



# **Global Partner Solutions FY25 Azure Infrastructure Partner Playbook**

**Partner Ready**

# Your customers are having to balance between...

## Pressing priorities

Manage rising costs, maintain security,  
control IT sprawl

+

## Be AI-ready

Embrace responsible, secure AI,  
cloud-native technologies



**Be AI-ready**

284% ROI with Azure AI services



**Secure from code to cloud**

219% ROI on security consolidation



**Get maximum ROI and performance**

80% cost savings and 5x faster vs. AWS



**Get cloud agility anywhere**

206% ROI with Azure Arc



**Azure meets you**  
where you are in your cloud journey

# Azure is purpose-built for every workload

**Epic**

.NET



Applications

vmware®

citrix™

SAP



Databases

ORACLE®



Servers and Containers



Consistent security, operations and management



# Partner Opportunity: Migrate to Innovate



## Be AI-ready

STEP 1: Unify data in the cloud  
STEP 2: Build AI models, Infuse Open AI, Copilot integrations  
STEP 3: Embrace Responsible AI

**90%**

of companies will use AI in their workforce by 2025



## Continued security emphasis

Double down on Secure from code to cloud with foundational and built-in, industry-leading cloud-native security solutions

**95%**

of cloud breaches are due to preventable misconfigurations or mismanagement



## Capture market moment

Leverage the trigger created by uncertainty around VMWare to accelerate migration conversations

**75%**

of on-premises WS/SQL cores run on VMware



## Migrate the full customer estate

Added Linux, PostgreSQL to hero products, adding millions of additional target cores.

**~230M**

cores of Linux

**~32M**

on-prem cores of PostgreSQL and MySQL



## Cloud agility anywhere

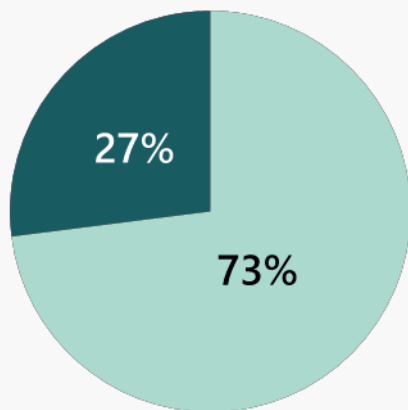
Leave no server behind by attaching Azure Arc for migration expansion, adding hybrid cloud motion

**89%**

of enterprises are embracing hybrid and multicloud strategies

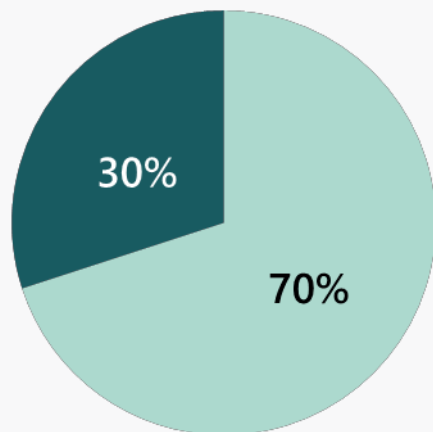
# Capitalising on the Linux cloud migration opportunity

## Linux on-prem opportunity



Linux workload migration in the next 12-24 months

27% of on-prem Linux workloads are expected to migrate to the cloud during the next 12-24 months



■ Paid Linux ■ Unpaid Linux

WW On-Prem Linux Installed Base Mix – 2024

## Why Azure for Linux workloads

>60%

of customer cores in Azure run Linux



OpenAI and ChatGPT run on Linux in Azure

Red Hat Enterprise Linux on Azure: 192% 3-year ROI



ORACLE



CANONICAL



# Significantly reduce cost when migrating MySQL, PostgreSQL workloads to PaaS

## Key PostgreSQL report benefits and findings

**Up to 62%**

Cost savings when migrating on-premises PostgreSQL instances to Azure Database for PostgreSQL

**+ \$11.6M**

Additional revenue due to faster time to market

## Key MySQL report benefits and findings

**Up to 48%**

Cost savings when migrating on-premises MySQL instances to Azure Database for MySQL

**+ \$15.5M**

Additional revenue due to faster time to market