



# Lumen Managed Services Anywhere for Azure VMware Solution (AVS)

Solution overview

# Seeking ROI, flexibility and scalability

## Modern businesses are adapting to:

- New ways of working
- Tightening budgets and regulations
- Customers demanding more
- Competitors innovating in the cloud

Organisations with on-premises VMware estates require innovative solutions that unlock new levels of flexibility and scalability in order to stay ahead.

By harnessing existing VMware investments and applying new digital capability afforded by Microsoft Azure, organisations can achieve the best of both worlds.

## But how?



# Lumen Azure VMware Solution offerings

Our suite of Azure VMware Solution (AVS) offerings are designed to accelerate the adoption of Microsoft Azure



**ExpressRoute  
Connectivity**



**Azure VMware  
Solution Migration  
Assessment**



**Azure VMware  
Solution Migration**



**Managed Services  
Anywhere for Azure  
VMware Solution**

And with Lumen Managed Services Anywhere for AVS and Azure, you can:

- Simplify the management of your hybrid IT environment
- Speed application delivery
- Minimise effort and OpEx costs

supporting you across all phases of  
your journey to the cloud.

# Lumen Managed Services Anywhere for AVS

**A simplified hybrid environment, accelerated application delivery and reduced cost**

**Lumen Managed Services Anywhere for AVS enables organisations to:**

- Leverage existing VMware investments in the cloud
- Modernise the IT estate and eliminate costly hardware refreshes
- Simplify governance and management with full visibility
- Speed application delivery through modelling and automation
- Increase efficiency through analytics and recommendations

**Lumen is the right partner with the right people, platform and technology ecosystem to deliver customer outcomes**



# Achieve consolidation in the cloud

## Simplified governance with Lumen Managed Services Anywhere for AVS

### The convenience of

- 1 Managed service provider  
Service subscription term  
Technical Account Manager (TAM)  
Comprehensive 24/7 global operations team



### Simple, flexible

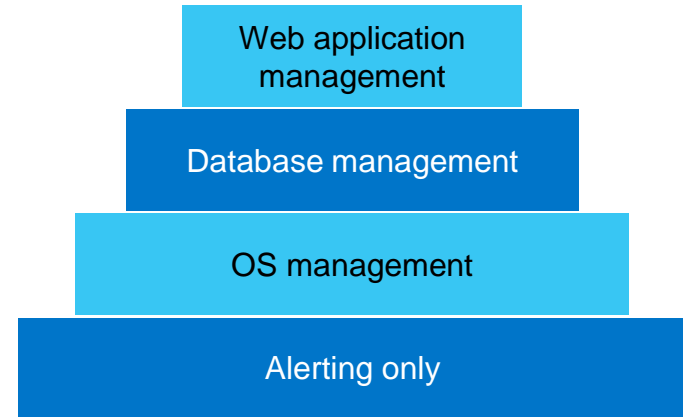
terms and fee structure - month to month – zero commitment



### Manage your environments efficiently

while keeping core competencies in-house. Offload downstream complexity and coverage as required.

### Choose your workload tier support levels:



# Increase transformation velocity

Faster application delivery with Lumen Managed Services Anywhere for AVS



## Automation workflows

speed delivery and enable IT resources to focus on development and increase transformation velocity.



## Automation options

Take automation as far into your CI/CD pipeline as desired. Hand off at application deployment, IaaS/PaaS build out or further upstream code commit points.



## Developer friendly

Chosen dev tools, cloud platforms and CI/CD pipeline practices can be maintained when handing off to deployment automation workflows.



## Minimise DevOps callouts

with a 24/7 operations team covering most events without escalation.

# Enjoy a consistent experience

## Reduce effort and OpEx costs with Lumen Managed Services Anywhere for AVS

### Pre-defined workflows

solve common problems with the Alert Instruction Management Service (AIMS), plus continuous expansion and refinement of automation scripts for event remediation.

### Leverage Cloud Optimisation & Analytics

to identify optimisation patterns to better align cloud spending with usage, plus access cloud supply chain management for predictable savings.

### Purchase services and public cloud capacity

through Lumen to benefit from consolidated billing.

### Achieve full visibility

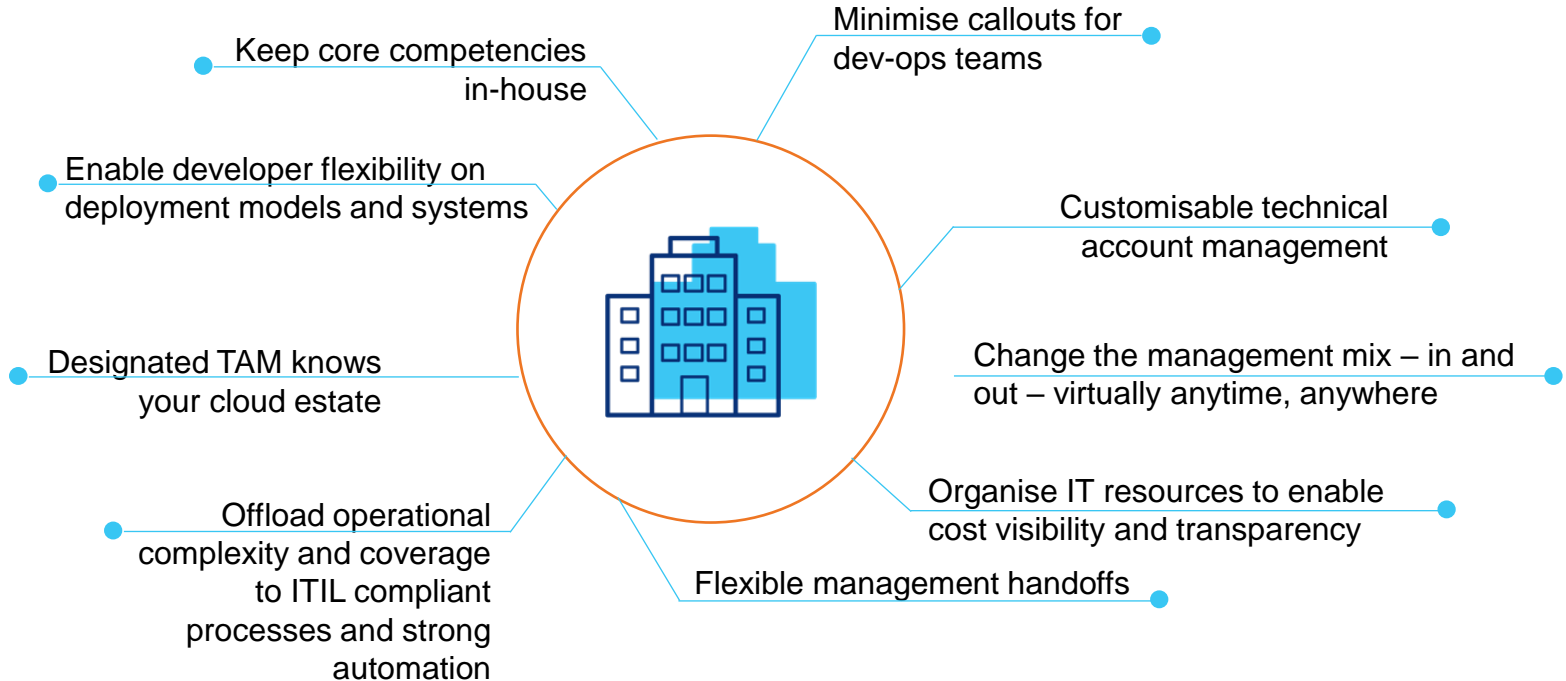
into deployments, management activities, workload metrics, usage trends, cost allocations for internal chargebacks and integrated optimisation guidance, plus health metrics, management activities and other monitoring checks for physical servers.

### Technical Account Manager

provides proactive guidance for right-sizing instances by reviewing trends like infrastructure cost, lifecycle and specific instance usage.

# Tailored for your business

## Lumen Managed Services Anywhere for AVS overview





**“As a result of our partnership with Lumen, we have been able to move critical workloads to a pay-as-you-go model. This has already given us better visibility of our performance and costs. It has also given us more flexibility. Scalability has been key during the recent period, with our ability to transition smoothly to different ways of working demonstrating the value of the engagement with Lumen.”**

Andy Howell  
Enterprise Architect, Office Depot Europe

# Thank you

To learn more about Lumen Managed Services Anywhere for Azure VMware Solution and Azure, please contact your sales representative to set up time to speak with a solution specialist.

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