A Softchoice eBook

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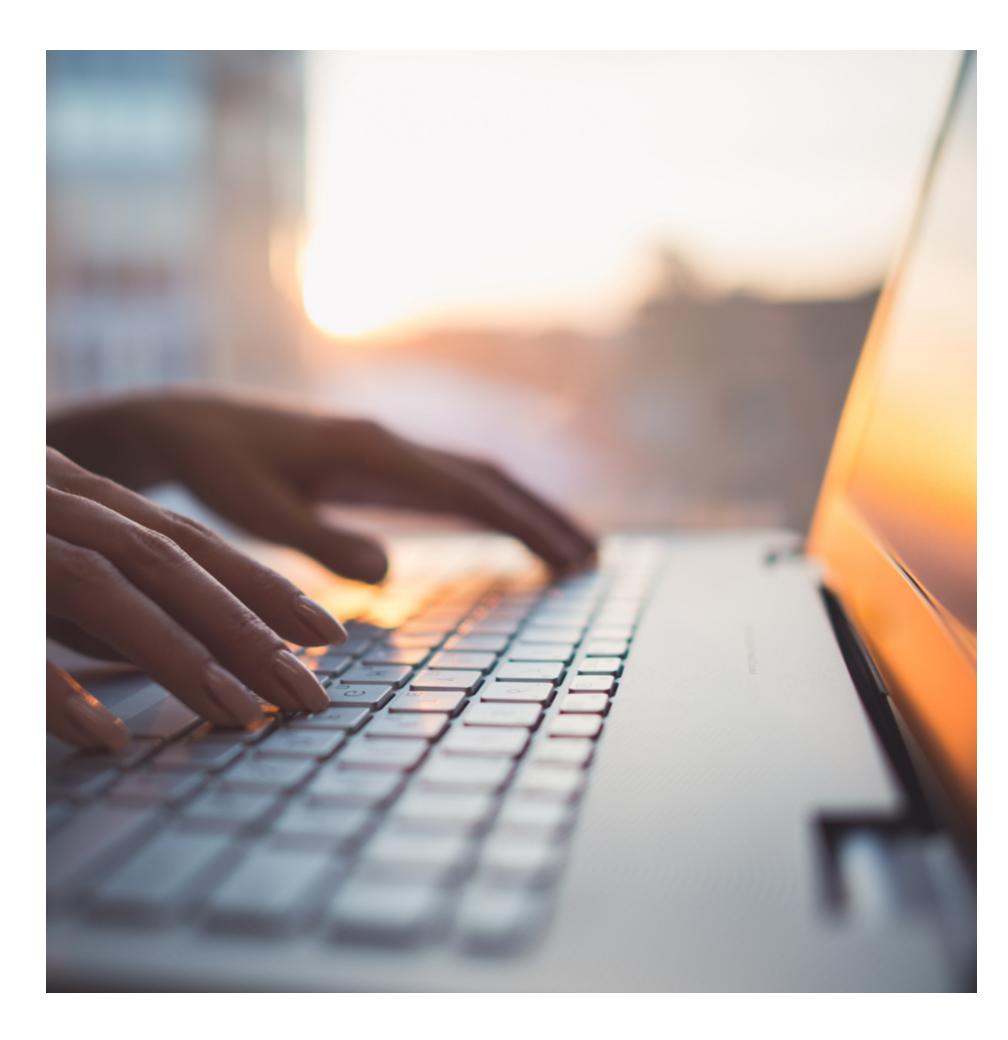# Unlocking your full investment through the cloud

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An introduction to cloud adoption

Every organization's path to cloud readiness looks different. However, whether your team has an immediate need or is planning for the long term, every company shares the same goal: achieving a faster time to value.

Although the cloud has revolutionized the way we do business, many leaders still struggle when it comes to aligning their people, processes and existing applications. In fact, experts estimate that nearly 60% of enterprise users still fall in the laggard category[1].

Facing cloud security concerns, high cost barriers and vendor lock-ins, becoming cloud-ready often proves to be a complex and time-consuming process. The good news? It doesn't have to be like that.

By following best practices, your organization can achieve a quicker return on your investment and start capturing the benefits of the cloud through Microsoft's Azure VMWare Solution (AVS).

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[1] https://www.informationweek.com/cloud/how-quickly-are-companies-really-adopting-cloud-it-s-complicated

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Understanding the financial benefit of Microsoft AVS

Microsoft AVS is a solution that allows IT teams to migrate VMware-based workloads from the on-premise data center into Azure. This allows teams to keep using the tools they're already familiar with, while also modernizing their processes through Azure-native services.

As a "bridge" to the cloud, AVS can help your company to minimize the time and resources dedicated to adoption, offering several financial benefits along the way:

- **Cost avoidance:** On-demand cloud services means no longer managing the strain of infrastructure refreshes.

- **Soft costs:** This includes expenses incurred while training teams, reskilling employees and re-tooling your environment to run everything in the cloud.

- **Hosting expenses:** Teams no longer have to host and manage their cloud environment, moving the organization out of CapEx and into OpEx.

The path to unlocking these benefits starts with analyzing the state of your existing environment.

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Start with an end-to-end assessment of your systems

The primary use cases for AVS can be broken down across four major categories: data center extension, disaster recovery, cloud migrations and next-generation apps.

Although each function has its own advantages, their financial benefit to your organization will depend on your unique strategic needs and existing processes. As you consider which capabilities make the most sense, look at your existing environment as-is and ask:

- What is the specific event or challenge that has motivated your interest in the cloud?

- What are some of the barriers involved with adopting a native solution versus going with AVS?

- Is there a mixture of the two that can work best for your organization?

By understanding your existing applications and workloads along with their underlying architecture, you can then determine the right approach to optimizing their performance, identifying risks and containing costs in Azure.

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Build a foundation for transformation

Once you have defined your business objectives, your team can determine which cloud use case aligns most closely with your organization's short- and long-term objectives:

- **Enhanced disaster recovery:** Protect and recover your entire VMware-based data environment without the added expense of establishing a secondary data center.

- **Data center extension:** Manage fluctuations for cloud capacity demands without sacrificing functionality or agility.

- **Achieve cost savings:** The cloud offers you the ability to better manage your software budget while also optimizing your resource spend across digital transformation efforts.

- **Avoid infrastructure refreshes:** With AVS, you can quickly stage cloud migrations in line with the infrastructure refresh by porting existing VMware workloads to the cloud, offsetting the need to invest in further physical hardware.

With AVS, leaders can maximize their existing VMware investments while also being able to take advantage of the possibilities created by Azure's scale, performance and advanced services.

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Achieve cloud-readiness with a long-term partner

To capture the full financial and technical benefits of Microsoft AVS, leaders will need to carefully consider their organizational challenges as well as the underlying architecture of their existing data environment.

When it comes to overcoming these barriers, Softchoice can help. As a Gold Microsoft Partner: Azure Expert MSP and a VMware Lifecycle Services 2021 Award Winner, we've supported hundreds of organizations' transition to the cloud through a combination of structured planning and managed IT services. From initial systems clean-up to continuous cost optimization, your organization will have the guidance you need to manage organizational changes while reducing your cost and length of adoption.

Reach out to a Softchoice advisor and learn how you can power your business with the cloud and Microsoft AVS.

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