



CLOUD EMPOWERED SOLUTIONS

a Content+Cloud company

Azure VMware Solution Accelerator

For Public Sector Organisations



Facts+ Figures



95%
Customer
Satisfaction
Scores

Gold
Microsoft
Partner

Azure
Expert
MSP



8 Office
Locations



UK's most awarded
MICROSOFT Partner
and MISA member

→ **SOC**
Powered by
Azure Sentinel

9 Advanced
Specialisations

Threat Protection | Microsoft AVD
Teamwork Deployment | Calling for MSFT Teams
Adoption & Change Management
Windows Server & SQL Migration
SMB Business Mgmt | Modernise Endpoints
Identity and Access Management

→ **1000+**
Employees

ISO
9001, 27001
22301 and 45001



4 MVPs +
(Microsoft Most
Valuable Professionals)

cloudtango
MSPuk
SELECT
2022
WINNER

Winner
Microsoft Partner
2022 Partner of the Year
Customer Experience Award



Unparalleled Microsoft Expertise

Microsoft Partner Azure Expert MSP



Member of
Microsoft Intelligent
Security Association



Microsoft
Partner

2022 Partner of the Year Winner
Customer Experience Award




1-TIER CSP PARTNER



Infrastructure
Azure

Specialist
Windows Server and SQL Server
Migration
Azure Virtual Desktop



Data & AI
Azure



Digital & App Innovation
Azure



Modern Work

Specialist
Adoption and Change
Management
Calling for Microsoft Teams
Teamwork Deployment
Modernize Endpoints



Security

Specialist
Identity and Access
Management
Threat Protection



**Exceptionally
strong Microsoft
relationship**

- + Content Services Partner Programme 1 of 25 globally
- + Azure Expert MSP
- + Sol-Tec is on 25 separate Microsoft programmes, one of the highest of any partner
- + 4 Microsoft MVPs
- + Microsoft Intelligent Security Association Partner



**5 x Solution Partner
Designations**

- + Infrastructure
- + Data & AI
- + Digital & App Innovation
- + Modern Workplace
- + Security



9 x Specialisations

- + Microsoft Azure Virtual Desktop
- + Windows and SQL Migration to Azure
- + Threat Protection
- + Adoption and Change Management
- + Teamwork Deployment
- + Calling for Microsoft Teams
- + Identity & Access Management
- + Small and Midsize Business Management
- + Windows & SQL Server Migration to Microsoft Azure

Industry Awards



2022 Partner of the Year Winner
Customer Experience Award



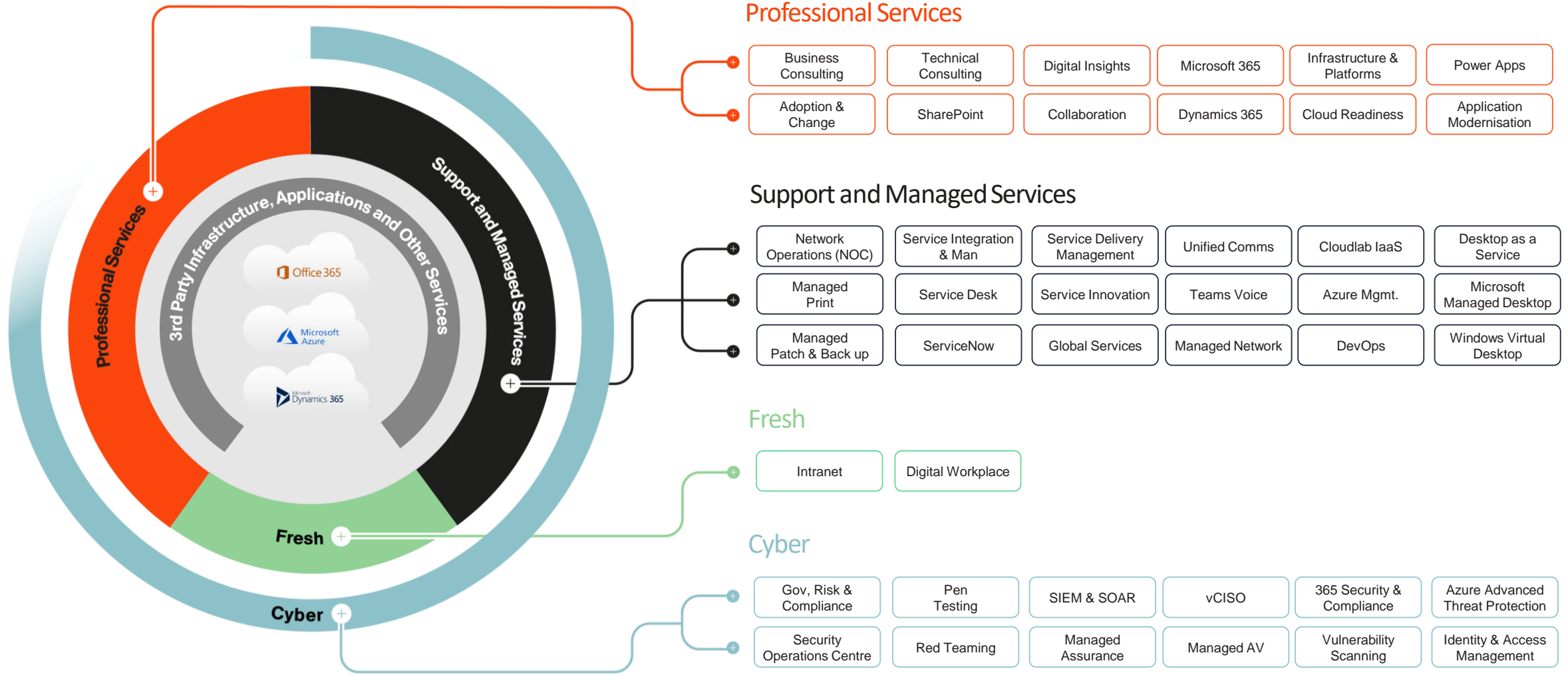
Our Customers

“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



Our Overall Proposition



Azure VMware Solution



Why Azure VMware Solution?

Outcomes and Benefits

- + Extend or migrate your existing VMware Data Centre environment seamlessly to Microsoft Azure.
- + Retain existing skills and licensing investments and continue to use the same VMware management tools you are familiar with, including vCenter, vRealize Operations and NSX Manager.
- + Overcome capacity and scalability constraints and take advantage of advanced security technologies powered by Azure.
- + Modernise your applications on your own terms and integrate with Azure native services.
- + Eliminate procurement and management of hardware infrastructure by running your workloads on single tenant, bare-metal Azure infrastructure.
- + Utilise private and secure connectivity for AVS with Azure Express Route.
- + Move to a consumption based model and take advantage of unique cost saving options on Azure for your Windows and SQL Servers.
- + Operate hybrid capabilities and utilise Azure native management and monitoring tools for your entire VMware estate.
- + Leverage the Microsoft [Azure Migrate and Modernise Programme](#) (AMMP) to reduce the capital cost of your migration project*.



* Only available through approved Microsoft Solution Partners

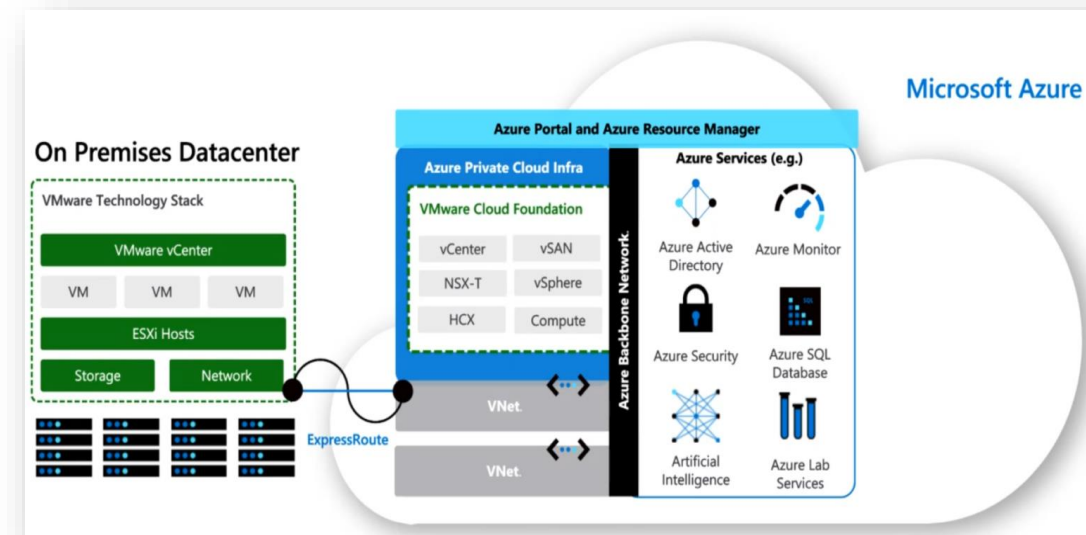
Our expertise, your Cloud delivered in 8 weeks*.

Operating across the G-Cloud Framework and Azure Marketplace, UK based Content+Cloud have been selected by Public Sector organisations to help them succeed with Azure since its beginnings over decade ago. The combination of our Azure and VMware maturity from both professional and managed services positions us as the leading UK partner for deployment and management of Microsoft's Azure VMware solution (AVS).

We understand the challenges faced by organisations who want to “get to Cloud quickly” but do not have the time, budget or resources to plan a wide scale application modernisation programme yet often have immediate considerations in front of them. These may include data centre contract expiry, hardware capacity constraints, or simply an ambition to move to a more sustainable, secure and compliant cloud as quickly as possible whilst a wider scale app modernisation approach can be properly considered.

It is not uncommon for organisations to have made significant investments into skilling and processes around a traditional VMware environment and prefer to continue to leverage this whilst benefiting from the integration possibilities with cloud native services. AVS addresses these concerns, offering one of the fastest paths to cloud without changing the underlying operation or familiarity of VMware. Not only that, clients are able to move quickly to an opex based model and simultaneously gain immediate advantages from Azure's broader technology offerings. Backup and Disaster Recovery requirements can also be addressed through an AVS project either utilising Azure as a failover environment, or using multiple compatible Azure regions to achieve the right outcome.

From **Local & Regional Government**, to **Education** and **Healthcare** our Azure Landing Zone product has accelerated many organisations journeys to the cloud with baked-in best practice aligned to the Microsoft Cloud Adoption Framework. Our purpose built **Azure Landing Zone for Azure VMware Solution**, delivers a robust, scalable and highly secure design to accommodate the VMware workload **within 8 weeks** * using repeatable Infrastructure-as-Code and enabling a seamless transition from Data Centre to Azure.



* Subject to client stakeholder availability

Azure VMware Solution and Your Digital Imperative

We understand that Public Sector organisations have a myriad of priorities and the application of technology needs to be carefully aligned with those along with clear investment returns.

Healthcare Payors need to accelerate digital workplace modernisation programmes so that care management can be optimised. Healthcare providers are striving to empower health team collaboration and enhance patient experiences.

In Education, hybrid and blended learning through modern campus experiences and cloud-powered advanced research are high on the agenda.

Government Departments must deploy environmentally sustainable solutions with next-level security and build applications that optimise public services and experiences.

Azure VMware Solution underpins all of these outcomes by providing the initial step in your modernisation journey delivering a highly scalable, sustainable and secure platform whilst making it simpler to access higher value native Azure services. These will facilitate the build and development of your future applications and unlock the potential of your data.

As an Azure Expert MSP, Sol-Tec are authorised to manage your application for the Azure Migration and Modernisation Program (AMMP) for Azure VMware Solution to bring skills building, cost effective offers and incentives (be it subsidised services or Azure credits) which will help offset transition costs as you migrate.

Importantly, as the leading UK digital transformation partner with expertise across Azure, Microsoft 365, Security and Business Applications, Content+Cloud are able to engage and support your broader digital transformation journey with Microsoft technologies.



Azure Migration and Modernisation Program (AMMP) at a glance

Sol-tec AVS Accelerator



Your 8-week AVS Journey with...



First party supported solution from Microsoft. Approved by VMware

Available from UK Azure Regions

Sol-Tec Azure AVS "Landing Zone" rapidly deployed using Infrastructure-as-Code

Fixed Price project engagement following assessment phase

Ready for migration in weeks, not months

Managed Service available post project

It's what we do.

Sol-tec has the expertise to support your migration end-to-end. Combining over 20 years of VMware infrastructure experience with one of the most accredited Azure practices in the UK, provides our clients with the necessary assurance that migrations will be designed and executed with precision

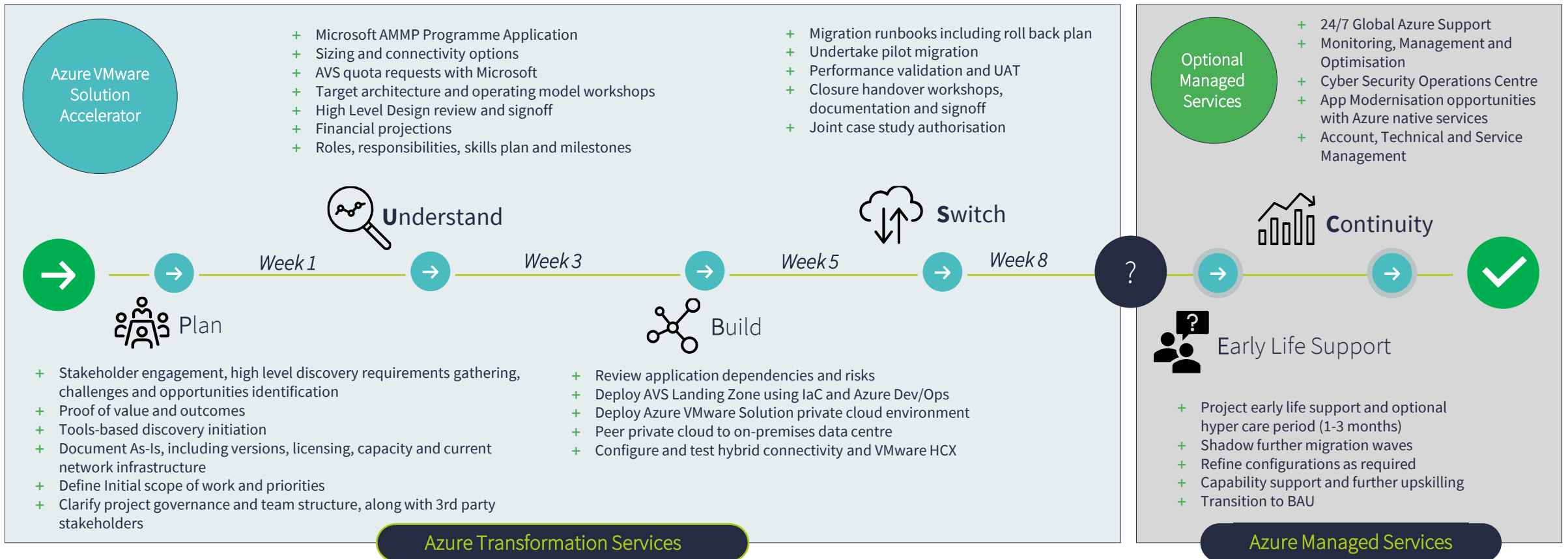
Deeply capable cloud solution architects and engineers bring their experience from previous projects to ensure any classic mis-steps are avoided. We also recognise that no two enterprises are the same, and while AVS may play a key part of the solution, we start our engagement by understanding the business motivations to clarify the outcomes we are looking to achieve.

Our project managed accelerator experience is designed to fast-track your AVS adoption using a proven design and deployment methodology which has matured through many previous Public Sector engagements including Local and Regional Government, and Education.

As one of the few aligned Microsoft partners in the UK and an Azure Expert MSP, Sol-tec is able to engage Microsoft on our client's behalf to secure additional benefits through the Azure Migrate and Modernisation Program which can support the cost and accelerate the timetable of the overall project.

Sol-tec AVS Engagement and PubSec

Sol-Tec will provide accredited consulting and engineering expertise from our Azure Cloud Centre of Excellence to kick start your project. Our fully project managed and proven methodology coupled with collaboration with your internal teams will ensure that the business and technical objectives are clear for all stakeholders before project activities commence. The **Azure VMware Solution Accelerator** follows our PUBSEC methodology and provides our clients with clarity and assurance through the design and deployment process to establish a VMware environment in your own private cloud powered by Microsoft Azure. In 8 weeks*, we will deliver your Azure VMware Solution environment integrated with your on-premises data centre and conduct a pilot migration wave with performance testing to ensure your team is positioned for successful ongoing migrations.



* Subject to client stakeholder availability



sol-tec

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Microsoft
Partner


Azure
Expert
MSP

Microsoft
Partner


Advanced Specialization
**Windows Server &
SQL Migration**

Microsoft
Partner


Advanced
Specialization
Azure Virtual Desktop


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