

IBM Strategic Partners

IBM & Microsoft

Azure Accelerator – Accelerated Discovery (DaaS – Discovery as a Service)– For Cloud Transformation

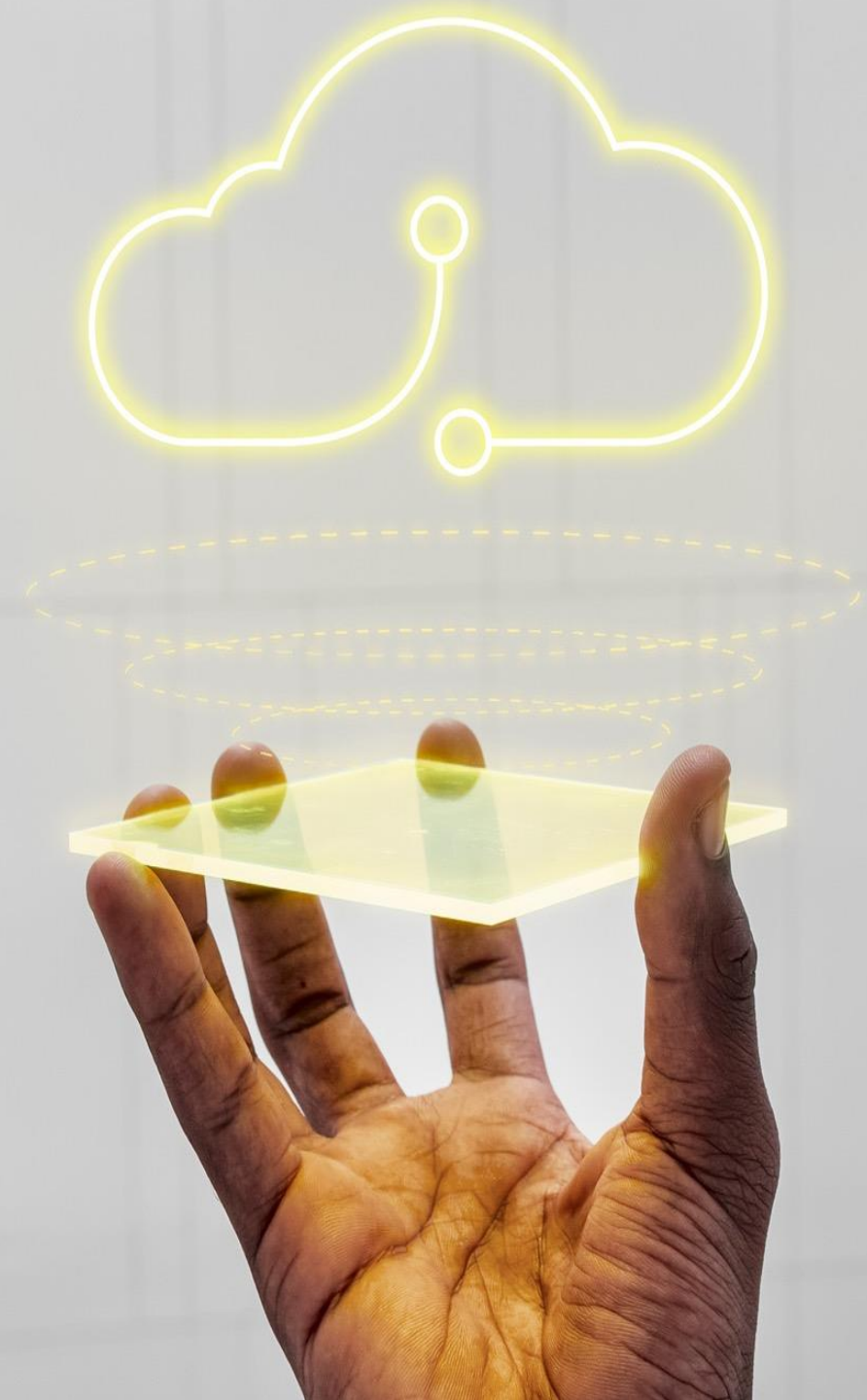
IBM Consulting

June 2022

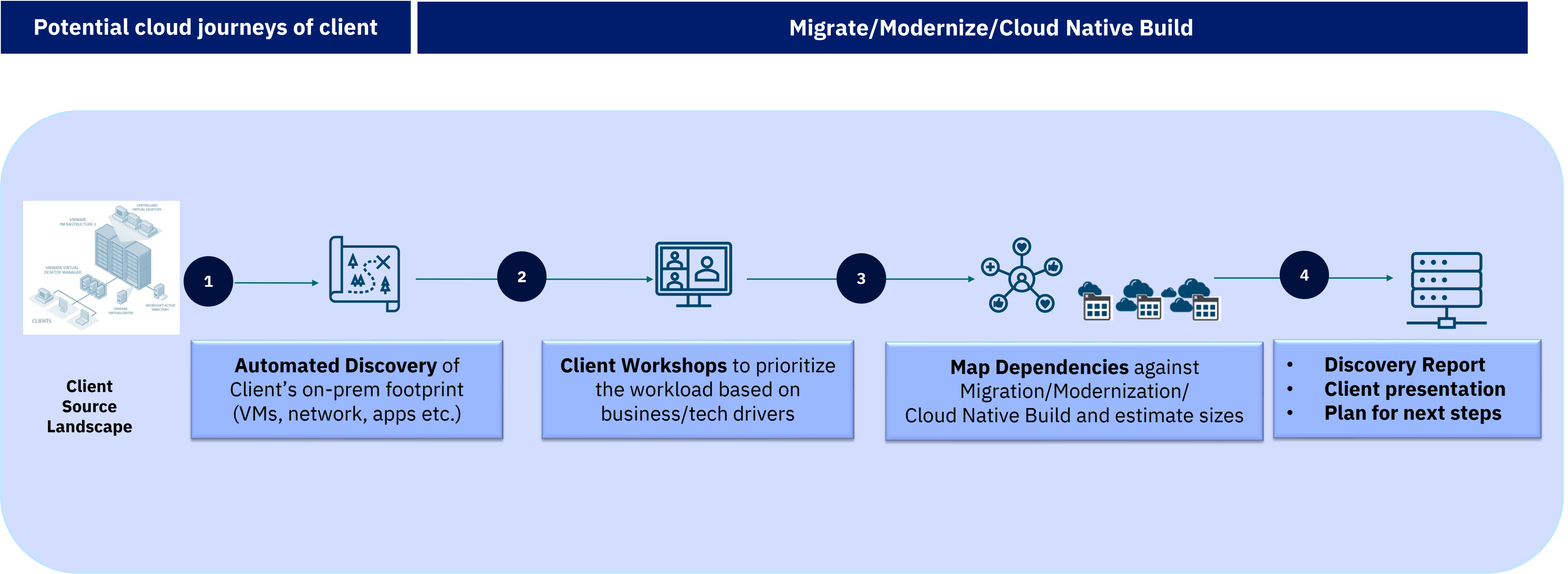


Agenda

- 01 IBM Approach for Accelerated Discovery
- 02 Discovery as a Service (DaaS)
- 03 Discovery Squad and Deliverables
- 04 Tools & Accelerators
- 05 Azure Incentives



Client Cloud Journeys - IBM Approach for Accelerated Discovery



IBM Discovery as a Service

1

Discovery as a Service (DaaS)

- Discovery & Dependency discovery
- Capacity Planning
- Update central repository
- Platform Point of View for Migration



4 to 8 weeks time boxed

DaaS
Upto 8 weeks

Scope

- <500 apps/2500 VMs
- Capacity Planning
- Update central repository
- Platform Point of View for Migration

Pre-requisites

- Access to the source infrastructure
- Custom Scripts installation on all the servers/VMs landscape (optional)
- Applications owners/SMEs availability
- Security Clearance

Deliverables

Discovery report consisting of :

- ✓ Application dispositions and Migration /Modernization patterns
- ✓ Finalize Landing zone & Deployment Architecture (optional)
- ✓ Finalize Migration Workbooks and cutover plans

Cloud Transformation Discovery Squad and Deliverables

1

Scope (Azure Specific):

- Discovery (Account data analysis)
- Deliverable: Discovery Report
- Deliverable: Client presentation
- Deliverable: Client workshops

2

Key Roles : (Azure Specific)*



IBM Resource

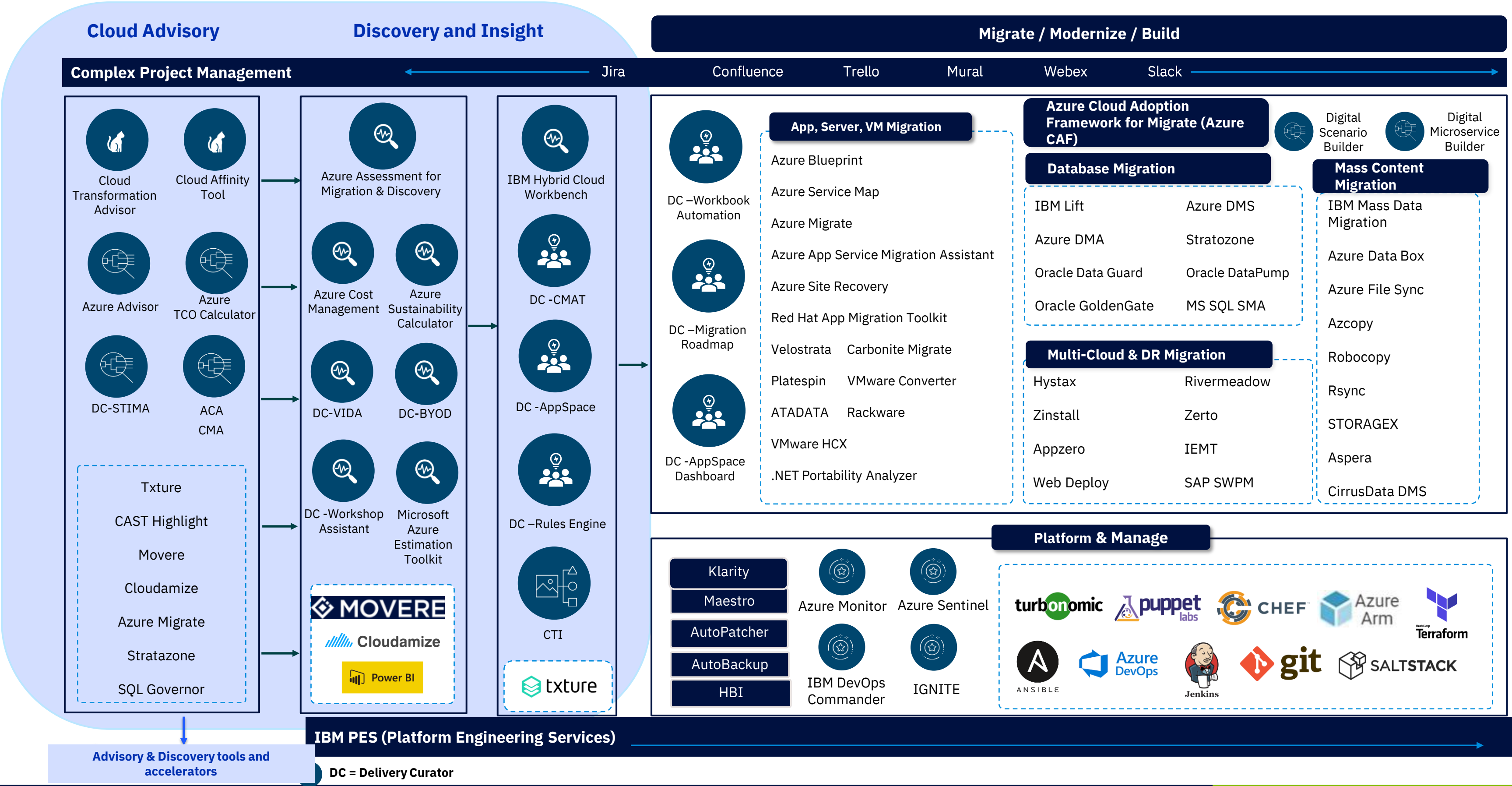
- Lead Solution Architect for discovery
- Azure Cloud Architect
- Advisory SME*
- Azure Database Architect
- Azure Middleware Architect*
- Business Analyst SME (from Business Dev Squad)*
- Account Architect ,Tech SME/s

Client Resource

- Product owner OR Program Manager
- Technical SME/s
- Business owner/domain expert

*** This is an indicative list; depending on the customer scenario and scope of work, a subset of this squad will need to be created**

IBM Consulting + Azure Tools combined to accelerate advisory/discovery



Microsoft AMMP (Azure Migration & Modernization Program) Incentive

WHY AMMP? Get the right mix of resources and expert help at every stage of your cloud journey

1

Proven, unified approach for all your needs

Assessment and Planning
Get assistance with planning your move, including holistic assessment and cloud economics guidance.

Landing Zone build out
Design and architectural guidance to ensure your workloads have a secure and well managed environment on Azure.

Migration and Modernization
Get help with moving your applications, data, and infrastructure. Be it VDI, servers, databases or apps, we got you covered.

2

Optimize cost & drive sustainable outcome

Assessment and Planning
Qualify for subsidized partner services and/or Azure Credits to help offset migration costs – we match you up to the right offer

Free Azure tools
Access to free discovery, assessment, and migration tools with Azure Migrate

Drive sustainable outcomes
Up to 93% energy efficiency and up to 98% carbon efficiency by moving to the cloud (vs. on-premises solutions)*

3

Skilled Expert Help

FastTrack for Azure support
Get direct access to Azure engineers as you plan and execute the move

Expert partners
Choose from 100s of partners who are certified migration and modernization experts

Technical skilling
Build organizational readiness and cloud skills through Microsoft Learn and/or accredited partners

4

Migration and Modernization scenarios

Infra & database migration
Move your workloads to Azure to enhance IT resiliency, operational efficiency, and optimize costs.

Virtual desktop infra
Quickly migrate Windows desktops and apps to Azure with Azure Virtual Desktop and access your desktop and applications from virtually anywhere.

App and data modernization
Modernize apps to optimize cost, build fully managed services, and improve performance

AMMP Offerings			
AMMP scenario	Solution Assessment	Pilot/Proof of Concept	Cloud Adoption Framework Workshops
Any AMMP scenario (Infra/database migration; Virtual desktop infra; App/data modernization)	Funded by Microsoft	Up to \$10K partner funding Up to \$4K Azure credits for customer	Up to \$5K partner funding

*Any of the above offers may be used standalone or in combination

