

Cloud Migration and Optimization for Independent Software Vendors

The global pandemic ignited a wave of cloud migration for mission-critical workloads. Ever since, strategies for cloud adoption are evolving into extensive initiatives for migration and modernization. During such extended periods of economic uncertainty, businesses turn to migration and modernization to support growth, safeguard the future of their operations, and cut expenses.

Most organizations have developed a migration or modernization strategy as the cloud enables their digital transformation. 74% of workloads migrated to the cloud have plans for modernization while cloud migration plans are expanding into secondary and advanced workloads – led by Artificial Intelligence/ Machine Learning (AI/ML), virtualization, and systems management.

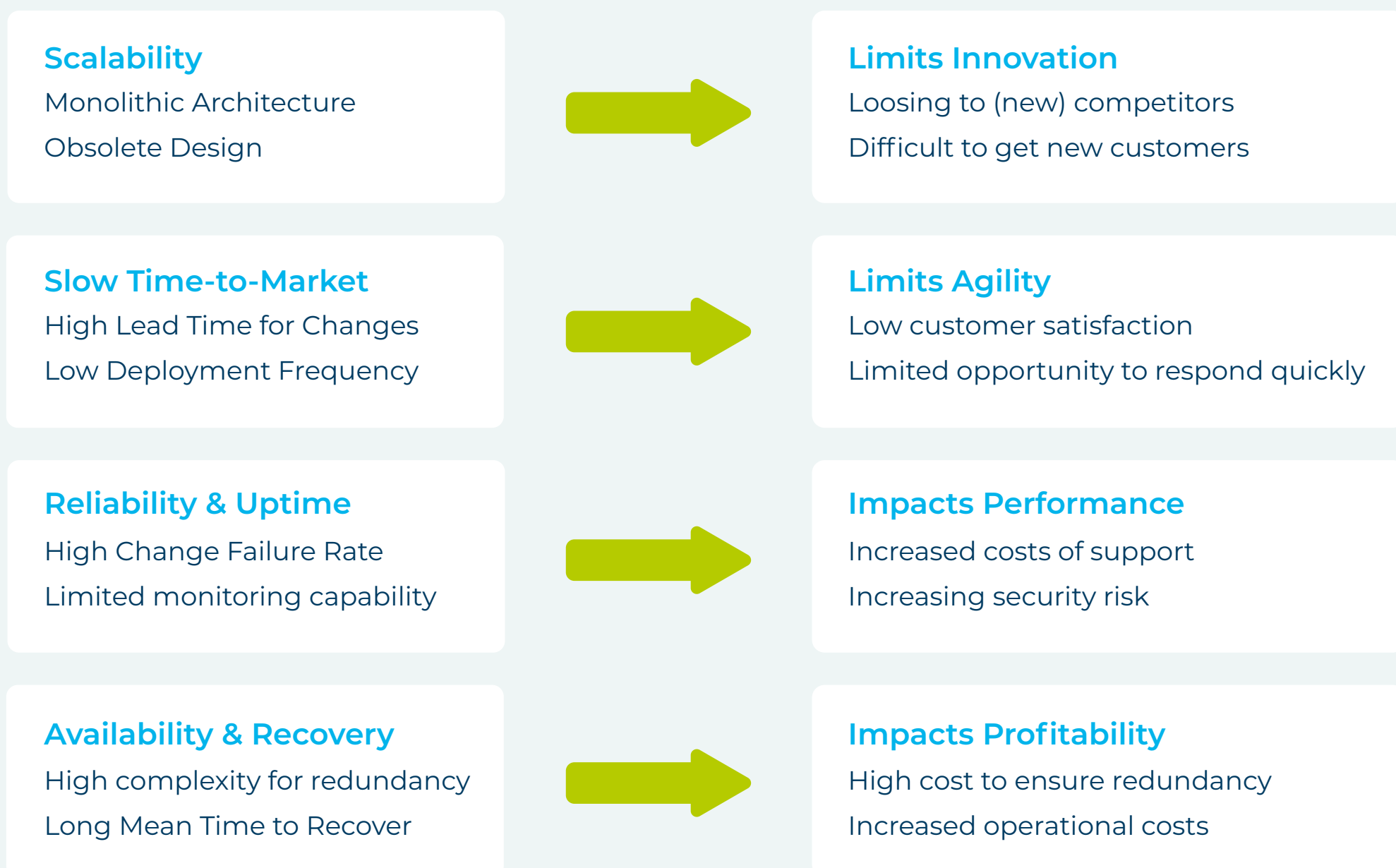
*Microsoft Global Research Report 2023

In order to scale, keeping their competitive edge while serving more and more digitally educated customers worldwide, Independent software vendors (ISVs) are often faced with the need to migrate their software products as software-as-a-service (SaaS) solutions to the cloud.

This may seem a complicated, expensive and overwhelming process. When you choose the right partner it's never the case. Avaelgo's team has have been successfully working with complex Azure cloud migration projects for more a decade.

Here is our experience with such migrations.

On-premise software challenges



How do ISVs start using Microsoft Azure?

Frequent use case:

ISV migrated from another cloud vendor to Microsoft Azure

- Through Microsoft for Startups / Azure Credits
- Azure Marketplace, Microsoft Go-To-Market



Migration to Azure

Benefits

Innovation & Agility

Newest Technology
No legacy infrastructure



More Customers

Competitive advantage
Meeting Customer Needs

Cost Reduction

Fast Time-To-Market
High Development Frequency



Higher Margin

Lower cost for update
Higher Developer Efficiency

Security and Resilience

Enterprise security grade
Build-In redundancy



Greater Performance

Scaling for peak performance
Industry-leading security

Hybrid Capabilities

Integrate on premise workloads
Unified control & monitoring



Tailoring for Needs

Some workloads or data on-premise
Benefit from unified control

Case Studies

UiPath

ISV Migration to Azure Cloud

Company



Industry

IT / Robotic Process
Automation

Details

Araelgo – UiPath Case
Study
Microsoft – UiPath –
Araelgo Case Study

Customer Needs

- Cost control and efficiency, Azure governance
- DevOps optimization
- Advise on technical solutions
- Optimize for flexibility, agility and scalability
- Best-in-class trainers

Results

- ✓ High performance
- ✓ Cost efficiency
- ✓ High speed
- ✓ Knowledge transfer
- ✓ Peace of Mind



E.ON

Enterprise Integration project

Company



Industry

Energy

Details

On request

Customer Needs

- Modernize Legacy Software
- Optimize for flexibility, agility and scalability
- Integration with Enterprise Apps
- Connections to other systems

Results

- ✓ Redesign Backend for Customer Portal
- ✓ Redesign Enterprise Integration Layer
- ✓ 500+ Logic Apps as connectors to SAP, Ticketing, etc.
- ✓ Redesign from Azure Fabric to Azure Spring Cloud
- ✓ Java native microservices PaaS framework on top of AKS

Other Case Studies

ISV Customers	Location	Project
ISV for Manufacturing and Pharma	Germany	Redesign and rearchitected for Microsoft Azure
ISV for Education	Romania	Redesign and rearchitected for Microsoft Azure
ISV for Automotive	Austria	Redesign and rearchitected for Microsoft Azure
ISV for Banking (FinTech)	UK / Europe	Design and Architecture of Azure Tenant for SaaS Solution

Sample roadmap and Budget

Cloud Foundation

Phase 1 | Duration: 3-6 Month

Methodology: Cloud Adoption Framework

Result: Azure landing zones

Methodology: Well-Architected Framework

Result:

- ✓ Performance and Scaling
- ✓ Security
- ✓ Automation
- ✓ Costs
- ✓ Reliability

Rearchitect and Redesign

Phase 2 | Duration: 6-12 Month

Refactor
Rearchitect
Rebuild
Ready for Microsoft Azure Marketplace

Transform & Operate

Phase 3 | Duration: Ongoing

Infuse AI

Phases can be parallelized to some extent

Budget: 50k € - 500k €, with some dependencies

Why Araelgo?

Hands on experience

Araelgo is a custom software house having developed its own “method” and insights based on complex projects

Experts in Microsoft Cloud Adoption Framework and Well-Architected Framework

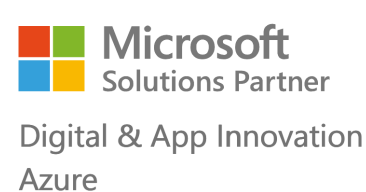
End to end

Araelgo offers a complete skillset (SW development, DevOps, Infra, Managed Services, Training, consulting)

Microsoft Certified

Araelgo holds several specializations

Application Modernization in Azure | Araelgo



Specialist
Migrate Enterprise Applications to Microsoft Azure

Specialist
Infra and Database Migration