Softchoice
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Cloud Migration

Go all-in on the cloud, without the risk

IT realities in 2025

In the current landscape, we see your peers navigating:

Legacy foundation slowing innovation

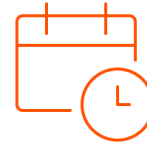Outdated systems are overextended trying to meet current demands—limiting performance and driving up costs.

Data silos hindering AI potential

81% of IT leaders report that data silos are hindering digital transformation efforts.

Spiking incident rates and on-prem vulnerabilities

70% of organizations are not confident in their ability to recover from a major outage. Supply chain issues, natural disasters and on-prem hazards risk disruptions.

Wasted investments and budget constraints

Businesses are wasting an average 25% of IT investments on outdated resources.

Costly on-prem maintenance

Keeping legacy systems running takes up to 60-80% of IT budgets.

Needs of shifting to 24/7/365 support models

Always-on customer support first requires the scale to support unexpected surges and the ability to resolve incidents remotely.

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Our experts will help you

More businesses are moving to the cloud to modernize, reduce costs, and unlock agility at scale. We bring stability and predictability to that journey; migrating applications and workloads securely, seamlessly, and on budget.

Remove barriers to innovation	Upgrade with confidence	Ensure security and compliance	Optimize IT operations costs	Stay competitive and future-ready
Modernize to meet the technical demands of growth with the flexibility for continuous innovation	Seamlessly transition to meet today's needs while avoiding business disruptions with expert, best-practice support	Fortify against rising security risks and stay compliant with robust backup and disaster recovery processes	Reduce on-premise maintenance and wasted investments with workload-focused architecture	Support evolving market expectations for customers and your team.

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A workload–focused journey for your business

Plan

Application Rationalization and Migration Planning services assess business and on-premises infrastructure requirements to build a plan that aligns cloud usage, delivery and implementation with business expectations.

Build

A comprehensive suite of migration **foundations and modernization services** equips us to implement the optimal migration strategy for your business.
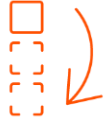
Operate and Optimize

Analyzes cloud architecture against best practices to promote secure, high-performing and cost-efficient cloud operations. **Managed Services** provide ongoing support, or explore innovative initiatives in the **AI & Data, Application Modernization, or Security** suites.

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Cloud Migration Planning Services

Application Rationalization

Remove complexity from the migration process	Clarify understanding between IT and other stakeholders	Simplify the post-migration IT landscape	Avoid effort wasted migrating unneeded applications

Migration Planning

Achieve predictable results	Protect business outcomes and enhance end-user experiences	Grow value in the cloud faster	Free your people to innovate

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Cloud Migration Build and Migrate Services

Foundations

From various landing zone services to lift and shift rehosting, our suite keeps options open for your workload-focused migration strategy.

Quickly scale cloud resources without disruptions to performance	Reduce time to value while avoiding unnecessary costs	Skip common missteps with expert adherence to best practices	Accommodate secure complexity for hybrid and multi-cloud environments

Modernization

Flexible re-platforming, application modernization, DevOps and hybrid cloud services promote continued agility in your new system.

Minimize downtime before rightsizing workloads	Automate workflows and app deployment through DevOps	Retool your workload for the cloud without hefty architectural overhaul	Improve scalability and flexibility to support future goals

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Looking Ahead: Staying Future-Ready

Managed Cloud Services

Proactive issue prevention and optimal incident resolution time

Expert guidance and support to alleviate internal workload

Visibility and control over IT spending

Assured adherence to industry best practices

Innovate with AI & Data Solutions

Facilitate informed business decisions with accurate, reliable information

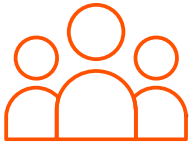Optimize investments through automating manual operational tasks and processes

Unlock human potential

Transform customer experience
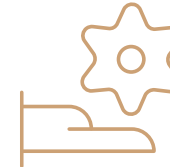
Why Softchoice?

Industry-leading partnerships

- #1 VMware North American Value and Lifecycle Services Partner, 2024
- Microsoft Gold Partner and Azure Expert MSP
- Google Cloud Premier Partner and MSP
- AWS Premier Partner and MSP
- Cisco Canadian Application Resiliency Partner of the Year, 2023

Proven experience

- Successful delivery of more than 5,000 cloud migrations across verticals and geographies
- 25 years of experience delivering personalized managed services and 30 years managing software, subscriptions and licensing spend
- 2,000+ multi-cloud customers
- $1B in cloud spending under management
- 350+ technical experts certified in optimizing infrastructures with Azure, AWS, and Google, VMware and Cisco

End-to-end approach

- Support that includes design, building, financial planning, sourcing and management
- Specialized consulting services with the ability to create personalized solutions, mapping business aims to technology plans
- Technology mentorship that enables customers to run and scale their environments

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Thank you.

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AmeriCash Loans

Customer:
- AmeriCash Loans

Industry:
- Financial Services

Country:
- United States of America

Products and services:
- Azure Cloud
- Cloud Migration Professional Services
- Cloud Operations

Programs:
- Cloud Readiness Assessment
- Partner funding

Situation:

AmeriCash Loans, already on Azure, considered switching CSPs due to a better discount offer. They also needed to improve cloud resiliency and manage costs more effectively, especially with aging infrastructure and limited internal IT resources. They were also hoping to move locations.

Solution:

Softchoice reintroduced the CLS+ program and conducted optimization assessments. These revealed end-of-life servers and additional cloud migration opportunities and opportunities for reduced cloud spend. A $15K Microsoft-funded SOW supported migration, bundled with managed services like backup, patching, and cost governance.

Impact:

By partnering with Softchoice, AmeriCash Loans gained a more resilient, cost-optimized cloud environment without increasing spend. They offloaded infrastructure management, improved governance, and secured funding support—freeing internal resources to focus on innovation and future cloud expansion. This laid the foundation for additional migrations such as their SAN and Microsoft Exchange.

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B.C. Municipal Government
(anonymous)

Industry:
- Public Sector

Country:
- Canada

Products and services:
- Azure CSP
- Azure Sentinel
- Cloud Migration Professional Services
- Azure Landing Zone Professional Services
- Cloud Lifecycle Services

Programs:
- Azure Accelerated Migration Program
- Threat Protection Workshop

Situation:

Initially approaching Softchoice for support in transitioning to Azure Sentinel, the customer was also looking for opportunities to optimize their Azure consumption and gain additional visibility into their cloud costs.

Solution:

Softchoice took a workload-focused approach to an M365 E5 migration request, uncovering broader optimization opportunities with Azure. A Threat Protection Workshop and Cloud Journey Architect engagement supported discovery. Softchoice secured ~75% Microsoft funding for Sentinel and core workload migration via the Azure Accelerated Migration program. The migration was completed under tight timelines using an Azure Landing Zone. Azure CSP and Cloud Lifecycle Services were introduced for ongoing optimization and cost control.

Impact:

By partnering with Softchoice, this public sector customer addressed their initial need to modernize security while also reducing waste and improving operational efficiency. They gained enhanced visibility, flexibility, and support through Azure CSP, offloaded infrastructure management, and improved governance. Microsoft-funded support freed internal resources and laid the foundation for continued cloud expansion.

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Atlas Geographic Data

Customer:
• Atlas Geographic Data

Industry:
• Geospatial services

Country:
• United States of America

Products and services:
• GCP
• Cloud Lifecycle Services
• Cloud Migration Professional Services

Programs:
• Cloud Architecture Optimization Assessment
• Partner funding

Situation:

AGD's servers ran on expensive hardware that had to be frequently updated, while also suffering immense downtime from power outages. Their small team of seven were losing too much time to maintenance of their physical hardware. Because their services require the collection and updating of immense amounts of data, they needed secure, reliable data storage that could be accessed at any time.

Solution:

Softchoice conducted a two-week cost and performance efficiency audit to identify underutilized GCP resources and optimize spend. With only seven staff and frequent outages from hurricane season, Atlas Geographic Data needed a secure, scalable cloud solution. Softchoice provided onboarding education, strategic guidance, and direct support to ensure a smooth migration of 95% of services to GCP, with full migration planned. Strict compliance requirements were met throughout.

Impact:

Through choosing Softchoice, Atlas Geographic Data eliminated costly, unreliable physical infrastructure and gained a secure, flexible cloud environment. They improved governance, scalability, and cost control while meeting county-level compliance standards. Softchoice's local presence, strong Google partnership, and customer-first approach enabled a tailored solution and laid the foundation for future cloud growth.

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Hansen Technologies

Customer:
- Hansen Technologies

Industry:
- Information Technology

Country:
- United States of America

Products and services:
- Azure Cloud
- Migration Planning Services
- Cloud Migration Professional Services

Programs:
- Cloud Architecture Optimization Assessment
- Azure Accelerated Migration Program
- Partner funding

Situation:

After acquiring Sigma Systems, Hansen Technologies needed to modernize Sigma's infrastructure and elected to move to Azure. To do so, Hansen needed to migrate infrastructure from Sigma's Toronto data center to the Azure cloud.

Solution:

Softchoice guided Hansen through the Azure Accelerated Migration Program, collaborating closely with the customer to move 462 servers in just 6 weeks. The accelerated migration featured parallel training and workshops to address design challenges, cover other specific topics and generally ensure the Hansen team was always up to speed on the project's progress.

Impact:

By moving on from the legacy infrastructure in the old Sigma data center, the company escaped the rising expenses associated with the aging data center's hardware and software. The cost savings with Azure came coupled with boosted performance, further maximizing investment value. Critical processes such as system patching were automated with Softchoice support, not forgetting the importance of strengthening Hansen's security posture in this new environment.

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