

ZONES®

MOVE YOUR VMWARE WORKLOADS TO AZURE

First Choice for **IT™**

AGENDA

- Who Zones is and our global reach
- The pressures and the decision you're facing
- Azure VMware Solution and what it delivers
- What changes for your business and the economics
- Our migration framework and services
- Your next steps with Zones

ABOUT ZONES

Zones is a **global solutions provider of end-to-end IT solutions with an unmatched supply chain.**

Our people have a **singular mindset:**

We solve complex IT problems **TODAY** with complete solutions that can transition **TOMORROW.**

We value human expertise and innovation above all else.

We are the Real People Behind IT® – and our client's First Choice for IT®



WHY ZONES



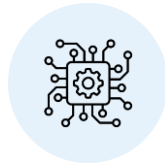
THE PRESSURES YOU'RE UP AGAINST

Five pressures driving enterprises to rethink where and how they run their workloads.



Rising operational and licensing costs

Legacy infrastructure and licensing changes are tightening IT budgets and forcing cost realignment.



Low cloud maturity limits outcomes

VMware research (2025) shows mature cloud adopters are **3x more likely** to hit performance and cost goals than developing peers.



Security and compliance pressures intensify

As regulations expand across regions, organizations face growing risk exposure and demand stronger governance.



Innovation gap widening

Only **1 in 3 enterprises** can release new digital capabilities fast enough to meet business expectations.



Skills shortage slows transformation

Most organizations report cloud and hybrid-IT skill gaps delaying modernization projects.

The Decision in Front of You

Organizations are actively reassessing where their VMware workloads should run.

86%

of organizations are actively reducing their VMware footprint

67%

are actively or passively evaluating VMware alternatives

88%

are concerned about future VMware pricing changes

55%

of enterprises will have migrated fully off VMware by 2029 (Gartner)

The decision you face: A structured, workload-by-workload assessment lets you decide where to retain VMware, where to migrate to Azure VMware Solution, and where to modernize to Azure-native services — on your terms.

MIGRATING TO AZURE VMWARE SOLUTION

Move your VMware environment to Azure as-is — then modernize on your own timeline.

Azure VMware Solution: a Microsoft-managed service that runs your existing VMware environment natively on Azure — same tools, same skills, no re-architecting.

MIGRATE TO AZURE

1

Assess

Map your VMware estate and build the migration business case.

2

Migrate as-is

Move workloads into Azure VMware Solution with minimal downtime and no application changes.

3

Operate

Run natively on Azure using the same VMware tools your teams already use.

4

Modernize

Adopt Azure-native services on your own timeline, when the business is ready.

THEN MODERNIZE

WHAT YOU GET WITH AZURE VMWARE SOLUTION



Fastest Migration Option

- Migrate VMware workloads as-is
- No refactoring or application modifications required
- Support from expert migration partners



Familiar, Consistent VMware Technology

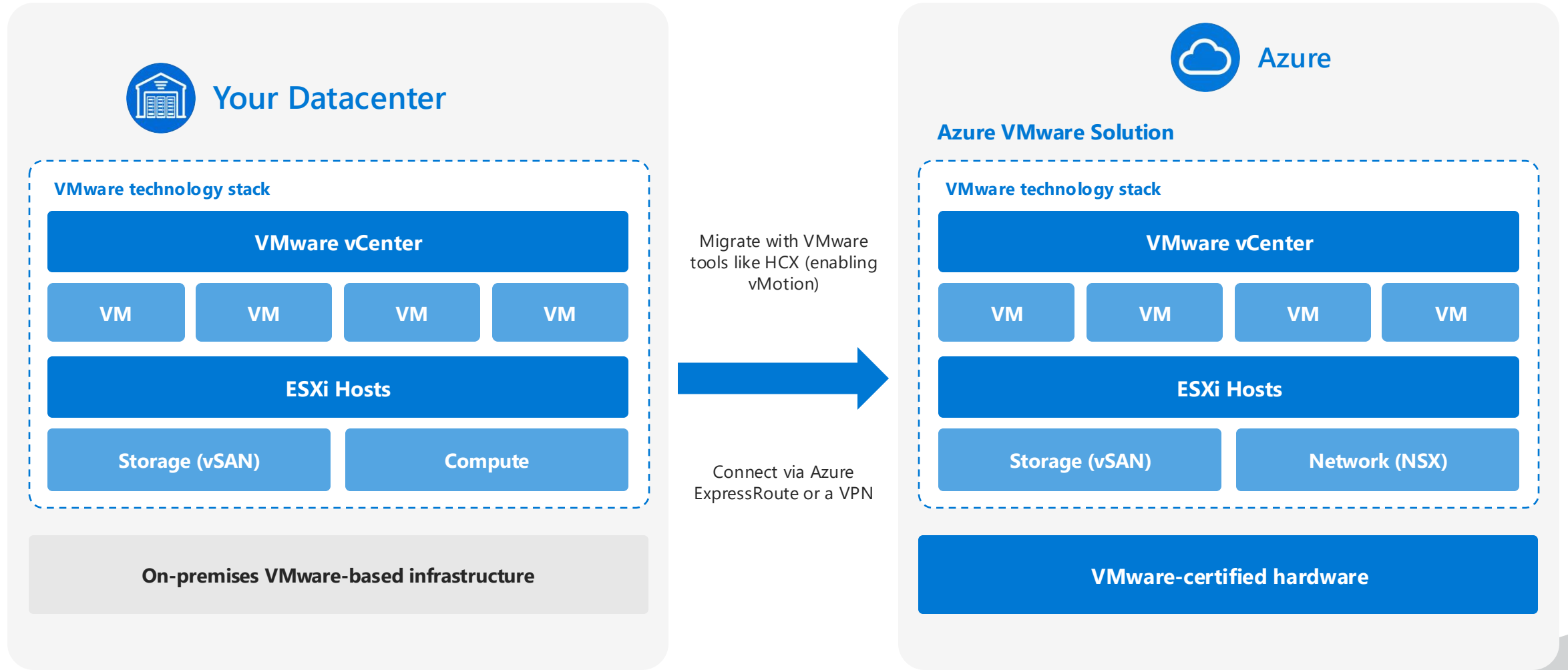
- Run a VMware Cloud Foundation (VCF) private cloud in Azure
- Continue using the VMware technology stack (vSphere, vSAN, NSX, HCX, and Aria) with portable VCF subscriptions
- Leverage existing VMware skills, tools, and operational processes



Fully Managed, First-Party Azure Service

- Manage VMware resources through the Azure portal
- Add capacity in minutes with a scalable VMware-as-a-Service experience
- Receive centralized support for VCF directly through Microsoft

MIGRATE FAST WITHOUT REFACTORING TO AZURE VMWARE SOLUTION



What Changes for Your Business

You gain cloud economics and agility, without changing how your teams work.

1

Move existing assets without modification

Replicate IT systems, applications, and workloads using a lift-and-shift approach — reducing migration complexity and accelerating time-to-value.

2

Reduce datacenter footprint

Use the scalability of Azure to retire aging infrastructure, reduce operational overhead, and reallocate resources to innovation.

3

Use existing VMware skills

Operates like the on-premises VMware environment, letting IT teams manage workloads with familiar tools while gradually expanding cloud expertise.

4

Manage across environments

With Azure Arc, manage VMware workloads across multi-cloud and on-premises environments from a single management plane.

Because it is VMware-verified: IT teams continue operating in the same environment without re-skilling.

The Economics Work in Your Favor

Predictable costs, proven ROI, and licensing efficiency you can take to the board.

1

Includes VMware Cloud Foundation (VCF)

VCF — compute, storage, networking, and management — is delivered as a fully managed service. Customers who renewed with VMware can bring existing VCF licenses to avoid double licensing.

2

Lock in pricing and discounts for 1, 3, or 5 years

- Save up to 30-50% off the AVS BYOL PayGo price when purchasing a 1-yr, 3-yr, or 5-yr RI

Exchange AVS Reserved Instances for other forms of compute

- Reserved Instances for Azure VMware Solution can be exchanged anytime for other Azure Reserved Instances

3

Use existing Microsoft licensing benefits

- **Azure Hybrid Benefit:** apply existing Windows Server and SQL Server licenses with Software Assurance.
- **Free Extended Security Updates:** at no additional cost for Windows Server and SQL Server 2008, 2008 R2, and 2012.

Customer outcomes

IDC, sponsored by VMware

357%

three-year ROI

37%

lower three-year cost of operations

30%

lower annual infrastructure cost per organization

The ADIM Framework

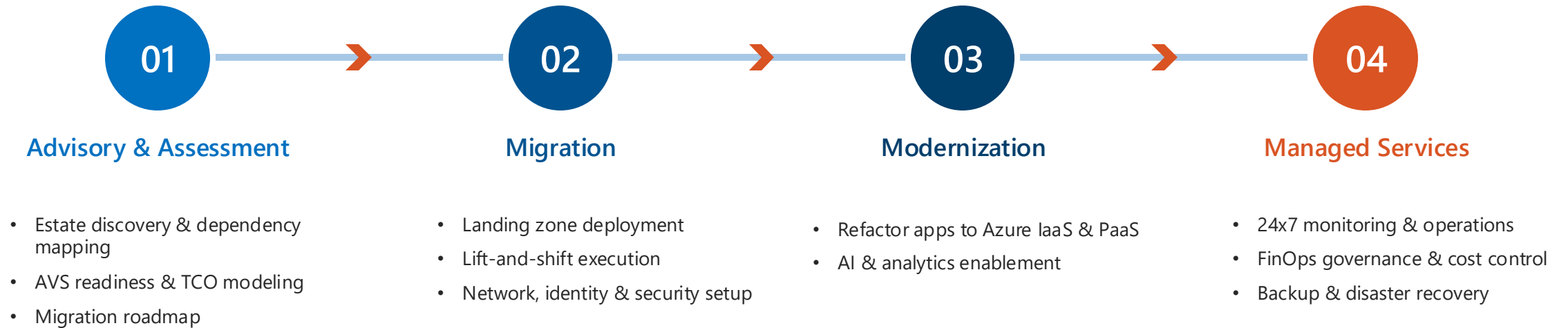
Zones delivers Azure VMware Solution migrations using the ADIM framework.

ADIM is the structured delivery methodology Zones applies across every cloud migration engagement. It is not a service catalog, it is the operating model that governs how we plan, execute, and sustain customer outcomes.

Phase	What Happens	Customer Outcome
A Assess	• Discovery of the VMware estate • Dependency mapping • Azure readiness review • TCO and licensing analysis (Azure Hybrid Benefit, Reserved Instances, Extended Security Updates) • Workload classification	A business case and prioritized migration plan.
D Design	• Azure VMware Solution landing zone architecture • Network design (ExpressRoute, NSX) • Identity integration (Microsoft Entra ID) • Security baseline (Microsoft Defender for Cloud) • Governance model	A production-ready target architecture aligned to enterprise standards.
I Implement	• Wave-based migration execution using VMware HCX • Application validation • Cutover orchestration • Adoption and Change Management • Knowledge transfer to customer teams	Workloads operational in Azure VMware Solution with minimal downtime and documented runbooks.
M Manage	• Ongoing management • Monitoring • FinOps governance • Reserved Instance and Azure Hybrid Benefit optimization • Modernization planning	Continued performance, predictable cost, and a roadmap for modernization on Azure-native services.

Zones Services

One end-to-end journey to Azure



Your Next Step with Zones

One proven methodology

Advisory, migration, FinOps, and managed services, unified.

Low-risk & cost-controlled

Supported end to end, at every step of your move.

Proven cloud expertise

Specialized skills to accelerate your cloud transformation.

Contact your Zones Account Executive

DO YOU HAVE ANY QUESTIONS ABOUT BEST PRACTICES?

Just let us know, we are happy to help.

Visit zones.com or call 800.408.ZONES today

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THANK YOU

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