



Velocity

Landing Zone

Azure made simple

ABOUT US

“Enable every organisation to discover new capabilities, greater security and cost efficiencies through a transformation powered by the Microsoft Azure Cloud”

Founded in 1992

Microsoft Gold Partner in multiple disciplines

Microsoft Partner of the Year Award Finalist 2019

Windows Server and SQL Server Migration to Microsoft Azure Advanced Specialists

Extensive Azure experience and references

Microsoft Partner



Gold Cloud Platform
Gold DevOps
Gold Datacenter
Gold Data Analytics
Gold Application Development

Microsoft Windows Server & SQL Server Migration to Microsoft Azure
Advanced Specialisation

2019 Partner of the Year Finalist
Azure Influencer Award

sol-tec
CLOUD EMPOWERED SOLUTIONS

a Content+Cloud company



Microsoft Partner



Gold Cloud Platform
 Gold DevOps
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a Content+Cloud company

Microsoft Partner of the Year
2020 Finalist

Customer Experience

Microsoft Partner of the Year
2020 Finalist

Modern End Point Management

Microsoft Partner of the Year
2019 Finalist

Modern Workplace Transformation

Microsoft Partner of the Year
2019 Finalist

Customer Experience

Microsoft Partner of the Year
2019 Finalist

Azure Influencer Award

Microsoft Partner of the Year
2018 Winner

Customer Experience

Microsoft Partner of the Year
2018 Finalist

Modern Workplace

Microsoft Partner of the Year
2017 Winner

Cloud Productivity

Microsoft Partner of the Year
2017 Finalist

Customer Experience

Microsoft Partner of the Year
2017 Finalist

United Kingdom

Microsoft Partner of the Year
2016 Winner

Collaboration and Content

Microsoft Partner of the Year
2015 Finalist

Collaboration and Content

Microsoft Partner of the Year
2014 Finalist

Cloud Excellence

Microsoft Partner of the Year
2012 Finalist

Office 365 Solution

Microsoft Partner of the Year
2011 Finalist

Content Management

Microsoft Partner of the Year
2010 Winner

Enterprise Content Management

Microsoft Partner of the Year
2010 Winner

United Kingdom

Microsoft Partner of the Year
2009 Winner

Portals and Collaboration

Microsoft Partner of the Year
2007 Winner

Enterprise Search

We live and breath Microsoft
We've received 19 best in the world awards from Microsoft in 13 years



- Gold Collaboration and Content
- Gold Cloud Productivity
- Gold Communications
- Gold Cloud Platform
- Gold Messaging
- Gold App Development
- Gold Datacentre
- Gold Data Analytics
- Gold Data Platform
- Gold Dev Ops
- Gold Windows and Devices
- Gold Small and Mid Market Solutions
- Gold Enterprise Mobility Management
- Silver Enterprise Resource Management
- Silver Security

- ✓ Microsoft Azure Elite Partner
- ✓ Microsoft Advanced Specialisation Windows and SQL Migration to Azure
- ✓ FastTrack Ready Partner
- ✓ Best ranked blogs and Microsoft books published
- ✓ On Beta and TAP programmes
- ✓ In Redmond working with product teams
- ✓ Office 365 launch partner
- ✓ Microsoft 365 launch partner
- ✓ Microsoft F1 launch partner
- ✓ Microsoft Managed Desktop launch partner
- ✓ Azure Sentinel Launch Partner
- ✓ Office 365 Partner Advisory Council
- ✓ Modern End Point Mgmt Partner Advisory Council
- ✓ Security Partner Advisory Council



Information Security Management



Quality Management



Business Continuity Management



Health & Safety Management



Security Cleared Engineers

Our Customers

“Sol-Tec’s Azure capabilities are first class and their commitment to the platform is without question. It’s why they’re trusted across the UK business to engage with prospects and customers.”

Blair Galloway, EMEA Azure Lead, Microsoft



Velocity

Azure Made Simple

Velocity is a comprehensive set of services designed for you

Designed to make **your** journey to the cloud easy, manageable and cost effective, **Velocity** accelerates **your** move to the Cloud while ensuring **you** maintain control over your processes, people, systems and costs.

Each component of the **Velocity** suite stands alone, but works together to deliver real value back to **you** and **your** organisation

Let us help **you** accelerate **your** move to the cloud with ease



Discovery Service

- Understand how you can use Azure to transform your business



Landing Zone

- Your platform in the cloud to migrate and provision cloud services



Migration Service

- Digitally Transform with confidence and ease as you migrate your resources to the cloud



Desktop Service

- Harness the power of the Cloud to deliver first class compute and productivity solutions to your end-users



Self-Service Portal

- Allow anyone in your organisation to deploy Azure resources with just one click



Support & Managed Cloud

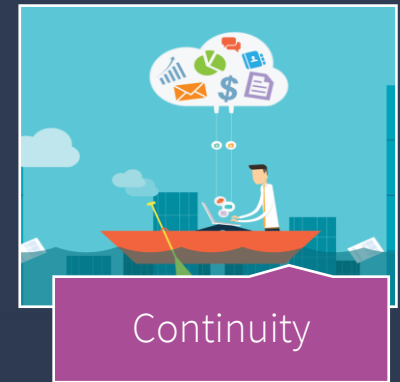
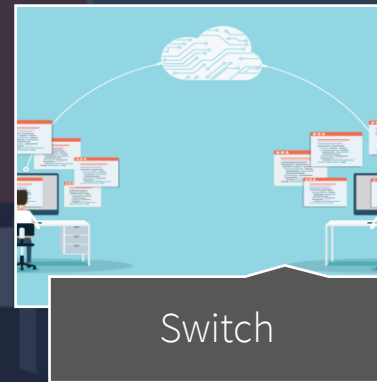
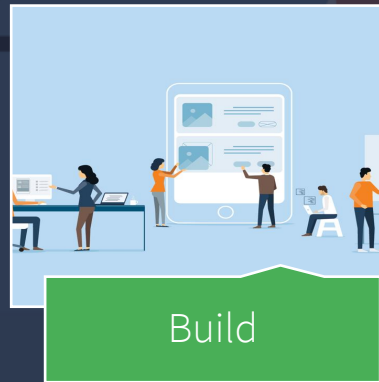
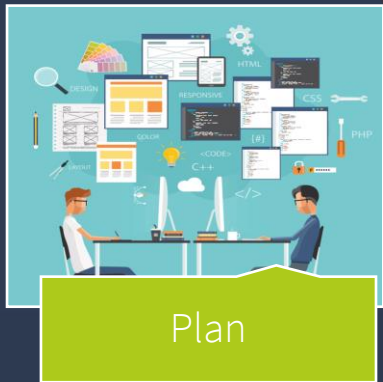
- Comprehensive, responsive support and management that eases your journey to the cloud

Our Approach

We're engineers, not sales people

PUBSEC

*Our cloud adoption framework, defined as **PUBSEC**, provides a methodology and suite of services that delivers value across every stage of your transformation journey and offers choice and flexibility on how to make the best use of each part of the puzzle. – each part of the framework can be accessed as a discrete, one-off engagement or as part of a more complete, turnkey solution.*



Velocity Landing Zone

Azure Made Simple

Accelerate your Cloud Journey

- A cloud MVP, built on a core set of artefacts refined over many customer engagements.
- Customisable to meet individual requirements and product preferences.
- Makes Azure a trusted extension of your on-premise data centre

Secure & Compliant Foundation

- Secure baseline environment with complete visibility into threat and security landscape
- Secure governance framework applied through role-based access to Azure and subscription management.
- Aligned to Azure Architecture blueprints, MS Virtual Data Centre guidance and NCSC 14 Cloud Security principles

Easy to Manage & Develop

- Velocity Landing Zone can easily be connected to the customer network to enable migration.
- Designed to scale as services are built or moved to Azure.
- Create, "spokes" that define usage of Azure by team or application

"Sol-Tec's Azure capabilities are first class and their commitment to the platform is without question. It's why they're trusted across Microsoft's UK business to engage with prospects and customers. With its Velocity Landing Zone IP, they have overcome a common fear that many organisations have about cloud migration being time consuming, complicated and costly."

Blair Galloway, EMEA Azure Lead, Microsoft

Velocity Landing Zone

Azure Made Simple

- ✓ IaC and DevOps Principles
- ✓ Aligned to Microsoft CAF and Enterprise Landing Zone Guidance
- ✓ Previous Deployment
- ✓ Continuous Feedback
- ✓ Agile Delivery Methodology

- ✓ Resource Groups
- ✓ Role Based Access Control
- ✓ Azure Bastion / Jump Boxes
- ✓ Secure Engineer Access (VPN)
- ✓ Recovery Services Vaults and Backup Policies

- ✓ Azure Management Groups
- ✓ Azure Policy
- ✓ Resource Locks
- ✓ Resources enrolled into Azure Security Center
- ✓ Tagging
- ✓ Azure Resource Graph
- ✓ Azure Cost management

- ✓ Resources enrolled into Azure Monitor
- ✓ Resources enrolled into Azure Security Center
- ✓ Secrets stored in Azure KeyVault
- ✓ Update Management
- ✓ Segregation of Red & Green Zone traffic
- ✓ UDR's control traffic

- ✓ Fixed cost engagement
- ✓ Fully project managed
- ✓ Leverages Sol-Tec IP
- ✓ Quickest time to market
- ✓ Ongoing Support via Velocity Support Agreement

Guided & Informed

Management & Access Control

Governance

Security & Monitoring

Outcomes

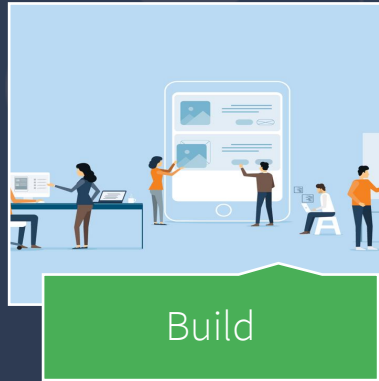
Landing Zone



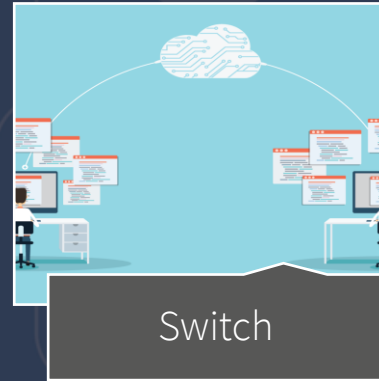
Plan



Understand



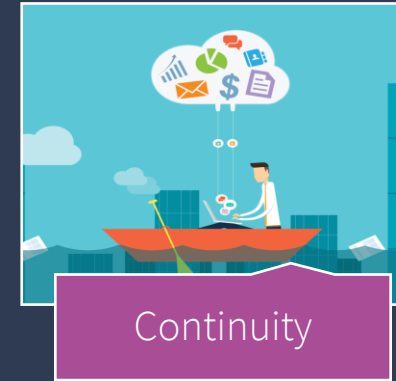
Build




Switch




Early Life Support





Continuity

 Tools-based discovery exercise
Plan Map out your existing datacentre infrastructure assets, including apps, servers, data and network traffic

 Plan and understand which of your assets are suitable to be moved to the public cloud
Understand Use the Five Rs of rationalisation to determine the best approach to migrate or modernize each asset

 Creation of your new infrastructure environment, including the re-provisioning of servers if needed
Build

 Operating in parallel with your existing / legacy environment, we transfer your assets to the new public cloud environment
Switch

 We validate the efficiency and cost-effectiveness of your new environment, ensuring that it's performing as promised before retiring your old infrastructure.
Early Life Support

 Full orchestration and support services that keep your new public cloud datacentre compliant, secure and operational.
Continuity

Velocity Landing Zone

Three Tiers – Built Around You

Standard

- Designed with simplicity in mind our standard package uses first party Microsoft services including Azure Firewall.
- All work performed remotely with MS Teams used for design and handover sessions.
- Suitable for;
 - Local & Regional Government
 - Enterprises who wish to use only Azure first party services
 - Azure PoC's for specific use cases

Ready in 5 – 10 working days

Premier

- Designed to meet the requirements of more complex environments. Separates Trusted and Untrusted network traffic in hub subscription.
- Design and handover workshops held onsite
- Suitable for;
 - Local & Regional Government
 - Central Government departments
 - Large enterprise
 - Azure PoC's for larger enterprise

Ready in 15 – 25 working days

Bespoke

- Designed to meet the requirements of more complex environments. Separates Trusted and Untrusted network traffic in hub subscription.
- Design and handover workshops held onsite
- Suitable for;
 - Local & Regional Government
 - Central Government departments
 - Large enterprise
 - Azure PoC's for larger enterprise
 - Customers who need to use specific vendor firewall appliances, etc

TBA Based on requirements

Azure Enablement for Public Sector

Challenges

- Availability of Azure expertise.
- Under pressure to provide a cloud platform for digital transformation.
- Need to allow for innovation without compromising security and governance.
- Proliferation of Shadow IT.
- Cloud services to be consumable and repeatable without depending on IT to deploy.

“82% of responders said data loss was their biggest single concern over the use of shadow IT in the workplace, with 72% citing security as their main worry”

The threat Posed By Shadow IT, [Information & Cyber Challenges in the Public Sector Survey 2018](#) BSI Group

Ideal Solution

An Azure Landing Zone built in days & weeks, not months. With the isolation, security policy, and audit model you have today (on-premises) but at a fraction of the cost associated with private cloud.

Provides IT with the platform to migrate existing services and digital teams the autonomy to build and develop cloud native applications.

“What we really liked about the Landing Zone was that we weren’t starting, staring at a blank sheet of paper. All the components required for a solid cloud foundation were in place; security, subscription management, billing, backup and DR to name but a few. All we had to figure out, was how we wanted to configure this blueprint to best address our organisational needs. We could see that this alone would significantly reduce time to launch and drastically reduce our development costs.”

Cloud Manager CCOE, Leading Retailer

Desired Outcomes

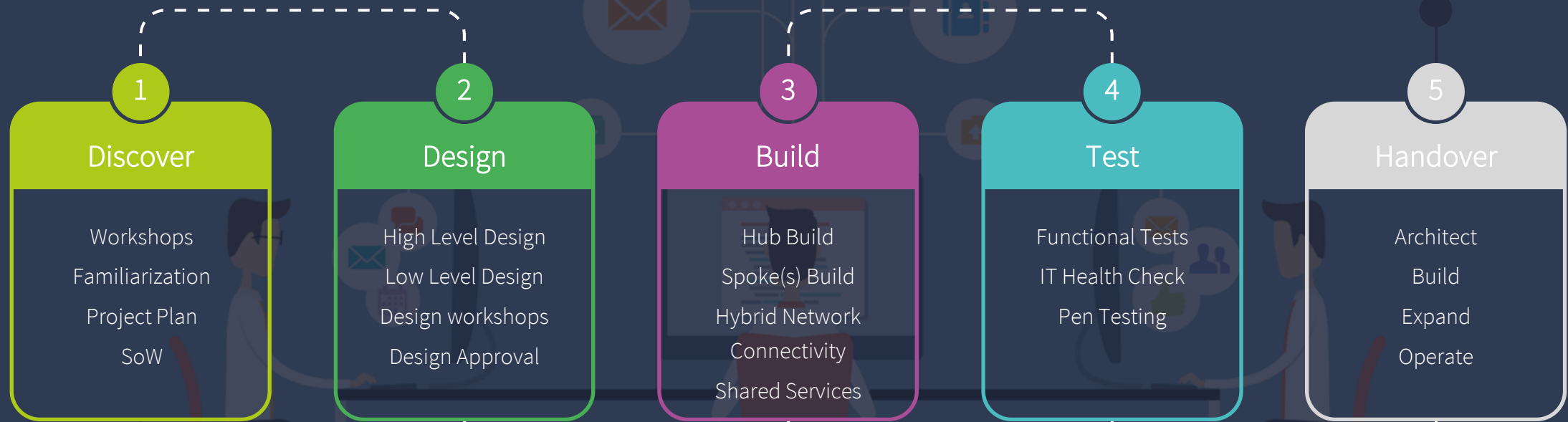
- Deployed to Azure with minimal involvement from your IT and Development teams.
- IT teams confident that they can move existing services into Azure *without* compromising security and governance.
- Digital teams able to deploy cloud resources independently of IT using DevOps pipelines.
- Connected to on-premises environment to light up data centre extension and migration opportunities.

“The public cloud is the government’s preferred option for hosting. We introduced a Cloud First policy in 2013. We’re now moving towards a ‘cloud native’ government. It’s important technology purchasing decisions are made with this objective.”

How to assess a hosting business case, GDS 10 Feb 2017

Landing Zone Engagement

Hub & Spoke Landing Zone



Empty Azure Tenant

Stage 1 Discovery

Business & technical Requirements Workshops

Workshops to understand requirements (Azure Fundamentals, Network, Compute, Storage, Date. This feeds into a gap analysis to identify how much bespoke work is required.

Familiarisation

Understand the current environment, toolsets, working environment, operating model and current Azure capability.

Project Plan

A draft project plan is produced and is used as an input into the SoW.

Statement of Work

Covers Scope, Roles & Responsibilities, Assumption and risk, provides clarity on outcome and a fixed cost for delivery..



Stage 2 Design

Stakeholder Engagement

Introductions and workshops with influential stakeholders such as architecture, security and DevOps leads

High Level Design

Provide a design document that paints the "big picture". Detailed enough to cover architectural design recommendations / decisions.

Low Level Design

Once high level design is approved a low-level design is produced that will contain the detail necessary to allow the engineering team to "build" the landing Zone .

Handover to Build Team

The design is handed over to the Build team who will be responsible for delivery of the Landing Zone using IaC.



Stage 3 Build

Build Landing Zone Hub

Using IaC (terraform or Azure DevOps) build the landing Zone Hub. This will contain ingress/egress network and future shared services.

Build Landing Zone Spokes

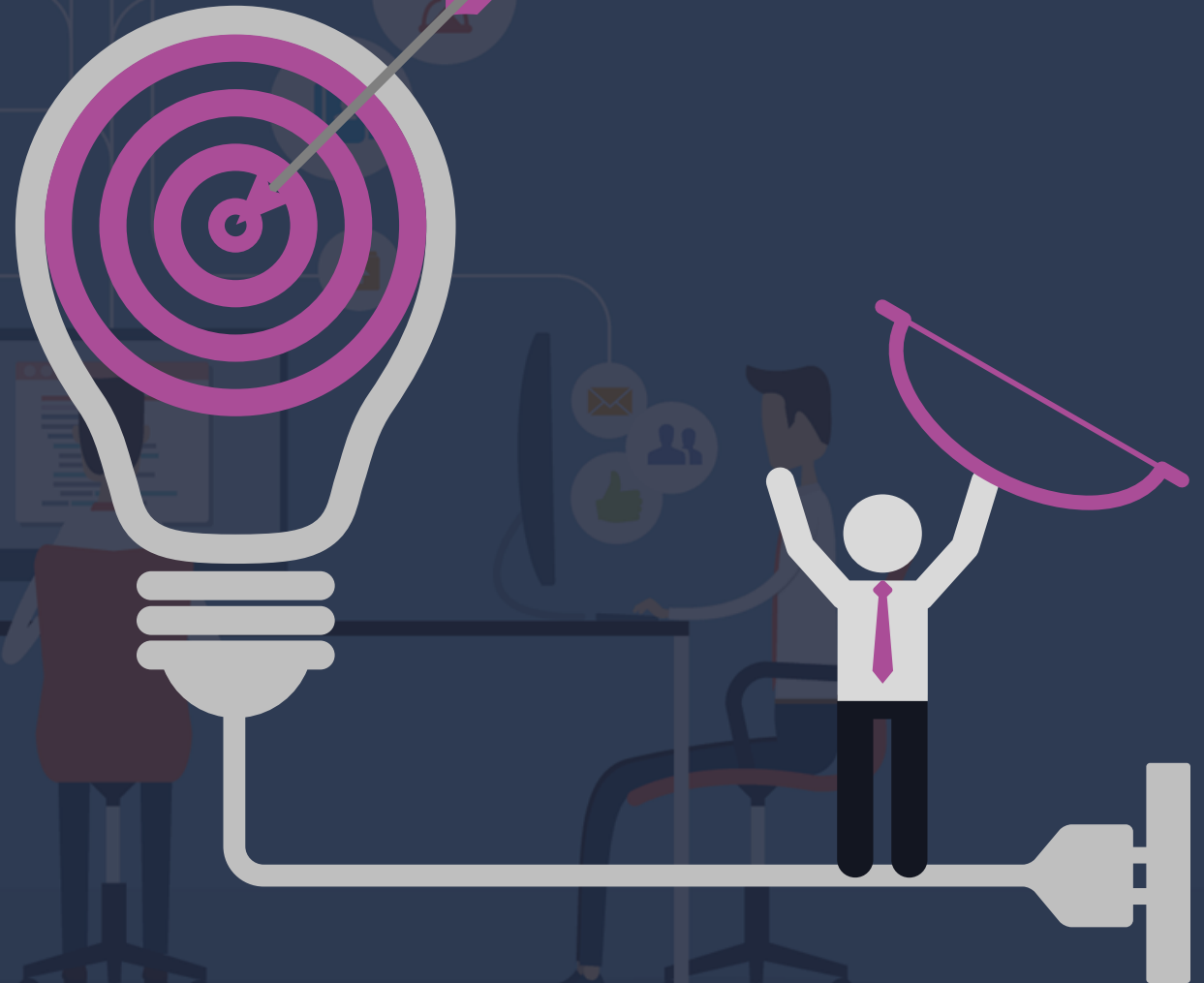
Deploy agreed number of spokes and peer these as appropriate to the Hub.

Hybrid Connectivity

If the Landing Zone will be connected to on-premises environments via Express Route or VPN this is completed once the core Landing Zone is build.

Expand Shared Services

Build any required shared services into the Landing Zone Hub. Examples of shared services include WAD Authentication, DNS, Migration Tooling, Corporate Anti-Virus.



Stage 4 Test

Functional Testing

Verify the functionality of core Landing Zone components. If shared services have been deployed execute functional test plans

(Optional) IT Health Check

If required perform a health check of all built components. This is typically carried out by a 3rd party and any resulting recommendations triaged by Sol-Tec..

(Optional) Network Pen testing

Network penetration testing provided by a 3rd party, can be arranged by Sol-Tec or if preferred the customer can engage directly.*

Deployment Testing

As part of testing we test the end-to-end deployment process for deployment of additional spokes. Results are documented and provided during handover.



Stage 5 Handover

Handover Workshop #1

Typically aimed at the project team and focused on reviewing the project deliverables and confirming these have been met.

Handover Workshop #2

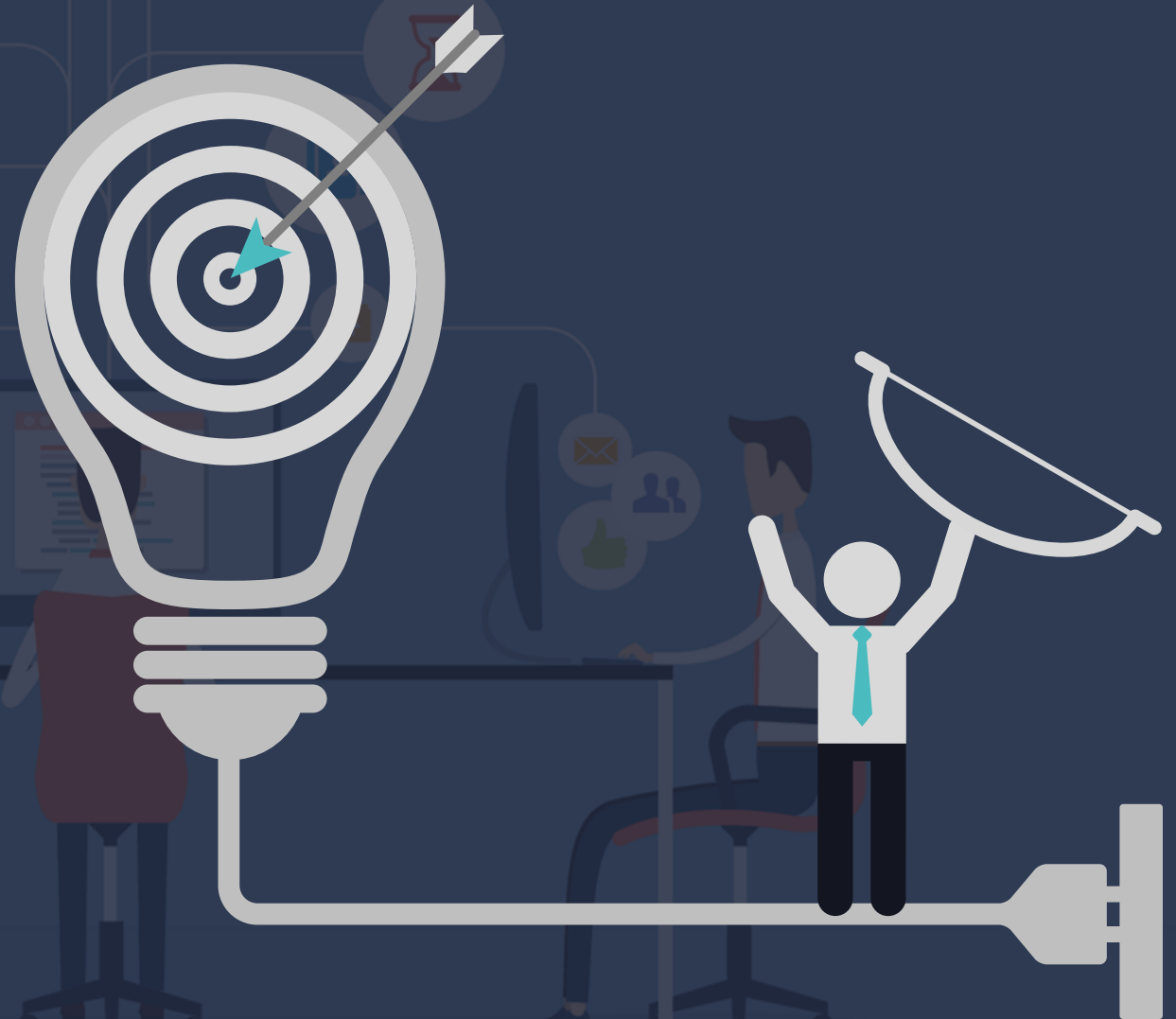
Aimed at the architecture community to cover what has been built and to cover any future expansion

Handover Workshop #3

Handover to the operations and DevOps teams covering how to build new spokes and manage the Landing Zone.

Warranty Period

Agree the date that the Velocity Support period starts and formal project closure



Your Project Team

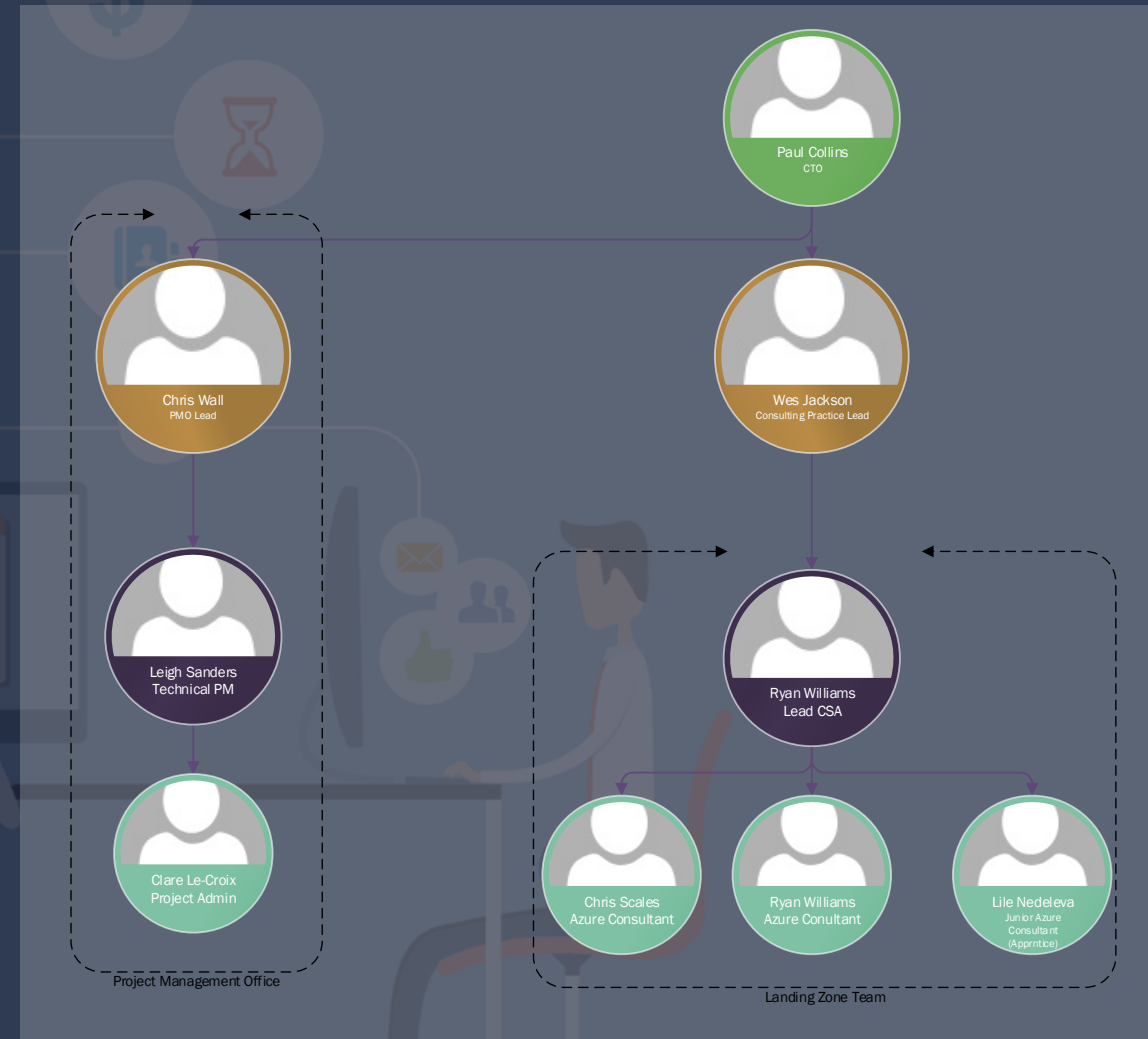
Team established at outset of project

Accredited & Experienced Cloud Solutions Architects with depth & breadth Azure Knowledge

PMO experienced both on the supplier and customer side of the fence

Resources fully managed by Sol-Tec PMO

Azure consultants all with 3+ years of Azure experience
Escalation to wider Sol-Tec team and Microsoft via Consulting Practice Lead
(Optional) Apprentices embedded within delivery teams at no cost to you





sol-tec

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a Content+Cloud company

Microsoft
Partner



Gold Cloud Platform
Gold DevOps
Gold Datacenter
Gold Data Analytics
Gold Application Development

Microsoft Windows Server & SQL
Server Migration to Microsoft Azure
Advanced Specialisation

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