



VMware to Azure VMware Solution Migration

What is Azure VMware Solution?

- **Azure VMware Solution is a service offered by Microsoft that allows organisations to run their VMware-based workloads on dedicated Azure infrastructure.**
- It provides a fully managed VMware environment in Azure.
- The same VMware technology used on-premises is offered as an Azure service.
- Includes all VMware licenses & Azure compute for a predictable, monthly cost.
- Customers can continue to leverage their VMware skills.
- No refactoring of applications required.

Why AVS Now?



**Considerations
for your cloud journey**



Cost & Complexity

- VMware market uncertainty
- Avoid VMware cost & contract complexities
- Remove legacy infrastructure risk from estate
- Gain operational consistency & reliability



Performance

- Securely migrate workloads, quickly
- Obtain immediate capacity, on demand
- Harness the unlimited power of cloud
- Leverage specialist support, experience & expertise



Innovation

- Modify or extend at scale
- Remove obstacles to access the technology your business needs
- Reduce carbon footprint and contribute to a more sustainable future for all
- Dedicated solution aligned to a cloud-first strategy

Key licensing and costs considerations

Compute, Storage & Network

- 3-nodes minimum requirement.
- Scale upon demand.
- PAYG or discounted 1 year or 3 years reservation payment options.

VMware

- Microsoft provides VMware software under license, thereby negating potential contract complexities.
- AVS pricing includes VMware licenses for Azure dedicated-hosted solution.

Back-ups

- Certified 3rd Party backup solutions (Veeam, Veritas etc.) available from Azure Marketplace.

Bandwidth

- ExpressRoute is required to provide bandwidth and traffic performance for on-premises to AVS.

Windows Server

- Not eligible for dual-use Azure Hybrid Benefit for Windows Server Datacentre with Software Assurance (or Subscription).
- Dedicated licenses with SA or Subscriptions can be used for Windows AHB for AVS VMs.

SQL Server

- Dedicated licenses with SA or Subscriptions can be used for SQL AHB for AVS VMs to mitigate cost of renting SQL in Azure.

Extended Security Updates

- Maintain legacy Windows & SQL Servers (2012) with ESUs at no additional charge when running VMs on AVS.

Reduced overhead

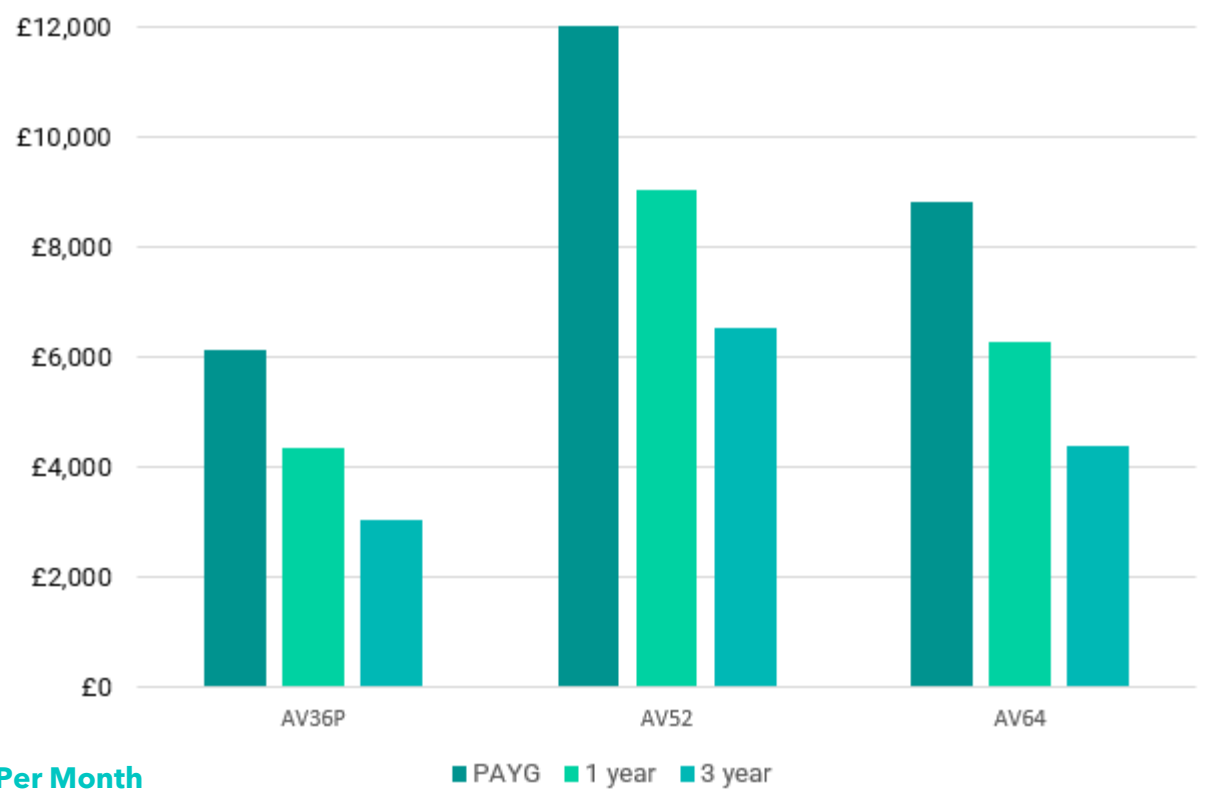
- Extend on-premises VMware solutions to AVS or 'lift and shift' with no downtime to Azure VMware Solution, without re-factoring or re-architecting.

Example AVS configurations & cost options



Instance size	CPU (Cores)	RAM (TB)	All Flash Capacity (NVMe) (TB)	PAYG / hour	1 year reserved / hour	3 year reserved / hour
AV36P	36	0.768	20.77	£8.42	£5.98	£4.19
AV52	52	1.50	40.00	£16.60	£12.36	£8.94
AV64	64	1.00	19.20	£12.10	£8.59	£6.02

Monthly savings for 1 year or 3 years Reservations vs PAYG



Available through Enterprise Agreement, web direct, Enterprise & Breadth (CSP) purchasing motions. Subject to region.

Prices are web-published list pricing and for guidance only for UK South region and subject to change and VAT at current rate.

Per Month

Azure Hybrid Benefit (AHB) with Azure VMware Solution



Overview

Whilst VMware provides the underlying virtualisation technology both on-premises and in Azure, customers must also license the guest Windows and SQL VMs.

In Azure, all vCPUs per Windows & SQL VM must be licensed with a minimum number of Core licenses per VM.



Key benefit

When applied, AHB mitigates the rental cost of Windows Server & SQL Server in Azure, on a per VM basis.

When optimised, AHB can provide savings greater than the cost of renting Windows and/or SQL in Azure.

This allows customers to leverage the investment from on-premises licenses with Software Assurance or Subscriptions in Azure.



Trust Based Benefit

AHB is a non-disruptive, trust-based benefit that needs careful management to avoid non-compliance and future financial risk if audited.



Product Use Rights

AVS is a dedicated hosted platform and therefore dual-use rights for Windows Datacentre Core Licenses does not carry-across to Azure.

However, Microsoft's new product use rights as of October 2022 allow for customers to license each individual VM with Core licenses rather than needing to license all Cores across the cluster.

This allows for strategic alignment of licenses to meet the Core requirements for each VM, on a need basis, thereby potentially reducing the cost of licensing using Software Assurance or Subscriptions in place of renting in Azure.

Azure options for VMware workloads

Choose one, or use a combination



Migrate VMware "as is"

- Retain VMware skills, familiar tooling
- Migrate quickly/datacenter exit.

- Use VMware technology stack on Azure for symmetry with on-premises
- VMware subscription licenses included.

Azure VMware Solution

Migrate to native Azure IaaS

- Leverage Azure and cloud skills
- Retaining server and application architecture

- Shift to Azure compute, storage, and networking infrastructure
- No VMware licenses required

Azure Virtual Machines

Modernise to native Azure PaaS

- Leverage Azure and cloud skills
- Modernize with Cloud Native PaaS services

- Reducing management overhead and consumption costs
- No VMware licenses required

Azure Native Cloud Services

← Azure management & security services →



Thank you

For more information,
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