▲ Azure
VPN EXTENSION

Target Customers

- Customers who have bottleneck issues on their VPN infrastructure

- Customers who have too much remote workers

- Customers who don't want to invest to expensive VPN solutions

Solution Overview

Azure VPN Gateway connects your on-premise networks to Azure via site-to-site VPNs in a similar way that you set up and connect to a remote branch office. The connectivity is secure and uses the industry-standard protocols Internet Protocol Security (IPsec) and Internet Key Exchange (IKE).

Why Customers Choose This Solution

- They couldn't respond to increasing VPN requests that come from remote workers.

- Their firewall VPN count limit wasn't enough for external connections.

- Increasing firewall VPN limits was not suitable for their budget.

- They were looking for quick and easy to deploy VPN solution.

Challenger Questions to Customers

1. How do you provide connection to your internal applications for your remote workers?

2. Are you facing bottleneck issues on your remote VPN connections?

3. Do you need to increase your firewall VPN bandwidth against rapidly changing situations because of COVID-19?

4. Do you have network issues with an increased user demand?

Solution Explanation

1. Almost every company uses point to site VPN connection in order to provide internal access for remote workers.

2. As remote working has increased suddenly due to unexpected COVID-19 situation, companies are facing bottleneck issues on their firewalls, therefore they are looking for quick solutions to keep their business continuity. They can extend their existing VPN infrastructure to Azure easily by deploying Azure VPN solution.

3. Azure VPN GW1 SKU supports up to 650 mbit/s bandwidth, 250 P2S VPN connections and 99.9% SLA.

FD FIRST DISTRIBUTION™
Epsidon Technology Holdings

Sizing & Pricing Questions

1. How many remote workers do you have?

Sample Pricing

Pricing Items:

- VPN Gateway Type

Sample Pricing:

- VPN Gateway 1

Average Azure Consumption Revenue / month ($)

$140/month

More Information

🌐 https://azure.microsoft.com/en-gb/services/vpn-gateway/

🌐 Visit Azure Portfolio

✉ microsoft.leads@firstdistribution.com

📞 +27 11 540 2640