microsoft Cloud Adoption Framework for Azure



Access in-depth assistance

FastTrack for Azure engineers can help with migration/modernization planning and execution

How you benefit

Get direct assistance from Azure Engineers*

Learn how to develop successful landing zones

Accelerate migration/deployment of Azure solutions

Landing zone: a critical enabler to scale migration

Construct & operationalize a Landing Zone as per best practices guidance

Your applications and workloads land on a robust foundation as they move to Azure

Greater agility, compliance with enterprise requirements, and success with scale migration efforts

*Availability of all offered projects in Japan is dependent on local language resources

Gain new skills with technical courses

Work with an Enterprise Skills Initiative Training PM to chart your AMMP learning path

1

Start your team's migration journey with Azure Fundamentals! Azure Virtual Training Days makes scheduling a breeze and full certification exam discounts are included.

2

Determine what roles need training and certification. Choose from the full catalog of 2-5 day courses including Azure Administrator, Solutions Architect, Developer, Security, and more.

3

Add to your migration knowledge with one of the specialty courses for migrating Windows & Linux servers, SQL workloads, and open source data workloads to Azure.

Get flexible and predictable digitally enhanced training for a virtual-first world

- **All Access via Learner Experience Portal**
- **1-5 Day Training Events delivered by 1st Party Microsoft Technical Trainers & 3rd Party Learning Partner Ecosystem**
- **10+ Time Zones, 10+ Languages**
- **Exam Prep, Practice Tests, Exam Certifications**

Leverage the entire Microsoft Catalog to continue to build your organization's Azure skills

Azure Virtual Training Days*

- Fundamentals
- Migrating Server Infrastructure

Azure Role-based courses with certification exam full discounts**

- Administrator
- Developer
- Solutions Architect
- DevOps
- Security
- Data Engineer
- AI Engineer
- Data Scientist

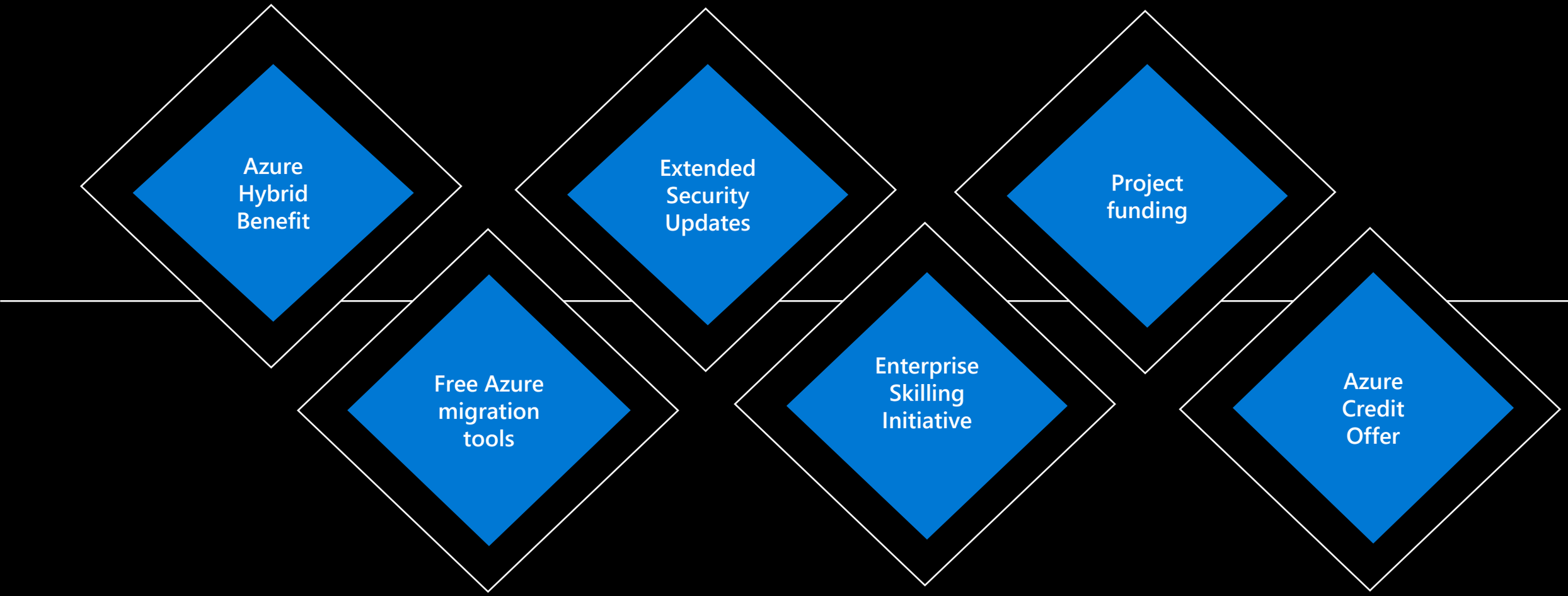
Migration and Specialty**

- Migrate SQL workloads
- Migrate Open Source Data Workloads
- Migrate Application Workloads
- Azure IoT Developer
- Planning & Deploying SAP
- Azure Admin for AWS

*Partial list ; Fundamentals includes certification exam full discounts.
**Microsoft Official Curriculum (MOC).

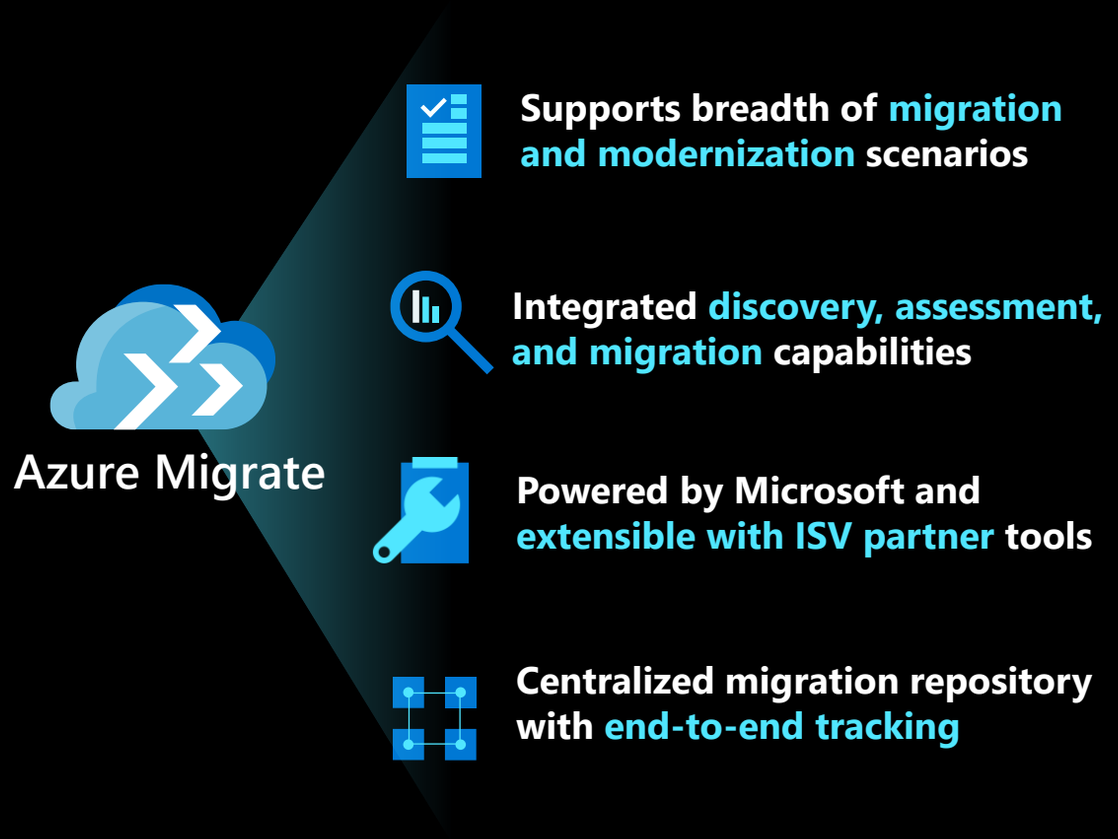
Pay less with cost effective offers

To help offset transition costs



*Incentive mix determined based on customer scenario & eligibility

Get free Azure migration tools



What's New

Integrated discovery and assessment for SQL Server migration and modernization

App containerization: Modernize your apps to Azure Kubernetes Service | Preview

2x scale: 500 parallel VMware VM migrations (agentless)

Automation: Azure Migrate PowerShell

Speed and security: Private endpoint and replication over ExpressRoute

New integrated ISV tools | Zerto

Specialized migration and modernization partners

Get expert guidance

Azure Expert MSPs and partners with Advanced Specializations meet stringent requirements to prove they meet Microsoft's highest standards of technical expertise, service delivery, and support.

Stringent validation of partner capability | Microsoft investments to drive growth | Differentiated status with exclusive badge

Advanced Specializations

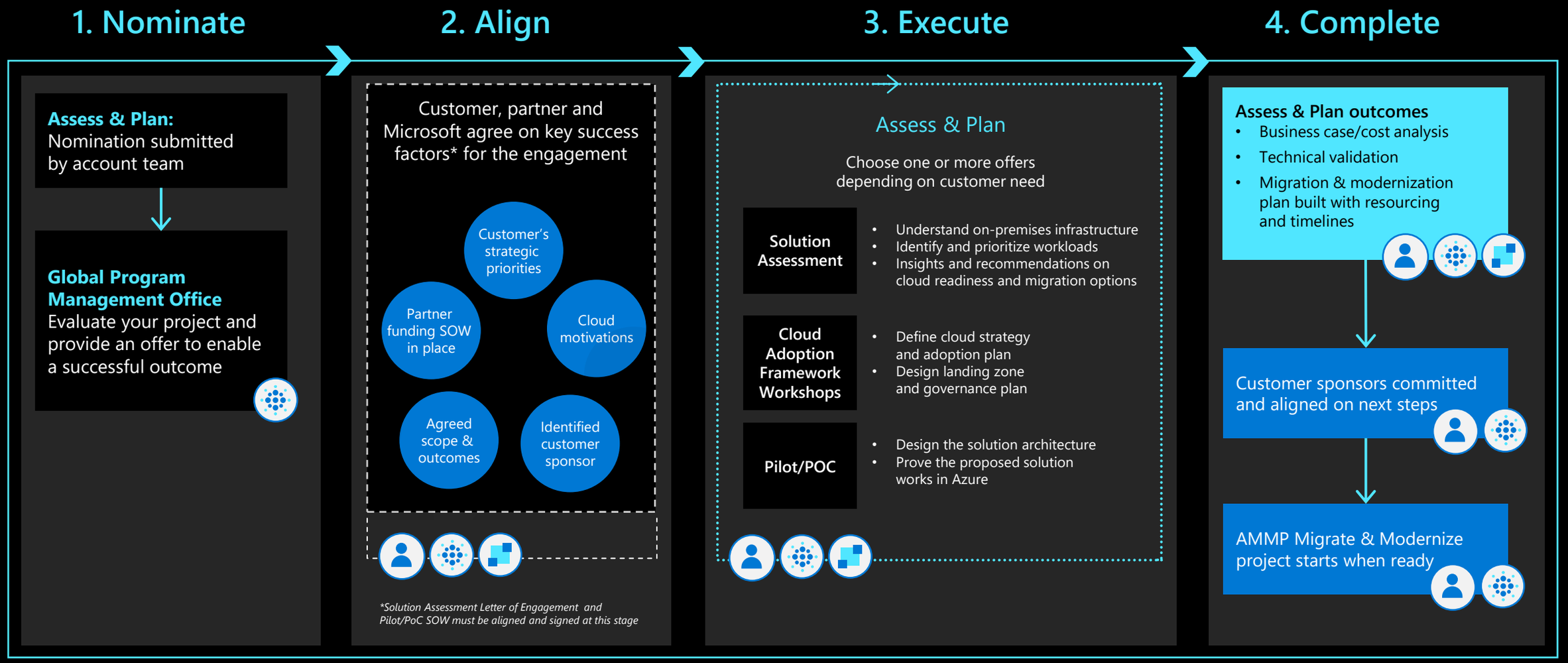
- Windows Server and SQL Server
- Data Warehouse
- Linux and Open Source Databases
- SAP on Azure
- Kubernetes on Azure
- Modernization of Web Applications

https://azure.microsoft.com/en-us/partners/

Engagement

AMMP engagement model

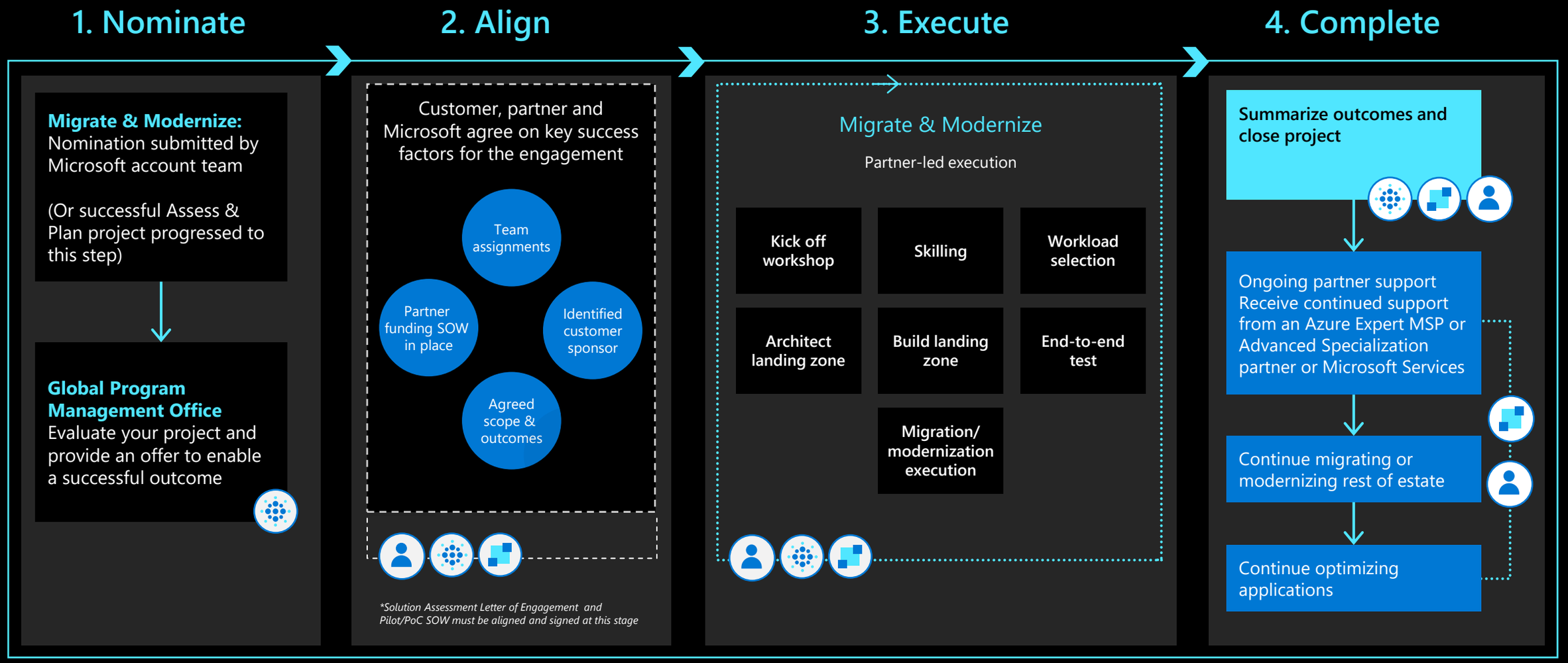
Assess & Plan projects



Microsoft Partner Customer

AMMP engagement model

Migrate & Modernize (Standard offer) projects



Microsoft Partner Customer

AMMP engagement model

Migrate & Modernize (Advanced offer) projects

1. Nominate

Migrate & Modernize:
Nomination submitted by Microsoft account team

(Or successful Assess & Plan project progressed to this step)

Global Program Management Office
Evaluate your project and provide an offer to enable a successful outcome

2. Align

Based on the size and complexity of the project, customers receive a custom AMMP offer via email with a defined scope

- Partner scoping
- Customer scoping
- Internal scoping
- Team assignments
- SOWs in place

**Solution Assessment Letter of Engagement and Pilot/PoC SOW must be aligned and signed at this stage*

3. Execute

Migrate & Modernize

Partner-led execution with expert guidance from FastTrack for Azure

- Kick off workshop
- Skilling
- Workload selection
- Architect landing zone
- Build landing zone
- End-to-end test
- Migration/ modernization execution

4. Complete

Post go-live support from FastTrack for Azure and partner and close project

Ongoing partner support
Receive continued support from an Azure Expert MSP or Advanced Specialization partner or Microsoft Services

Continue migrating or modernizing rest of estate

Continue optimizing applications

Microsoft Partner Customer FastTrack for Azure

AMMP responsibilities and deliverables matrix

The below represents a summary of key items for the Migrate & Modernize phase of AMMP.

	1. Nominate	2. Align	3. Execute	4. Completion
CUSTOMER	• Executive sponsorship • Resource and staffing • Customer team orchestration • Customer and partner sign commercial agreement	• Participate in scoping and alignment sessions • Confirm project scope, timelines, and conditions of success • Identify skilling needs • Provide current architecture overview	• Participate in an existing environment review • Identify application owners • Approve migration plan & approach • Signoff on migration/modernization cutover	• Confirm AMMP project conditions of success are met • Complete a program feedback assessment • Project timelines are expected to be complete within 12 months
	Partner leads delivery (Microsoft advising in Advanced offer)			

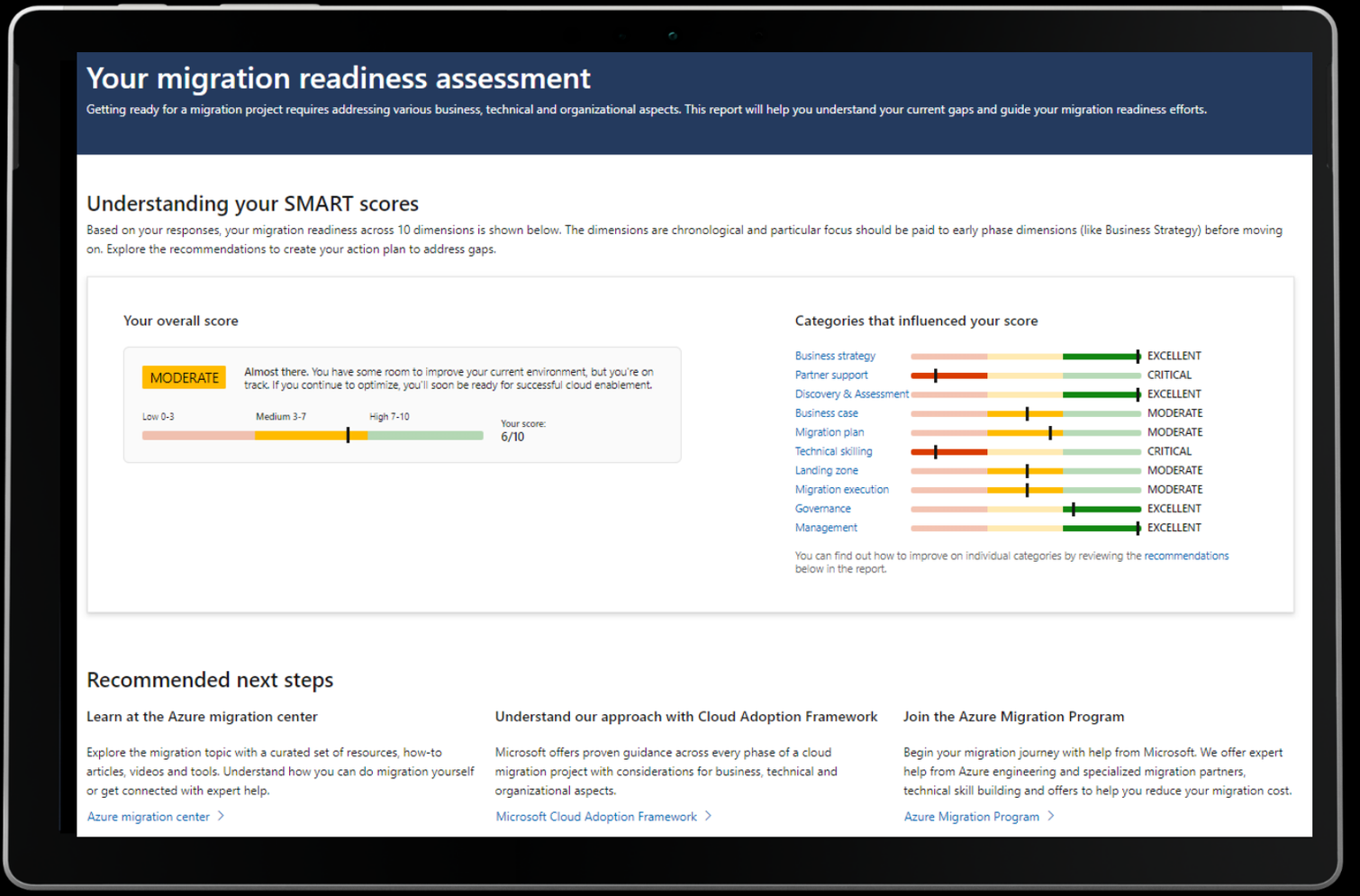
AMMP	• Review nomination
	• Introduce AMMP, including its benefits and what to expect during an engagement
	• Define business vision, goals and assess customer architectural needs
	• Partner and customer sign commercial agreement
		• Scoping and alignment sessions
		• Review existing on-premises environment
		• Provide an initial project plan
		• Set expectations and share execution approach
			• Workshop and planning
			• Prepare workload deployment wave plan
			• Deliver on AMMP milestones:
			  ○ Landing zone architecture/build
			  ○ Discovery & assessment
			  ○ Migration/modernization execution
				• Understand customer plans to pursue enhancements around security/management and further Azure projects
				• Partner continues working directly with customer after AMMP
				• Collect customer feedback
				• If the project continues beyond the AMMP project scope, the partner will continue to support

Understand your cloud journey readiness

SMART is a short online questionnaire that scores your readiness to migrate across 10 dimensions

Recommended approach

- Use SMART to get a quick understanding of your readiness
- Engage in a Solution Assessment for a detailed migration and modernization plan



Be SMART
Migrate with a plan

aka.ms/smarttool

Customer success with AMMP

It was shocking to see that we had so many servers running so much more than we needed. Some were running only one process that we easily migrated. And many could just shut down. Overall, we really optimized our costs.

- Morten Hansen, Infrastructure Architect, TINE SA

With everybody's limited budget, especially during the pandemic, the support from both a financial perspective and with the FastTrack for Azure backing… I very quickly realized that we could deliver in a quicker timeframe than initially planned…The landing zone was a great initiative because that focused everybody, in terms of, what are the deliverables? What are we looking to achieve? What technologies are we going to use to do that? Microsoft linked in seamlessly with SoftwareOne and as a customer of both of these companies, it was reassuring for us.

- Gavin Scott, Head of IT, Actavo

Amazingly this program delivers significant savings. Savings are around 50 percent to what we have paid before. We are expecting those even to be better once we are fully in Azure, and we recognize our utilization.

- Maciej Wadowski, British Council

Customer success with AMMP

Swedavia Airports

The AMMP program helped us to successfully perform a lift-and-shift during the most pressing situation Swedavia has ever been in, giving us access to top-of-the-line experts and advice during the project.

- Joakim Erikson, IT Director, Swedavia Airports

lpa

With the lift and shift and the best practices from the Azure Migration and Modernization Program, we were able to migrate our infrastructure entirely onto Azure. We plan to migrate our virtual machines also into Azure and the great thing is that we can do this at our own pace.

- Fredrik Van Malderen, LPA

American Cancer Society®

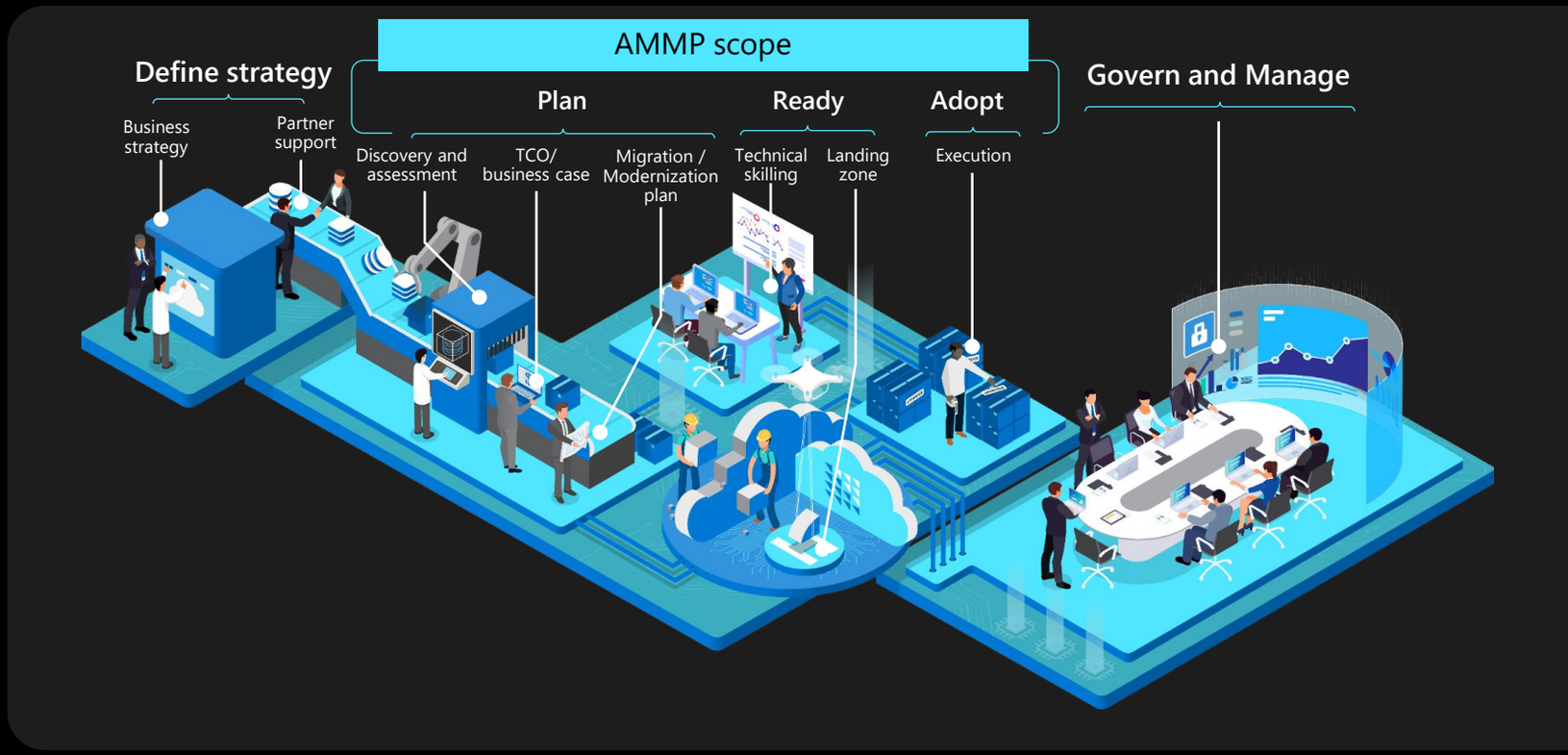
Our original plan was to move in three months, and we actually executed in eight weeks. Microsoft AMMP Program, the FastTrack Program, as well as the Tech for Social Impact team who were fantastic and really were very essential to help us get these- this very challenging project done on time and on budget.

- Keith Weller, American Cancer Society

Get started

Before you sign up:

1. Define your migration **strategy** and connect with a **specialized partner**
2. Ensure you have an active **Azure account** or enterprise agreement



AMMP will help you:

- **Discover** & assess your on-premises applications to identify migration candidates
- Evaluate Azure capabilities with a **pilot** or **proof of concept**
- Build your **business case** and get **executive sponsorship** for your migration project
- **Skill up** your organization for long term success
- Architect your **landing zone** and execute the **migration**

Ready? Get the help you need to simplify your journey to the cloud with the Azure Migration and Modernization Program.

Learn more
Azure.com/AMMP

Learn more
and sign up today

azure.com/AMMP

Microsoft