

# Start your Public Cloud journey

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best practices and recommendations  
duration ~ 4 weeks

SMP Solutions  
2021. May





# Defining strategic roadmap toward cloud adoption

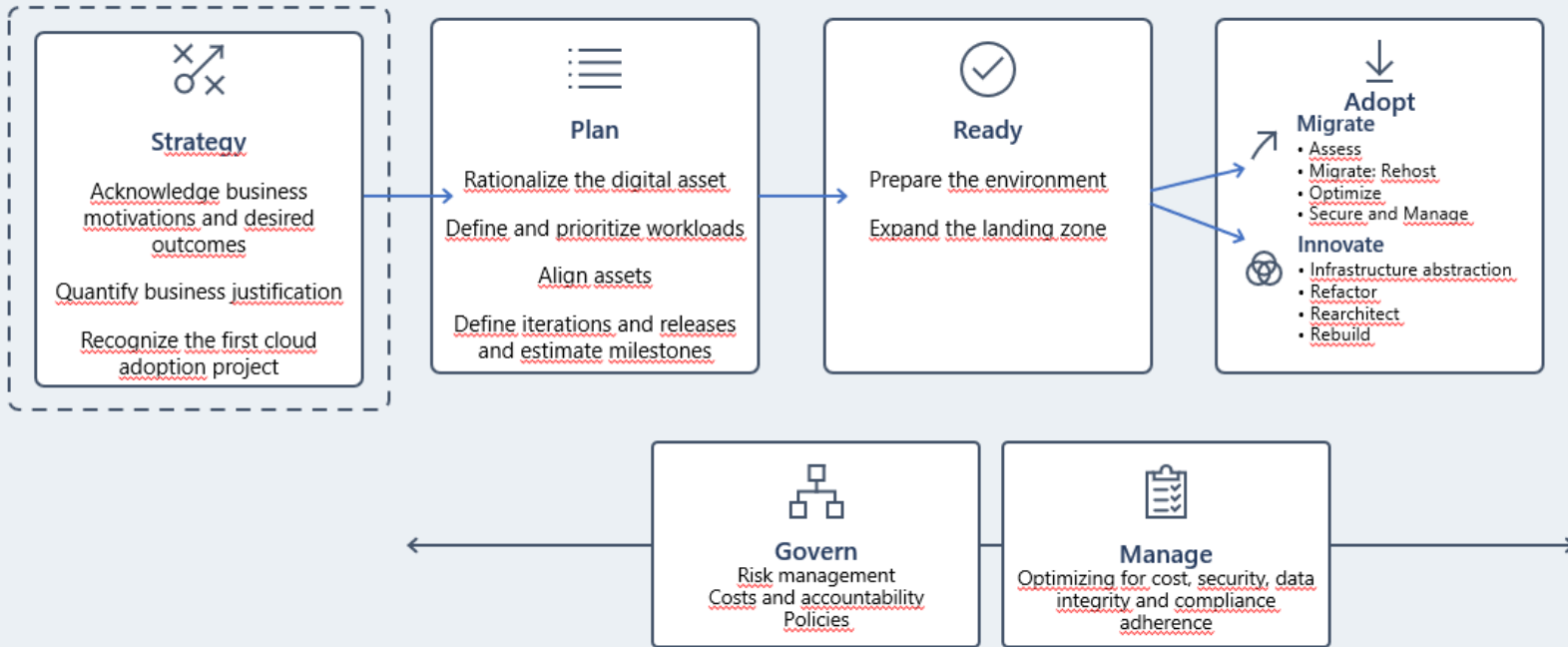
Every client's journey to cloud is different, we help our partners to develop an overall cloud computing strategy, which includes a detailed roadmap and cost-benefit analysis for an enterprise-wide implementation.

We also support them defining specific pointers to strategic transformation of processes, technologies, and capabilities.





# Creating the ground floor for your cloud journey



**Azure**

SMP – Landing Zone for FSI

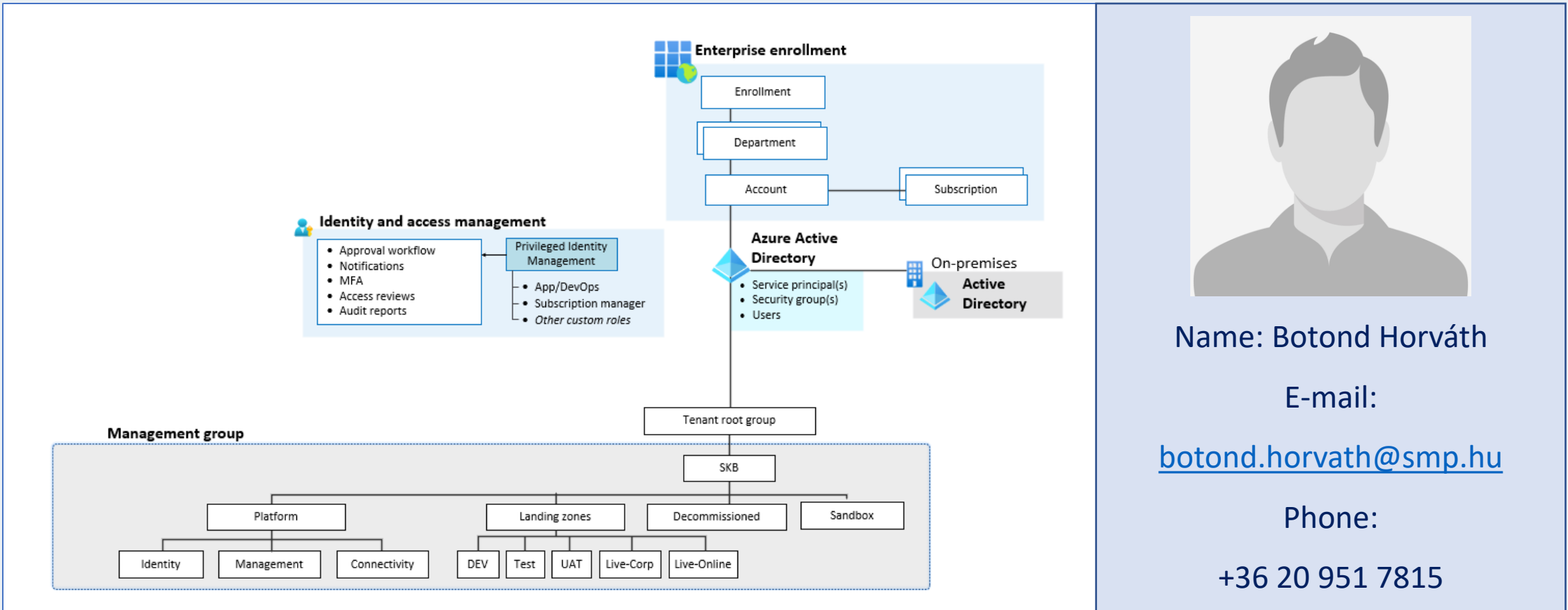
Standard & Advanced (packages)



# SMP – Landing Zone



SMP – Landing Zone is an accelerated, best-practice Azure deployment, delivering a set of personalized blueprints which automate the deployment of guardrails & supporting services in-line with the Cloud Adoption Framework (CAF).



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# Deliverables of SMP Landing Zone Packages #1



	Standard	Advanced
Management Groups & Subscription Structure	✓	✓
Tagging & Naming Standards	✓	✓
Resource Groups	✓	✓
<b>Governance</b>		
Azure Policies	Basics	✓
Cost Management	✓	✓
Secure VNet	✓	✓
Hub & Spoke networks	✓	✓
Security Center	-	✓
Key Vault	✓	✓
Locks	✓	✓
Network Security Groups	✓	✓
Sentinel	-	✓



# Deliverables of SMP Landing Zone Packages #2



Operations		
Management network	✓	✓
Bastion	✓	✓
VPN / ExpressRoute	✓	✓
Log Analytics	-	✓
Azure Monitor	-	✓

A landing zone is the basic building block of any cloud adoption environment, providing an accelerator to deploy a best-practice Azure environment. Ensuring the basics such as Management Groups, Subscription Structure & RBAC are configured correctly at the start prevents time-consuming changes in the future.

Governance guardrails such as policies, locks, cost management & logging can prevent expensive mistakes & inconsistencies between projects. Enterprise tooling such as Sentinel, Monitoring & specialized blueprints will provide visibility of performance & compliance across projects.



# Subscriptions & Azure Prepayment



The EA Enrollment covers the Azure usage possibility for the subscriptions. (so you are able to start using Azure services without any additional documentation. (except the purchase order...))

## Option A)

The subsidiary is committed to a yearly consumption. The Azure prepayment will be available till the Anniversary date of the agreement (January 31). (the amount that you haven't used during the period, will be lost...)

## Option B)

The subsidiary can purchase Azure prepayment anytime, the amount of the Azure payment will be available till the end of the EA Agreement (January 31, 2023).



## Azure PrePayment

Azure Prepayment is an amount paid upfront (€) for Azure services.



# Azure Prepayment – budgeting & costs



If you develop a high-level project budget, you should use the Azure Pricing Calculator, however if you have a specification of your needs, please get in touch with SMP - Microsoft Azure Specialists:

## Azure Pricing Calculator

**Pricing calculator**  
Configure and estimate the costs for Azure products

Products Example Scenarios Saved Estimates FAQ

Select a product to include it in your estimate.

Search products

**Featured**

- Virtual Machines**  
Provision Windows and Linux virtual machines in seconds
- Storage Accounts**  
Durable, highly available, and massively scalable cloud storage
- Azure SQL Database**  
Managed, intelligent SQL in the cloud
- App Service**  
Quickly create powerful cloud apps for web and mobile
- Azure Cosmos DB**  
Fast NoSQL database with open APIs for any scale
- Azure Kubernetes Service (AKS)**  
Simplify the deployment, management, and operations of Kubernetes

<https://aka.ms/calculator>

## SMP – Microsoft Azure Specialist

Our specialist will help you to have a more accurate estimation of your costs.

### SMP Partner Competencies:

- Application Integration
- Application Development
- Data Analytics
- Data Platform
- Cloud Security
- DevOps





# Azure Prepayment – calculation method

The Azure Prepayment calculation can be complicated, but here is the calculation method for the better understanding:

## Option A) – committed yearly consumption

No. of months: 12

Unit price: 84,33 € (minimum monthly commitment)

The amount of the Azure Prepayment must be divisible by (12 x 84,33).

E.g.: 10000 € PrePayment will be rounded to 10119,60 €

## Option B) – ad-hoc prepayment

No. of months: (activation date - 2023.01.31)

Unit price: 84,33 € (minimum monthly commitment)

The amount of the Azure Prepayment must be divisible by (no. of months x 84,33).

E.g.: 20000 € PrePayment will be rounded to 20 239,20 € if the activation date is 2021.06.01.



# Azure Prepayment – PO & Invoicing



## Purchase Order (PO)

Please fill-out the purchase order and send back the signed copy to the following SMP’s colleagues:


- Katalin Pilinszky - [katalin.pilinszky@smp.hu](mailto:katalin.pilinszky@smp.hu)

## Invoicing

Option A) - first-order prorated payment in advance till the Anniversary date. Annual commitment prepayment issued after the Anniversary dates.

Option B) - no annual invoice will be generated.

In advance payment till the end of the Agreement.



**SMP Solutions Zrt.**  
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Purchase Order

LSP Partner company name: SMP Solutions Zrt.  
LSP Partner company address: 1138 Budapest, Madarász Viktor u. 47-49.  
Tax ID: HU26777810  
Contact name and e-mail adress: Katalin Pilinszky; katalin.pilinszky@smp.hu

Customer company name:  
Customer company address:  
Tax ID:  
Contact name and e-mail address:

Subject: Microsoft True-up order for Microsoft EA (Enrollment number: 84724417)

We confirm order for *(Customer Company name)* based on the following offer:

Vendor Part Number (SKU)	Item name	Qty	Unit/year	Purchase Period	Net Unit Price (EUR)	Net Total Price (EUR)
Total:						

Date:

.....  
name:  
Company name:



# Request for a new Azure subscription

If you need additional subscriptions please fill-out the form below and send it back to the recommended colleagues at your company's department.

The subscription will be created and you will get the credentials in 1-2 days.





# How could you reach us?



## Azure SWAT Team

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## Azure Sales Support

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