



## WINDOWS SERVER MIGRATION

### Target Customers

- Companies with old infrastructure
- Companies who will invest in new hardware
- Companies whose Local Hoster renewal time approaches
- Companies who use outdated Windows Server - SQL Servers
- Companies that will open a new location and do not want to bring infrastructure to this location
- Companies who want to keep their infrastructure on global platforms strategically (due to local security concerns)

### Solution Overview

Azure Migrate provides a hub of tools to discover, assess, and migrate on-premises applications, infrastructure, and data. Centrally plan and track the migration in one central dashboard. The service provides comprehensive approach to migrating your application and datacenter estate. Supports key migration workloads like Windows and Linux Server, SQL and other Databases, data, Web Applications, and Virtual Desktops. Holistic across VMware, Hyper-V, physical server, and cloud-to-cloud migration.

### Why Customers Choose This Solution

- Several downtimes in the previous data center and inability to access systems.
- The firewall and VPN services provided by the data center do not function properly.
- Azure capability to meet the high CPU and RAM requirements needed by the company with less resources.
- Free DDoS protection at Azure - unlike the data center which charges it as an extra.
- Build development and test environments quickly on Azure and benefit from pay-as-you-go model.
- Get the most out of Microsoft directly or the extensive partner ecosystem for Microsoft Azure support.

### Challenger Questions to Customers

1. Do the services you receive through the data center perform well?
2. Do you experience interruptions in services or situations in which applications do not work as expected?
3. Is your service provider able to optimise your resources and provide you cost advantages by updating their services according to cutting-edge technology?
4. Is your provider using the latest generation of RAM and CPU technologies in their infrastructure to make your workloads run with fewer resources?
5. Is your service provider able to provide you with certain standards for data center security?
6. Does the data center comply with ISO 27001 and 27018 standards?
7. Can you benefit from security services such as DDoS protection and MFA free of charge?
8. Are you able to quickly implement your dev-test environments on your existing data center? Is your provider able to create the environment you need as quickly as possible for the workloads you want to test? How do you pay for dev-test environments?
9. Is your service provider able to provide timely and adequate support in case of breakdown and failure? Are you satisfied with the support?

### Solution Explanation

1. Azure delivers SLA from 99.9% to 99.99%. This rate corresponds to 4 hours 22 minutes from 8 hours 45 minutes per year.
2. Microsoft makes continuous investments in data centers, keeping server resources at the most up-to-date levels. With Intel Turbo Boost Technology 2.0, the CPU speeds up to 4.7 GHz and enables high-performance VMs. CPU and RAM options are available from 1 vCPU to 416 vCPU and up to 11TB RAM. For disk performance, speed can achieve 160K IOPS, so that servers which require high performance such as SAP, can work properly.
3. Microsoft's datacenters are certified with the latest certificates. Thanks to MFA (Multi Factor Authentication), access to the Azure Portal requires confirmation of the password and access to the personal device (telephone). Thus, even if the password is seized by the hacker, access to the portal can be blocked because the device (phone) is not accessible. DDoS attacks are service slowdown / shutdown attacks. In Azure datacenters, preventive security service against DDoS attacks is provided by default.
4. It provides an environment in which the customer can instantly extend their resources for urgent Dev-test or PoC needs, and budget their PoC's and tests as much as they use on hourly rates.

### More Information

<https://azure.microsoft.com/en-us/services/azure-migrate/>

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### Sizing & Pricing Questions

1. How many virtual machines are you running in your existing infrastructure?
2. What kind of workloads are running on these virtual machines? (Might be DC, ERP, CRM, SQL, Web Server etc.)
3. How much disk space do these virtual machines have?
4. How is the CPU, RAM utilisation of these machines? Do they consume all the CPU and RAM resources?

### Sample Pricing

#### Pricing Items:

- Virtual machine type
- Virtual machine disk type and size
- VPN Gateway type
- Backup (Optional)
- Bandwidth

#### Sample Pricing:

- B2s as Domain Controller
- D2sv3 as LoB App Server
- D2sv3 as ERP App Server
- E4sv3 as SQL Server
- B4MS as File Server
- VM Disks
- Azure Backup
- Basic VPN Gateway
- Bandwidth - 1TB

### Average Azure Consumption Revenue / month (\$)

**\$1200/month**