

Azure Marketplace Offer: Azure Local – Assessment, Deployment & Workload Enablement (Using Azure Credits)

In today's days and age, where strict sovereignty and regulatory requirements requiring that data be kept and controlled locally, Azure Local serves key business needs such as compute needing to remain on-premises, resiliency of mission critical applications, low-latency decision-making, or adhering to compliance requirements.

Azure Local is a hyperconverged infrastructure solution that provides storage, network, and compute resources in on-premises or edge locations. It supports the creation and management of Windows and Linux virtual machines (Azure Local VMs), AKS clusters for containerized workloads, and other Azure Arc-enabled services, such as SQL Managed Instance (MI) and Arc-enabled machine learning (ML). Azure Local is connected to Azure for streamlined deployment and management, which provides a unified and consistent management experience using Azure portal and Azure Update Manager for updates, and the Arc Resource Bridge for workload orchestration and provisioning operations.

QDS is helping customers with this offer to plan, deploy, and operate **Azure Local** environments using their **Azure credits**, including the deployment of one or more hybrid workloads such as **Azure Virtual Desktop (AVD)** on Azure Local, **AKS on Azure Local**, or **Office 365 Local integration**.

QDS having highest tier partnerships with leading Azure Local providers, ensures the best services delivery expertise for organizations looking to modernize their infrastructure and streamline operations.

QDS Azure Local Offer Overview

Azure Local extends Azure services directly into customer-owned infrastructure, enabling organizations to run modern and traditional workloads with **local execution** while retaining **Azure management, control plane, and security**.

This Marketplace offer helps organizations adopt Azure Local through structured phases:

1. **Assessment & Requirement Gathering**
2. **Azure Local Delivery & Deployment**
3. **Deployment of Selected Use Case (AVD, AKS, O365 Local)**

Azure credits may be applied to eligible Azure infrastructure and services used during deployment.

Phases included in the Offering

Assessment & Requirement Gathering

A structured discovery engagement focusing on:

- Current on-premises infrastructure assessment
- Desired workloads (AVD, AKS, Office 365 Local)
- Connectivity, identity, and security requirements
- Compliance and data-sovereignty needs

This phase aligns with the **Azure Local Well-Architected Framework**, ensuring an architecture based on reliability, security, cost optimization, performance, and operational excellence.

Azure Local Delivery & Deployment

Following assessment, we deploy Azure Local on customer-provided validated hardware.

Azure Local includes:

- Azure Local Three Nodes readiness and Onboarding
 - Host & Cluster Deployment
 - Storage Configuration
 - Network Configuration
- Azure Integration & Registration
 - Azure Arc Enablement
 - Azure Management Integration
 - Governance & Access
- Backup & Operations
 - Backup Enablement using Azure Backup
 - Azure Monitor integration
- Validation, Handover & Knowledge Transfer

Deployment of any one of the below Use Case

Choose one of the following workloads to deploy as part of the offer:

- **Option A:** Azure Virtual Desktop (AVD) on Azure Local
 - For Ten Users
 - Single Custom Image
- **Option B:** SQL Server deployment on Azure Local
 - Standard Arc Enabled SQL Server Deployment
- **Option C:** Office 365 Local Integration

Value Proposition

- Use **Azure credits** to fund Azure resource consumption and Azure Local management-plane services
- Improve performance and data locality for critical workloads
- Maintain consistent Azure governance and security controls across cloud + local environments
- Reduce complexity vs traditional on-premises virtualization
- Enable hybrid-cloud modernization with AKS, AVD, and local M365 integrations

Ideal For

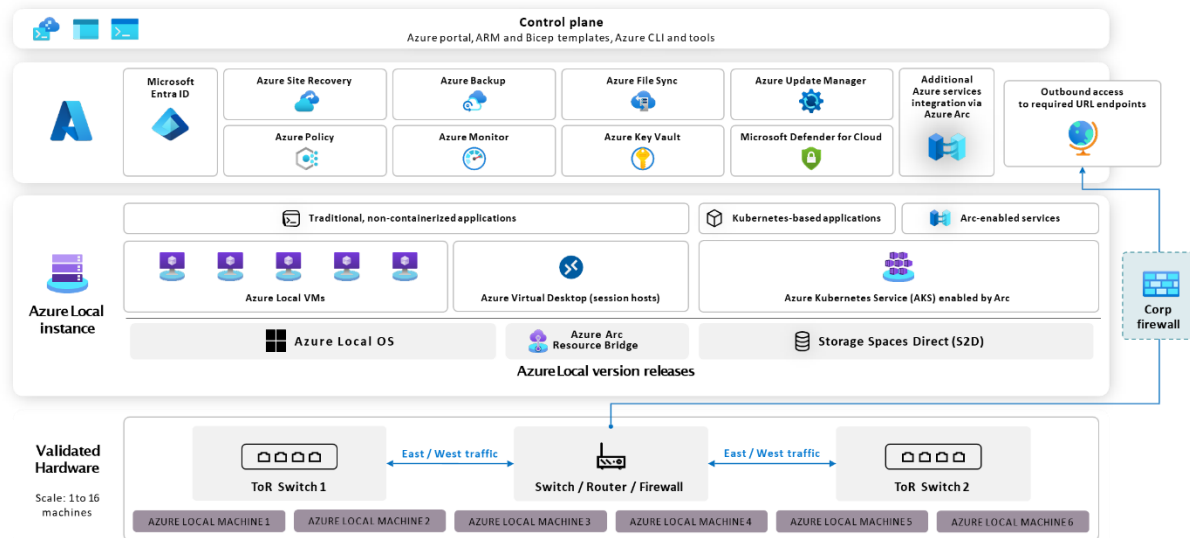
- Government, FSI, Healthcare, Manufacturing (SCADA/OT)
- Organizations with strict data residency requirements
- Remote locations with low-latency needs
- Enterprises modernizing on-prem workloads without cloud-only hosting

Offer Pricing Model

Pricing depends on scope and customer environment but generally includes:

- **Fixed-fee assessment**
- **Deployment package** (Azure credits may apply to Azure resource consumption)
- **Optional ongoing managed services**

High-Level Azure Architecture on Azure Local Solution



Engage with QDS to discuss in detail for your requirements, and plan to support you in adopting and deploying Azure Local.

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