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Go to AVS
Azure VMWare Solution (AVS)

Creative tech for Better Change

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

Microsoft Azure   Microsoft Dynamics 365   Microsoft 365

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A powerful and wide Microsoft **presence in EMEA**

Sized for agility and trust

Gold
Microsoft
Partner
■■ Microsoft

Azure
Expert
MSP

+ 140 Mio €   Revenue
+ >1000   Experts
+ 1950

               Certifications

Our expertise

🏆 16 Gold competencies

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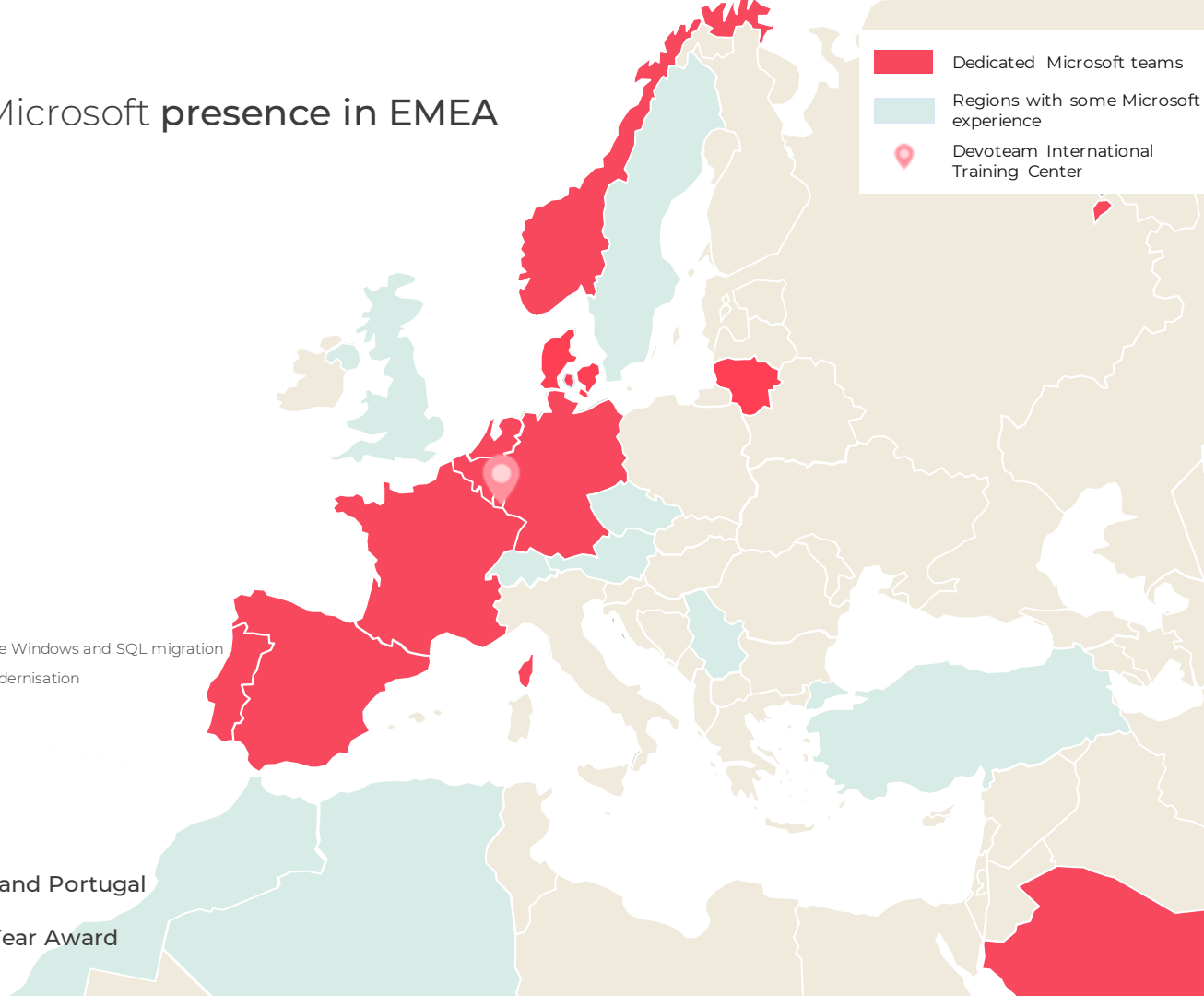Kubernetes on Azure   Azure application modernisation

✔ CSP Tier 1

✔ Azure expert MSP
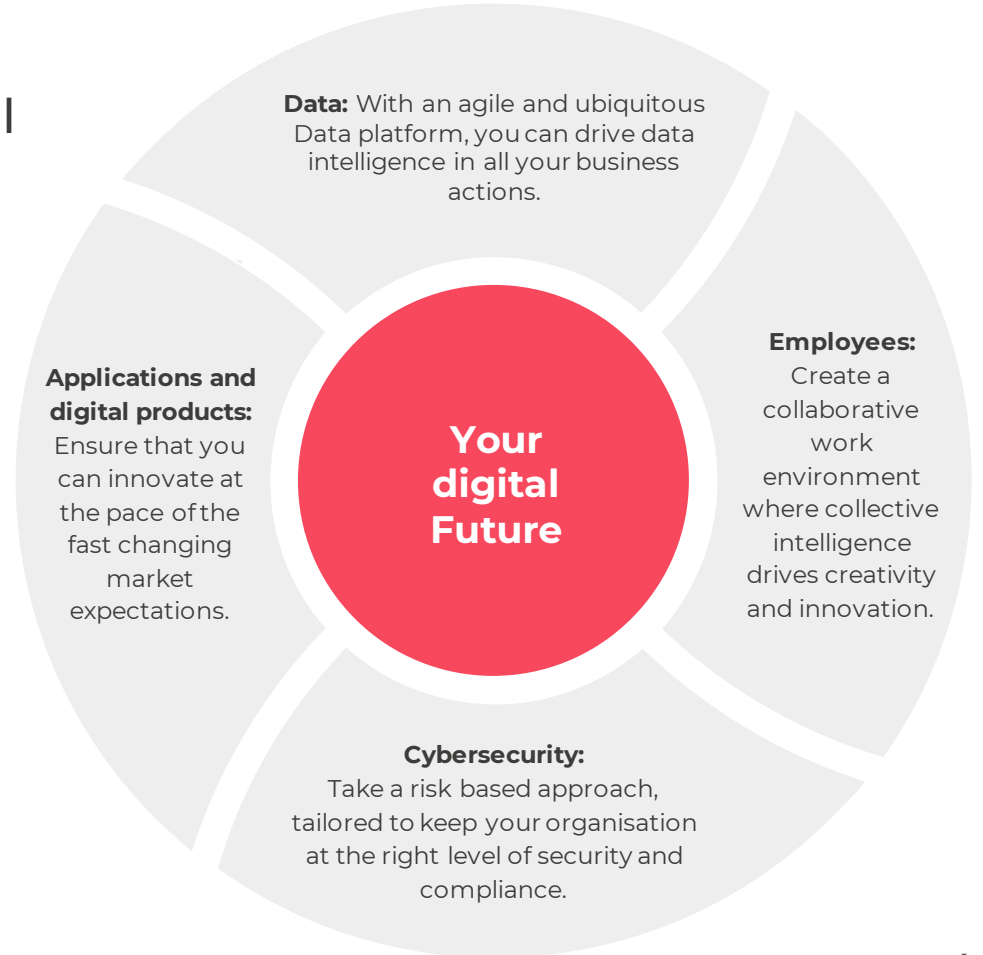
✔ Authorized Training Partner

✔ Center of Excellence, Lithuania and Portugal

🏆 2019, 2020, 2021 Partner of the Year Award

■ Dedicated Microsoft teams

■ Regions with some Microsoft experience

📍 Devoteam International Training Center

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.

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

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

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

Your digital Future

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

Microsoft Azure

Microsoft Dynamics 365

Microsoft 365

Move or extend local VMWare environments on Azure

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The reason to supplement your infrastructure with avs

DATA CENTERS
Expansion, reduction or retirement of data centers.

CONTINUITY
Disaster recovery and business continuity.

MIGRATION
Speed and simplification of the migration.

MODERNIZATION
Application modernization.

Netapp backup can allow you to....

MIGRATION SIMPLIFICATION
Reduce migration downtime... Minimize impact on resources and business.
Extend / migrate on-prem environment to AVS without re-platforming
Infrared updates (H/W, EOL, S/W updates, patching, etc.)

DATACENTER LIFT AND SHIFT & EXTENSION
Dismantling
Consolidate
Footprint Expansion
Capacity on Demand
Dev/Test
VDI & Published Applications

DISASTER RECOVERY AND BUSINESS CONTINUITY
Create a new DR
Replace an existing DR
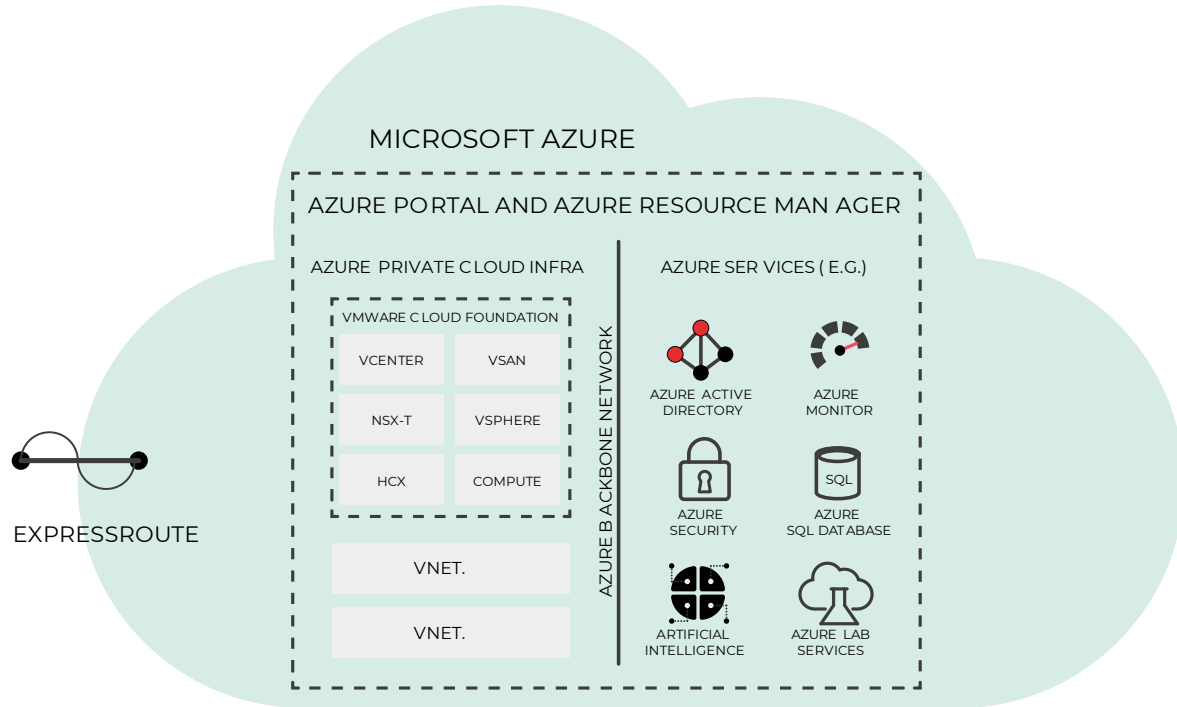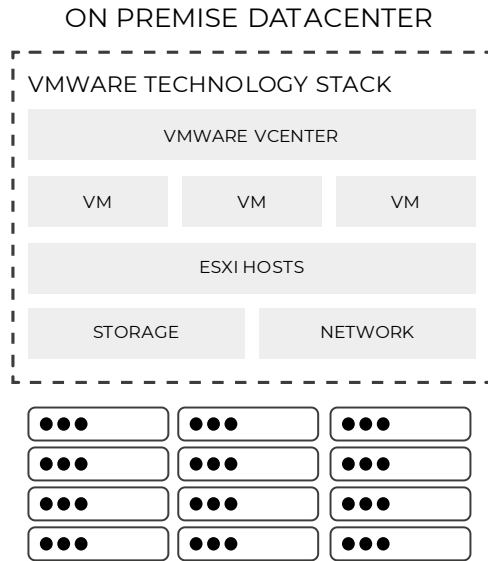Complete an existing DR

APPLICATION MODERNIZATION
Modernize existing applications
Create new applications
DevOps management
Leverage cloud-native services and marketplace - Access to Azure Cloud Services such as Azure Active Directory, AI and Analytics
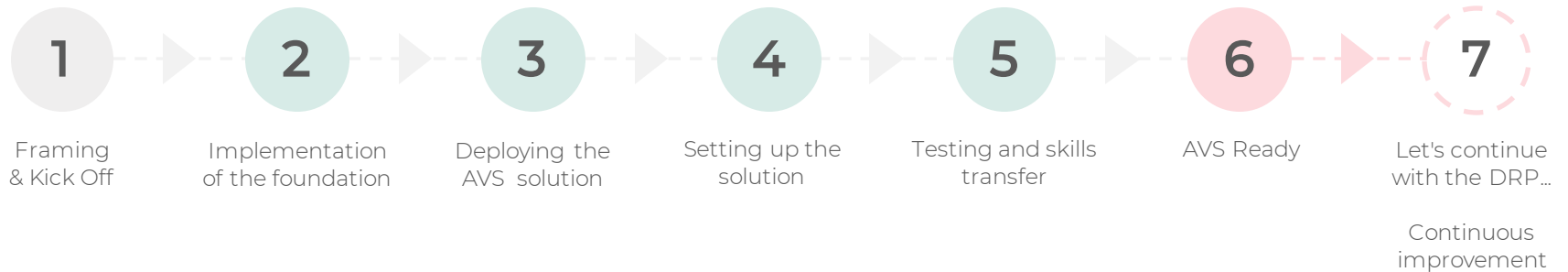Hybrid applications

MS EOS Charge
Fluid Lift and Shift
Minimum migration downtime
Extended security updates, 3 years, for Windows Server 2008 and 2008 R2, as well as SQL Server 2008 and 2008 R2 when transitioning to Azure, including Azure VMware Solution.

Avs: native vmware in azure

ON PREMISE DATACENTER

VMWARE TECHNOLOGY STACK

VMWARE VCENTER		
VM	VM	VM
ESXI HOSTS		
STORAGE	NETWORK	

EXPRESSROUTE

MICROSOFT AZURE

AZURE PORTAL AND AZURE RESOURCE MANAGER

AZURE PRIVATE CLOUD INFRA

VMWARE CLOUD FOUNDATION

VCENTER	VSAN
NSX-T	VSPHERE
HCX	COMPUTE

VNET.

VNET.

AZURE BACKBONE NETWORK

AZURE SERVICES (E.G.)

AZURE ACTIVE DIRECTORY

AZURE MONITOR

AZURE SECURITY

AZURE SQL DATABASE

ARTIFICIAL INTELLIGENCE

AZURE LAB SERVICES

"Go to avs": implementing avs in a few steps…

1 → **2** → **3** → **4** → **5** → **6** → **7**

Framing & Kick Off

Implementation of the foundation

Deploying the AVS solution

Setting up the solution

Testing and skills transfer

AVS Ready

Let's continue with the DRP…

Continuous improvement

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"Go to avs": implementing avs 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:
ExpressRoute in place (if production)
Hybridization and existing AZURE subscription
Safeguarded environment

2

IMPLEMENTATION OF THE FOUNDATION

- Ressource group
- Network
- RBAC

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

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"Go to avs": implementing avs in a few steps...

3

DEPLOYING THE AVS SOLUTION

- Setting up the VMware cluster

The objective is to deploy the AVS layer

4

SETTING UP THE SOLUTION

- Network
- Monitoring
- Storage
- Rights & access

The objective is to parameterise the AVS base according to the expected services

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"Go to avs": implementing avs in a few steps...

5

6

TESTING AND SKILLS TRANSFER

AVS READY

- 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.

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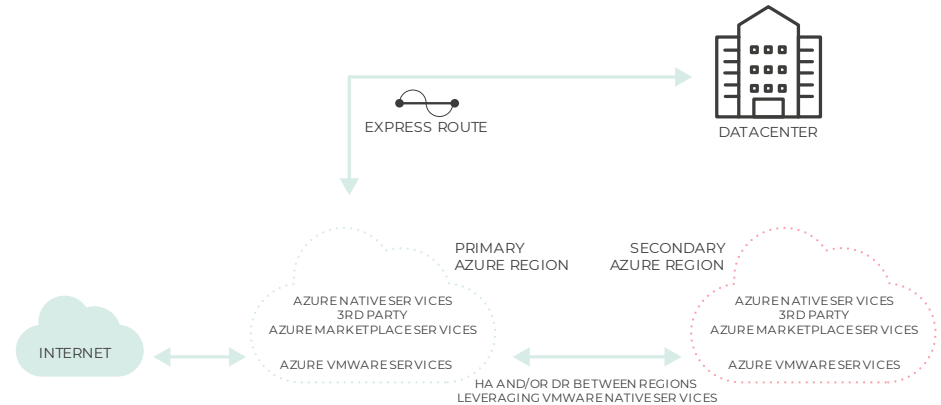# "Go to avs": implementing avs in a few steps...

7

LET'S CONTINUE WITH THE DRP

- Setting up the replication of Virtual Machines between the "On Premise" infrastructure and AVS
- Replication test
- DRP test on 1 virtual machine
- Update of the documentation

The objective is to set up and test a first level disaster recovery plan for a virtual machine with AVS.

Prerequisite:
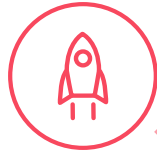VM replication solution already in place (Veeam, Verto,...)
Backup environment

EXPRESS ROUTE

DATACENTER

PRIMARY
AZURE REGION

SECONDARY
AZURE REGION

INTERNET

AZURE NATIVE SERVICES
3RD PARTY
AZURE MARKETPLACE SERVICES

AZURE VMWARE SERVICES

AZURE NATIVE SERVICES
3RD PARTY
AZURE MARKETPLACE SERVICES

AZURE VMWARE SERVICES

HA AND/OR DR BETWEEN REGIONS
LEVERAGING VMWARE NATIVE SERVICES

Continuous improvement, the daily transformation!

TAKE A LOOK AT THE FUTURE

Transformation project

- Obsolescence management
- Architecture design
- Migration / Cloudification

MANAGE DAILY LIFE
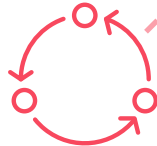
Managed Services

- 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

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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

"Go to AVS"
Financial offer

DETAILS	DAYS
Kick off	0,5
Implementation of prerequisites (Resource group, Network, RBAC, etc.)	0,5
Deploying the AVS solution (Setting up the VMWare cluster)	1
Setting up the AVS solution (Storage, network, monitoring)	1
Skill transfer and restitution (VM provisioning/deprovisioning, configuration)	1
Documentation (DAT / DEX Simplified)	1
Total	4900€ HT

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"PRA AVS"
Option

PRA: Option	DAYS
Setting up VM replication between the on-prem cluster and AVS	1
Replication mechanism testing	0,5
DRP test on 1 virtual machine	0,5
documentation (updating of documentation)	0,5
Total	2450€ HT

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