

Microsoft Azure Planning Series

# Tidal Migration Assessment (TMA)

Better data drives faster, more transformative migrations.



# Tidal Migration Assessment

Discover what a Microsoft cloud-native migration approach looks like for your workloads

## What Is It?

The Tidal Migration Assessment (TMA) program is designed to promote, accelerate, and financially justify the migration of workloads to the cloud. The TMA provides the third-party software solution and structured process for an application-centric cloud migration. Through a TMA, customers will receive 6R disposition recommendations, key dependency mapping, and cloud-native target architecture recommendations based on a data-driven approach that includes static source code analysis, database-configuration analysis, and technology fingerprinting. Microsoft pricing estimates for comparison to current environment is also provided.

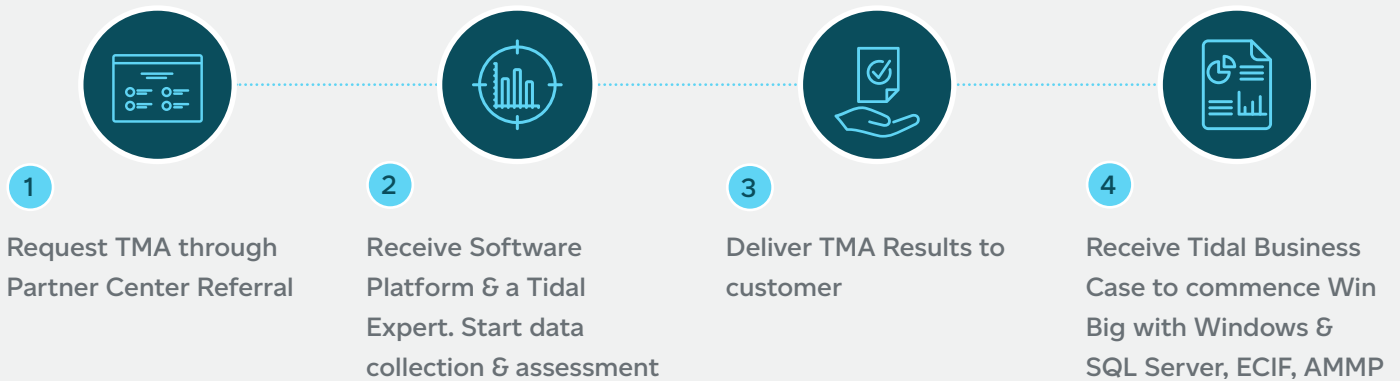


## What Are The Benefits?

- **Customer savings** – historical data show that customers use of a TMA results in average savings of 76% on IT OpEx
- **Shorter time to realized value** - the repeatable data-driven TMA process ensures efficient, cost-effective cloud-native architectures and deployments on Microsoft
- **Accelerated migrations** – using a TMA can reduce migration assessment cycle time and effort. The data provided by a TMA identifies the savings that can be realized by deploying cloud-native applications in Azure
- **Access to resources and software** – eligible partners have access to Microsoft-funded TMA software, deliverables, and reports
- **Competitive necessity** – the TMA provides a cost effective method for customers to use current best practices for cloud deployment. The TMA's systematized approach for application and infrastructure assessments, generates real data to support migrating to Microsoft cloud using modern cloud-native services
- **Single source of data** - the TMA platform captures and integrates all discovery data with assessment results for a consistent view of all migration data without spreadsheets



## Simplified Process and Timeline



## What Happens During the 3 - 6 Week Engagement?

- A. Capture company vision and objectives
- B. For up to **10** candidate applications (or up to 30 servers)
  - Capture and integrate discovery data sources including hypervisors, spreadsheets, CMDB, web app interrogation, and DNS zones
  - Conduct static source code analysis, database-configuration analysis, and technology fingerprinting
  - Identify and interview application technical and business owners to establish business value
  - Recommend 6R dispositions
- C. Select **1** app from (B) for extended **transformative** assessment, including:
  - Key dependencies mapping
  - Recommendation of specific cloud-native target architecture on Microsoft
  - Microsoft cost estimation after cloud-native transformation

## Who Qualifies?

1. End customers who qualify for Solution Assessments, ECIF, AMMP or Win Big with Windows and SQL Server
2. Enterprise departments or organizations with over **100 servers** or **30 applications** to migrate to Microsoft.

## TMA Success Story of a Large Transportation Organization (30 Apps)

- ✓ Avoided \$13 million hardware refresh project
- ✓ Reduced Annual IT OpEx from \$1.7 million to \$60,000
- ✓ Completed transformative migration in 15 months
- ✓ Migrated and modernized AIX, Solaris, Windows, Mainframe tech stack
- ✓ Migrated J2EE to Serverless
- ✓ Removed >100 Critical and High CVEs



### TMA Program Results

- ✓ Canadian city realized 80% cost savings over 3 years from optimizing instances and using cloud-native architecture
- ✓ Australian telecommunications company saved 56% incrementally by moving a large application from on premises to cloud-native architecture vs lift-and-shift
- ✓ Canadian real estate board yielded IT operations costs savings of over 57% using a transformative migration over an optimized lift and shift migration

### Common Application Types Qualified for TMA

#### COTS Applications

- Oracle Siebel
- Esri ArcGIS
- SAS

#### App Servers

- WebSphere, WebLogic, Tomcat
- .NET IIS

#### Frameworks

- Ruby on Rails
- PHP Drupal, Symfony, WordPress, Joomla
- .NET MVC, .NET Core

#### Languages

- Java, .NET C#, Ruby, Python, PHP
- Clojure, JavaScript

#### Database Technologies

- Oracle, SQL Server
- Neo4J

**Not on this list?  
Ask us!**

### When to Engage the TMA

#### • Business Case Development

Understanding TCO is a common challenge for enterprises planning cloud migrations. TMA provides detailed and precise inputs to make financial projections to justify a migration to Microsoft. TMA outputs include specific instance types, licenses, and Microsoft cloud-native service recommendations that enable precise cloud cost estimation.

Our business cases reduce uncertainty and risk from cloud migration projects and expedite project funding approvals.

#### • Application Modernization and Cloud-Native Services

Enterprises often start with lift-and-shift migrations with the intent to modernize “later.” Simply replicating existing environments in the cloud often leads to costly deployments. Moreover, companies usually have difficulty sustaining the momentum necessary to complete the modernization phase of migrations.

**We believe that modernization is best undertaken as part of the cloud migration plan from the start.**

With a TMA, we identify modernization opportunities and recommend the optimal cloud-native architectures. Typically saving over 70% compared to a two-step lift and shift, then modernize approach.

INCLUDED

- ✓ 12 mth subscription to Tidal Accelerator
- ✓ 1 Tidal Expert for duration of TMA
- ✓ 1 Tidal Account Executive for duration of subscription



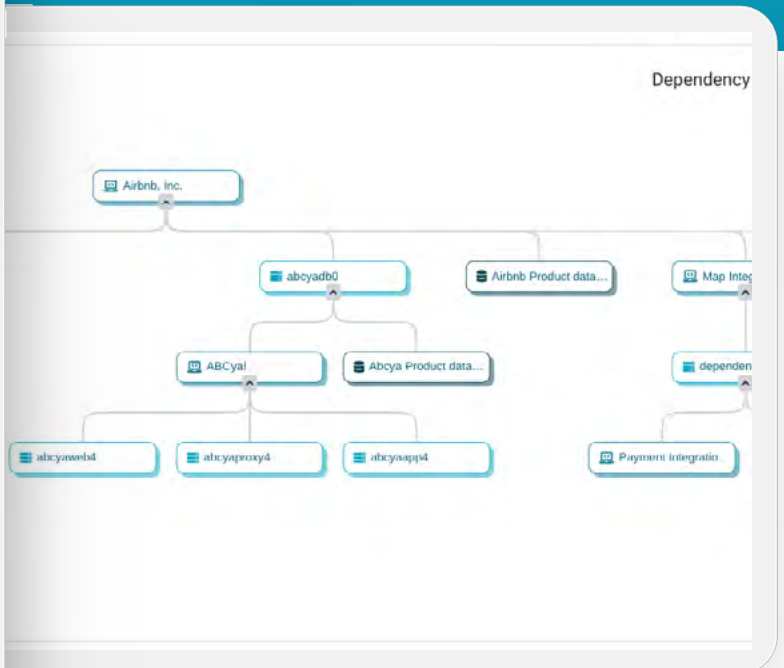
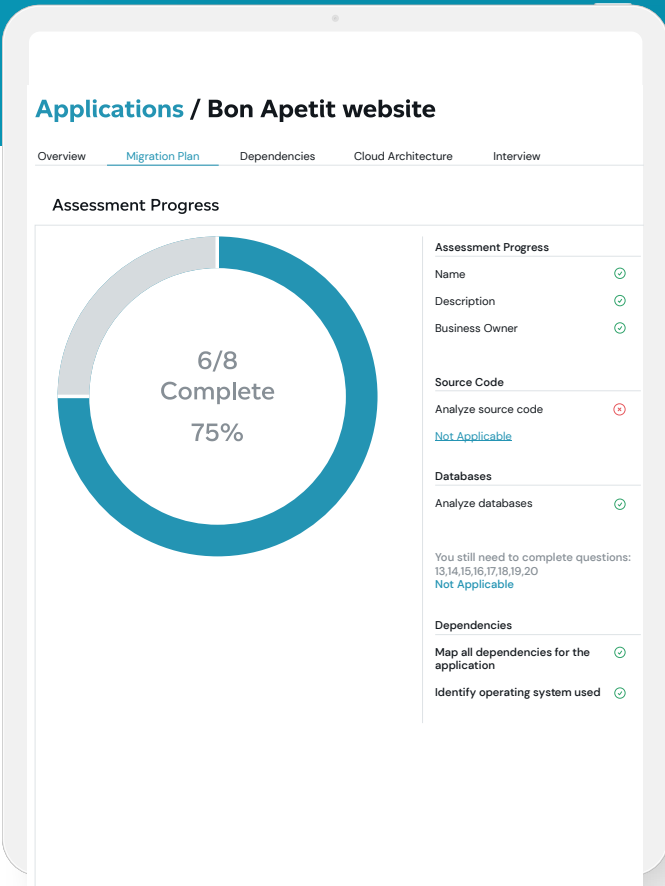


## Sample Deliverables



**“The TMA was the first phase of our journey and catalyzed our multi-year cloud success.”**

- Transportation CIO

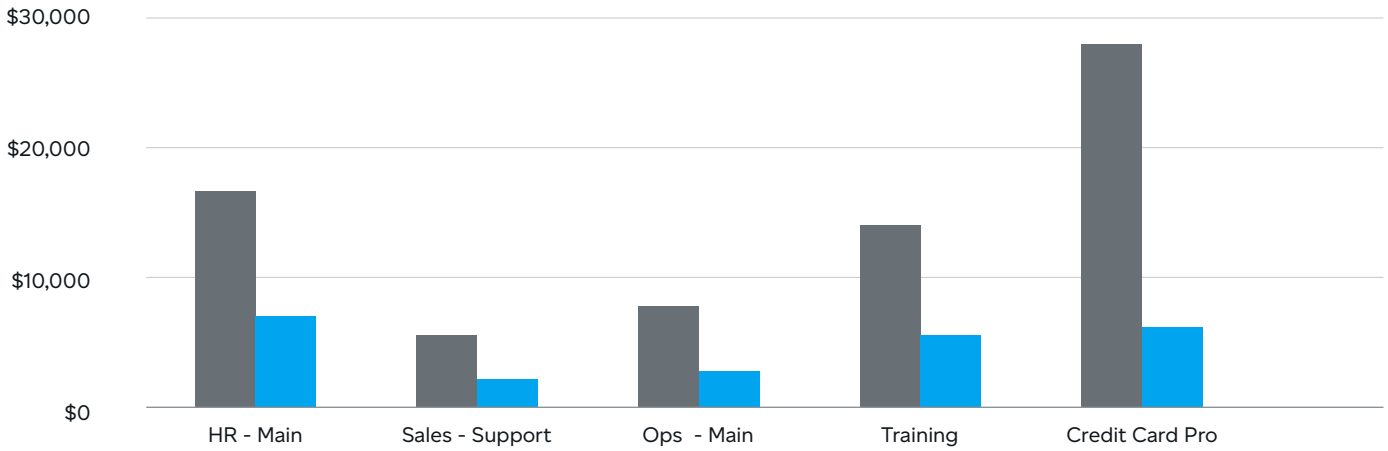




## Sample Deliverables

### On-Prem vs. Microsoft Optimized Pricing by App — Annualized

■ On-Prem  
■ Microsoft



### On-Prem vs. Microsoft Optimized Lift-and-Shift vs. Microsoft Cloud Native — Annualized Costs

App	Server	On-Prem		Azure Cloud Instances		
		Server / Storage	Total	Azure Server Instance	Azure Storage	Total
HR - Main		\$15,105	\$15,105	\$5,190	\$344	\$5,535
	serv76	\$3,240	\$3,240	\$1,664	\$43	\$1,708
	serv77	\$3,240	\$3,240	\$1,664	\$43	\$1,708
	serv160	\$8,625	\$8,625	\$1,862	\$258	\$2,120
Sales - Support		\$4,834	\$4,834	\$1,667	\$171	\$1,838
	serv113	\$2,734	\$2,734	\$835	\$111	\$946
	serv277	\$2,100	\$2,100	\$832	\$60	\$892
Ops - Main		\$7,834	\$7,834	\$2,499	\$183	\$2,682
	serv113	\$2,734	\$2,734	\$835	\$111	\$946
	serv136	\$5,100	\$5,100	\$1,664	\$72	\$1,736
Training		\$12,120	\$12,120	\$3,329	\$658	\$3,986
	serv24	\$6,135	\$6,135	\$1,664	\$335	\$1,999
	serv25	\$5,985	\$5,985	\$1,664	\$323	\$1,987
Credit Card Pro		\$15,795	\$15,795	\$832	\$748	\$1,580
	serv277	\$2,100	\$2,100	\$832	\$60	\$892
	serv214oracle	\$13,695	\$13,695	\$1,544	\$688	\$2,232
<b>Grand Total</b>		<b>\$111,375</b>	<b>\$111,375</b>	<b>\$28,580</b>	<b>\$4,206</b>	<b>\$32,786</b>

### Target Cloud Architecture

#### Credit Card Pro

Credit Card Pro App Transition: Refactor app from a Spring/Tomcat stack, a good candidate for Refactor using Azure App Service) and leveraging Cosmos.

\* As an alternative this app can also be containerized.

