

# Make your cloud migration thrive

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CLOUD SERVICE  
DEVELOPMENT MANAGER

# Agenda for today

- 01 Intro
- 02 Market overview and trends
- 03 Cloud migration theory, practice, customer case
- 04 Microsoft Solution Assessment
- 05 Q&A

## Facts:

**30+**

Years in business

**100+**

Customers

**200+**

Employees

## Cloud services:

- ✓ Consulting & advisory
- ✓ Modernisation & migration
- ✓ Optimisation & automation
- ✓ Support & maintenance



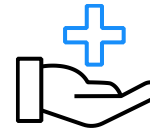
**Banking &  
finance**



**Energy**



**Telecommunications**



**Healthcare &  
Pharmacy**



**Insurance**



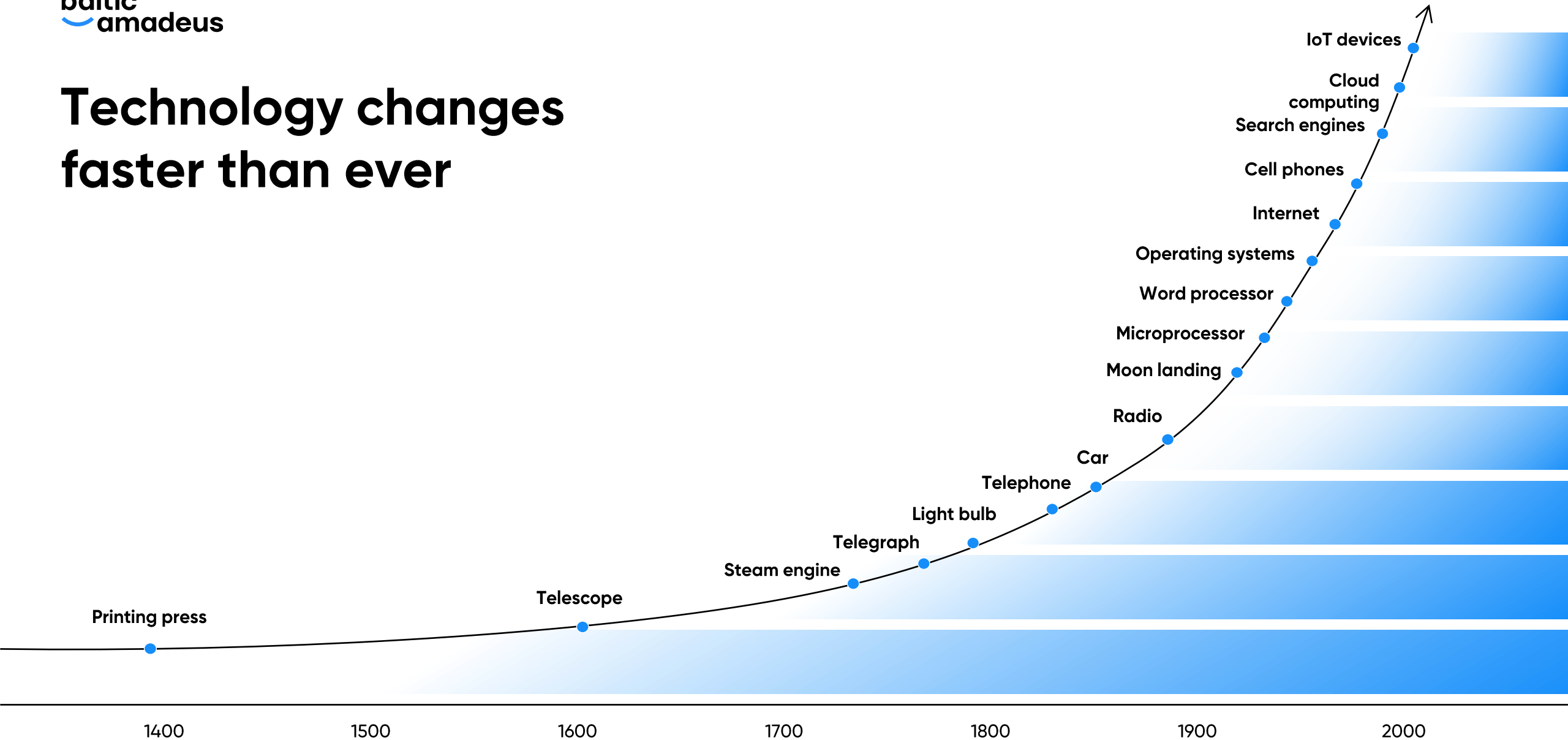
**IT &  
consulting**

**Microsoft  
Partner**

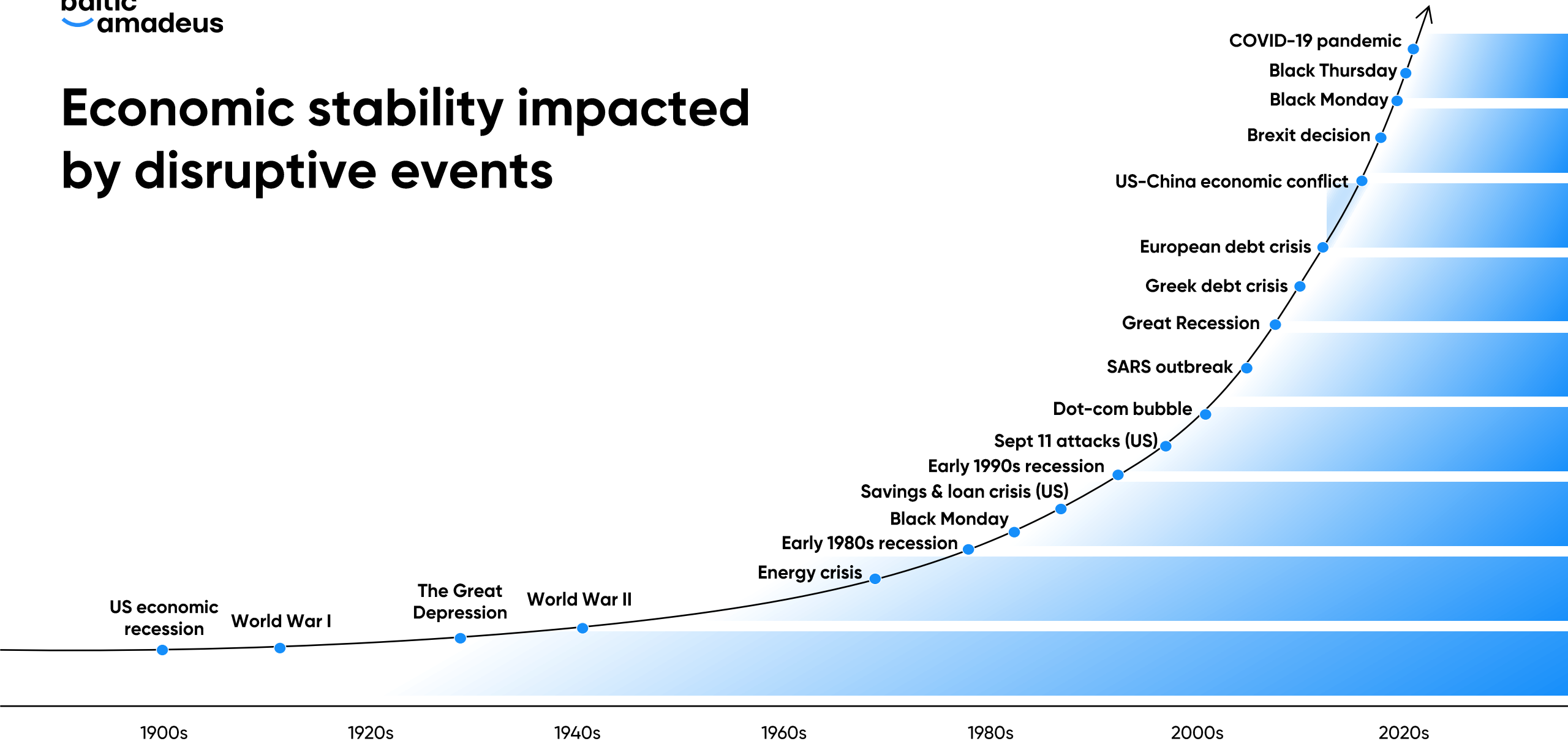


Gold Cloud Platform  
Gold Data Analytics  
Gold Application Integration  
Gold Application Development

# Technology changes faster than ever



# Economic stability impacted by disruptive events



# Industry findings predict continued migration and modernisation momentum

20%

Growth in end user spend on public cloud computing to \$494B in 2022.

**Source:** Gartner Press Release: [Gartner Forecasts Worldwide Public Cloud End-User Spending to Reach Nearly \\$500 Billion in 2022](#)

59%

Of organizations says that migrating more workloads to the cloud was a top Cloud Initiative for 2021

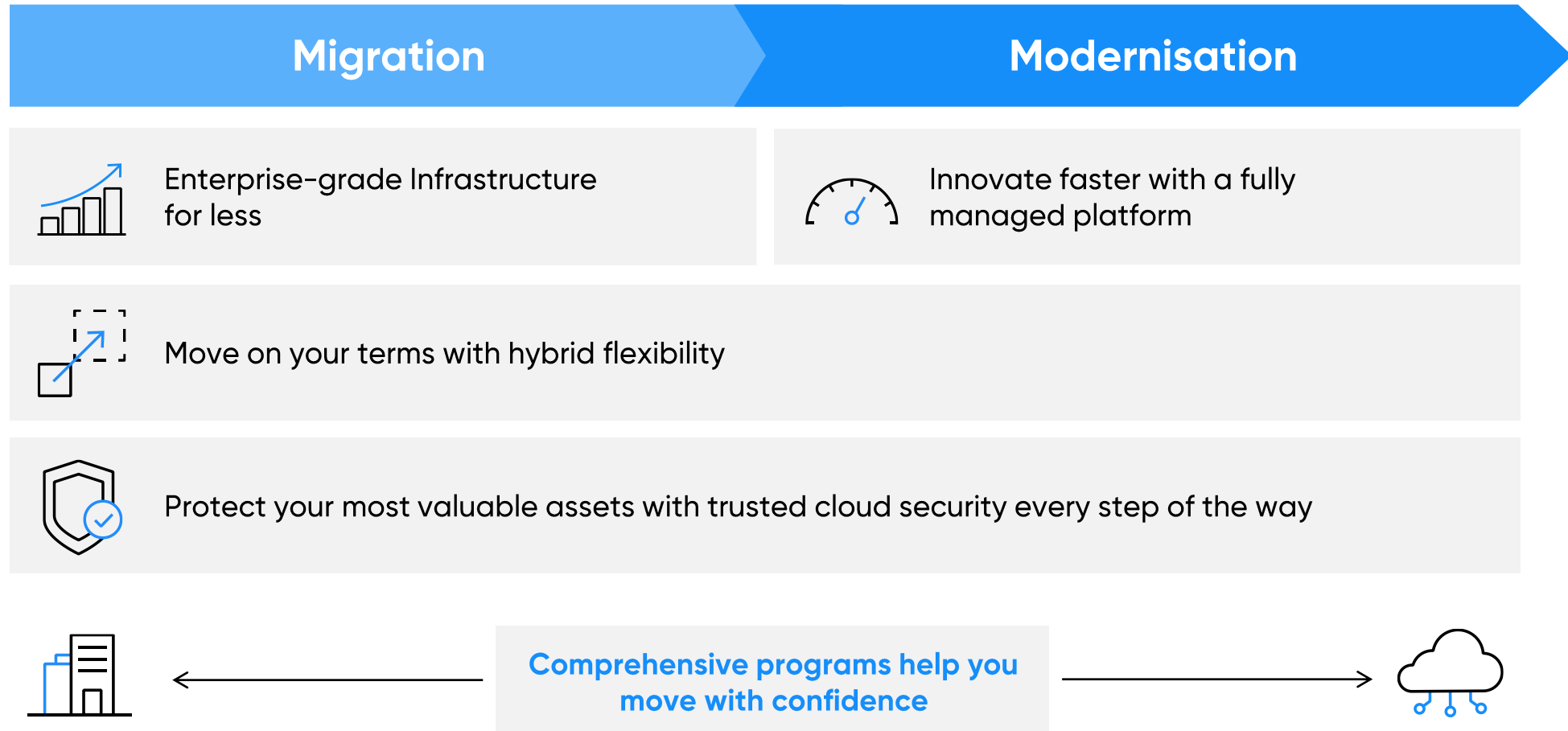
**Source:** Flexera State of the cloud 2021

90%

of existing apps will still be in use by 2023, cloud modernization top benefit

**Source:** Gartner. "Application Modernization Should Be Business Centric, Continuous and Multiplatform."

# Why should customers migrate and modernise to Azure?



# What are you going to learn?

- ✓ Benefits of the cloud infrastructure
- ✓ Cloud adoption framework
- ✓ Best practices
- ✓ Real world scenario



## Cloud Computing

- ✓ IaaS
- ✓ PaaS
- ✓ SaaS

## Benefits

- ✓ Accessibility
- ✓ Availability
- ✓ Scalability
- ✓ Resiliency
- ✓ Security

## Operation Costs

- ✓ Pay for what you use
- ✓ Reduce cost of infrastructure
- ✓ Pay as you go

# Who Manages What?

| On-Premises    | IaaS           | PaaS           | SaaS           |               |
|----------------|----------------|----------------|----------------|---------------|
| Applications   | Applications   | Applications   | Applications   |               |
| Data           | Data           | Data           | Data           |               |
| Runtime        | Runtime        | Runtime        | Runtime        |               |
| Middleware     | Middleware     | Middleware     | Middleware     |               |
| O/S            | O/S            | O/S            | O/S            |               |
| Virtualization | Virtualization | Virtualization | Virtualization |               |
| Servers        | Servers        | Servers        | Servers        |               |
| Storage        | Storage        | Storage        | Storage        |               |
| Networking     | Networking     | Networking     | Networking     |               |
|                |                |                |                | Azure Manages |
|                |                |                |                | You Manage    |

# Microsoft cloud adoption Framework for Azure

Cloud adoption is a strategic move by an organization to leverage the cloud in their business

Cloud adoption framework for Azure is a set of tools, best practices, guidelines and documentation to help companies with this journey

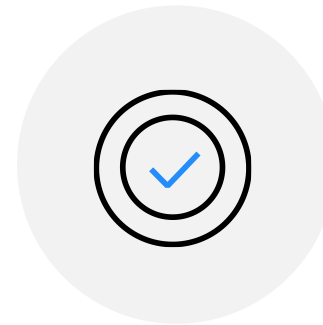
# CAF Stages



**Strategy**  
Motivation to move



**Plan**  
Adoption plan



**Ready**  
Prepare Azure environment



**Adopt**  
Migrate and innovate

# Strategy



## Motivations

### Business Outcomes

### Financial considerations

### Technical considerations

## Why are we moving to the cloud?

### Innovation

- ✓ Increase business agility
- ✓ Prepare for new technical capabilities
- ✓ Build new technical capabilities
- ✓ Scale to market demand
- ✓ Scale to geographic demand
- ✓ Improve customer experience and engagement
- ✓ Transform products or services

### Migration

- ✓ Increase cost savings
- ✓ Reduce vendor or technical complexity
- ✓ Optimize internal operations
- ✓ Increase business agility
- ✓ Prepare for new technical capabilities
- ✓ Scale to market demand
- ✓ Scale to geographic demand

# Strategy



Motivations

**Business Outcomes**

Financial considerations

Technical considerations

## What are business outcomes associated with transformation journeys?

### Fiscal

- ✓ Revenue
- ✓ Cost
- ✓ Profit

### Agility

- ✓ Time to market

### Global Reach

- ✓ New markets

### Other

- ✓ Performance
- ✓ Sustainability

# Strategy



Motivations

Business Outcomes

**Financial considerations**

Technical considerations

## How does cloud pricing work?

- ✓ Pay for what you consume
- ✓ CAPEX – OPEX
- ✓ Reduced data center footprint

# Strategy



Motivations

Business Outcomes

Financial considerations

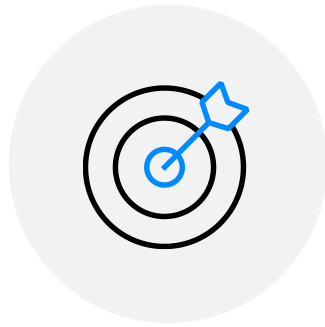
**Technical considerations**

## What are technical capabilities of the cloud?

- ✓ Understand your workloads
- ✓ Take advantage of cost-saving
  - Azure Hybrid
  - Spot virtual machines
  - Reservations
  - Dev/Test pricing
  - Extended security updates
- ✓ Optimize



# CAF Stages



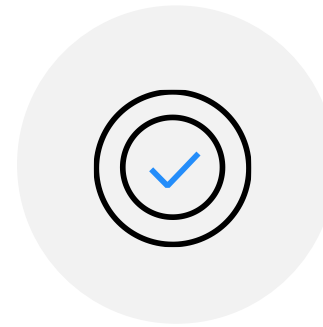
## Strategy

Motivation to move



## Plan

Adoption plan



## Ready

Prepare Azure environment



## Adopt

Migrate and innovate

# Plan



Rationalization

Initial alignment

Skill readiness

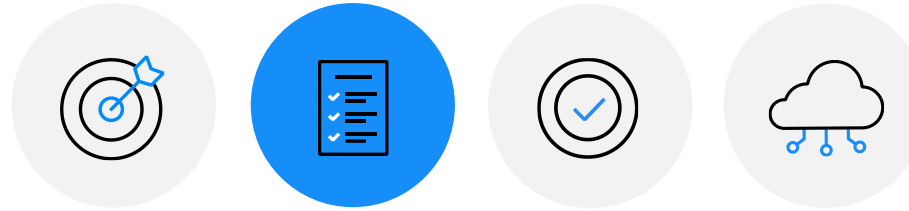
Cloud adoption plan

**Inventory and rationalize your digital estate based on assumptions that align your organization's motivations and business outcomes.**

## **The 5 Rs rationalization**

- ✓ Rehost
- ✓ Refactor
- ✓ Rearchitect
- ✓ Rebuild
- ✓ Replace

# Plan



Rationalization

Initial alignment

Skill readiness

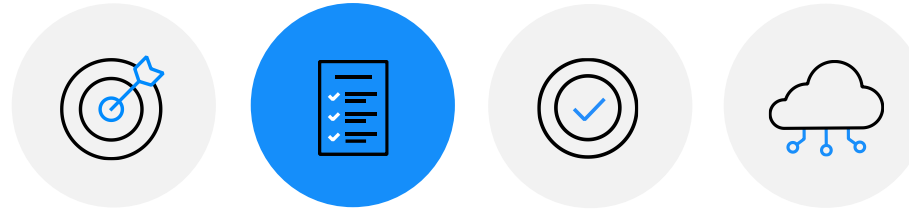
Cloud adoption plan

## Alignment of people who will make the plan a reality

- ✓ Balance speed and control
- ✓ Map people capabilities
- ✓ Evolve organization structure



# Plan



Rationalization

Initial alignment

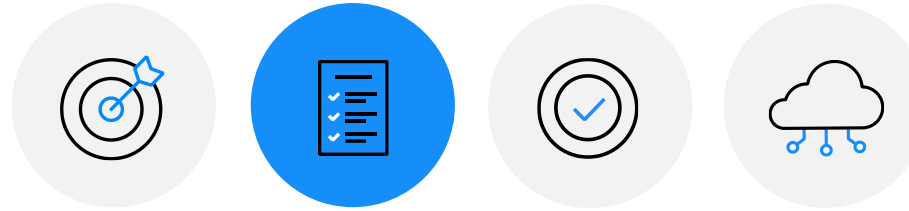
**Skill readiness**

Cloud adoption plan

## **Adapt existing roles, skills, and processes for the cloud:**

- ✓ Capture concerns
- ✓ Identify gaps
- ✓ Track dependencies
- ✓ Map roles and skills

# Plan



Rationalization

Initial alignment

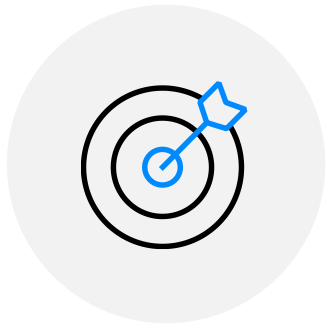
Skill readiness

Cloud adoption plan

## Build your cloud adoption plan:

- ✓ Prerequisites
- ✓ Define and prioritize workloads
- ✓ Align assets to workloads
- ✓ Review rationalization decision
- ✓ Establish iterations and release plans
- ✓ Estimate timelines

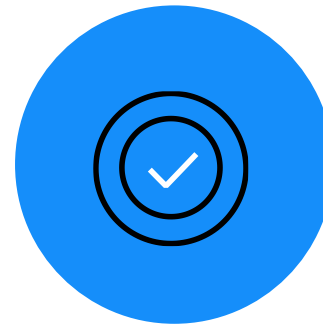
# CAF Stages



**Strategy**  
Motivation to move



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Adoption plan

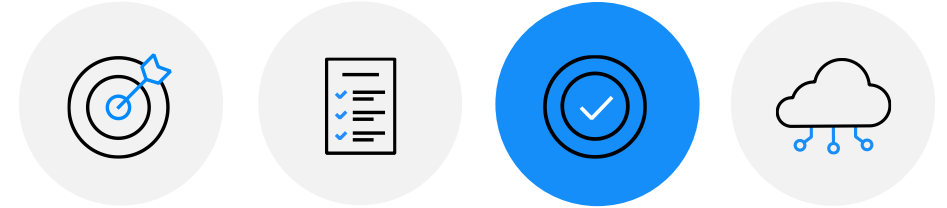


**Ready**  
Prepare Azure environment



**Adopt**  
Migrate and innovate

# Ready



## Azure setup guides

- ✓ Organise resources
- ✓ Manage access
- ✓ Manage costs and billing
- ✓ Plan governance, security, and compliance
- ✓ Establish monitoring and reporting

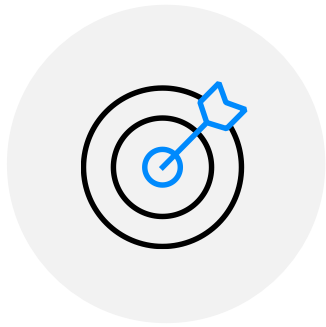
## Cloud operating model

- ✓ Define your operating model
- ✓ Refer to common cloud operating models

## Azure landing zones

- ✓ Define your operating model
- ✓ Refer to common cloud operating models

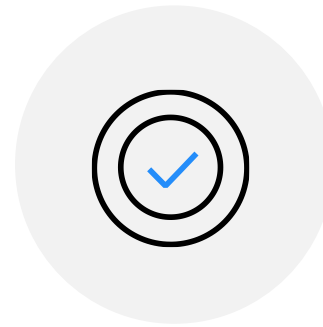
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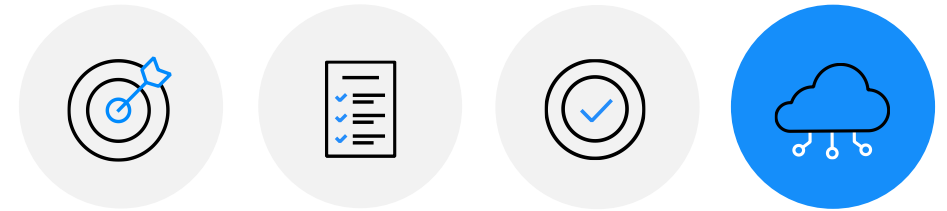
**Ready**  
Prepare Azure environment



**Adopt**  
Migrate and innovate



# Adopt



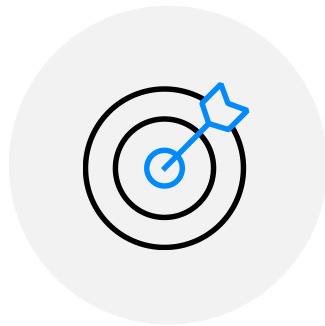
## Migrate

- ✓ Migrate first workload
- ✓ Migration scenarios:
  - Virtual Machines
  - Applications
  - Data
  - Hybrid
  - Other
- ✓ Best practices
- ✓ Process improvements

## Innovate

- ✓ Business value consensus
- ✓ MVP
- ✓ Measure & Learn
- ✓ Expand:
  - Democratize data
  - Engage via applications
  - Empower adoption
  - Interact with devices
  - Predict and influence

# CAF Stages



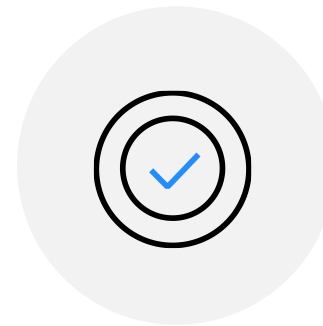
## Strategy

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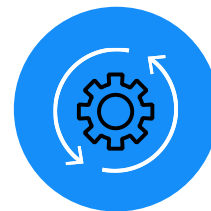
## Ready

Prepare Azure environment



## Adopt

Migrate and innovate



Govern

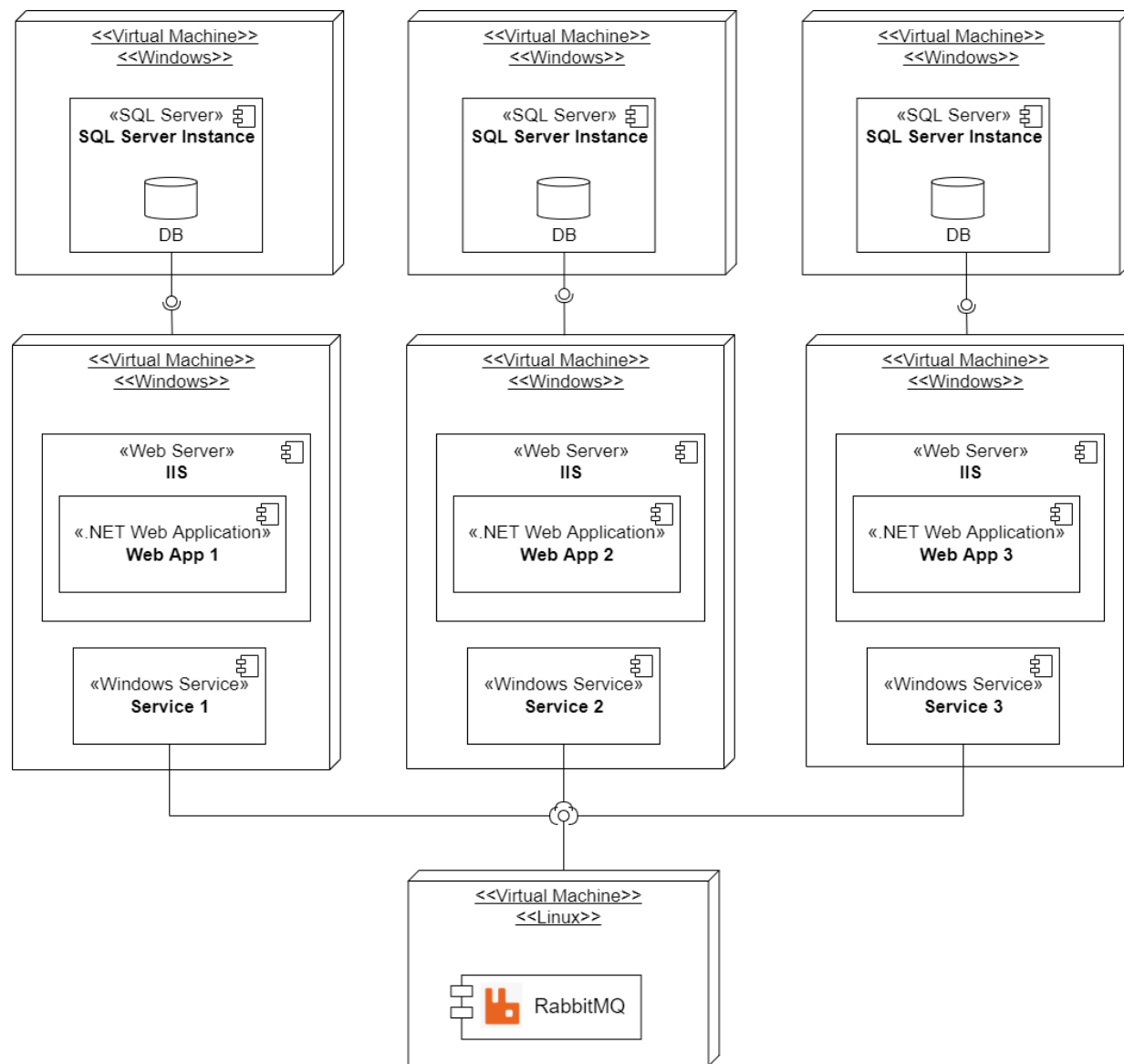


Manage

# Real-world migration scenario

- ✓ Migration scenario overview
- ✓ Business drivers
- ✓ Migration goals
- ✓ Application to be migrated
- ✓ Proposed solution
- ✓ Migration process

# Migration scenario overview



# Business drivers



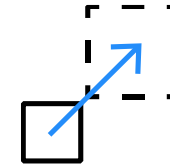
## Datacenter Exit

- ✓ Long term goal decommission datacenter
- ✓ Invest in applications development instead of infrastructure



## Costs

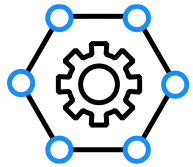
- ✓ Moving to OPEX
- ✓ Pay for what you use
- ✓ Overall cost reduction



## Scalability

- ✓ PaaS offerings
- ✓ Resources elasticity
- ✓ Better geographical reach

# Migration goals



## Application

- ✓ Code refactoring migrating to Linux
- ✓ Integrations with 3 parties
- ✓ Performance



## Azure

- ✓ PaaS instead of VM
- ✓ PaaS SQL Server
- ✓ SaaS for Emails
- ✓ RabbitMQ will stay in VM
- ✓ Containerization with Docker



## Development

- ✓ Use Azure DevOps
- ✓ CI/CD

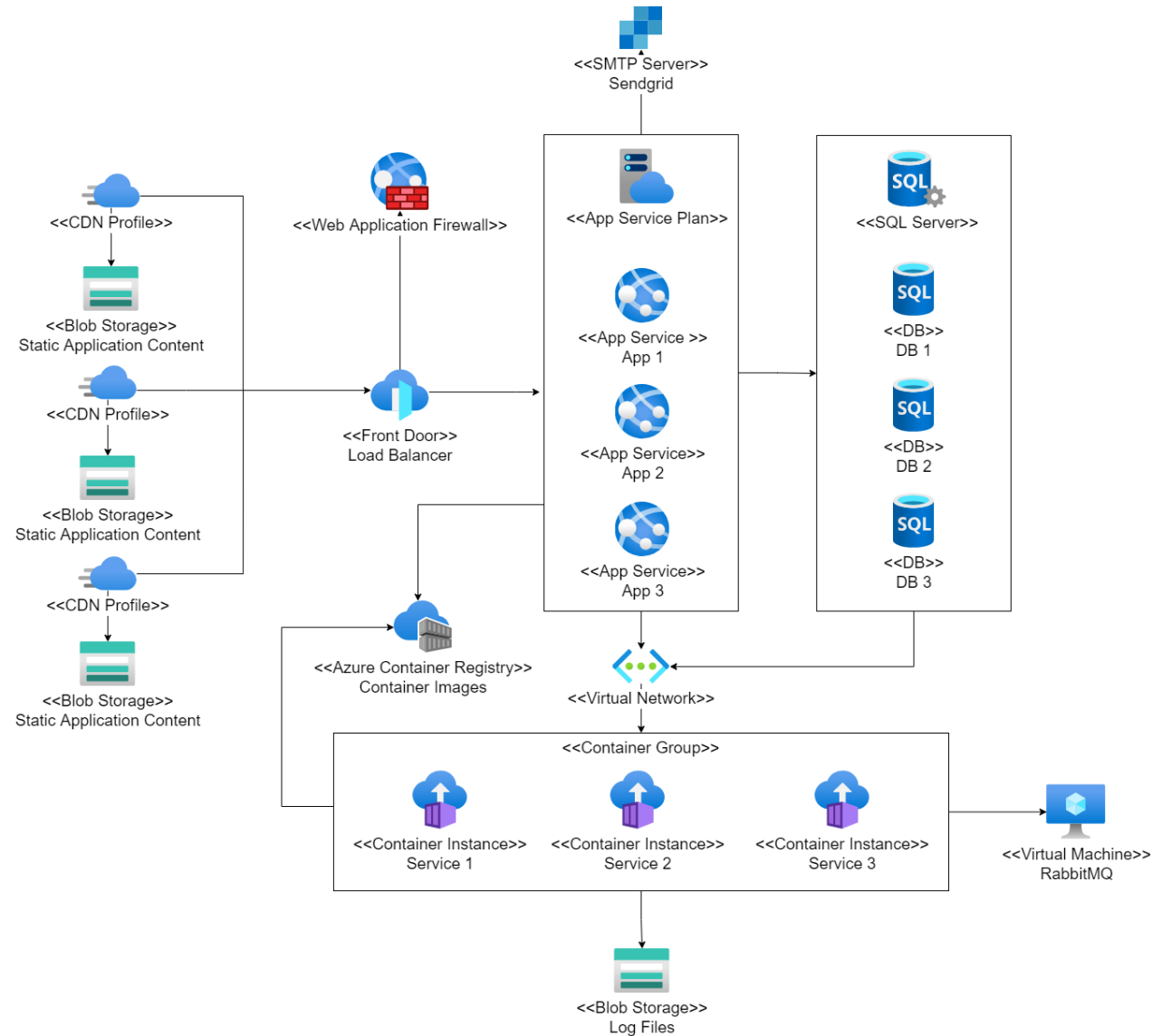
## Proposed solution

- ✓ Introduce Docker container for the Web Applications
- ✓ Use Azure Container Registry for storing Docker images
- ✓ Use App Service for the Web Application hosting
- ✓ Use Azure Container Instance for Windows Services and RabbitMQ
- ✓ Use Azure SQL Database (PaaS)
- ✓ Azure DevOps for source version control and CI/CD

# Proposed solution architecture

Not visible in diagram:

- ✓ Key Vault
- ✓ DNS Zone





# Azure Services: Applications



**App Service**  
PaaS Service for  
web applications  
hosting



**Container Registry**  
Docker container  
image storage



**Container Instance**  
Containers for asynchronous  
services; 1 group with 3  
container instances

## Azure pricing calculator estimates:

|                             |   |   |                   |
|-----------------------------|---|---|-------------------|
| ✓ App Service               | ⓘ | Premium V2 Tier; 1 P2V2 (2 Core(s), 7 GB    | Monthly: \$168.63 |
| ✓ Azure Container Registry  | ⓘ | Basic Tier, 1 units x 30 days, 0 GB Bandwic | Monthly: \$5.00   |
| ✓ Azure Container Instances | ⓘ | 1 Container group(s) x 2,592,000 Second(    | Monthly: \$90.68  |

# Azure Services: Database



## Azure SQL Database

PaaS Service for relational database;

Elastic Pool allows optimal resource utilization between multiple databases;

### Azure pricing calculator estimates:

---

|                      |                   |  |                   |
|----------------------|-------------------|--|-------------------|
| ✓ Azure SQL Database | <a href="#">i</a> | Elastic Pool, LRS, DTU Purchase Model, Standard .. | Monthly: \$110.26 |
|----------------------|-------------------|--|-------------------|

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# Azure Services: Virtual Machine



## Linux Virtual Machine

IaaS service for RabbitMQ server;

### Azure pricing calculator estimates:

---

|                    |                   |   |                  |
|--------------------|-------------------|---|------------------|
| ✓ Virtual Machines | <a href="#">i</a> | 1 A1 (1 vCPU, 1.75 GB RAM) x 730 Hours (Pay as .. | Monthly: \$43.85 |
|--------------------|-------------------|---|------------------|

---

# Azure Services: Storage Account and CDN



**Azure Front Door**  
CDN service and WAF  
firewall;



**Storage Accounts: Block Blob Storage**  
Static content and log files storage;

## Azure pricing calculator estimates:

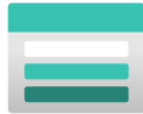
|                    |                   |  |                                     |                  |
|--------------------|-------------------|--|-------------------------------------|------------------|
| ✓ Azure Front Door | <a href="#">i</a> | Standard tier, 100 x 10,000 Requests, 5 GB of Out... | <a href="#">+</a> <a href="#">-</a> | Monthly: \$36.41 |
| ✓ Storage Accounts | <a href="#">i</a> | Block Blob Storage, General Purpose V2, LRS Red...   | <a href="#">+</a> <a href="#">-</a> | Monthly: \$3.12  |
| ✓ Storage Accounts | <a href="#">i</a> | Block Blob Storage, General Purpose V2, LRS Red...   | <a href="#">+</a> <a href="#">-</a> | Monthly: \$3.12  |
| ✓ Storage Accounts | <a href="#">i</a> | Block Blob Storage, General Purpose V2, LRS Red...   | <a href="#">+</a> <a href="#">-</a> | Monthly: \$3.12  |
| ✓ Storage Accounts | <a href="#">i</a> | Block Blob Storage, General Purpose V2, LRS Red...   | <a href="#">+</a> <a href="#">-</a> | Monthly: \$3.12  |

# Azure Services: Virtual Network and Key Vault



## Key Vault

Secure key management for  
SSL keys;



## Virtual Network

Virtual network for secure communications from  
VM, container instances with App Services;

### Azure Pricing Calculator estimates:

|                   |                   |  |                 |
|-------------------|-------------------|--|-----------------|
| ✓ Virtual Network | <a href="#">i</a> | East US (Virtual Network 1): 100 GB Outbound D...  | Monthly: \$4.00 |
| ✓ Key Vault       | <a href="#">i</a> | Vault: 100,000 operations, 10,000 advanced oper... | Monthly: \$0.45 |

# Lessons Learned

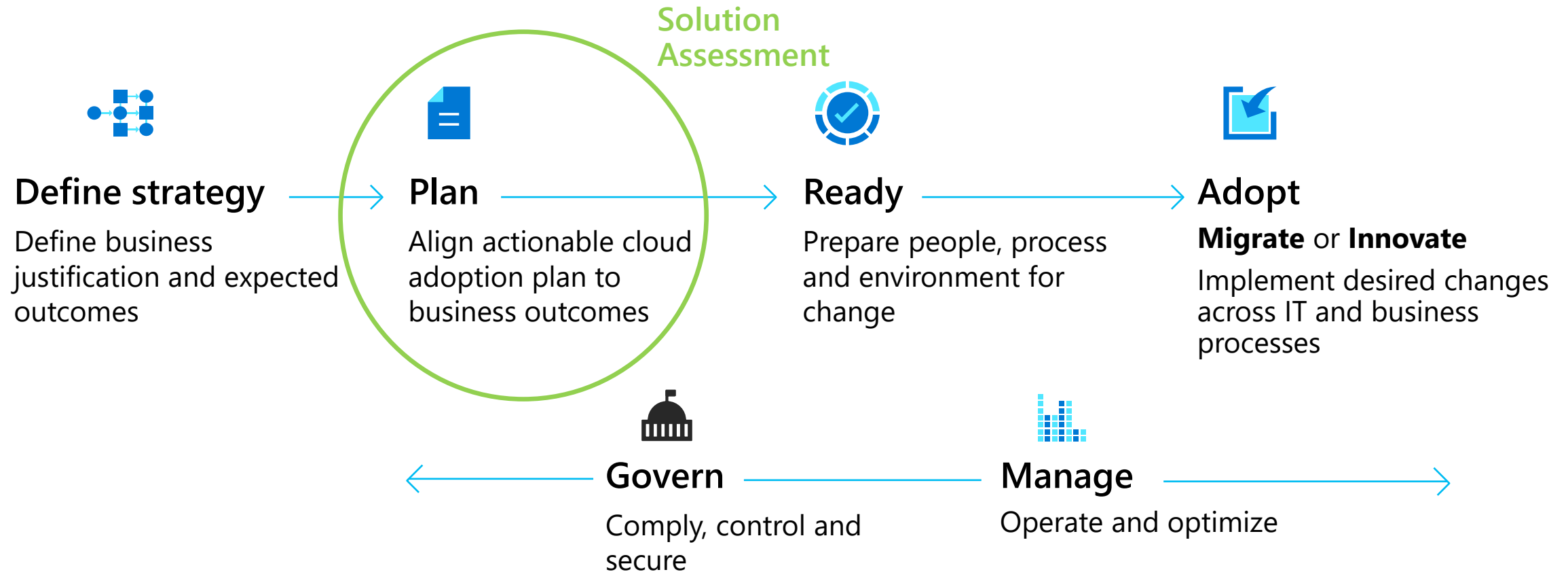
- ✓ Azure cloud offers infrastructure and many different services to support any application migration
- ✓ Cloud Adoption Framework is a great methodology and resource for anyone looking for cloud adoption
- ✓ Microsoft offers a multitude of tools that help you prepare, estimate costs, and perform migration
- ✓ A more comprehensive migration process analysis may allow us to minimize manual tasks and total costs of migration

# Solution Assessment – As a Microsoft Service

- We provide customers with in-depth understanding of the opportunities available in their current IT environments to improve productivity, reduce cost and optimize investments.
- Provided directly by Microsoft team and at NO COST
- The final report can be shared with both the Customer and their selected Partner, to let them move forward and plan for the next steps including the migration project
- In the Microsoft Solution Assessment as a Service model, Microsoft delivers the assessment itself, which the migration Partner can leverage to build the roadmap for next steps and actual migration



*Proven business and technical guidance to help customers create and implement the **business and technology strategies** necessary to succeed in the cloud*





# FY22 Solution Assessment Portfolio | Overview

| Solution Assessment Portfolio            |   |  |   |  |  |   |
|--|---|--|---|--|--|---|
| Solution Area                            | Apps + Infra; Data and AI   |  |   | Security, Compliance, and Identity   | Modern Workplace   | Business Applications <i>(to come)</i>  |
| Portfolio<br><i>Seller Selected</i>      | Infrastructure and database migration   | App and database modernization   | Data and AI   | Cloud Security   | Modern Workplace   | Business Applications   |
| Solution Outcomes<br><i>SAS Selected</i> | <a href="#">Data and Infra Migration</a><br>Infrastructure migration Apps, Data & Infra to IaaS/VMs         | <a href="#">Application and Database Modernization</a><br>Application Remediation or Refactoring | <a href="#">Analytics Assessment</a><br>Transforming data- analytics Maturity Model | <a href="#">Cloud Security Assessment</a><br>Analysis of an organization's security posture, evaluating vulnerabilities, identity, and compliance risks with remediation recommendations | <a href="#">Modern Workplace Assessment</a><br>Provide customers with an in-depth scan of deployed hardware and productivity software while evaluating security and compliance positions | <a href="#">Business Applications</a><br>Provides established customers with a fast, data-driven analysis, and business case recommendation to move to Dynamics 365 |
|  | <a href="#">Azure Foundations/Holistic Business case</a><br>Apps, Data & Infra migration to Azure PaaS/IaaS |  |   |  |  |   |

# Process Overview

Timeframe



## Preparing

- Present assessment
- Align **expectations and scope**
- Prepare **prerequisites**

## Discovery

- Tool **deployment**
- Start data collection
- Check data quality

## Analysis

- Generate **deliverables**
- Validation
- Adjustments

## Delivery

- Closing meeting
- Identify **opportunities**
- Hand-off to the selected partner

Total Estimated Time: 3-6 weeks

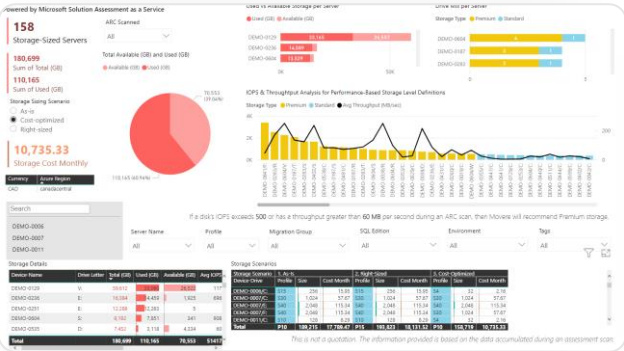
Time Commitment required of customer: 3-6 hours

# Example #1: Azure Foundations Assessment

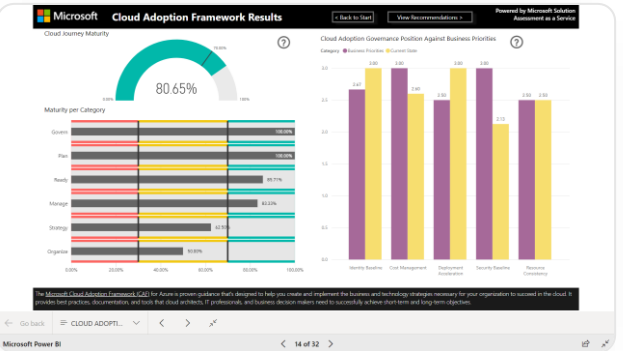
This assessment helps organizations understand their cloud maturity and provide steps to digitally transform. This is a consultative assessment to help organizations evaluate their options and capabilities for digital transformation that align with their current cloud maturity and strategic plans. Provides a broad review of your IT estate providing cloud readiness, prioritization of workloads for migration to Azure, detailed cost consumption estimates, and recommendations for governance.

## Sample Outputs

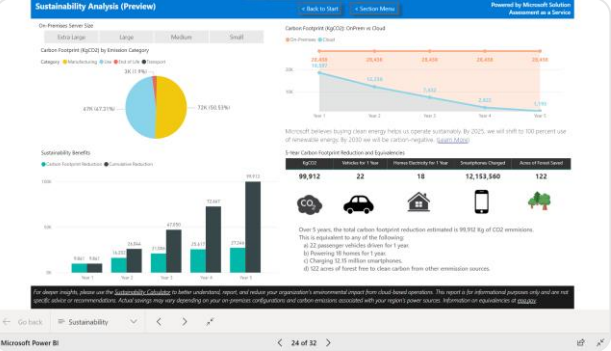
### Azure Sizing & Costing Estimates



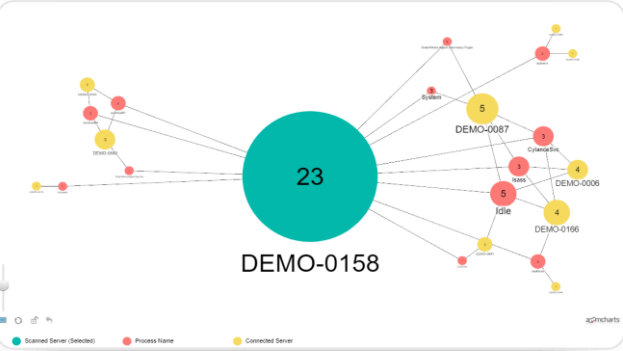
### Cloud Adoption Framework



### Sustainability Analysis

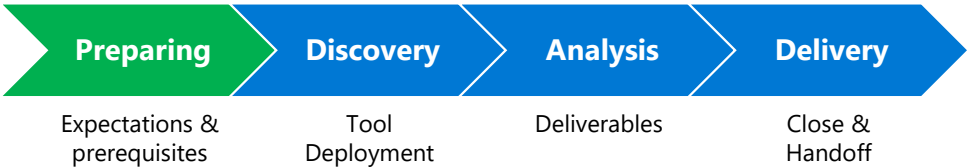


### Device & SQL Database Dependencies



## Assessment Details

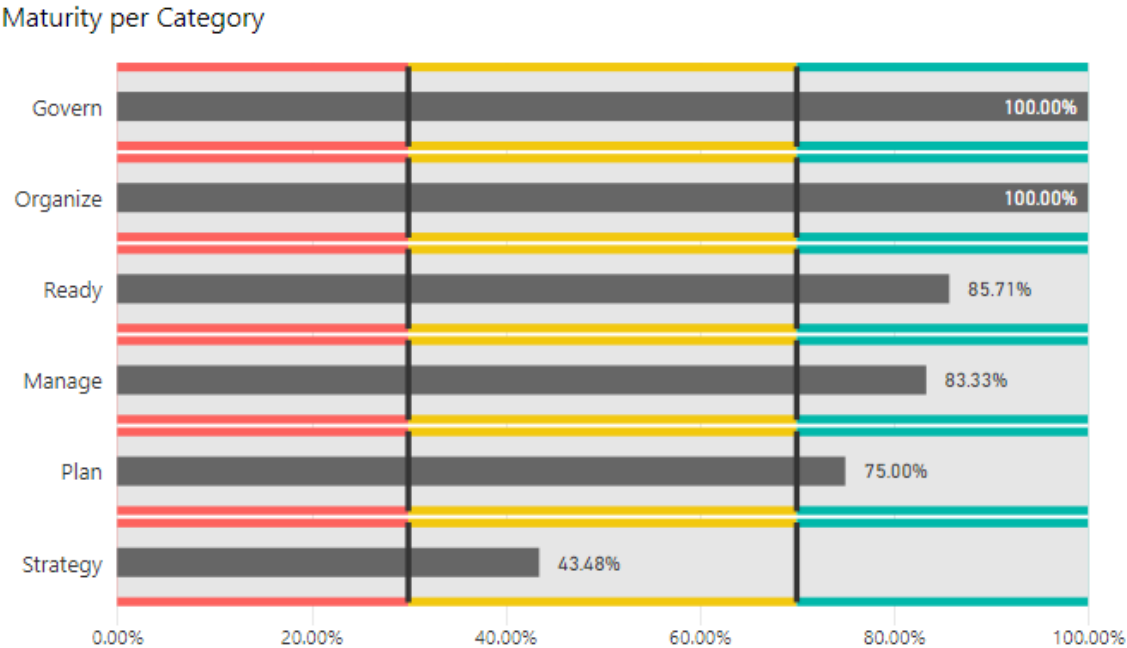
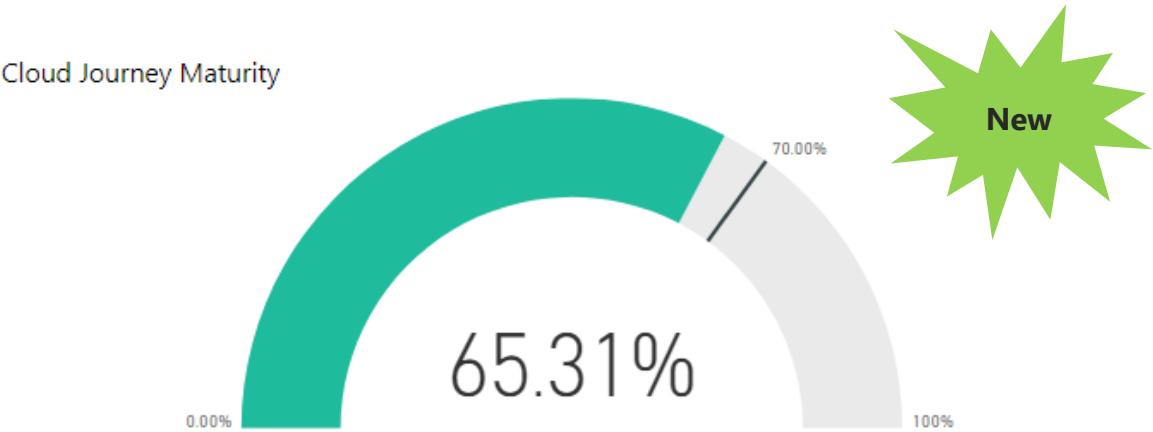
- **Tools Used:** Movere or Block64, Application Services Migration Assistant & Database Migration Assistant
- **Timeline:** 3-4 weeks
- **Customer Profile.:** Customers who consider moving to Azure but don't know where to start, Customers who wants to have a holistic assessment for their VM/DB/Applications
- **Insights Scope:** Application & Database Modernization, Data and Infrastructure migration, Cloud Adoption Framework Analysis



Contact your Microsoft Sales Representative or Partner to learn more

# Cloud Adoption Journey Position

Successfully cloud adoption requires a clear understanding of your current state and what business objectives you want to achieve. This report will help you identify your cloud adoption needs based on the questions your assessment survey answers.



| Category | Recommendations  |
|----------|--|
| Strategy | Plan to create one workload for specific business functions.   |
| Ready    | Create a landing zone. Ask your Microsoft specialistst for guidance.   |
| Manage   | Have a monitoring strategy in place for each of the cloud deployment models - infrastructure, application, and network resources? You can consider Azure Monitor as an option. |

# Azure Sizing & Costing Estimates

**304**  
Sized Servers

VM Sizing  
☐ As-is  
☒ Cost-optimized  
☐ Right-sized

Commitment  
☐ 1-year RIs  
☒ 3-year RIs  
☐ Pay as you Go

AHUB Scenario  
☒ Full AHUB  
☐ No AHUB

ARC Scanned  
 All

Storage Sizing  
☐ As-is  
☒ Cost-optimized  
☐ Right-sized

PayGo/Dev Uptime  
☐ 24h/7d  
☒ 8h/5d

Estimated Cores for AHUB  
**2076**  
 Windows Server  
**92**  
 SQL Server

DEMO-0010  
 DEMO-0022  
 DEMO-0024  
 -----

**22,687.98**  
 As-Is VM Cost Month  
**15,119.61**  
 Cost-optimized VM Cost Month  
**33.36%**  
 Reduction (based on above)

**44,283.65**  
 PayG Cost Month  
**15,964.52**  
 3yRI Cost Month  
**63.95%**  
 Reduction (based on above)

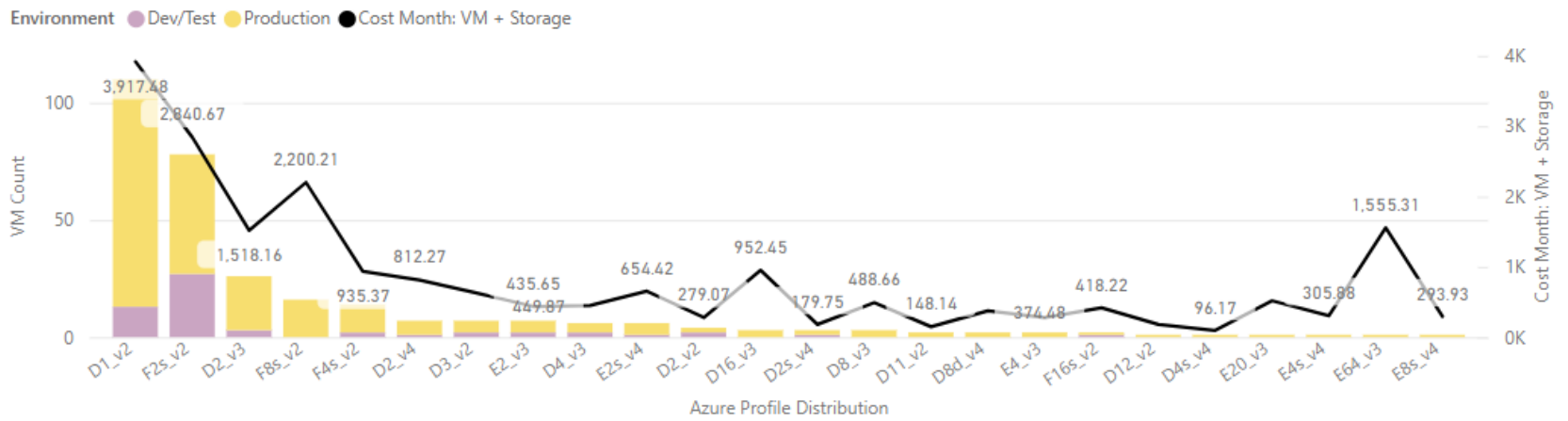
**15,119.61**  
 VM Cost Month

**5,340.61**  
 Storage Cost Month

Selected Scenario  
**20,460.22**  
 Monthly VM+Storage

**245,522.66**  
 Over 1 year (VM+Storage)  
 Domain  
 All

Azure Profile Distribution



Server Name: All
 Profile: All
 Migration Group: All
 SQL Edition: All
 Environment: All
 Tags: All

| Server Name  | Operating System          | SQL Edition | OnPrem Cores | OnPrem RAM(GB) | Readiness Comment         | Defined Profile | Azure Cores | Azure RAM(GB) | Commit VM | Hours Month | VM Cost Month    | Storage Cost    | Total Cost       |
|--------------|---------------------------|-------------|--------------|----------------|---------------------------|-----------------|-------------|---------------|-----------|-------------|------------------|-----------------|------------------|
| DEMO-2087    | Windows Server 2019 St... |             | 20           | 328            | Qualifies (1 Disk assu... | E64_v3          | 64          | 432           | 3yRI      | 730         | 1,547.02         | 8.29            | 1,555.31         |
| DEMO-0346    | Windows Server 2016 St... |             | 8            | 144            | Qualifies (1 Disk assu... | E20_v3          | 20          | 160           | 3yRI      | 730         | 508.98           | 8.29            | 517.27           |
| DEMO-2403    | Windows Server 2016 St... |             | 4            | 16             | Qualifies                 | D1_v2           | 1           | 4             | 3yRI      | 730         | 20.73            | 477.33          | 498.06           |
| <b>Total</b> |                           |             | <b>916</b>   | <b>3298</b>    |                           |                 | <b>193</b>  | <b>1063</b>   |           |             | <b>15,119.61</b> | <b>5,340.61</b> | <b>20,460.22</b> |

# Performance

## Performance Metrics

[< Back to Start](#)
[< Previous](#)

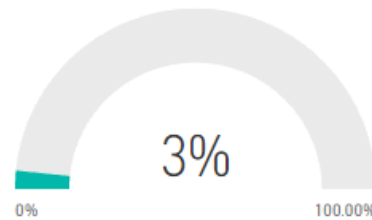
Powered by Microsoft Solution  
Assessment as a Service

169

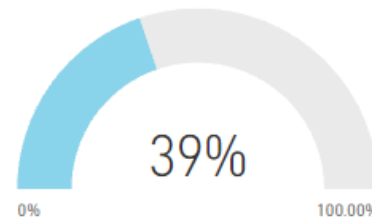
Servers

DEMO-0010  
DEMO-0054  
DEMO-0055  
DEMO-0079  
DEMO-0136  
DEMO-0215  
DEMO-0252  
DEMO-0275  
DEMO-0286  
DEMO-0289  
DEMO-0292  
DEMO-0294  
DEMO-0299

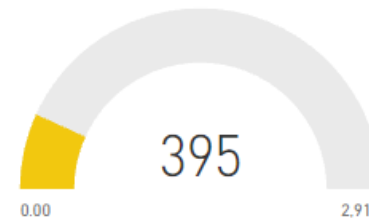
Average CPU Usage



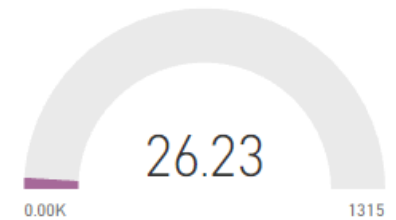
Average RAM Usage



Average Disk IOPS



Average Disk Throughput



On-Prem Core Count

1 20

On-prem Total RAM (GB)

1 328

Avg CPU%

0% 38%

Avg RAM%

4% 91%

Avg IOPS

0 1182

Disk Throughput (MB/sec)

1 1315

Platform

All

Hosting Location

On-Premises

Server Name

All

Migration Group

All

SQL Edition

All

Environment

All

Tags

All

### On-Premises Performance

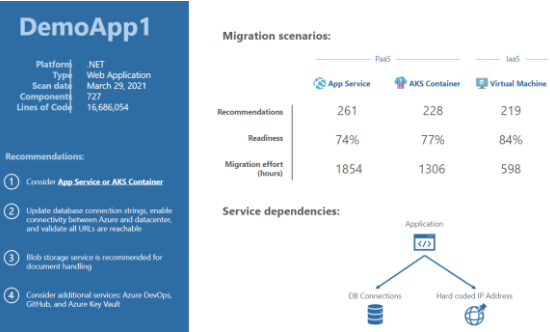
| Device-Name | ARC Scanned | Core Count | Avg CPU% | 99 CPU% | Total RAM (GB) | Avg RAM% | 99 RAM% | NIC Count | Drive Count | 99 Disk IOPS | 99 Disk Thrpt. (MB/sec) | Used Storage (GB) | Total Storage (GB) | Platform | Operating System    |
|-------------|-------------|------------|----------|---------|----------------|----------|---------|-----------|-------------|--------------|-------------------------|-------------------|--------------------|----------|---------------------|
| DEMO-0010   | Yes         | 2          | 2%       | 7%      | 4              | 61%      | 65%     | 1         | 1           | 53           | 1                       | 25                | 39                 | VMware   | Windows Server 2019 |
| DEMO-0054   | Yes         | 2          | 2%       | 9%      | 8              | 27%      | 34%     | 1         | 1           | 272          | 132                     | 22                | 39                 | VMware   | Windows Server 2019 |
| DEMO-0055   | Yes         | 4          | 3%       | 12%     | 4              | 39%      | 41%     | 1         | 1           | 63           | 3                       | 20                | 40                 | VMware   | Windows Server 2019 |
| DEMO-0079   | Yes         | 2          | 1%       | 6%      | 4              | 52%      | 58%     | 1         | 2           | 117          | 4                       | 239               | 579                | VMware   | Windows Server 2019 |
| DEMO-0136   | Yes         | 2          | 0%       | 1%      | 4              | 19%      | 21%     | 2         | 12          | 77           | 1                       | 27                | 39                 | VMware   | Ubuntu 20.04.2 LTS  |
| DEMO-0215   | Yes         | 4          | 8%       | 22%     | 12             | 74%      | 84%     | 1         | 2           | 883          | 1315                    | 83                | 120                | VMware   | Windows Server 2019 |
| DEMO-0252   | Yes         | 2          | 4%       | 11%     | 8              | 24%      | 27%     | 1         | 1           | 88           | 4                       | 48                | 80                 | VMware   | Windows Server 2019 |
| DEMO-0275   | Yes         | 1          | 2%       | 10%     | 4              | 56%      | 60%     | 1         | 1           | 185          | 5                       | 21                | 40                 | VMware   | Windows Server 2019 |

# Example #2: Application Modernization Assessment

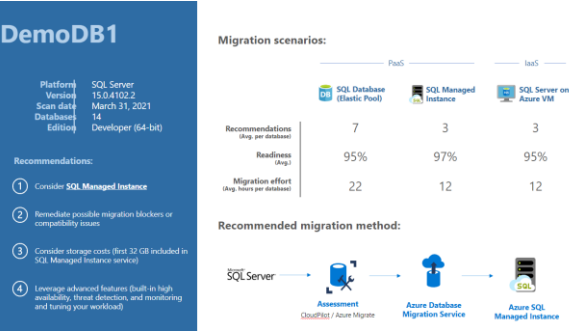
The Application & Database Modernization Assessment assists organizations with identifying and prioritizing in-house developed applications and/or databases for cloud modernization. Primarily for organizations who are looking to move applications to the cloud and need support in understanding which applications to move first and how to increase readiness to migrate and modernize.

## Sample Outputs

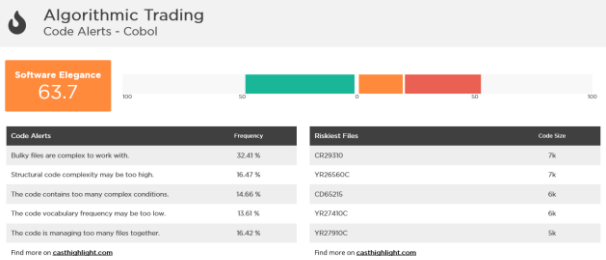
### Application Readiness (CloudPilot)



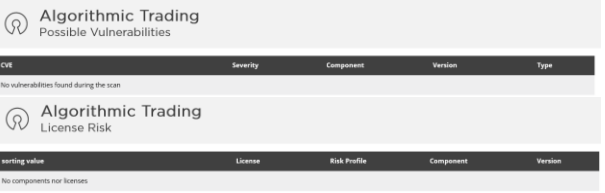
### Database Readiness (CloudPilot)



### Software Health (Cast Highlight)

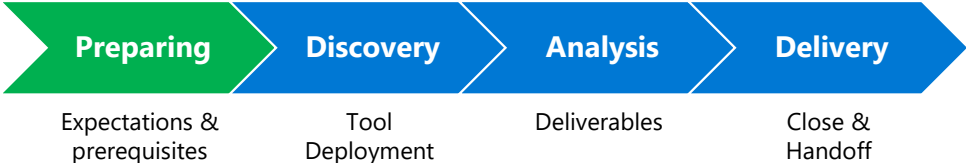


### Open Source Safety (Cast Highlight)



## Assessment Details

- **Requirements:** Applications built in-house with .NET, PHP, Java or Python
- **Tools Used:** CAST Highlight & CloudPilot
- **Timeline:** 1 week
- **Customer Profile:**
  - Customers who are looking to modernize their applications and databases
  - Customers who are also ISV with legacy app
  - Customers who have gone through an Infra and Data Migration Assessment and are now focusing on application modernization
- **Insights Scope:** Azure App Service Costing, Azure Container (AKS) Costing, Virtual Machine Costing, Database Migration options, Effort estimation, Code adjustment recommendations.



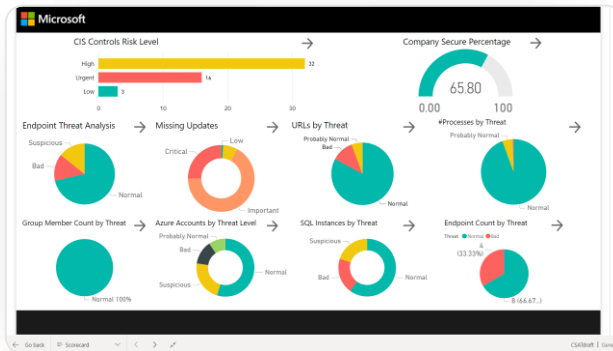
Contact your Microsoft Solution Assessment Consultant or Partner to learn more

# Example #3: Cloud Security Assessment

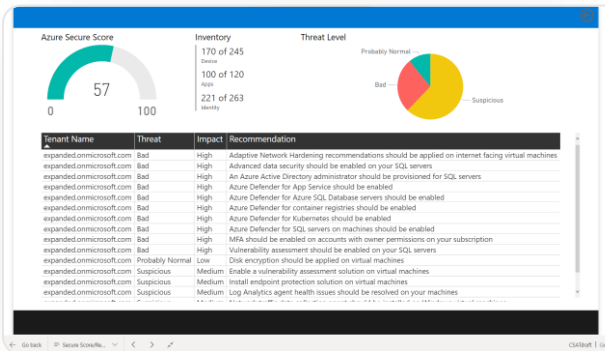
Provides organizations with a comprehensive look at their security posture by evaluating & addressing immediate vulnerabilities, identifying unmanaged devices, analyzing current software deployment & usage, discussing policies and controls to reduce risk, and delivering remediation recommendations to help establish processes for cyber-risk reduction in the cloud.

## Sample Outputs

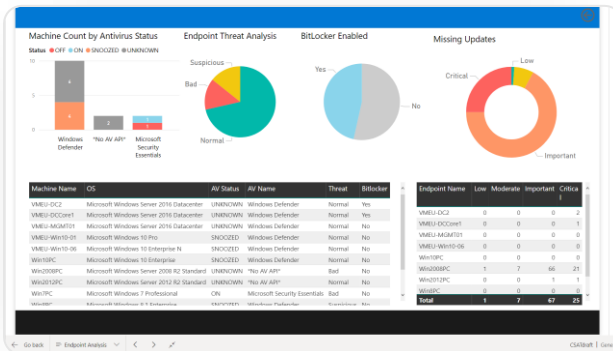
### Cloud Security Scorecard



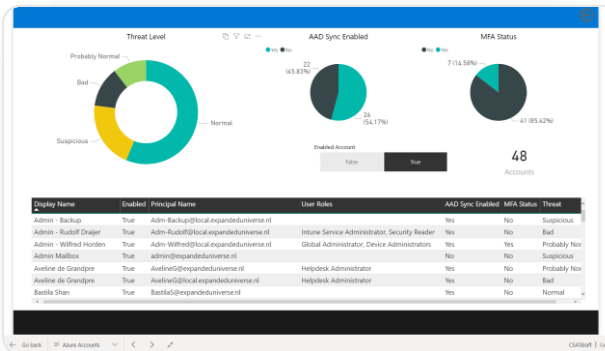
### Azure Secure Scores & Recommendations



### Endpoint Exposure, Antivirus & Encryption

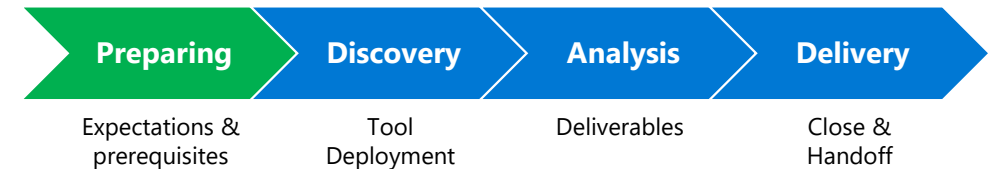


### Azure Account Threat Exposure



## Assessment Details

- **Tool Used:** Cloud Security Assessment Tool (CSAT)
- **Timeline:** 2 weeks
- **Customer profile:** Customers who are looking to understand their risk of business loss and vulnerabilities to cyberattack
- **Insights Scope:** Company score based on CIS control, Action plans to improve Cyber Security, OS and SQL End of Support, SQL Service Pack Deviations, Software Vulnerabilities, Microsoft and Azure Secure Score, Exposure to Ransomware, and other threats



Contact your Microsoft Sales Representative or Partner to learn more

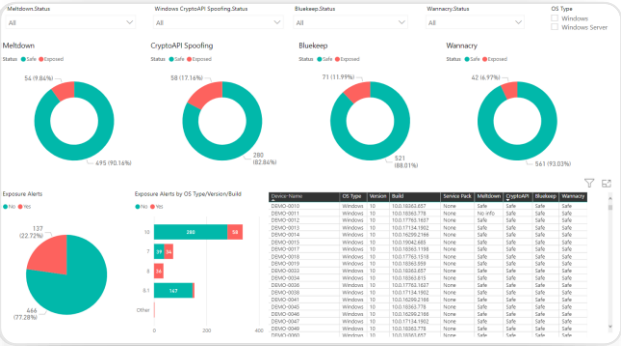


# Example #4: Modern Workplace Assessment

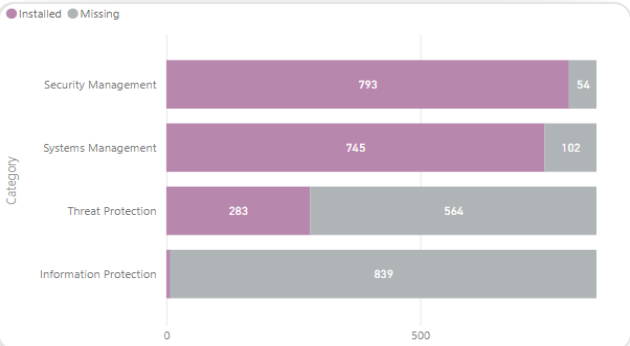
The Modern Workplace Assessment helps organizations simplify cloud adoption and reduce risk. It provides visibility into desktop and on-premise environments while helping improve end user productivity.

## Sample Outputs

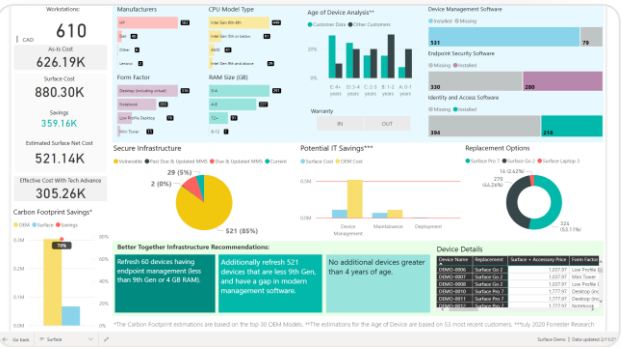
### Threats & Vulnerability Exposure



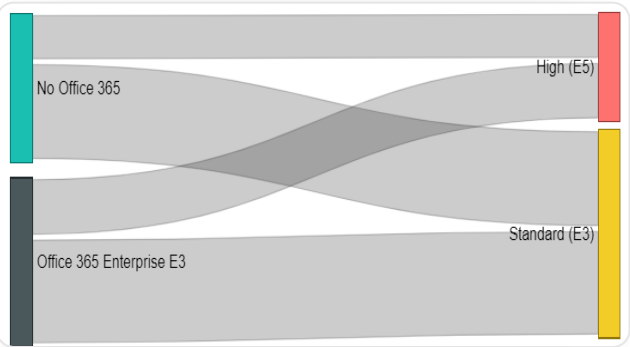
### Installed & Missing Security Software



### Workstation Lifecycle

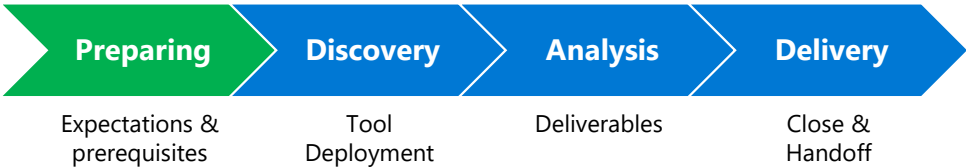


### Office 365 Usage & Profiling



## Assessment Details

- **Tool Used:** Block64
- **Timeline:** 2 weeks
- **Customer profile:** Customers who are early in their cloud journey with on-premises Office and dark to the cloud with O365/M365
- **Insights Scope:** Executive summary, Customer business objectives, Scope of project, Data-driven findings on analysis, Suggested architecture and migration recommendations, Desktop management, Teams collaboration, Security and Surface hardware recommendations



Contact your Microsoft Sales Representative or Partner to learn more

If you want to learn more, feel free to reach out to your partner or directly to me @ [Nadya.Aneva@microsoft.com](mailto:Nadya.Aneva@microsoft.com)

**Thank you.**



# Time for your questions



Q&A SESSION