

January 2022

Azure Cloud Migration Assessment

By VENZO



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01

Azure Cloud Migration Assessment



Rest assure and let VENZO assess your cloud migration possibilities

01 Gain insights

Successful cloud migrations need thorough planning. Confident and realistic translation of business goals into technical requirements and solutions are essential to the project outcome.

That's why VENZO always initiates a migration assessment with in-depth workshops and interviews with strategy and service-owners. Structured engagements help us learn and discover the priorities of our clients.

We believe, that precise scoping and data collection are essential to properly estimate timeline and project investment, but also avoid pitfalls and unexpected challenges on your journey

02 Make informed decisions

Leveraging the workshop, collected data and insights, VENZO prepares an assessment report addressing the potential migration.

The report takes advantage of advanced 3rd party software, to assess and provide a full picture of your current environment and its "migration readiness".

Having analyzed the data of the infrastructure, VENZO produces a business plan for moving forward, as well as an overview of all technical findings and recommendations for a successful migration

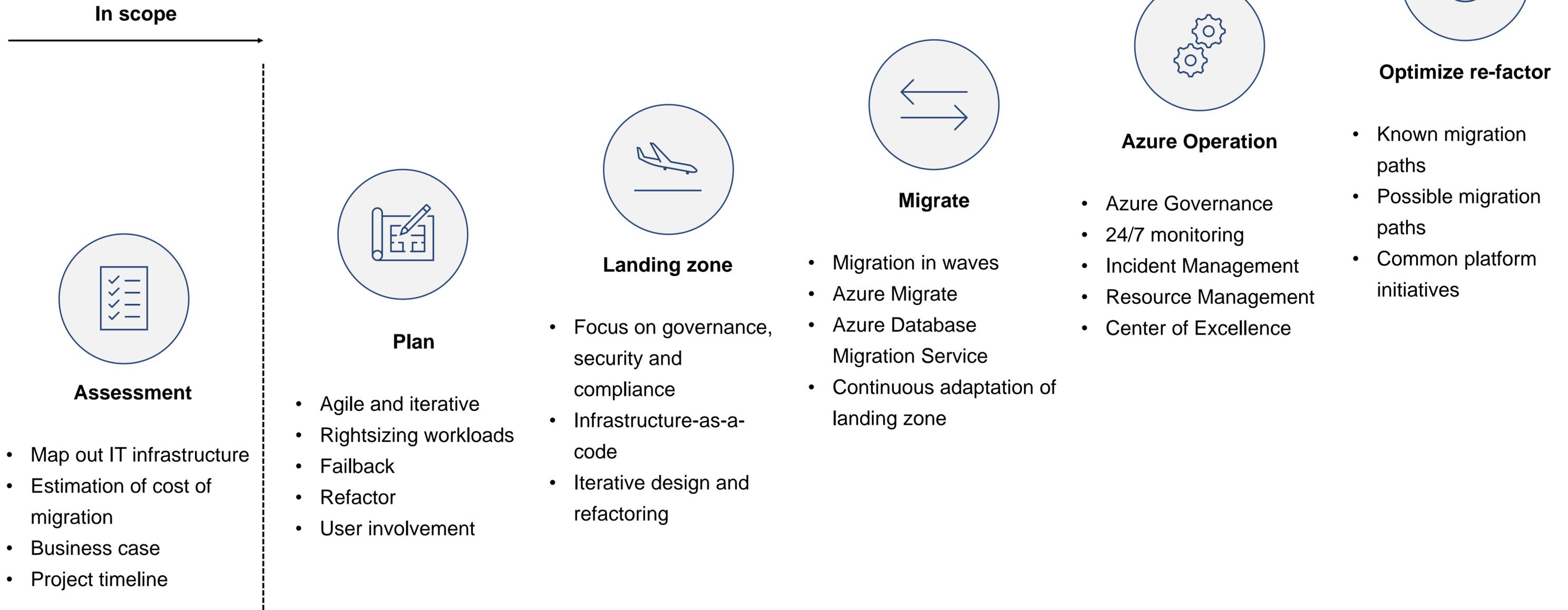
03 Migrate with Confidence

We want our clients to move onto migration with confidence. Delivering a report with clear and actionable insights and recommendations. You will get:

- Total Cost of Ownership, including estimated savings & Return on Investment
- Migration timeline and project plan
- Technical recommendations and findings

VENZO presents, discusses, and hands over the report in a concluding workshop upon finalizing the assessment

We believe the right approach includes the following **seven phases**



Project Management

Communication, Stakeholder Management, Vendor Management, Bi-weekly Business Reporting, Daily/Weekly touch-base

Project plan for Cloud Migration Assessment

Efficient and professional execution

VENZO takes large pride in being a trusted partner and advisor. Clear communication and commitment to achieve results for our partners is a foundation for great projects.

We therefore believe in open dialogue during the entire project, and we don't make promises or set deadlines that we can't deliver. We work efficient with a great respect for our partner's time and resources.

This is how VENZO believes great projects are executed to ensure success for both parties.

Phases for Cloud Assessment

Kick off & scan

Workshop and scanning of IT infrastructure

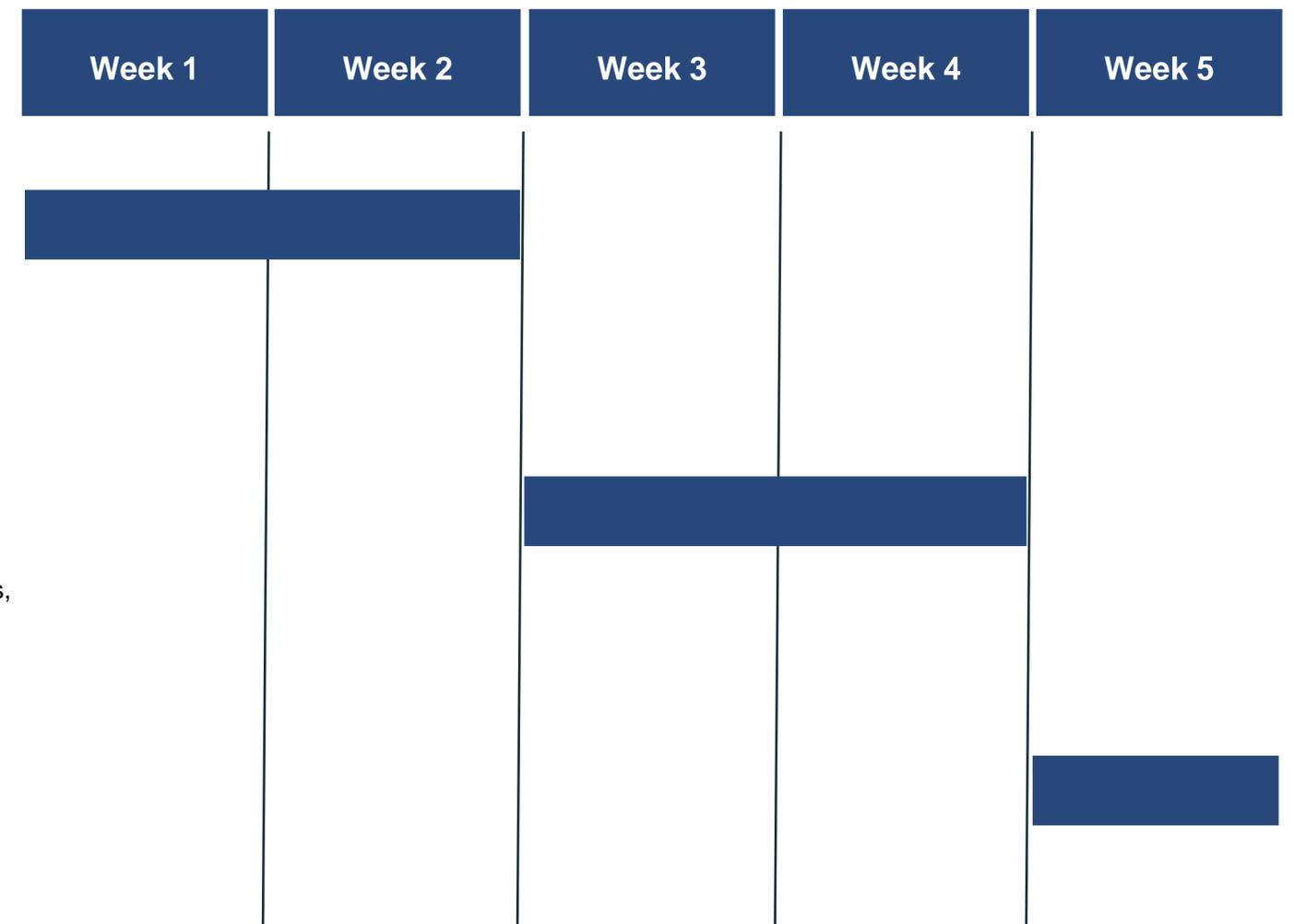
Assessment Report

Analysis of the findings of the scan of on-premises infrastructure, recommendations, timeline, estimation of migration costs, and business case

Handover of

Assessment Report

Handover of report, followed by presentation and next steps



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02

Package, deliverables & pricing



The cloud migration assessment package & deliverables

The project outcome will be clear recommendations of how to plan the Cloud Migration Assessment and its associated costs



Prerequisites

In order to for VENZO to execute the assessment it is a requirement that our trusted Partner, Mugato, can setup their scanning tool in order for VENZO to analyze the on-premises infrastructure



As part of finalizing the assessment, VENZO will deliver an estimate of activities and its related hours in scope for the migration.



VENZO offers a Managed Azure Operations agreement upon migrating to the cloud. The Managed service ensures:

- Azure Governance
- 24/7 monitoring
- Incident Management
- Resource Management
- Center of Excellence

The Cloud Assessment Package

Project Kick-off

- Kick-off meeting and workshop
 - Setup of Mugato scanning tool
-

Assessment Report

- Analysis of the findings of the scan of on-premises infrastructure
 - Recommendations
 - Proposal for Migration project timeline
 - Estimation of migration costs, and business case
-

Handover of Assessment Report

- Handover of report
 - Presentation of findings and recommendations
 - Next steps
-

Pricing of cloud migration assessment

The commercial terms is partly based on Microsoft funding to cover part of the investment. VENZO offers a fixed price to minimize risk associated with unforeseeable project events. Finally, VENZO has added a possible discount voucher if the Client opts to initiate the migration project with VENZO.



The discounted cost of \$5,000 is dependent on acceptance from funding through the Microsoft Solution Assessment program.



If the Client based on the Cloud Migration Assessment choses to partner with VENZO for the Migration Project, the Client will receive a voucher for **20,000 DKK (Excl. VAT)** for the migration project.



VENZO will charge 50% of the fixed fee at project initiation and 50% at project conclusion.

Azure Cloud Migration Assessment	DKK excl. VAT
Azure Cloud Migration Assessment	80,000
Microsoft Solution Assessment funding: \$5,000	-30,450
Total	49,550

January 2022

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04

Who is
VENZO?





VENZO_Group

14

200+

3

Years in the making,
established in 2007

Full-time employees
per 1.12.2021

Offices in Aarhus,
Bagsværd &
Copenhagen



VENZO can drive transformation from strategy to maintenance.

We always focus on the codependence of strategy, implementation, maintenance and further development to secure the best result in the organization

Strategy

The digital strategy is the foundation for digital ambitions, but obviously the strategy must be aligned with the business objectives to achieve the best result.

In addition to business and process focus the strategy will often include initial analysis and choices in terms of preferred technologies to base the transformation upon. Also, security- and regulatory requirements are taken into perspective

Implementation

A good implementation of the strategy is required to succeed with the ambitions. We argue that strategy and implementation must be continuously adjusted to ensure the best results of the initiatives.

VENZO have experience with implementing and ratifying the key aspects of digital strategy in the organization in collaboration with key employees.

Maintenance & further development

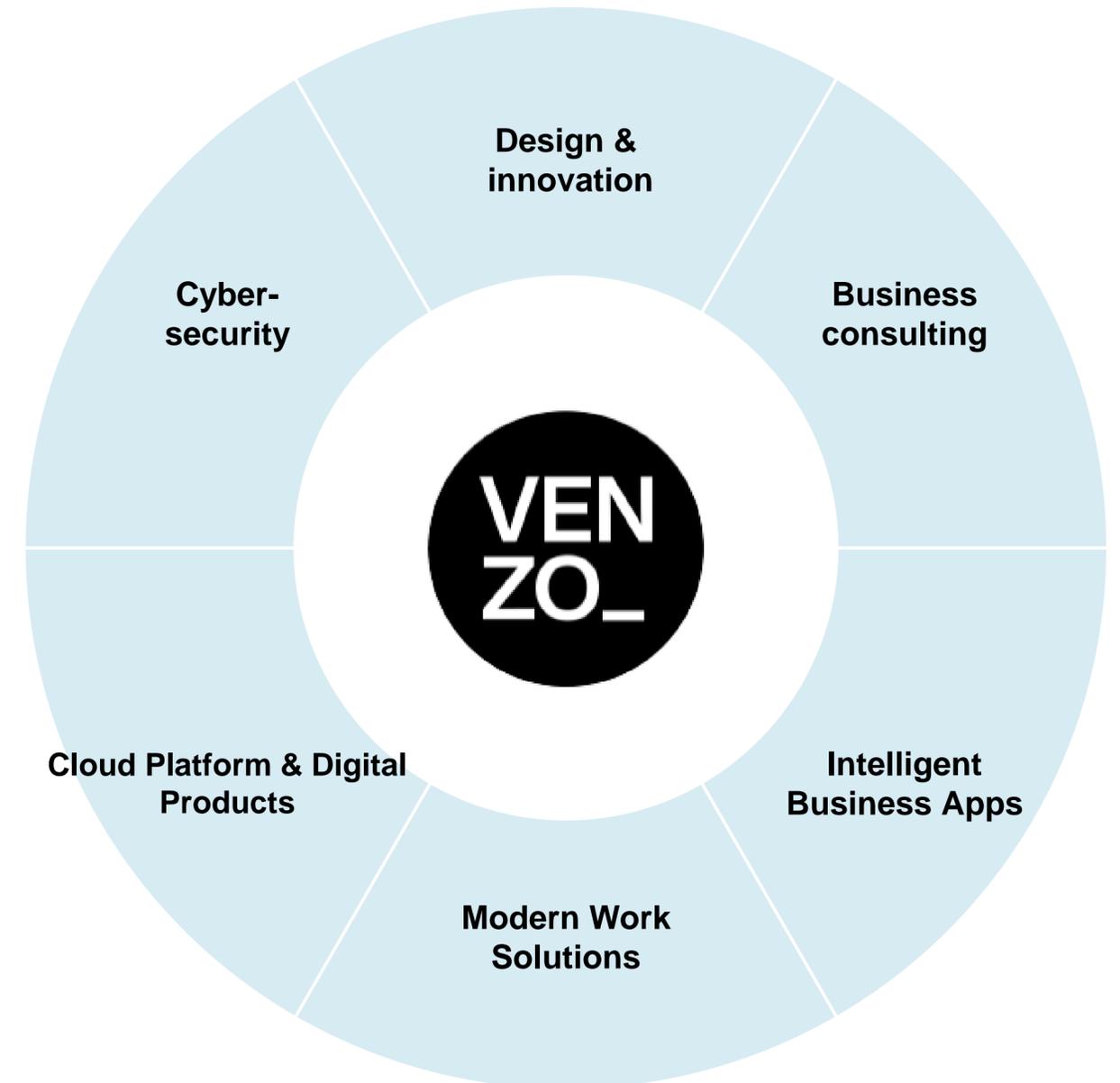
Once the digital strategy moves from implementation to maintenance, it is important to sustain and further develop new initiatives to ensure a positive progress.

We have experience with establishing long-term relationships with our customers, where specialists can support the daily maintenance and help with further development of new initiatives.

We are a strategic partner with competencies within all aspects of transformation.

In VENZO, we enjoy being part of the entire journey of our customers transformations. Our competencies vary from design and innovation to development of complex and technical implementations of modern IT solutions.

We take on a pragmatic approach to delivery of our services to ensure that we always work in the best interest of our customers. This means that we adapt our projects with services that fit the individual customer.



Transformation is part of our DNA.



More than a supplier-customer relationship

We believe that the best results are achieved through collaboration. And when entering a collaboration with a customer, we value equality and mutual respect highly.

You know your business best and for us to deliver the best advice, we need your insights. We put great effort into learning about you and your organization, and we hope to build long-term relationships from our project engagements.



Data-driven solutions

Organizations have a growing interest in becoming data-driven as making decisions based on data can create high value. To succeed with this, the organization must let data be the main driving force.

VENZO have experience with helping organizations exploit the value of their data and provide support throughout the process. From the development of the right data architecture and structure to the implementation of more advanced data models including e.g., Artificial Intelligence or Machine Learning.



Access to a collective ecosystem

Collaborating with VENZO gives you access to the entire VENZO ecosystem. Our specialized teams work within different technological disciplines and are used to work closely together across the organization to deliver the best outcome. Moreover, our partnership with particularly Microsoft gives you access to advantageous digital solutions required at a modern workplace.

We have much experience with being the executing and implementing forces behind various strategic decisions and we do not present strategic ambitions which cannot be executed.



Inspiration for digital innovation

Innovation is essential and central for how VENZO work. For many years, our ecosystem has inspired our customers when helping them to set a strategic direction for digital transformations and initiatives. Our organizational structure and the way we work represents an agile mindset which helps us to create fast results and keep our customers central to our solutions.

With knowledge and experience from previous projects, we always strive to inspire our customers to pursue and achieve their ambitions and goals.

Best-in-class Modern and Secure Microsoft Solutions.

VENZO has during our long-lasting partnership with Microsoft, won partner awards almost every year. These include Partner of the Year 2016 and 2020. In 2020 VENZO furthermore won the Partner of the Year award for Modern Workplace. In 2021 VENZO was awarded two partner awards – for Customer Success and Security.

An established partnership

We have in worked in a partnership with Microsoft since the early 2013 and has therefore established a close and valued relationship with Microsoft – to the benefit of our customers.

Microsoft Advanced Specializations

- Calling for Microsoft Teams
- Adoption and Change Management
- Threat Protection
- Information Protection and Governance
- Identity and Access Management
- Windows Virtual Desktop

Microsoft Gold Partner

VENZO is one of the acknowledged partners in Denmark with a Gold Partner status in almost every category:

- Gold Windows and Devices
- Gold Messaging
- Gold Data Analytics
- Gold Communications
- Gold Application Development
- Gold Collaboration and Content
- Gold Cloud Platform
- Gold Datacenter
- Gold Cloud Productivity
- Gold Security



Thank you.

