

# **MIGRATION TO AZURE**

Help your customers save money, improve efficiency and increase protection by migrating workloads to the cloud powered by Azure.



- Need to reduce spend and increase agility.
- Cyber security and compliance.

**FARGETING GUIDANCE** 

#### **Customers who:**

- Customers with on premise servers running WS 2008/R2 or SQL Server 2008/R2 for which support ended in January 2020.
- Customers handling consumer PII worried about security breaches and ransomware attacks. Industries with recent visible attacks: city governments, professional services, manufacturing, retail.
- Customers with Open Source Infra leading with Red Hat and Suse.
- Customers already in Azure (federated), looking to adopt further.
- Customers paying for a secondary DC for DR/Backup purposes.
- Migration triggers: WS/SQL or VMware EOS; compliance (GDPR), security threats, software/hardware fresh, urgent capacity needs, acquisition/integrations, datacenter contract expiry, desire for app innovation.

## **Cost-effective; pay less, get more**

- you need less.

# **CONVERSATION STARTERS**

- business?

- replace?
- technology?



# Get ready to launch to the cloud! Partner Sales Enablement Drive



# **MIGRATION TO AZURE – SOLUTION OVERVIEW**

• Spend less time managing server infrastructure and more time adding business value. Drop the burden and large up-front costs of locally-run server management.

• Respond quickly to changing business requirements with the ability to add capacity during peak seasons and reduce it when

• Pay only for what you use for short or seasonal cloud needs. Or get unmatched pricing in the industry, paying a predictable rate for always-on critical services.

• Use Azure cost management tools to easily track utilization and follow cost savings recommendations.

### Unmatched security, privacy and business continuity

- Guard your business against external threats and ransomware, using built-in security features across on-premises and cloud deployments.
- Make sure your business stays up and running no matter what, with full backup and recovery to the cloud.
- Make it easy for employees to access all their apps and devices with secure single sign-on – from anywhere.
- Data privacy: Provide customers with products, information, and controls that allow them to choose how data is collected and used.

• How are you keeping IT costs under control as you grow your

• Have you considered how much of your budget you could save by moving workloads to the cloud?

• What is your strategy for protecting your business from the growth in sophisticated cyber threats we're seeing today?

• How much time do you spend keeping up with increasingly complex compliance requirements?

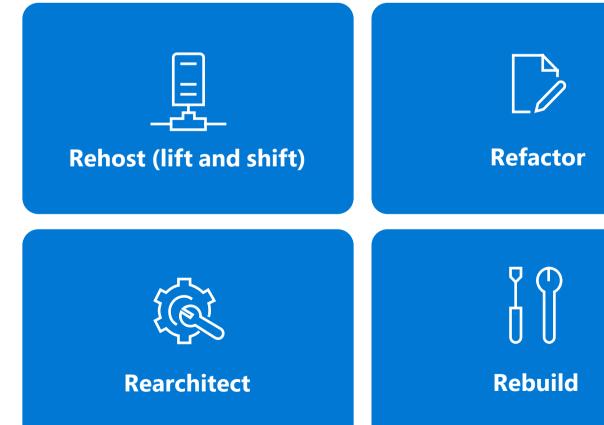
• Are you running aging hardware and software you need to

• Are you concerned about the security risks of running old

• How much time could you save by moving workloads to a managed cloud environment?



### SUMMARIZING CLOUD MIGRATION STRATEGIES



FD FIRST DISTRIB







