App to cloud
Evaluate the opportunity to modernize your application with Azure (App + Data)
A leading Partner for Premium Consulting, Solutions & Managed Services for Microsoft.
Your preferred partner in EMEA
Sized for agility and trust

- 1200 specialists
- 2100 certifications
- 17 countries of presence
- Global Managed Services (Azure and M365)

Partner of the Year 2019-2023
Azure expert MSP
18 Specializations
6 Partner Solution Designations
Global Partner
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.

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

Data: With an agile and ubiquitous Data platform, you can drive data intelligence in all your business actions.

Applications and digital products: Ensure that you can innovate at the pace of the fast changing market expectations.

Employees: Create a collaborative work environment where collective intelligence drives creativity and innovation.

Cybersecurity: Take a risk based approach, tailored to keep your organisation at the right level of security and compliance.
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

This framework can be duplicated for your projects on the 3 Microsoft clouds.
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

**DEFINE STRATEGY**
- Understand motivations
- Define business outcomes
- Prioritize project

**PLAN**
- Initial organization alignment
- Rationalize digital estate
- Skills readiness plan
- Cloud adoption plan

**READY**
- Azure setup guide
- First landing zone
- Landing zone considerations for data

**ADOPT**
- Migrate
  - First workload migration
  - Expanded scenarios
  - Best practice validation
- Innovate
  - Innovation guide
  - Expanded scenarios
  - Best practice validation

**GOVERN**
- Methodology
- Benchmark initial best practice
- Governance maturity

**MANAGE**
- Business commitments
- Operations baseline
- Ops maturity

Go to Hybrid Cloud Study

Aka.ms/CAF/migrate
A duplication in azure in a few steps...

1. Framing & Kick Off
2. Implementation of the foundation
3. Deploying the CVO solution
4. Back-up settings
5. Testing and skills transfer
6. Back-up Ready
7. Let's continue with the DR...

Continuous improvement
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

6. NETAPP BACK-UP READY

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

LEAD THE CHANGE

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

MANAGE DAILY LIFE

Managed Services
- Administration
- Operations
- Support

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

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<thead>
<tr>
<th>DETAILS</th>
<th>DAYS</th>
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<tr>
<td>Kick off &amp; Audit</td>
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<tr>
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<td>Documentation (DAT/DEX Simplifier)</td>
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## "PRA NetApp"

### Option

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<th>PRA: Option</th>
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<tr>
<td>Configuration of the Backup / DRP policy including replication monitoring (10 To)</td>
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<tr>
<td>Configuration of the Backup / DRP policy including replication monitoring (100 To)</td>
<td>3</td>
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<tr>
<td>Recovery / PRA test on 1 volume</td>
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</table>

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