

Service Offering 2.0

Azure Cloud Migration Assessment for Business Applications in 5 days
Empower your business

David Blok

+32 3 543 75 00 – xylos@xylos.com

Noorderlaan 139, BE-2030 Antwerpen

Inspired by technology, atypical by nature.



Table of Contents

1	Common information	3
1.1	Title	3
1.2	Summary	3
1.3	Pricing	3
2	Detailed information	4
2.1	Modernize Your Applications with Azure Cloud Migration	4
2.2	Introduction	5
2.3	How it works	6
2.4	Target Audience	7
2.5	Reference logos or case studies	8
2.6	Visual elements	10
2.7	Contact Information	12

1 Common information

1.1 Title

Azure Cloud Migration Assessment for (Legacy) Applications in 5 days – Empower your business.

Commented [CS1]: Business applications zijn niet de target, wel legacy

1.2 Summary

Our Azure Cloud Migration service is designed to seamlessly transition your legacy applications to the cloud, ensuring improved scalability, performance, and cost-efficiency.

This offering includes a comprehensive assessment, migration strategy development, and hands-on workshops to guide your team through the migration process.

Deliverables include a detailed migration plan, optimized application deployment on Azure, and post-migration support to ensure your cloud environment is fully operational and efficient.

Workshops will cover key topics such as Azure fundamentals, migration strategies, security best practices, and cost management, tailored to your specific business needs.

1.3 Pricing

Our pricing is structured to offer flexibility and value:

- Phase 1: assessment of your (legacy) application: €1500
- Phase 2: comprehensive migration planning and execution seminar: €5,000
- Phase 3: intensive migration and optimization seminar: €9,000

Additional custom packages are available upon request to meet your specific requirements.

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Commented [CS3]: Pricing reviewen

Commented [DB4R3]: Moeten we is samen bekijken in combinatie met een soort draaiboek per price tier.

2 Detailed information

2.1 Modernize Your Applications with Azure Cloud Migration

Some good headlines for this value proposition:

"Seamless Cloud Transition: Empowering Your Business with Azure Migration"

"Scalability Unleashed: Azure Cloud Migration for Enhanced Performance"

"Cost-Effective IT Transformation: Azure Cloud Migration Made Easy"

"Agility in Action: Strategic Azure Cloud Migration for Your Business"

Commented [CS5]: What do we solve ?

Please find an overview of the typical pains and gains we address:

1. **Cost Optimization:**

- Legacy applications come with maintenance costs, both obvious and hidden. As these systems age, the time and resources spent on maintaining them increase significantly.
- By modernizing, companies can reduce maintenance expenses and allocate more funds to innovation.
- Sticking to outdated tech also means missing out on competitive advantages offered by modern digital solutions, impacting revenue, productivity, and efficiency.

2. **Faster Innovation Speeds:**

- Modernization enables organizations to innovate faster and shorten their time to market.
- Reduced spending on legacy IT maintenance allows for greater investment in innovation.
- Access to innovative technologies such as AI helps companies gain an edge over competitors and attract and retain customers.
- Following best practices like agile and DevOps becomes easier after app modernization, leading to improved development efficiency.

3. **Better Performance:**

- Rewriting legacy apps allows adoption of modern software frameworks and architectures.
- Scalability improves significantly, and distributed processing becomes feasible.
- Breaking up monolithic legacy applications into interconnected microservices enhances overall performance.

4. Greater Scalability and Distributed Processing:

- Modernized systems are more scalable, accommodating growth and increased workloads.
- Distributed processing capabilities enable efficient handling of large volumes of data and requests.

5. Freedom from Restrictive IT:

- Legacy systems often limit flexibility due to outdated technology and architecture.
- Modernization liberates organizations from these constraints, allowing them to adapt swiftly to changing business needs.

In summary, application modernization offers cost savings, faster innovation, improved performance, scalability, and greater flexibility. These are critical factors for staying competitive in today's dynamic business landscape.

2.2 Introduction

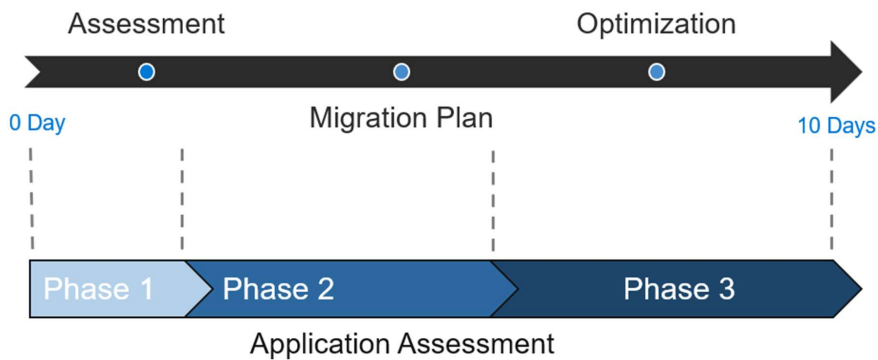
In today's fast-paced digital landscape, staying competitive requires short Time-to-market, agility and efficient applications. Our Azure Cloud Migration service addresses the challenges of outdated systems, scalability issues, and high operational costs by transitioning your applications to Microsoft Azure.

By leveraging Azure's powerful cloud capabilities, we help you enhance application performance, reduce costs, and drive innovation, ensuring your business stays ahead of the curve.

Commented [CS6]: Focus op belang fast T2M

2.3 How it works

Our service follows a structured approach:



The outcome of the assessment results in a migration strategy for each legacy application.

Examples of migration strategies:

- **Rehost.** Sometimes called “lift-and-shift”
- **Re-platform.** This approach lies in between rehosting and refactoring.
- **Refactor.** Prioritizes productivity as well as speed.
- **Rearchitect.** If an organization needs cloud scalability.
- **Rebuild.** For recreating an app using cloud solutions
- **Replace.** If an app won't meet current or future business needs

Commented [CS7]: Aanpassen met slide Jan

Commented [CS8]: Advies deliverable qua strategie, dus niet final realisatie

2.4 Target Audience

Our service is tailored for IT managers, cloud architects, and business decision-makers in organizations looking to migrate legacy applications to the cloud or optimize their current cloud infrastructure.

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Ideal for those facing challenges with application scalability, performance, and rising infrastructure costs.

The target market for this service offering is a upper mid-tier business with:

- Retail
- Utilities
- Production
- Logistics
- Yearly turnover of minimum €50M

Commented [CS10]: Welke specifieke business pains lossen we op?

This offer has the potential to address industry specific business challenges. When positioning to this offer to business decision makers, it's important to highlight the value proposition of the assessment in terms of addressing their specific business pains and challenges.

Some examples:

- **Retail**
 - **Improved customer experiences:** modern applications enhance the overall shopping journey for customers
 - **Better efficiency:** automation, streamlined workflows, efficient inventory management lead to cost savings and improved productivity
 - **Omnichannel:** Modern applications enable retailers to offer consistent experiences across various channels (online, mobile, in-store)
 - **Leverage advanced technologies:** Retailers can adopt technologies such as AI and ML to gain insights to drive better decision-making, inventory management and personalized marketing
- **Production and logistics**
 - **Improved overall efficiency**
 - **Quality improvement**
 - **Safety**

2.5 Reference logos or case studies

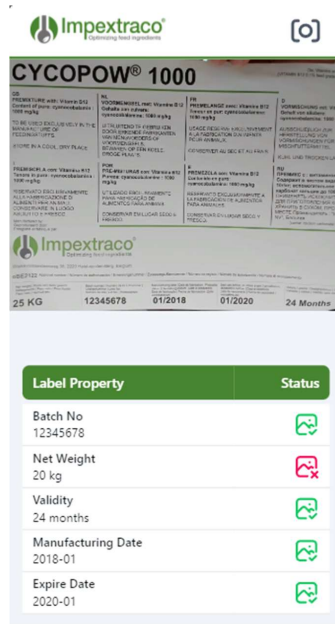
to be validated by customer prior to publication



Label Scanning with AI Technology

The application will utilize Azure Vision AI for automated image recognition, ensuring the accuracy of label information on production orders.

Integrated with your current MES and SAP, the application is designed to streamline the label verification process, reduce manual errors, and ensure compliance with production standards.



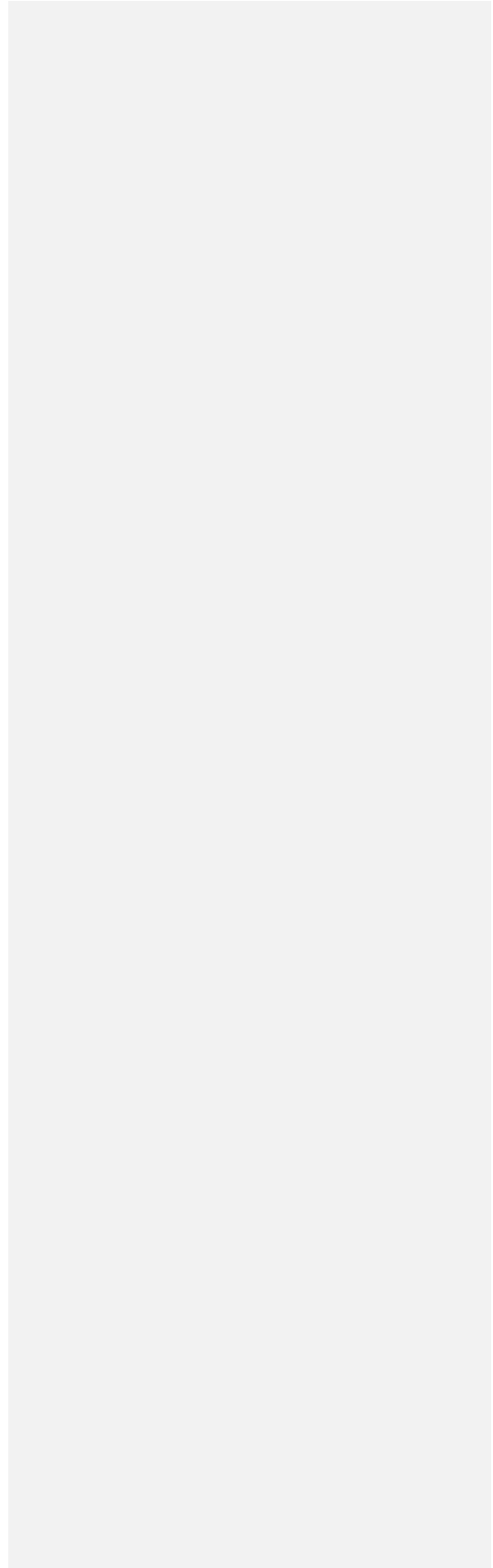
Increased Operational Efficiency: Automated verifications and prompts for image quality and accuracy will significantly reduce the time taken for label verification.

Enhanced Accuracy and Compliance: By automating the verification process using Azure Vision AI, the system will ensure that only labels meeting the strictest accuracy standards are approved, thereby reducing compliance risks.

Improved Traceability: The integration with SharePoint for document storage and MES for production notifications will enhance traceability and documentation.

Cost Reduction: Reducing errors and rework associated with manual label verification will result in cost savings over time.

Data-Driven Insights: The logging and reporting of label discrepancies will provide valuable insights for continuous process improvement.



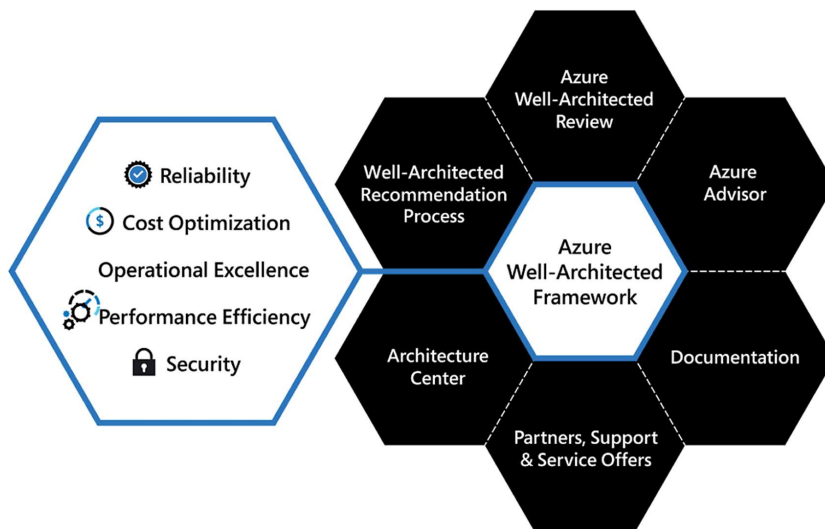
2.6 Visual elements

Included in our service offering is an insightful visual guide to the Azure Well-Architected Framework. The graphic is split into two main components.

The Five Pillars of Azure Well-Architected Framework

- **Operational Excellence:** Ensuring efficient operations through monitoring and automation to provide business value.
- **Performance Efficiency:** The ability to achieve scalable performance and speed in line with business requirements.
- **Reliability:** The assurance of a consistently operational and resilient cloud environment.
- **Security:** Protecting applications and data from threats while managing identity and access.
- **Cost Optimization:** Managing costs to maximize the value delivered versus the costs incurred.

Each pillar is represented by a hexagon that contributes to a robust, scalable, and efficient cloud architecture.



The Supportive Components of the Framework (Right Side):

- **Azure Well-Architected Review:** A periodic review process to ensure alignment with the framework's principles.
- **Azure Advisor:** A personalized cloud consultant that helps you follow best practices to optimize your Azure deployments.
- **Documentation:** Comprehensive resources that provide guidance and best practices for implementing the framework.
- **Architecture Center:** A collection of reference architectures, best practices, and design patterns to build reliable, secure, efficient, and cost-effective solutions on Azure.
- **Partners, Support & Service Offers:** Access to a network of partners and support services that can assist with the implementation and operation of Azure solutions, alongside service offers specifically tailored to your needs.

The center hexagon connects these components, illustrating the central role of the Azure Well-Architected Framework in guiding the entire modernization process.

2.7 Contact Information

Practice Lead: David Blok

Business Unit Manager: Carlo Schots