

Run native VMware workloads on Microsoft Azure

Implementation Services for Microsoft Azure VMware Solution

What if you could...

- ▶ **Extend** your teams VMware skills and tools to Azure
- ▶ Seamlessly **integrate** your VMware environment with Azure
- ▶ **Modernize** your VMware workloads with native Azure management, security and services

You can do all this and more with Dell's Implementation Services for Microsoft Azure VMware Solution (AVS)

Dell & Microsoft are invested in joint innovation

How our partnership with Microsoft benefits you:

- ▶ Leverage exclusive solutions co-engineered by Dell & Microsoft for high-impact modernization
- ▶ Unlocks the right benefits, resources and programs to accelerate your success
- ▶ Offers a comprehensive suite of products and services that drive business outcomes with Microsoft technologies – from end users to the cloud
- ▶ Gives you peace of mind, knowing we are committed to advancing sustainability, cultivating inclusion and upholding ethics and privacy in everything we do



**7/7 Solutions
Area Competencies**



**Dell is a Global Microsoft
FastTrack Ready Partner!**

Member of
Microsoft Intelligent
Security Association



Over

35 Years

in partnership with Microsoft

More than

47,000

Microsoft certifications
held by Dell engineers

Considerations for Azure VMware Solution

What are your plans to consolidate or reduce your datacenter footprint?

How are you providing a disaster recovery and business continuity plan to your on-premises datacenter infrastructure?

Do you have an application modernization plan that doesn't require you to rebuild your VMware-based environments?

How could your Windows and SQL Server workloads benefit from running on Azure?

Dell is here to help, with combinable engagement options

Discover, assess and prepare the environment to extend and migrate workloads to Azure



Migrate native VMware VMs from on-prem VMware environment to VMware based Azure cloud, including DR capabilities



Extend capabilities to take advantage of Azure Services and automation, scale AVS resources to redirect workloads to AVS during peak capacity



Start with your goal in mind:

How do you want to utilize the dedicated cloud infrastructure on Azure?



High availability,
cloud bursting,
DR



IT expansion,
datacenter reduction or
retirement



Speed / simplification
of migration /
hybrid cloud



Optimize software
costs with Azure
Hybrid Benefit



Software upgrade,
update lifecycle,
CapEx to OpEx

Enjoy an AVS pilot environment

Discover and assess the requirements of the new dedicated cloud infrastructure

Prepare the environment to extend and migrate workloads to Azure

Set up the network and connect on-premises VMware environment to Azure VMware Solution (AVS)



Drive cloud consumption

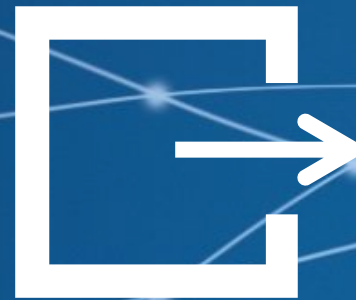
Integrate with on-premises network topology, storage and existing Azure environment

Migrate VMs from on-premises VMware environment to dedicated cloud on Azure

Provide DR capabilities for VMs using the AVS dedicated cloud as the recovery or target site



Integrate



Migrate



Recover

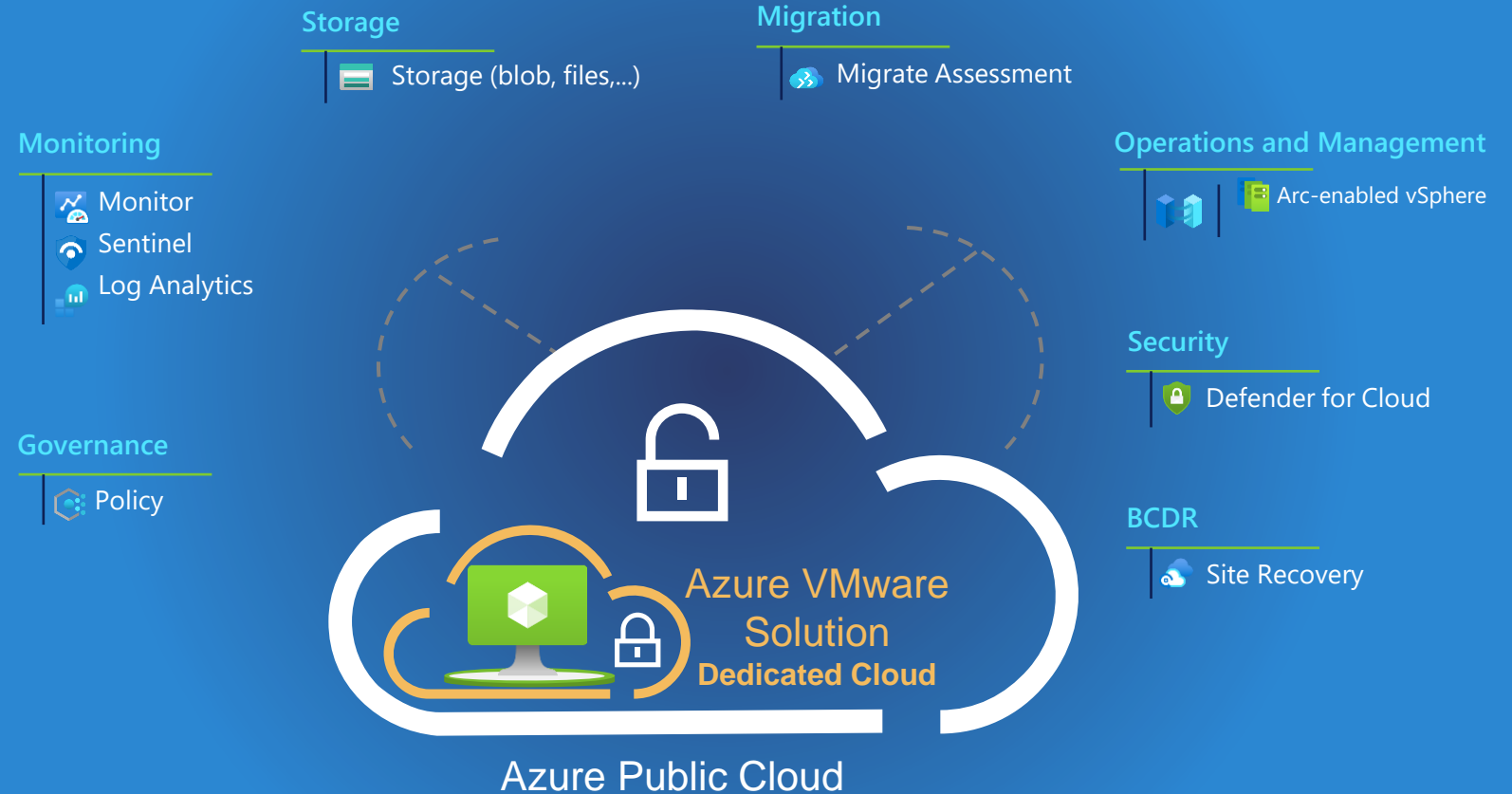
Take advantage of Azure services

Connect your AVS dedicated cloud to Azure public

Manage the lifecycle of your AVS VMs with Arc Enabled AVS

Expand the DR solutions to include additional protected VMs in AVS

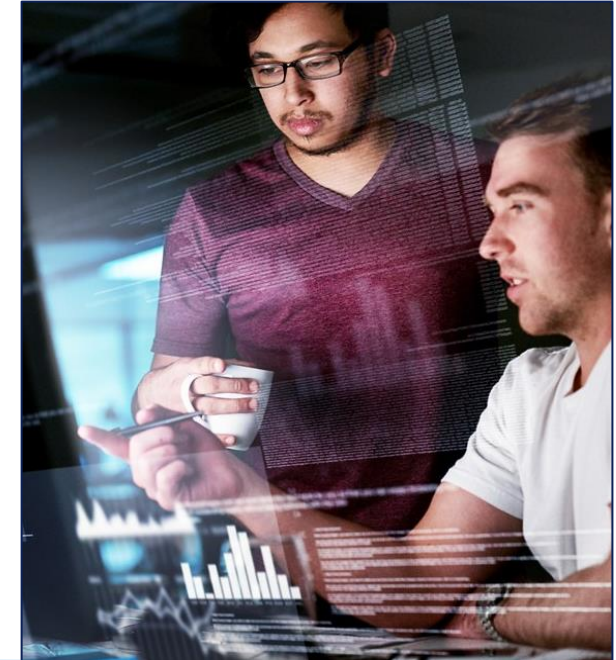
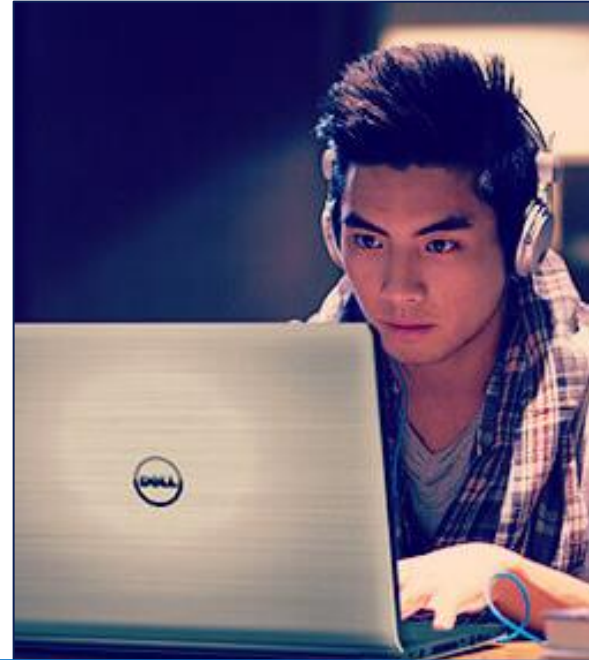
Redirect workloads to your AVS dedicated cloud during peak capacity with auto-scaling



Sample list of Azure services that Dell recommends for AVS and will be delivered by Dell

Robust portfolio of services for Microsoft software and solutions

Dell offers the right combination of software and services for customer success



License Procurement / Microsoft CSP Support

Leverage Dell for license procurement and full technical support from our service experts.

Deployment & Professional Services

Take advantage of Dell Services to design, implement, migrate and adopt Microsoft solutions.

Education Services

Develop transformational skills with training and certifications to accelerate adoption of Microsoft products.

Managed Services

Enlist our experts for ongoing administration, support and management of Microsoft clouds and workloads.

Leverage Dell's Microsoft partner benefits

Our 35+ year relationship with Microsoft delivers unique benefits to accelerate your success



**Get expert advice
in technical
workshops**

Understand your current state and explore the art of what's possible leveraging Microsoft technologies.



**Accelerate
adoption with
FastTrack**

Plan, deploy and adopt Microsoft 365 solutions with expert guidance and resources designed for your success.

**Dell is a Global Microsoft
FastTrack Ready Partner!**



**Maximize your
transformation
budget**

Take advantage of Microsoft funding programs that may be available for certain products and eligible organizations.

Next steps...



Let's get started!

Take the first step toward implementing Microsoft Azure VMware Solution—schedule a workshop today to get started!

Thank you!

