# Azure
## AZURE FILE SYNC

## Challenger Questions to Customers

1. Do you have capacity problems on your file server environment?

2. Do you have remote access problems to your file server?

3. How do you provide the continuity of your file server?

## Sizing & Pricing Questions

1. How much data do you have on your file server?

## Target Customers

- Customers who have capacity problems on file server

- Customers who need centralised document sharing platform for their remote workers

- Customers who want to provide continuity and redundancy for file server

## Sample Pricing

**Pricing Items:**

- Azure file storage amount

- File Sync agent - 1st agent for free

**Sample Pricing:**

- Data amount on file server - 3 TB

## Solution Overview

Take advantage of fully managed file shares in the cloud that are accessible via the industry-standard Server Message Block (SMB) protocol. Mount file shares concurrently in the cloud or on-premises on Windows, Linux, and macOS. Plus, cache Azure file shares on Windows Servers with Azure File Sync for local access performance. Use premium shares for performance-sensitive, IO intensive workloads and standard shares for reliable, general purpose file storage.

## Solution Explanation

1. Azure File Sync provides you hybrid, centralised and secure file management on Azure. If you have capacity problems, you can extend your file server to Azure easily so you can utilise it from Azure file storage options. It also provides you rapid disaster recovery also.

2. You can also provide centralised document access for your remote users by extending your file server to Azure.

## Average Azure Consumption Revenue / month ($)

# $190/month

## Why Customers Choose This Solution

- The need for disaster recovery solution for existing file server.

- The need for centralised access for corporate documents

- Storage capacity need for file server environment

## More Information

- https://azure.microsoft.com/en-us/services/storage/files/

- Visit Azure Portfolio

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