



CLOUD COMPUTING
FOR TRANSFORMATION



Think Ahead.

Accelerate your cloud journey

AZURE VMWARE SOLUTION .

DESIGN *&* IMPLEMENTATION

BY PERFORMANCE

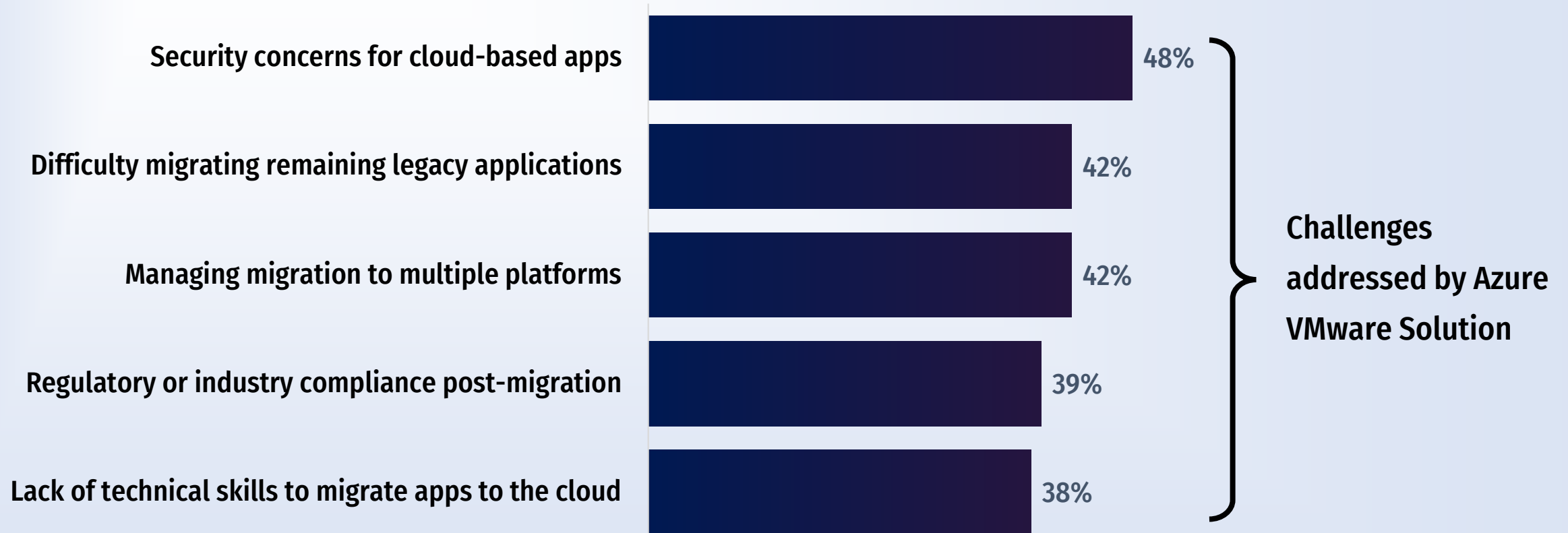
 Microsoft
Solutions Partner

Infrastructure
Azure

Specialist
Azure VMware Solution

“Which challenges are you facing in migrating apps to the cloud?”¹

Migration to the Cloud Can Be Complicated



1 – VMware Executive Pulse Survey, Q1 FY23 Summary, April 2022, N=459



WHY?

Microsoft Azure

What are the benefits

 Microsoft
Solutions Partner

Infrastructure
Azure

Specialist
Azure VMware Solution

Microsoft Azure is

Infrastructure designed for every workload

Azure native IaaS and PaaS offerings



Modern
Apps



Business
Critical



Dynamic &
Scalable



Backup &
Disaster
Recovery



Security
& Identity



Management
& Operations

Microsoft Azure has been designed from the beginning to help customers reduce cost and complexity and improve reliability and efficiency.

Seamless integration with Azure Services

Purpose-built Azure for platform continuity



- VMware
- SAP
- IBM Power
- and more

Azure VMware Solution

OVERVIEW

Run VMware natively on Azure
and accelerate cloud migration



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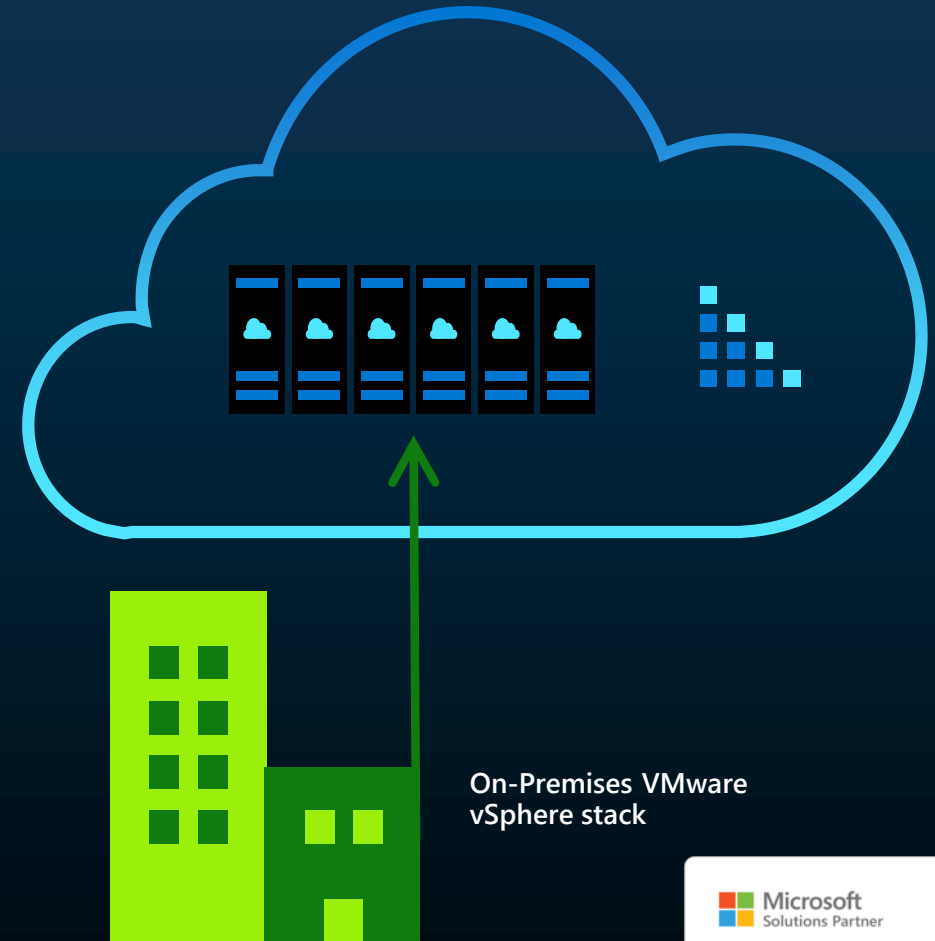
VMware on Azure · Run Workloads natively on Cloud · Consistent Management

What is Azure VMware Solution?

It is a comprehensive VMware environment on dedicated Azure infrastructure. Built by Microsoft and VMware.

It runs your VMware workloads natively on Azure, supported and operated by Microsoft.

It allows you to manage and secure applications across VMware environments and Microsoft Azure **with a consistent operating framework.**



 **Microsoft**
Solutions Partner

Infrastructure
Azure

Specialist
Azure VMware Solution

Familiar • Azure Integration • High performance

Azure VMware Solution Features

Familiar VMware technology

- Native vSphere support
- Fully featured networking stack
- vSphere management, vSAN, and NSX-T
- HCX Enterprise now available to support migration



Integration with Azure

- Management and governance
- Security
- Low-latency connectivity to Azure
- Leverage Azure ecosystem
- Single point of support
- DevOps toolchain



High performance cloud

- Optimized elastic infrastructure
- Automated self-service provisioning
- Dedicated, isolated, bare metal infrastructure
- Redundancy and placement control
- Security and encryption

Microsoft Azure is

Azure pricing benefits for AVS

Hourly Pay as You Go billing (for on-demand AVS instances)

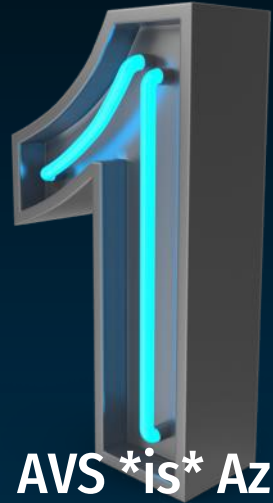
| Reserved Instances | Azure Hybrid Benefit | Extended Security Updates |
|---|---|---|
| <ul style="list-style-type: none">• 1 year or 3 years Reserved Instance discounts for Azure VMware Solution.• Available on Azure• Save 30-50% on the cost of dedicated nodes with RIs | <ul style="list-style-type: none">• Bring Windows Server and SQL Server on-premises licenses with Software Assurance to Azure• Only on Azure | <ul style="list-style-type: none">• 3 years <u>free</u> security updates for Windows Server 2012 SQL Server 2012• Only on Azure• 75% of the license cost to purchase standalone support |

AVS is Azure · Azure is best · Available Now

Three Key take-aways



Think Ahead.



AVS **is Azure**

- *Native Azure integration, tooling and training*
- *Cloud SLA, Region Availability*
- *Utilize Azure for VMware centric Hybrid Cloud*



Microsoft licensing is best on AVS

- *Existing Windows & SQL Server VM footprint*
- *Unmatched pricing for Windows and SQL*



Now Available

- *Sold and supported by Microsoft*
- *Direct VMware partnership*
- *VMware verified*

Azure VMware Solution

Use Cases

Key use cases address a broad range of migration and app modernization strategies

Top Azure VMware Solution Customer Use Cases



Application Modernization

Proximity to Azure services

Kubernetes standardization

Hybrid applications

Next-gen App Development



Cloud Migrations

Application-specific
BCA | Virtual
Desktops

DC right-sizing,
consolidation,
retirement

Infrastructure refresh

Extended support
updates



Cloud Virtual Desktops

Desktop bursting

Disaster protection

Proximity to cloud
apps

Desktops as a Service



Disaster Recovery

New DR

Replace existing DR

Complement
existing DR

Reduce/optimize DR
cost



Data Center Extension

Footprint expansion/
On-demand capacity

Dev, QA, UAT, SEC,
IT Testing

Unplanned projects

Extended support for
Windows and SQL
2008/2012

Plan & Implement AVS with Performance

Our team of certified and experienced VMware and Azure cloud engineers at Performance Technologies offers a comprehensive range of consulting and professional services. We use our unique methodology that covers the entire Azure VMware Solutions consulting services lifecycle.



Solution assessment: This includes a thorough review of the current VMware setup, analyzing resource usage patterns, networking needs, and application dependencies. We also establish measurable success metrics for the project, encompassing functionality, security, and costs.



Solution Design: After collecting all necessary details from the assessment phase and evaluating the current VMware environment, we create a comprehensive design for the proposed solution. The design covers everything from the AVS resources needed to support specific use cases, the topology of the platform, integration details, migration methods, the proposed migration plan, and cost of the solution.



Solution Implementation: This covers everything from setting up the new AVS environment to integrating it with your existing on-premises and Azure services. We also handle the migration process until your in-scope workloads are up and running on the new AVS environment.



Solution Validation: We use previously agreed-upon KPIs to validate the services during the validation phase. We can also provide this service independently as part of a Well-Architected Review, where we assess the environment's compliance with the five pillars of the framework over time, especially for business-critical workloads.



Solution Documentation: As part of our AVS consulting services, we provide comprehensive solution documentation that covers everything from assessment to the validation of the delivered service. We create and include documentation in the solution handover process.

Experience

- Virtualization Leader since 2001
- Cloud offerings since 2005

Pragmatism

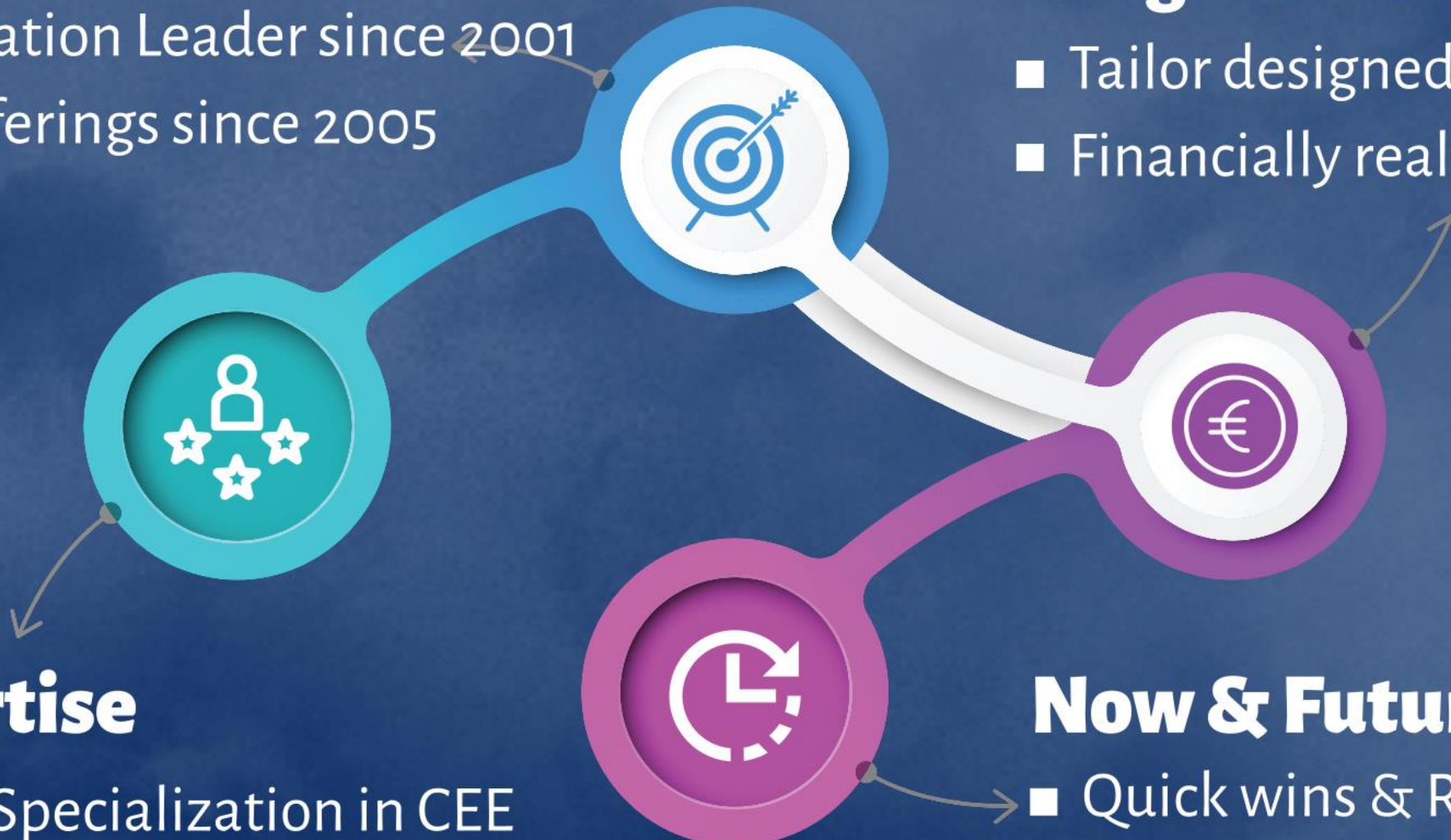
- Tailor designed for you
- Financially realistic offers

Expertise

- 1st AVS Specialization in CEE
- Only VMware **Principal** partner

Now & Future

- Quick wins & ROI
- TCO and viability



WE SUPPORT YOUR CLOUD JOURNEY

At every –and any– step you wish to take



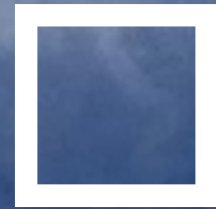
Re·factor

Re·purchase

Re·platform

Re·host





CLOUD COMPUTING FOR TRANSFORMATION



Think Ahead.

AVS IMPLEMENTATION METHODOLOGY

1

Environment Assessment

- Envisioning workshop
- Workloads Assessment
- Sizing of the solution
- Draft up-skilling requirements

2

Design and POC or pilot

- Migration strategy per workload
- Network design
- Landing zone design update
- Risk & mitigation
- Operations

3

Solution Deployment

- Project Plan
- AVS deployment
- Configure AVS environment
- Pilot workloads migration
- Full workloads migration

4

Review and release to ops

- Well-Architected Review
- Documentation update
- Operations documentation