

**Microsoft Azure
Azure Landing Zone - discovery**

May 2024

CONFIDENTIEL

Table of Contents

Management Summary	3
1 Fundamentals discovery	4
2 Workshops on current environment	5
2.1 Meeting of minds – Kick off	5
2.2 Workshops	5
2.2.1 Workshop: Identity and Access Management	6
2.2.2 Workshop : Network and Connectivity.....	6
2.2.3 Workshop : Security and Compliance.....	6
2.2.4 Workshop : Governance	7
2.3 Design	7
2.4 Advice and reporting	7
3 Financial Overview.....	9
4 Disclaimer.....	9

Management Summary

An Azure Landing Zone (ALZ) is a crucial step for organizations that are starting their Azure cloud journey. The ALZ offers a structured environment that meets the requirements of your deployment in terms of scale, security, governance, networking, and identity.

Organizations that start with public cloud services have knowledge gap.

The first step is to create a cloud adoption framework for the organization, which matches business and technical goals to make sure the cloud implementation works well. Then, we set up a directory and network architecture that can scale and protect and control resources efficiently.

Next, governance disciplines are applied through policies and blueprints to ensure compliance and operational standards. Along the way, automation and DevOps practices are incorporated to simplify workflows and improve efficiency. Lastly, a monitoring and management system is established to offer visibility and control over the cloud environment.

We think of the ALZ as a structure with multiple layers, where security, governance, and resource management are the essential elements at its base. This proposal describes a strategic method for setting up a strong and effective Azure Landing Zone that will be a reliable basis for your cloud operations.

Econocom will conduct a series of workshops to understand the customer's current situation in depth. These workshops will cover topics such as Identity & Access Management, Network & Connectivity, Security & Compliance and Governance. The information that will be gathered at the workshops will be used to create a High Level Design Architecture and presented at the closing meeting.

Once the assessment and design phase is done, a high level project plan will be ready that will guide to a battle plan to transform a zero to hero cloud environment. But before the build phase begins, Econocom will offer more training for the technical staff. We will include an Azure Administrator training that will assist during the deployment of the landing zone.

Once the environment is ready after the build phase, the customer can choose to have Econocom keep the environment running, either with the customer's help or as a full managed service. The maintenance will cover basic management and ongoing improvement of the cloud environment. This option is not included in this offer, but it can be given if asked.

1 Fundamentals discovery

Econocom will begin with a basic training for the customer's staff, both technical and non-technical. This course will offer essential level knowledge.

The content of this training will be:

- Cloud concepts
- Core Azure Services
- Core solutions and management tools
- General security and network security
- Identity, governance, privacy, and compliance
- Azure Cost management and Service Level Agreements

These tracks will have separate sessions for technical (two-day training) and non-technical (one-day training) staff.

2 Workshops on current environment

2.1 Meeting of minds – Kick off

In this part we will start with a meeting of minds. This will provide further insight to Econocom into the vision of the customer and the motivation to move towards the public cloud.

2.2 Workshops

Econocom will organize different workshops together with the customer to gain information about different topics of the current architecture.

A workshop needs to be organized for following topics:

1. Identity and Access Management
2. Network and connectivity
3. Security and Compliance
4. Governance

2.2.1 Workshop: Identity and Access Management

Content: all related items to Identity and Access Management that are used today in the environment.

Includes:

- Active Directory
- Azure Active Directory
- Identity Synchronization
- MFA
- Conditional access
- Privileged Identity management
- Access Reviews
- Role based access control

Audience:

- Customers' technical staff with the needed insight in above mentioned items
- Solutions Architect of Econocom

2.2.2 Workshop : Network and Connectivity

Content: all items related to the network and connectivity that is applicable to the setup of an Azure Landing zone

Includes:

- IP plan on-premises and Azure
- Firewall configuration
- Connectivity needs
- DNS
- Routing

Audience:

- Customers' technical staff with the needed insights in above mentioned items
- Solutions Architect of Econocom

2.2.3 Workshop : Security and Compliance

Content: this workshop is to get an insight into the security and compliance needs

Includes:

- Security Benchmark being used
- Vulnerability scanning
- Compliance needs
- SIEM

Audience:

- Customers' technical staff with the needed insights in above mentioned items
- Solutions Architect of Econocom

2.2.4 Workshop : Governance

Content: this workshop is to get an insight into governance items currently used

Includes:

- Naming convention
- Tagging convention
- Policy standard
- Monitoring
- RPO/RTO

Audience:

- Customers' technical staff with the needed insights in above mentioned items
- Solutions Architect of Econocom

2.3 Design

With the gathered insights of the workshops a High Level Architecture is created and described. This proposed architecture is based on a well architected framework containing the five pillars of architectural excellence and conform the Microsoft Cloud adoption framework.

2.4 Advice and reporting

To finish of this part, a summary is presented in a final report.

The report contains the following items deliverables:

- Graphical overview of to-be environment
- High Level Design document (HLD) of the to-be environment
- High Level project Plan for the setup of the landing zone
- Cost estimate Azure

3 Financial Overview

Econocom's proposal for the described set of services is estimated at 6500€.

4 Disclaimer

No rights, including partial copying, photomechanical duplication (even microfilming) or processing by databases or similar devices, are granted. All information, content, references, especially but not limited to the company name and the Econocom's contact person, in this Proposal must be kept strictly confidential. This confidential information may only be used for the purpose of assessing the Proposal and by the Client's authorized personnel.

This offer, including everything that is written here, is not final and can change based on more findings from due diligence, the confirmation of our assumptions, the addition of missing information and more discussions and agreements on both business and technical/operational matters as well as legal terms and conditions (including, but not limited to warranty and liability conditions) and Econocom gives this offer only if a separate, specific written contract between the Client and Econocom is signed that contains all the mutually negotiated and agreed terms and conditions about business and technical/operational matters as well as legal terms and conditions. The suggestions for providing (outsourcing) services, in this Proposal are based on the documents that Econocom received. We think our estimates are reliable, but the accuracy of these estimates depends on many things that Econocom cannot control or does not know yet. Likewise, the financial data and conditions in this proposal can change based on more due diligence, the final legal details and any more talks with representatives of the Client.

A finalized and discussed proposal will contain confidential information of Econocom, which could give a significant advantage to competitors who offer similar Services. As a result, the information in this Proposal should not be used or disclosed for any purposes other than an internal assessment by Client (and its advisers) of its contents as a basis for contract award.