



# App to cloud

Evaluate the opportunity  
to modernize your application  
with Azure (App + Data)

**Creative tech for Better Change**



A leading Partner for  
Premium Consulting,  
Solutions & Managed  
Services for **Microsoft.**



**Creative tech for Better Change**



# A powerful and wide Microsoft presence in EMEA

**Sized for agility and trust**



+ 140 Mio € Revenue  
+ >1000 Experts  
+ 1950 Certifications

## Our expertise

🏆 16 Gold competencies

🏢 5 Advanced specializations  
Threat Protection    Change & Adoption    Azure Windows and SQL migration  
Kubernetes on Azure    Azure application modernisation

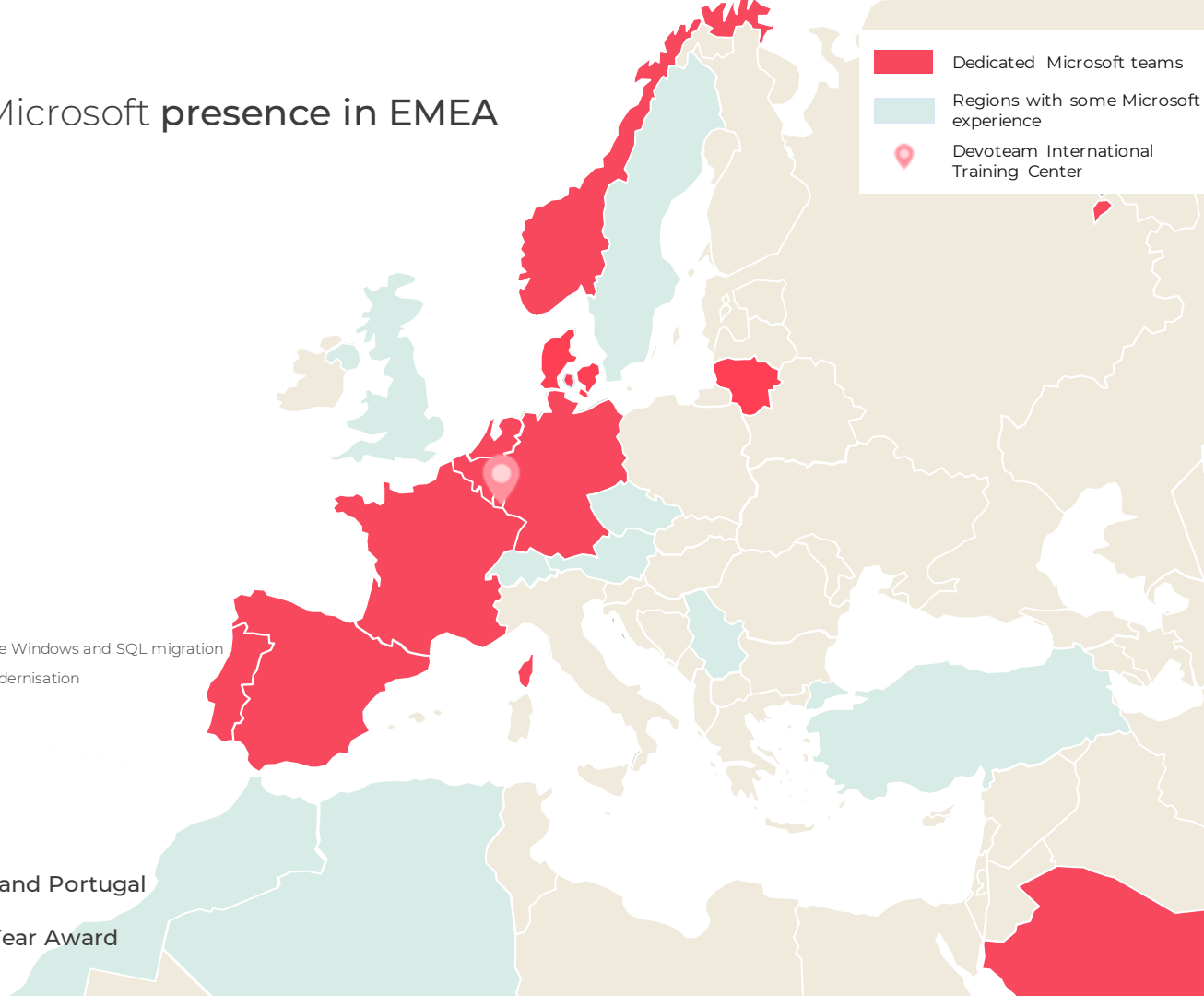
✓ CSP Tier 1

✓ Azure expert MSP

✓ Authorized Training Partner

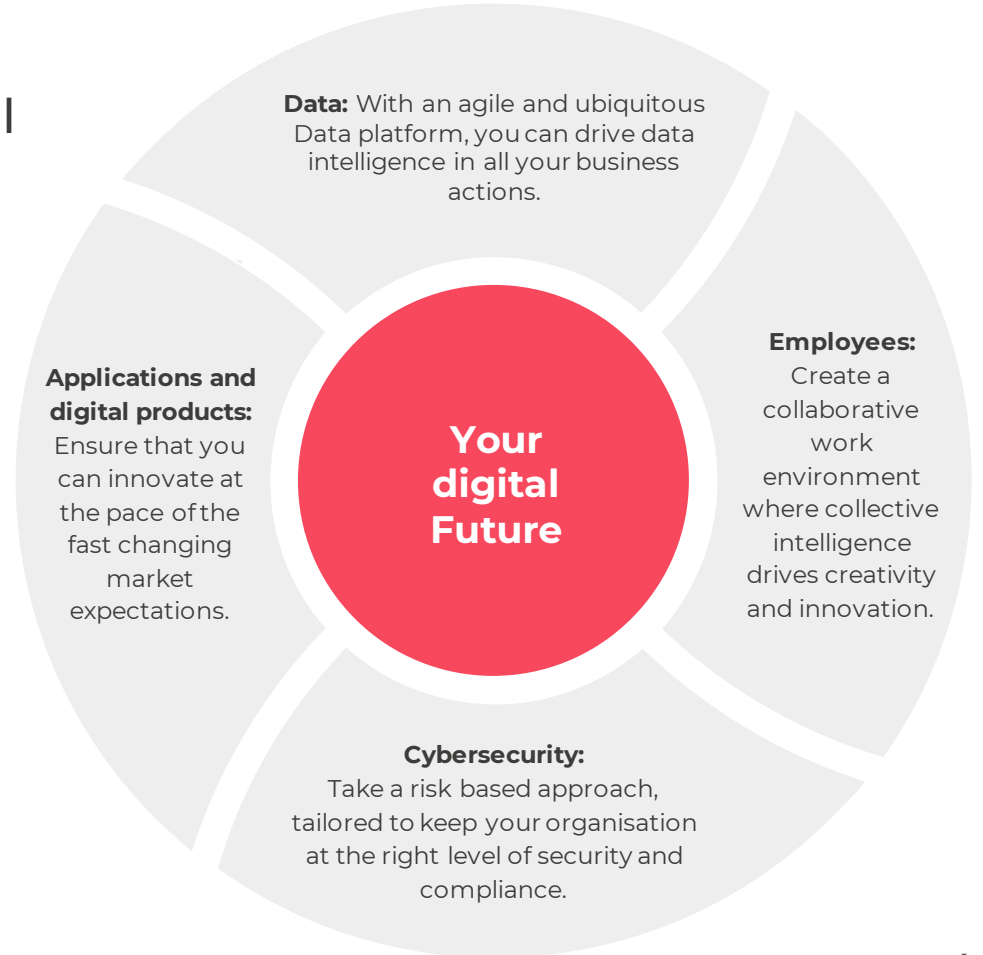
✓ Center of Excellence, Lithuania and Portugal

🏆 2019, 2020, 2021 Partner of the Year Award



# What is our approach of digital transformation in partnership with you?

The goal of **digital transformation** is to use technology to make your **organisation more productive**, your **employees more creative** and your **business more enchanting for customers** while **controlling costs** at the same time.



## Our competencies:

### The multidisciplinary holistic approach



#### Re-imagine & Co-design

What is your status quo? What is the right digital mix for your business?  
What is needed to achieve the desired business outcomes?



#### Enforce security & compliance

Rather than being a blocker, make security & compliance an enabler of your digital future by integrating security from the start.



#### Build & Migrate

Your new digital architecture requires a solid foundation and proven best practices to efficiently go from planning to successful migration



#### Adopt, Modernize & Innovate

Modernise your Apps and fully exploit cloud native capabilities to innovate your digital products faster than your competition.



#### Operate & Optimize

Manage your cloud estate to higher levels of performance and economies, while continuously leveraging cloud platform innovation.

initiate

define

transform

perform

## Our value propositions

# Expertise across all Microsoft Clouds.



### Speed up Cloud Innovation

- Enterprise Cloud Transformation
- Cloud-native Infrastructures & Apps
- Identity & Access Security
- Data Platform & AI
- Cloud Effectiveness & Optimization



### Digitize your Business Processes

- Enterprise-grade business applications
- Low code developments
- Business process digitization and optimization
- BI and visualization



### Harness Cloud-based Productivity

- Agile & Secure Modern Work
- Creative Team Work
- Knowledge & employee experience
- Compliance
- Firstline Workers

# The reason for hybridization between azure and netapp?



## **DATA CENTERS**

Expansion, reduction or retirement of data centers.



## **CONTINUITY**

Disaster recovery and business continuity.



## **MIGRATION**

Speed and simplification of the migration.



# Netapp backup can allow you to....



## **MIGRATION SIMPLIFICATION**

Reduce migration downtime... Minimize impact on resources and business.  
Extend/migrate on-prem environment to CVO without re-platforming.



## **APPLICATION MODERNIZATION**

Modernize existing applications  
Build new applications  
Leverage cloud-native services and marketplace - Access to Azure Cloud Services  
Hybrid applications



## **DATACENTER LIFT AND SHIFT & EXTENSION**

Dismantle  
Consolidate  
Footprint Expansion  
Capacity on Demand  
Dev/Test

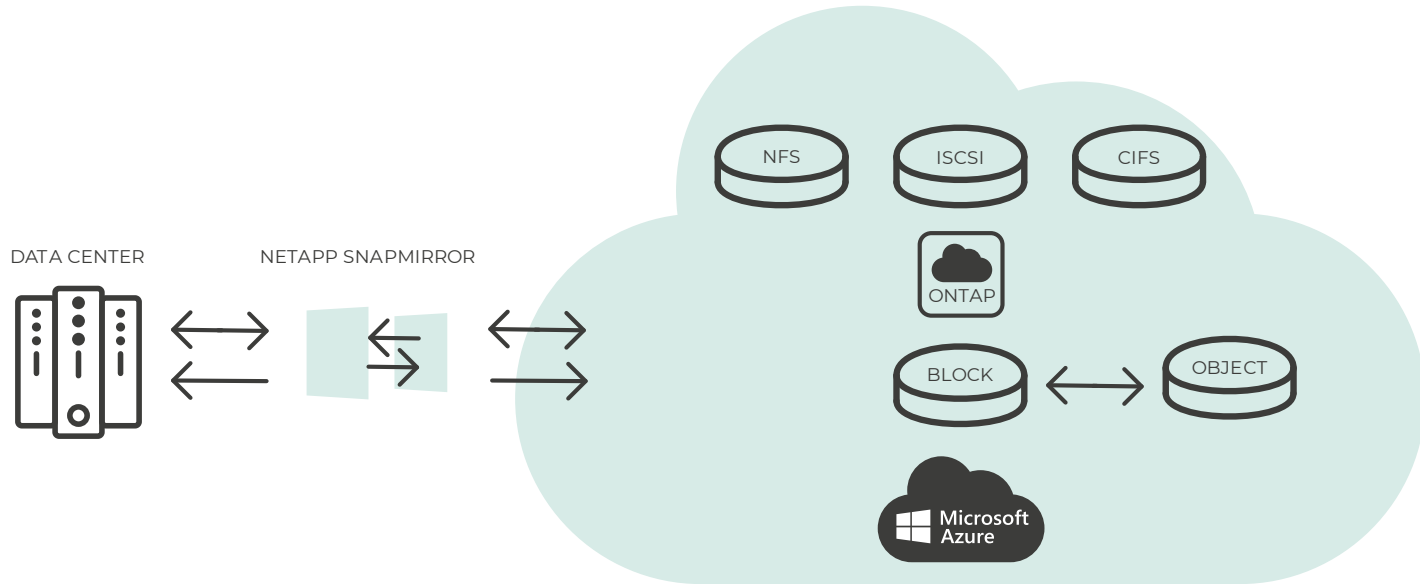


## **DISASTER RECOVERY AND BUSINESS CONTINUITY**

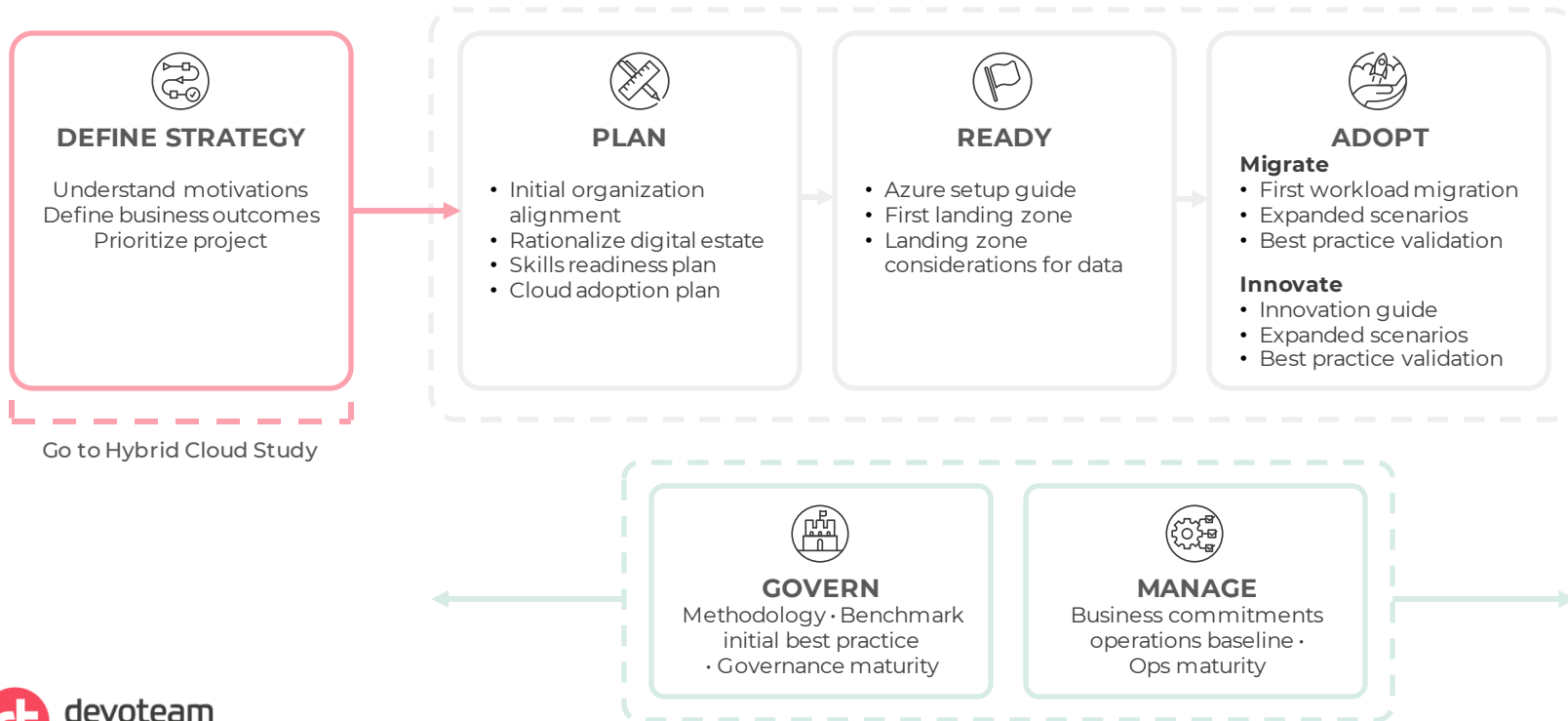
Create a new DR  
Replace an existing DR  
Complete an existing RfD



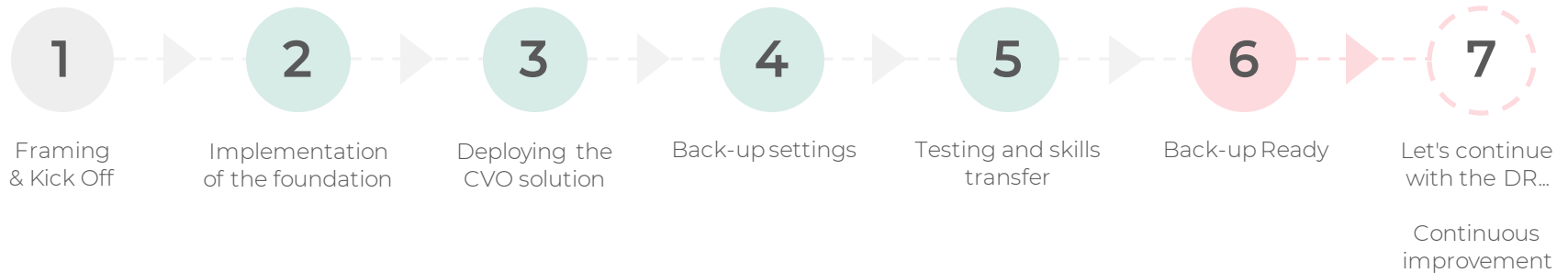
# Netapp cvo (cloud volumes ontap) a possible replication in azure



# A solution in line with the Cloud Adoption Framework



# A duplication in azure in a few steps...



# A duplication in azure in a few steps...

1

## FRAMING & KICK OFF

- Initialization of the study
- Review of the existing situation
- Needs assessment

The objective is to make a quick assessment of your environment and to launch the right actions.

### Prerequisite:

NetApp in On-Prem  
Hybridization and existing AZURE subscription

2

## IMPLEMENTATION OF THE FOUNDATION

- Ressource group
- Network
- RBAC
- Cloud Manager
- VM NetApp Connector

The objective is to put in place the different pillars necessary for CVO services.

# A duplication in azure in a few steps...

3

## DEPLOYING THE CVO SOLUTION

- Setting up the bay in Azure

The objective is to deploy the CVO layer while respecting the internal configuration policy.

4

## BACK-UP SETTINGS

- Configuration of data replication

The objective is to parameterize the CVO base according to the expected services. With a follow-up of the replications (1 To POC).

# A duplication in azure in a few steps...

5

## TESTING AND SKILLS TRANSFER

- Simplified architecture and operation documents
- Presentation of the implementation and the functionalities of the solution
- Receipt of the solution and documentation

The objective is to present the implemented solution with the delivered documentation as support.

6

## NETAPP BACK-UP READY

# A duplication in azure in a few steps...

## 7

### LET'S CONTINUE WITH THE PRA

- Configuration of the Backup / DRP policy including replication monitoring (10 To)
- Backup / DRP policy configuration including replication monitoring (100 To)
- Restore / DRP test on 1 volume
- Update of the documentation

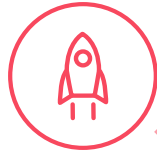
The objective is to set up and test a first level of disaster recovery plan.

# Continuous improvement, the daily transformation!

## TAKE A LOOK AT THE FUTURE

### *Transformation project*

- Obsolescence management
- Architecture design
- Migration / Cloudification



## MANAGE DAILY LIFE

### *Managed Services*

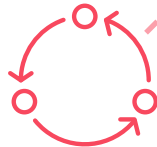
- Administration
- Operations
- Support



## LEAD THE CHANGE

### *Solution Adoption*

- Communication strategy
- Definition of use cases
- Training / Workshop
- Adoption & change kit



## BENEFIT FROM THE BEST

### *IT expertise and consulting*

- Governance
- Opportunity study
- Experience feedback
- Sharing of best practices





# Composition of the "continuous improvement" contract

## **FRAMING & INITIALIZATION**

- Taking into account the technical and functional environment.
- Recommendations
- Summary report

## **RECURRING VISITS (minimum 4 points per year)**

- Technical point: Interaction with a named business contact to collect/respond to expectations
- Business point: Interaction with a named business contact to collect/respond to expectations
- Intervention report with action plan and treatment of points

## **CONSULTING & EXPERTISE (on a time spent basis - remotely (email/teams/phone) (costing per 7 hours)**

## **PLANNED EXPERT INTERVENTION ON SITE (number of days to be defined)**

## **SUPPORT 9AM - 6PM 5/7 (costing per 5 hours of support)**

- Incident opening
- Treatment and escalation to first support



# ”NetApp: Backup into the Cloud”

## Financial offer

DETAILS	DAYS
Kick off & Audit	1,5
Implementation of prerequisites (Resource group, Network, RBAC, Cloud Manager & VM NetApp Connector...)	1
Deploying the CVO solution	1
Configuration of the Backup / DRP policy including replication monitoring (1 To POC)	1
Documentations (DAT/DEX Simplifier)	1
Skill transfer and restitution	0,5
Total	5900€ HT

# "PRA NetApp"

## Option

PRA: Option	DAYS
Configuration of the Backup / DRP policy including replication monitoring (10 To)	2
Configuration of the Backup / DRP policy including replication monitoring (100 To)	3
Recovery / PRA test on 1 volume	1

**Let's define your needs to specify a customized DRP offer.**