

Azure Migrate and Modernize

March 2025

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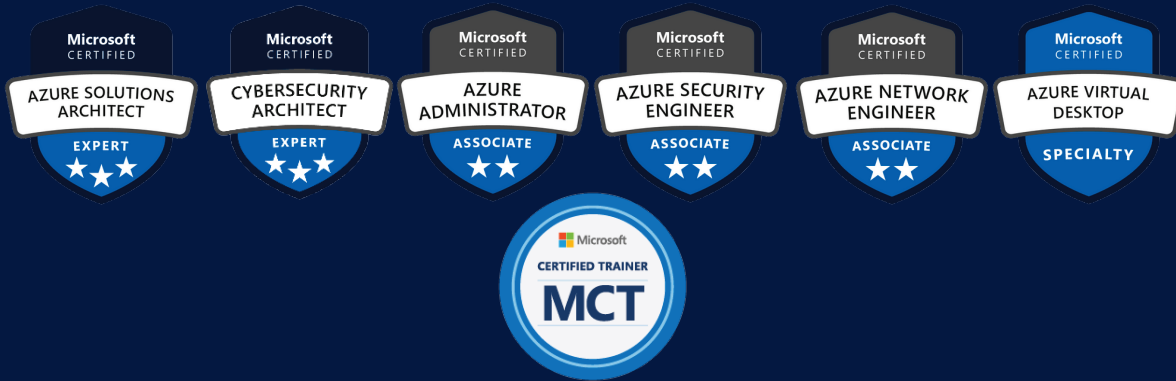
Logicom 
Cloud Marketplace

Presenters

Petros Petrou
Cloud Technical Leader



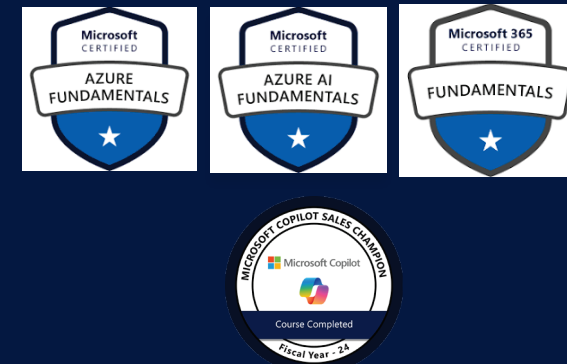
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George Vasilopoulos
Cloud Business Manager



Get in touch:
g.vasilopoulos@logicom.net



Agenda

- Introduction
- Migration Drivers
- Azure Migration journey
- Discover, assess, and migrate servers
 - VMware
 - Hyper-V
 - Physical/bare metal/Other clouds
- Azure Migrate and Modernize Offers by Logicom
- Optimize your Cloud Investment
- Resources & Next Steps
- Q&A



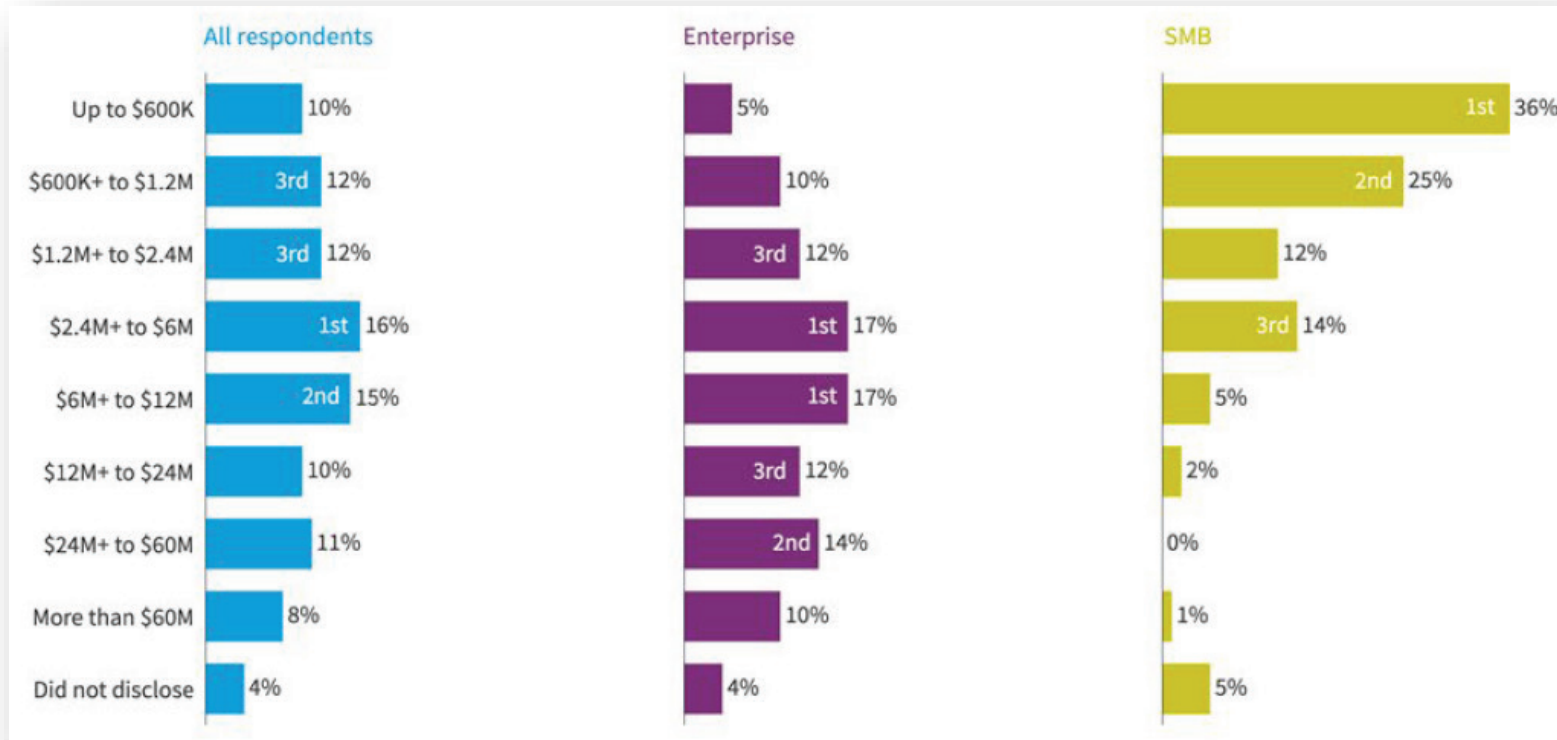
Introduction

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State of the Cloud in 2024

➤ Annual Public Cloud Spend

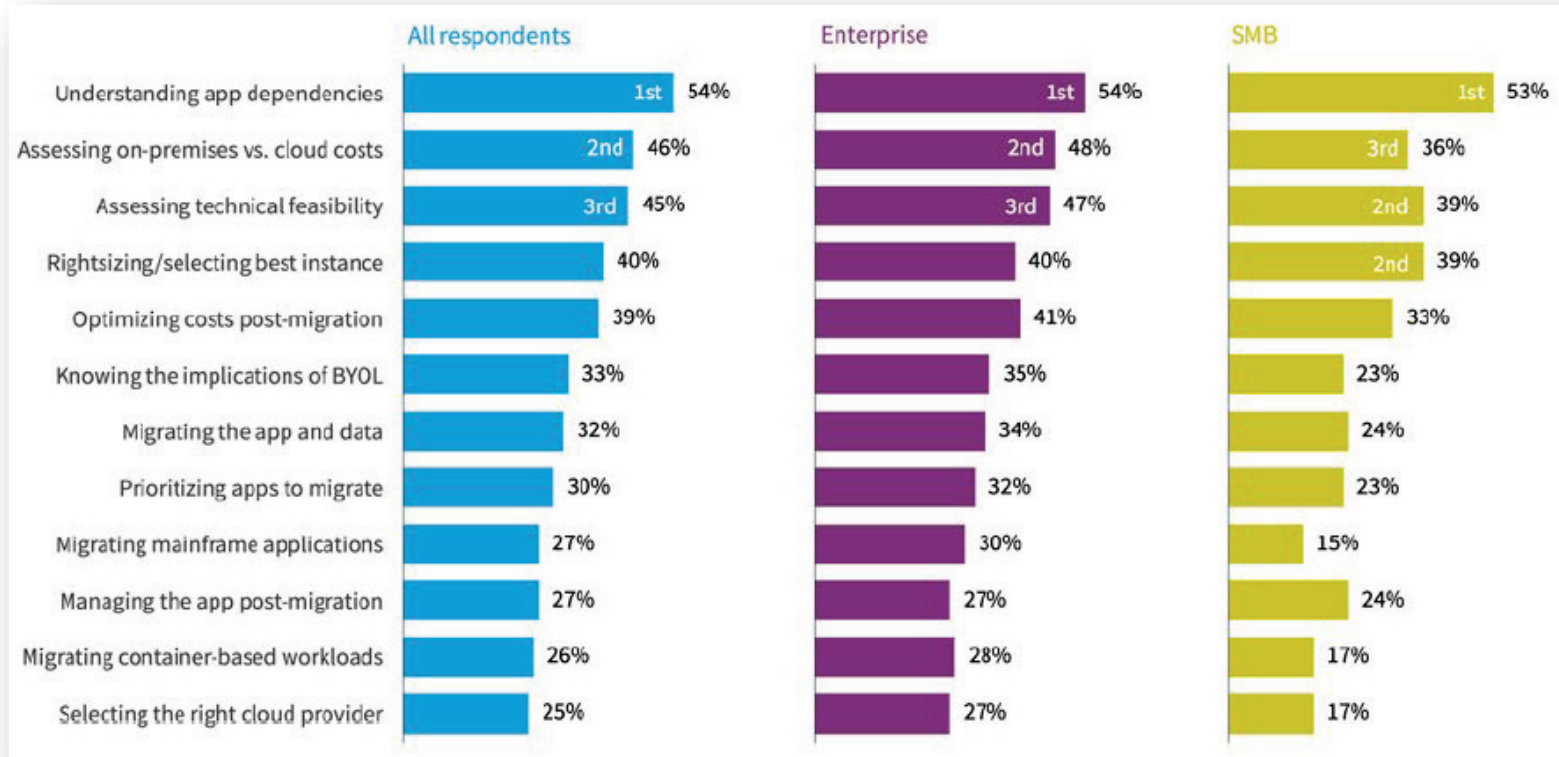


There's a 21% increase YoY in organizations spending \$1 million or more per month on cloud

Source: [Flexera 2024 State of the Cloud Report](#) (All respondents: N=753, Enterprise: N=621, SMB: N=132)

State of the Cloud in 2024 . . . Continuing

➤ Cloud Migration Challenges



Over half of respondents reported *understanding app dependencies* (54%), *assessing on-premises vs. cloud costs* (46%) and *assessing technical feasibility* (45%) as the top three cloud migration challenges.

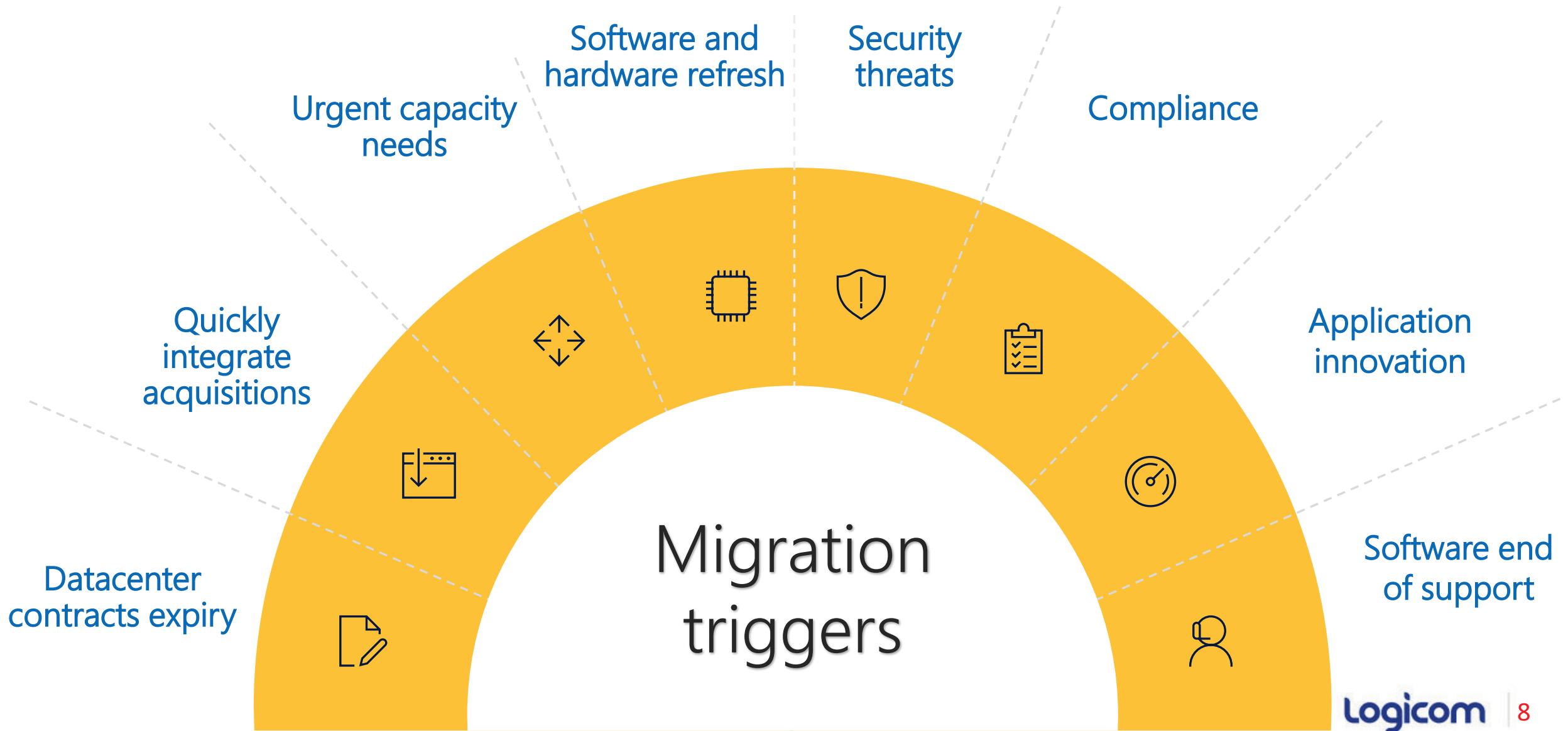
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Cloud Migration

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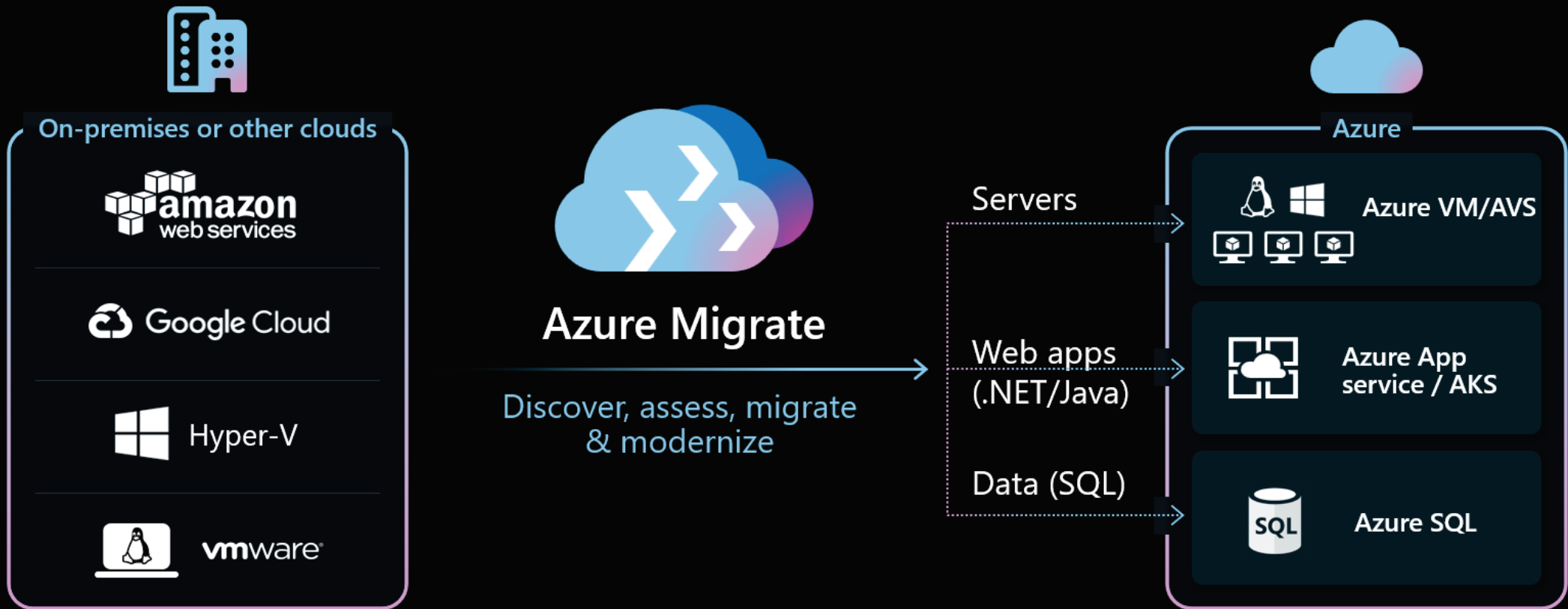


What's Driving Cloud Migrations?



Azure Migrate

Your free tool for secure migration to Azure



Cloud Migration Journey







Any platform

VMware, Hyper-V, physical servers, AWS, GCP,
CSV imports



Agentless discovery

Servers in VMware/Hyper-V environment,
physical/bare metal, servers running on other
clouds like AWS, GCP



Inventory applications and databases

Discover SQL databases
Discover .NET, Java and Spring Boot apps
Multiple credentials supported



Visualize dependencies

Across application layers or across
servers (agentless)
Multiple server credentials supported



Any workload

Servers in VMware/Hyper-V environment, physical/bare metal, servers running on other clouds like AWS, GCP

SQL Server instances and databases

.NET, Java and Spring Boot apps



Instant and customized

- Generated with a few clicks and minimal inputs in less than 30 minutes
- Customizable migration strategy to optimize Azure savings
 - Azure recommended approach to minimize cost
 - Migrate to IaaS
 - Modernize to PaaS



Highlight ROI, utilization insights and quick wins

- Potential savings: Azure vs. on-premises cost
- Savings with AHB
- Export the business case to understand cost calculations and cost savings



Understand TCO and savings insights

- See insights associated to savings
- Based on utilization and usage, decide the best suited offers
- Highlight quick wins like Windows in support and unused servers which can be decommissioned
- Export business case in an .xlsx workbook

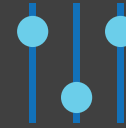


Any workload

Servers in VMware/Hyper-V environment, physical/bare metal, servers running on other clouds like AWS, GCP

SQL Server instances and databases

.NET, Java and Spring Boot apps



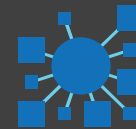
Instant and customized

Computed real-time on parameters (platform, compute and storage type, region, duration, offers, etc.)



Analyze and optimize

Identify readiness and right sized recommendations and cost for migrating to Azure VM, Azure VMware Solution, Azure SQL, Azure App Service, Azure Kubernetes Service and Azure Spring Apps. Get costs for compute, storage and security (MDC) for all workloads.



Multiple types and targets

Sizing options—performance based (resource utilization based right sizing) and as on-premises based (configuration-based sizing). Multiple targets:

- Servers to Azure VMs and Azure VMware Solution
- SQL deployments to Azure SQL MI and/or SQL Server on Azure VM and/or Azure SQL DB
- ASP.NET web apps to Azure App Service and Azure Kubernetes Service
- Spring Boot apps to Azure Spring Apps



Multiple options

Agentless migrations for VMware and Hyper-V virtual machines

Agent-based for physical/bare metal, servers running on other clouds like AWS, GCP

Containerize and migrate apps to AKS and App service

Upgrade Windows Server OS seamlessly while migrating



Migrate at scale

Supports migrating 100s of servers simultaneously and automation options to execute at scale



Test before migrating

Perform testing cycles before migrating without impacting source server and ongoing replication



Zero data loss

And minimal downtime during migration

Discover, assess, and migrate servers

vmware®



Microsoft
Hyper-V



Physical/bare metal
and other clouds

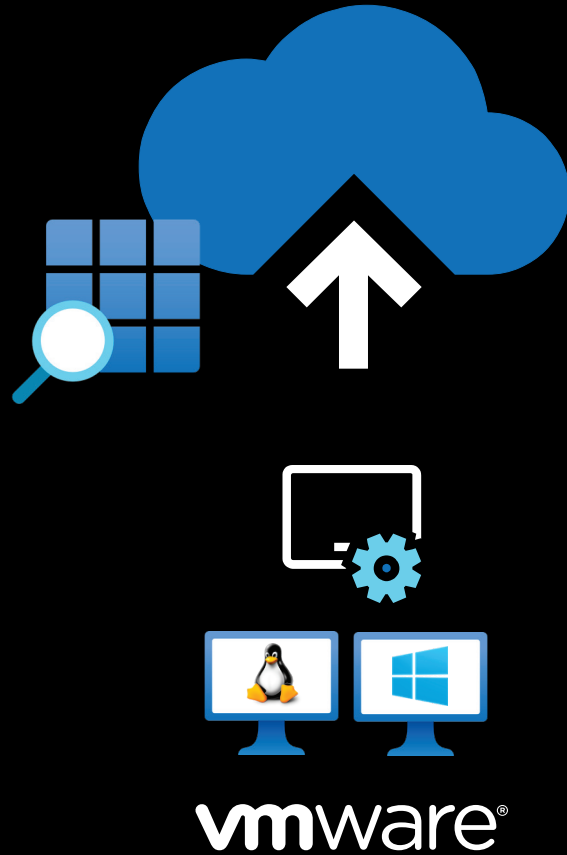
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Discover, assess, and migrate servers

vmware®

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Partners in your success

For VMware scenario



Deploy and configure the Azure Migrate appliance in the source environment

Appliance discovers servers and server configurations, and collects performance data (resource utilizations) for Windows and Linux servers

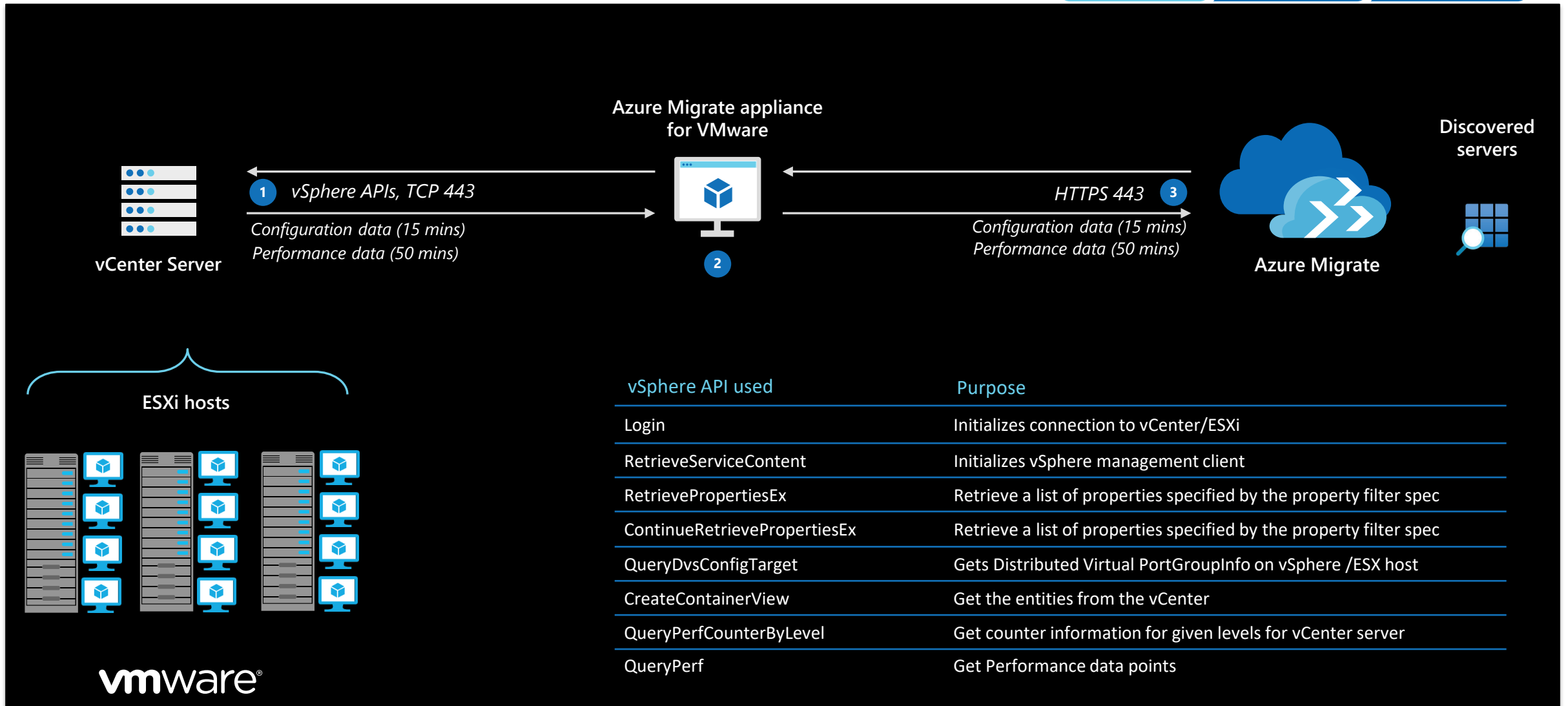
View discovered servers in the Azure Migrate project

Discovery: architecture

Discover

Assess

Migrate



vCenter requirements

- vCenter Server version (5.5, 6, 6.5, 6.7, 7)
- Read-only account

Host requirements

- ESXi hosts version (5.5 or later)

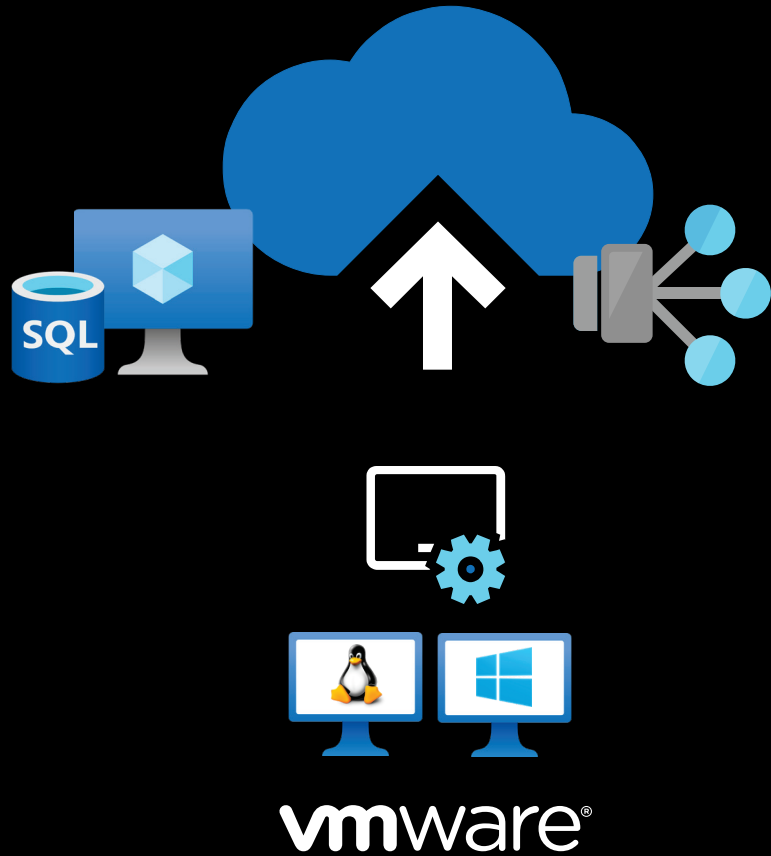
Discover up to 10 vCenters/10k servers
per appliance

Supported VMs

- All Windows and Linux operating systems
- Disks attached to SCSI, IDE, SATA controllers

vmware®

Agentless for VMware VMs



Deploy and configure the Azure Migrate appliance in the source environment (vCenter Server and server creds)

Appliance discovers servers and server configurations, applications and roles, and collects performance data for Windows and Linux servers

Enable dependency analysis for eligible servers from Azure Portal

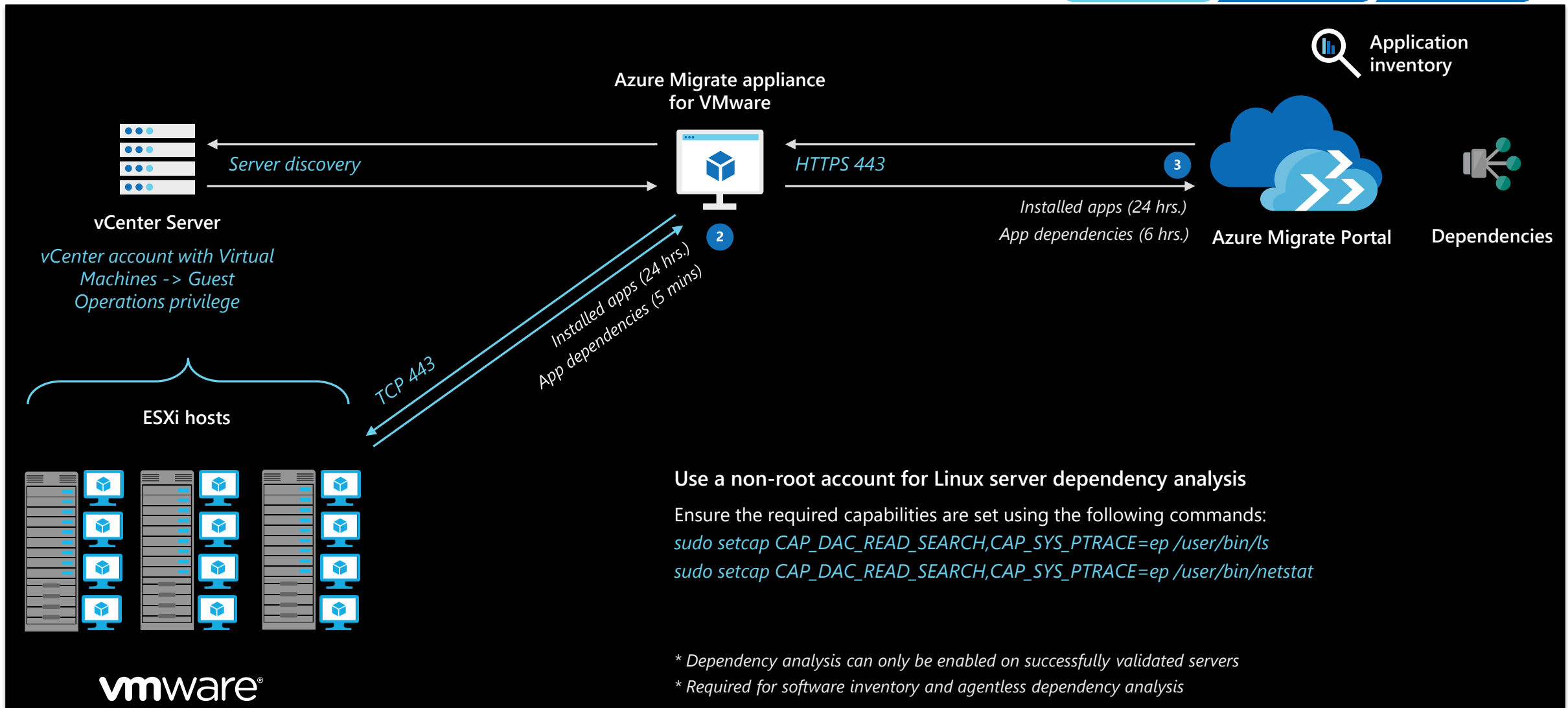
View application inventory, roles on servers, and dependencies across servers

Dependency analysis: architecture

Discover

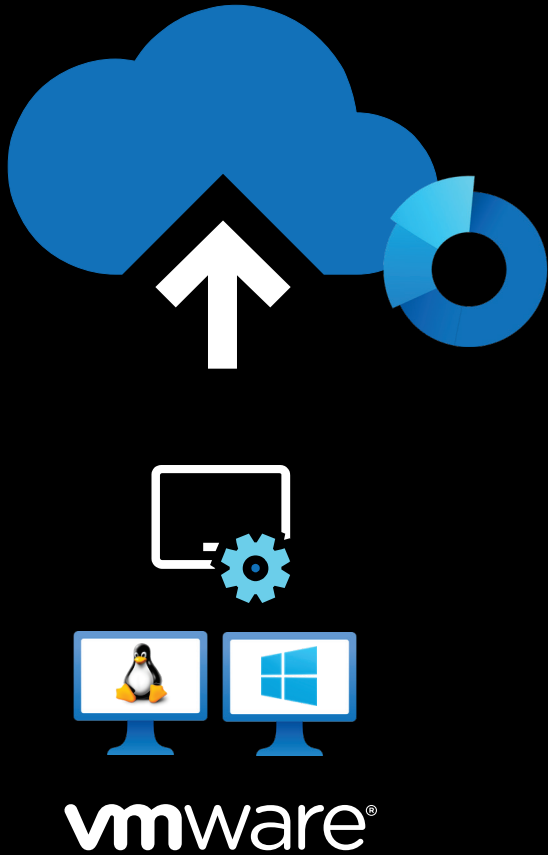
Assess

Migrate



vmware®

For assessment type: Azure VMs



Discovery source: appliance based

Deploy the Azure Migrate appliance

Appliance starts collecting configuration data and analyzing performance of your Windows and Linux servers (as part of discovery)

Perform assessments to determine

- Azure suitability
- Right-sizing information
- Azure compute and storage cost estimates

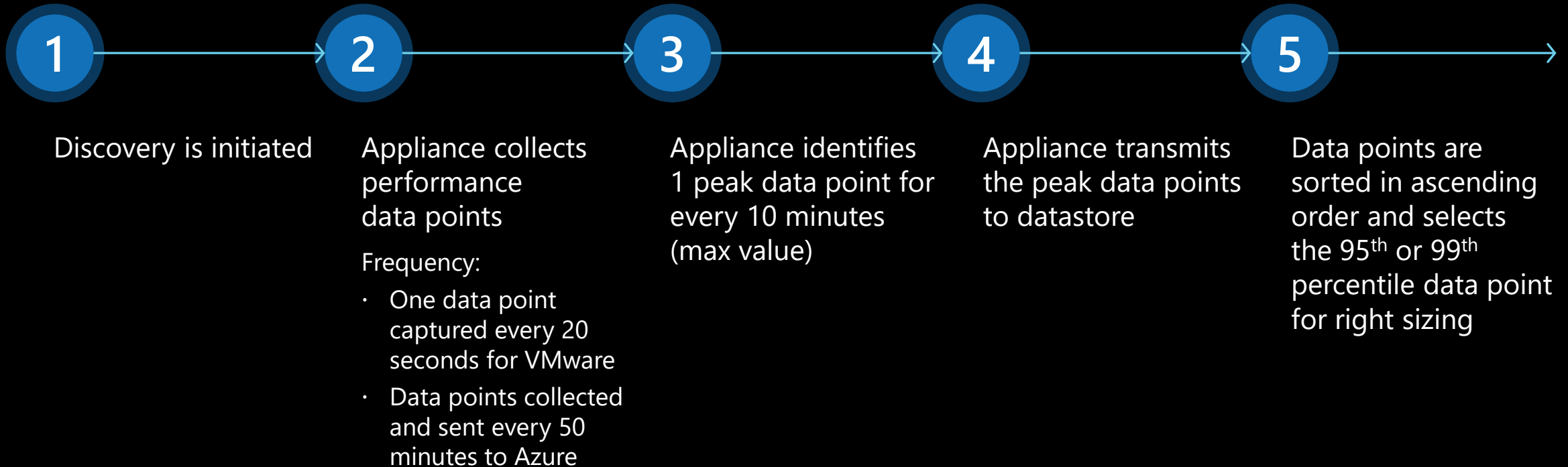
Assessment: right-sizing computation

Discover

Assess

Migrate

For performance-based



Assessment: confidence rating computation

Discover

Assess

Migrate

For performance-based

Computation formula:

$$\text{Confidence rating} = \frac{\text{Actual data point received}}{\text{Expected data points}} \times 100 \text{ pts}$$

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Output is categorized as:

0 to 20% datapoints	★
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Low confidence ratings indicate fewer data points availability. Could be due to:

Shorter profiling period
(performance history duration > actual period for which data was available)

On-prem VMs shutdown

Appliance unable to load performance data

Temporary appliance shutdown

Azure readiness



Parameters

- Boot type
- Cores
- RAM
- Storage disk
- Networking
- Operating system

Output

- Readiness for migration to Azure VM
- Recommended tool for migration

Sizing



Parameters

- Storage
- Network
- Compute

Allocated or used depends on assessment type

Output

- Azure VM size recommendation
- Storage disk recommendation
- Confidence rating (for performance-based)

Confidence ratings are computed based on available data points

Monthly cost estimate



Parameters

- Azure VM size output from stage 2
- Software Assurance
- Reserved instances
- VM uptime
- Location
- Azure Hybrid Benefit (Windows + Linux OS)

Output

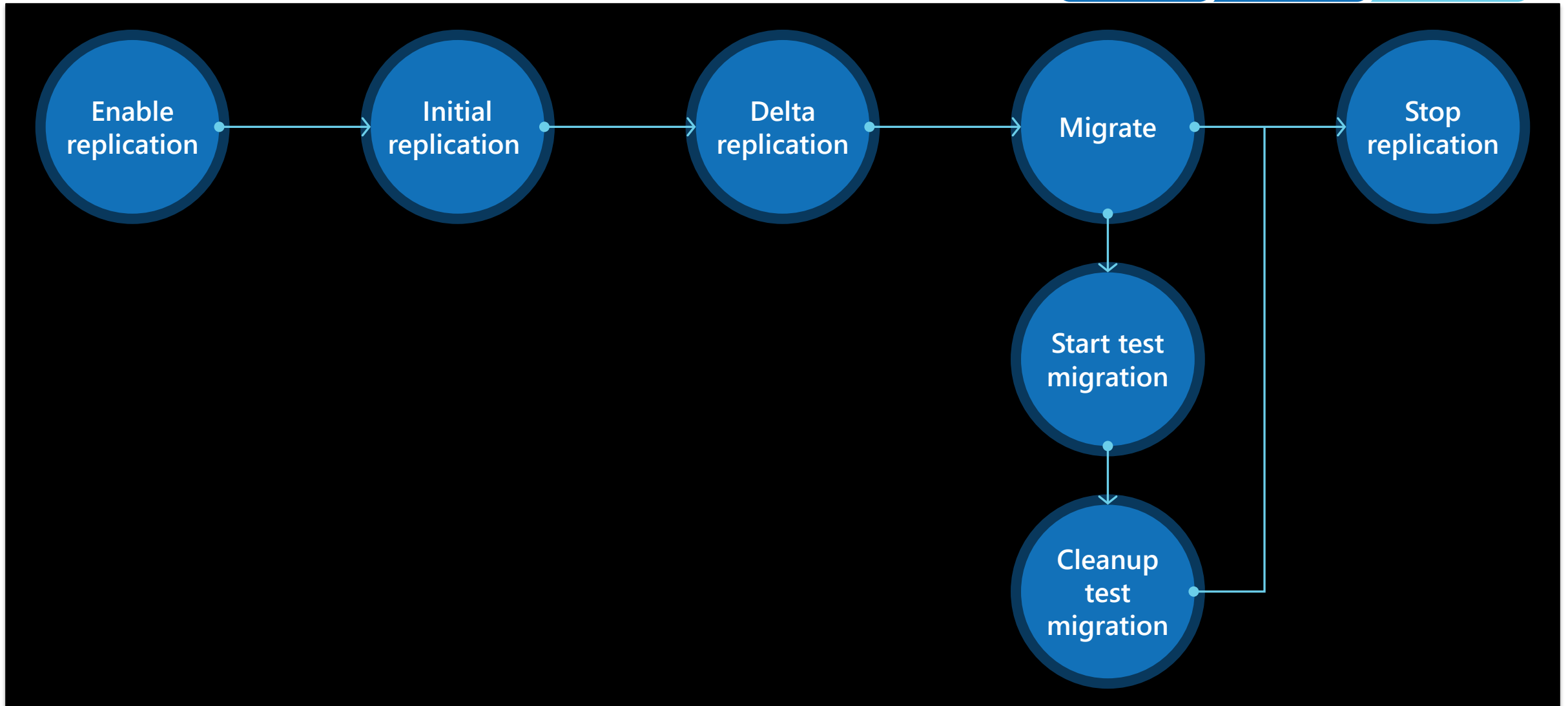
- Per VM monthly compute and storage costs
- Aggregated compute and storage costs
- Per VM security costs using MDC

Migration: stages

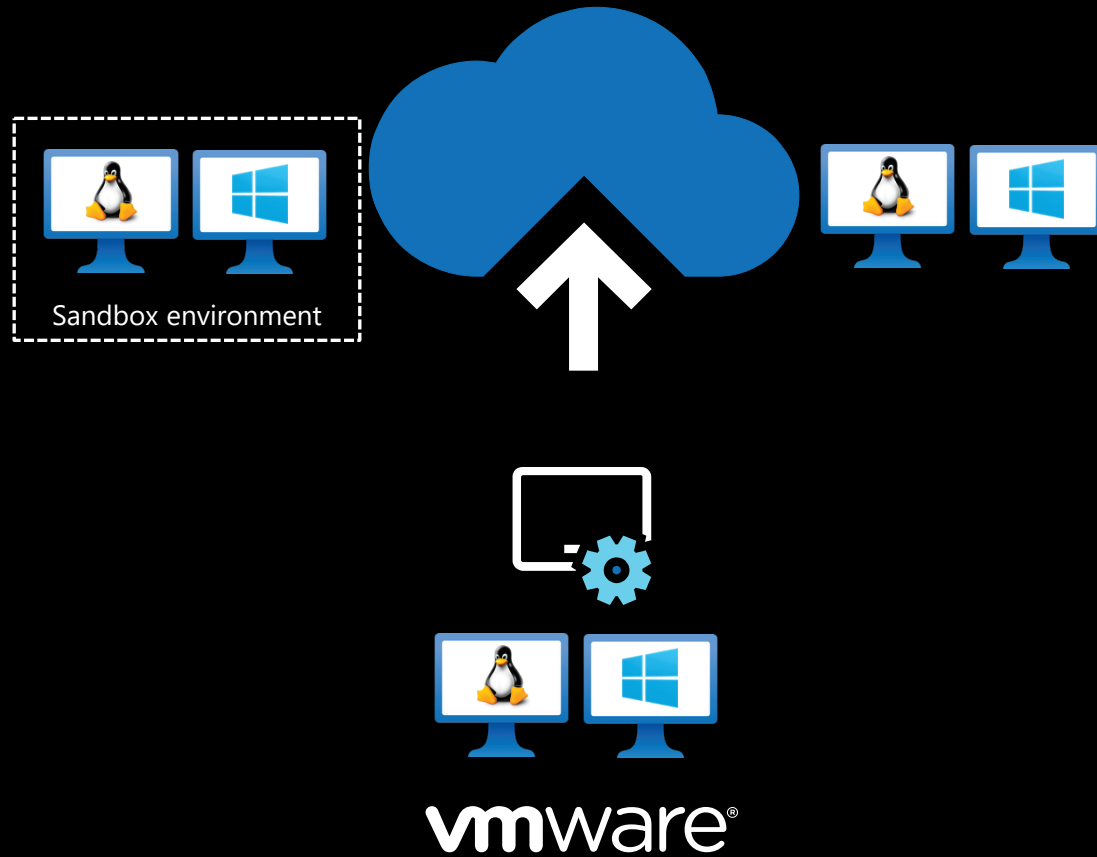
Discover

Assess

Migrate



Agentless VMware



Deploy and configure the Azure Migrate appliance for VMware and complete server discovery

Start replicating your Windows and Linux servers

The Azure Migrate appliance orchestrates the replication of your VM data to your Azure subscription

Perform test migrations (optional, but highly recommended) to a sandbox environment with no impact to production to validate migration

Migrate to Azure with zero data loss and minimal downtime

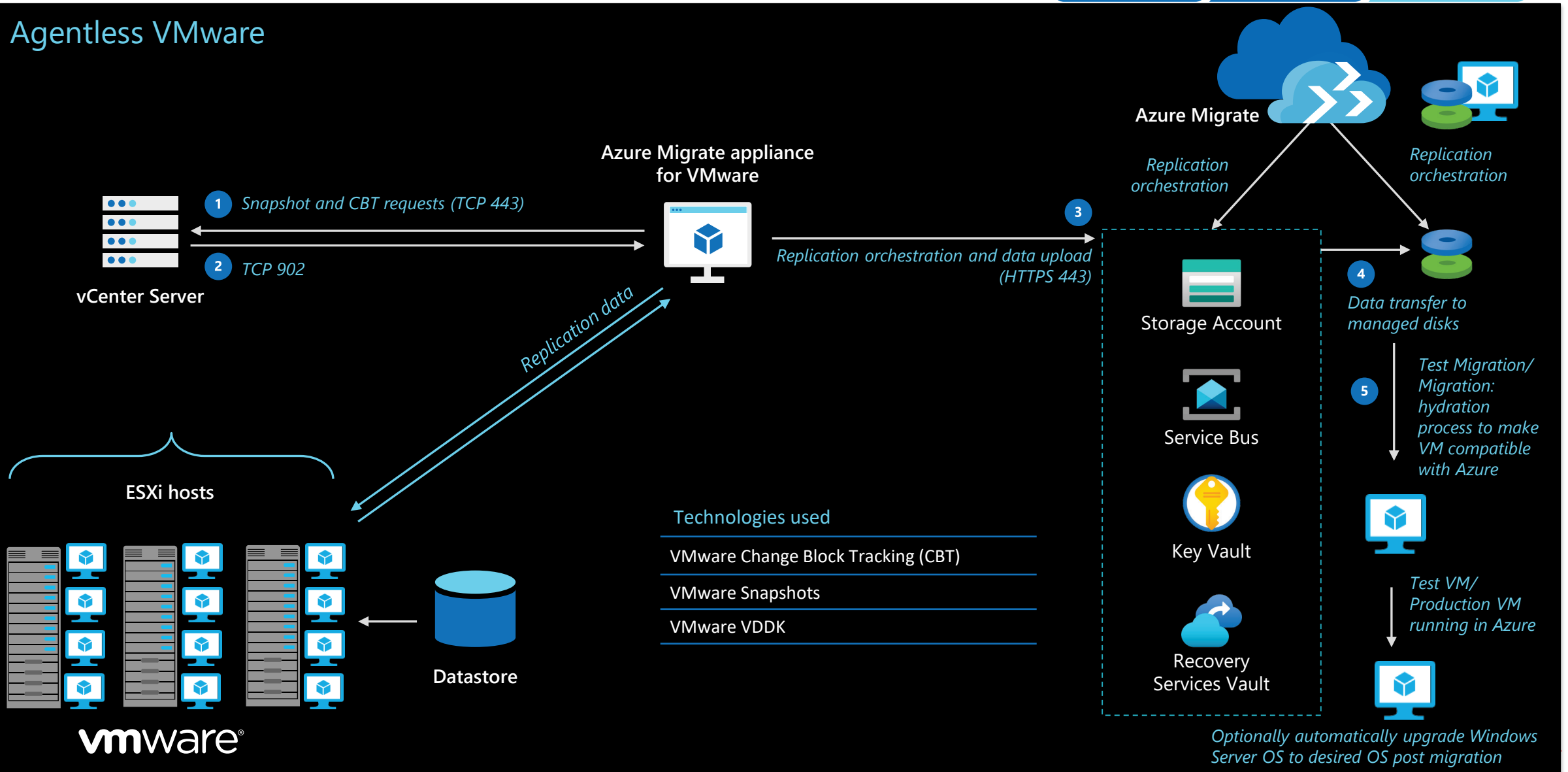
Migration: architecture

Discover

Assess

Migrate

Agentless VMware



Agentless VMware

vCenter requirements

- vCenter Server version (5.5, 6, 6.5, 6.7, 7)
- vCenter Server permissions

Host requirements

- ESXi hosts version (5.5 or later)

Supported VMs

- All Azure supported Operating Systems



Migration: Azure artifacts created

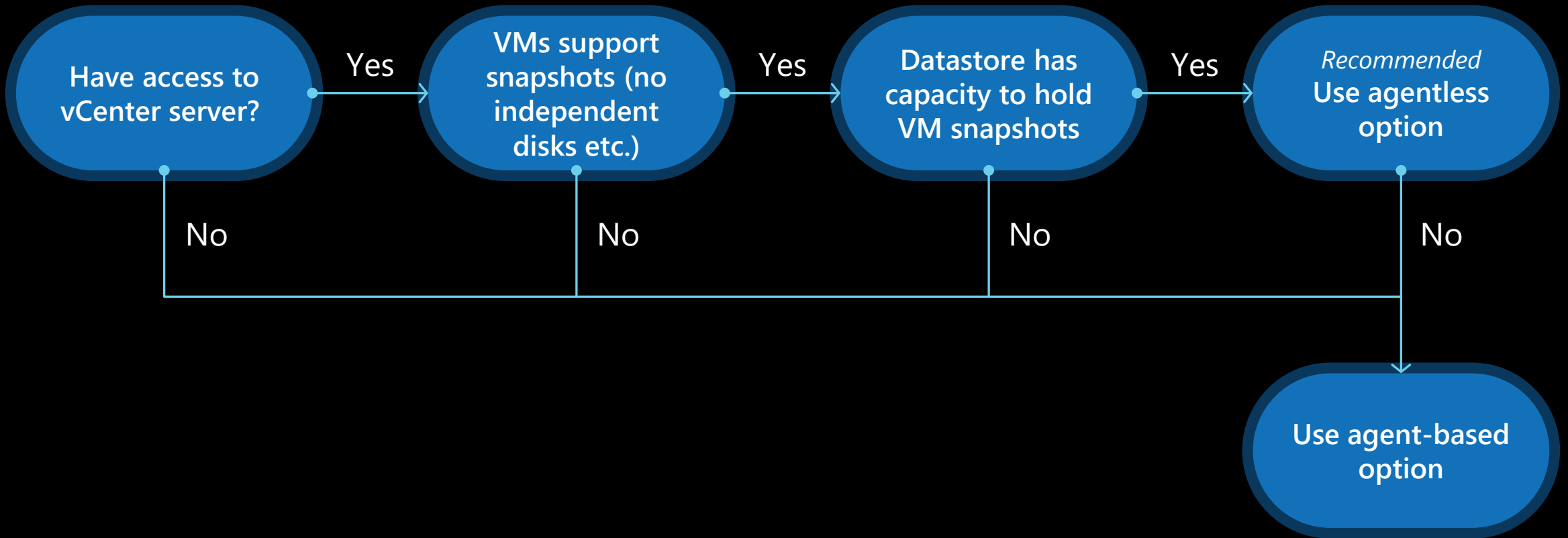
Discover

Assess

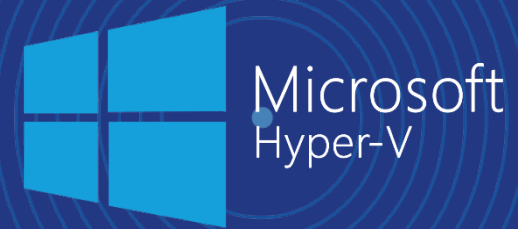
Migrate

Operation	Azure Migrate: Server migration	Agentless replication
Register appliance with Azure Migrate	<ul style="list-style-type: none">1 AAD apps1 Key Vault1 Recovery Services Vault	<p>AAD App—acts as the unique identity of the Azure Migrate appliance in communications between agents on the appliance and the Azure Migrate Service and to access Key Vault during migration</p> <p>Key Vault—used for management of certificate downloaded on the appliance during configuration</p> <p>Recovery Services Vault—used for Server Migration to orchestrate data replication</p>
Start first replication	<ul style="list-style-type: none">1 Key Vault2 Storage Accounts1 Service Bus	<p>Key Vault—used for managing access keys to storage accounts used during replication</p> <p>Service Bus—used by Azure Migrate Gateway agent on the appliance to communicate with Azure Migrate service for replication orchestration</p> <p>Storage Account 1—used by appliance to upload replicated data</p> <p>Storage Account 2—used by appliance to upload replication logs</p>

Migration: agentless or agent-based

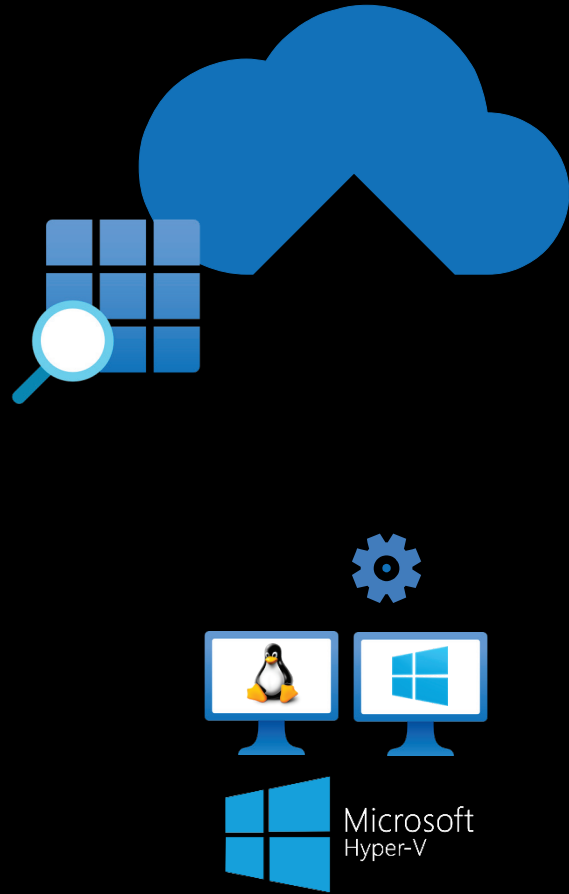


Discover, assess, and migrate servers



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For Hyper-V scenario



Deploy and configure the Azure Migrate appliance in the source environment

Appliance discovers servers and server configurations, and collects performance data (resource utilizations) for Windows and Linux servers

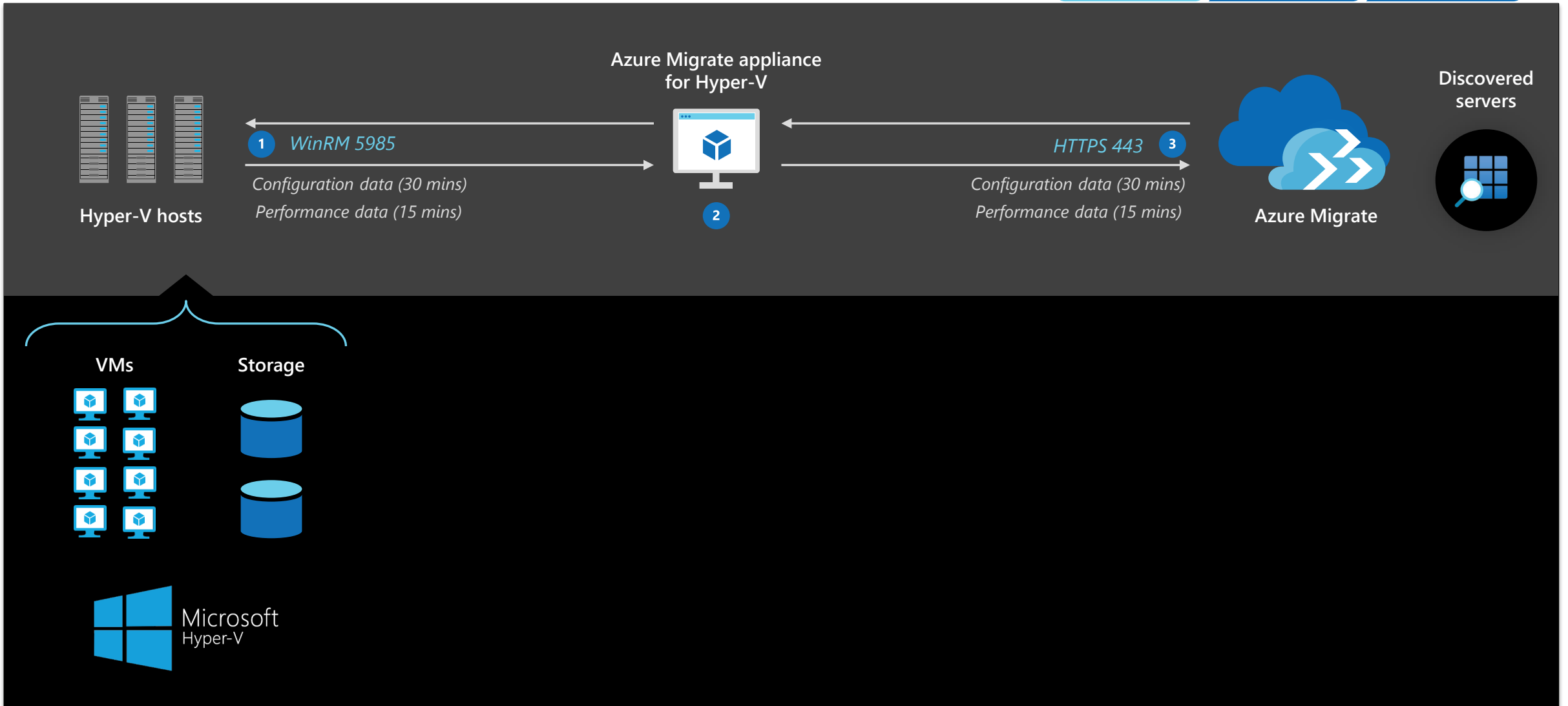
View discovered servers in the Azure Migrate project

Discovery: architecture

Discover

Assess

Migrate



Hyper-V Host requirements

- Windows Server 2012 R2 or later
- Enable PowerShell remoting
- Administrator permissions*

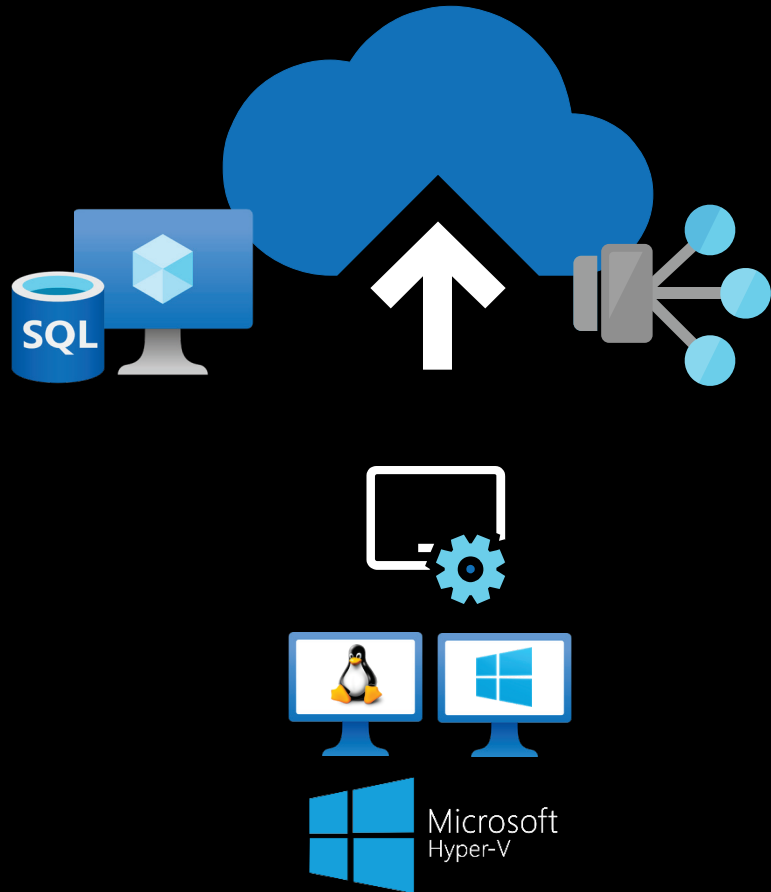
Supported VMs

- All operating systems
- Hyper-V Integration Services enabled



*If you don't want to assign Administrator permissions, create a local or domain user account, and add the user account to these groups: Remote Management Users, Hyper-V Administrators, and Performance Monitor Users.

For Hyper-V VMs



Deploy and configure the Azure Migrate appliance in the source environment (Hyper-V host and server creds)

Appliance discovers servers and server configurations, applications and roles, and collects performance data for Windows and Linux servers

Enable dependency analysis for eligible servers from Azure Portal

View application inventory, roles on servers, and dependencies across servers

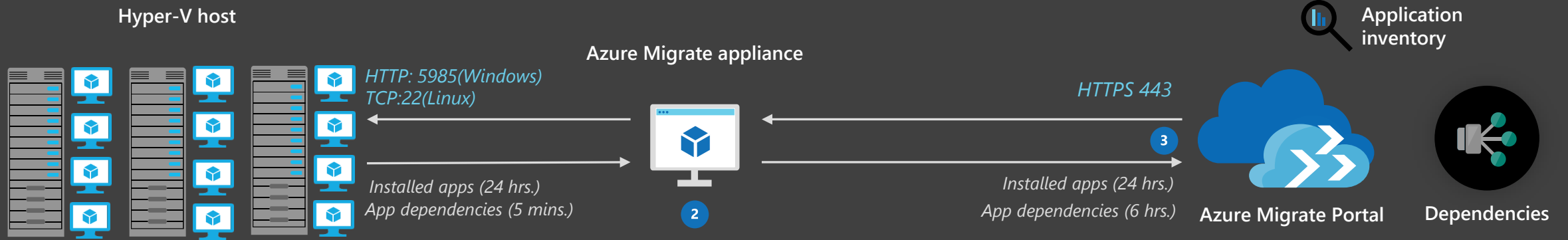
Dependency analysis: architecture

Discover

Assess

Migrate

For Hyper-V VMs



Use a non-root account for Linux server dependency analysis

Ensure the required capabilities are set using the following commands:

```
sudo setcap CAP_DAC_READ_SEARCH,CAP_SYS_PTRACE=ep /user/bin/ls
```

```
sudo setcap CAP_DAC_READ_SEARCH,CAP_SYS_PTRACE=ep /user/bin/netstat
```

* Dependency analysis can only be enabled on successfully validated servers

* Required for software inventory and agentless dependency analysis

Assessment for Azure VMs: process

Discover

Assess

Migrate

Stages and computation criteria

Azure readiness



Parameters

- Boot type
- Cores
- RAM
- Storage disk
- Networking
- Operating system

Output

- Readiness for migration to Azure VM
- Recommended tool for migration

Sizing



Parameters

- Storage
- Network
- Compute

Allocated or used depends on assessment type

Output

- Azure VM size recommendation
- Storage disk recommendation
- Confidence rating (for performance-based)

Confidence ratings are computed based on available data points

Monthly cost estimate



Parameters

- Azure VM size output from stage 2
- Software Assurance
- Reserved instances
- VM uptime
- Location
- Azure Hybrid Benefit (Windows+Linux OS)

Output

- Per VM monthly compute and storage costs
- Aggregated compute and storage costs

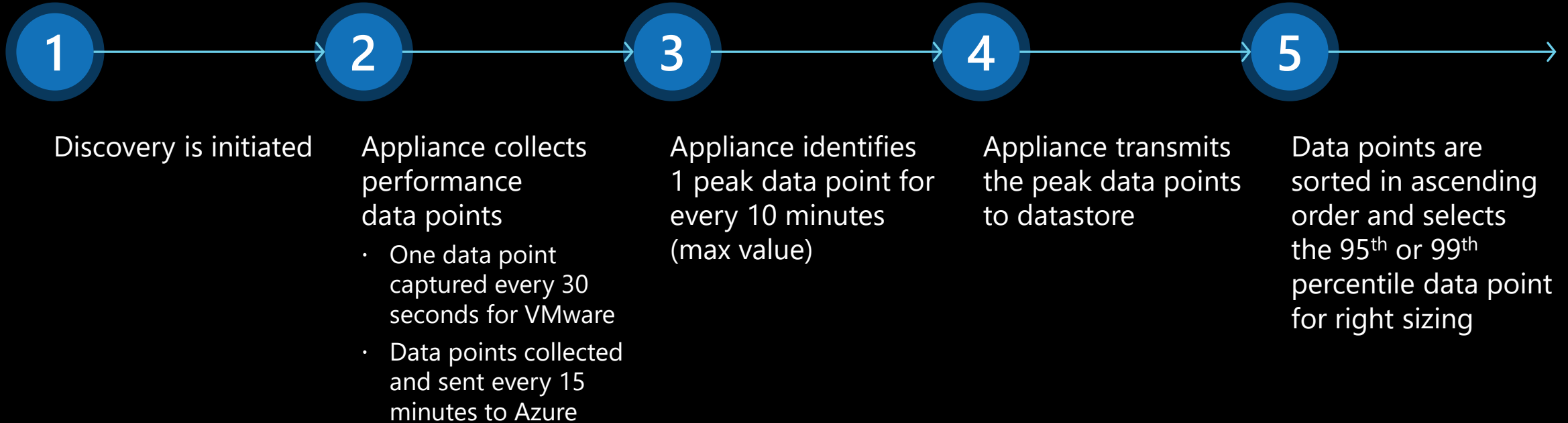
Assessment: right-sizing computation

Discover

Assess

Migrate

For performance-based



Assessment: confidence rating computation

Discover

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Migrate

For performance-based

Computation formula:

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Low confidence ratings indicate fewer data points availability. Could be due to:

Shorter profiling period
(performance history duration > actual period for which data was available)

On-prem VMs shutdown

Appliance unable to load performance data

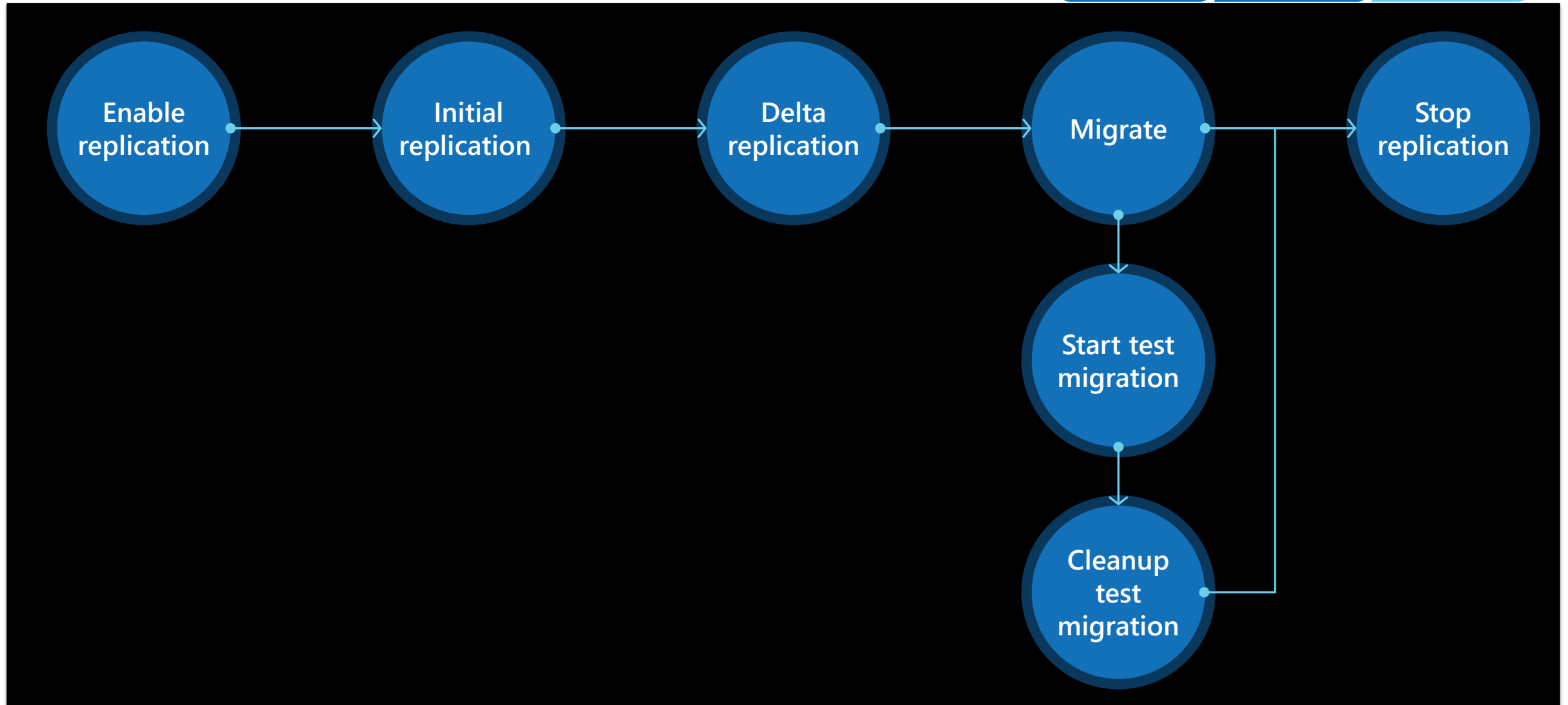
Temporary appliance shutdown

Migration: stages

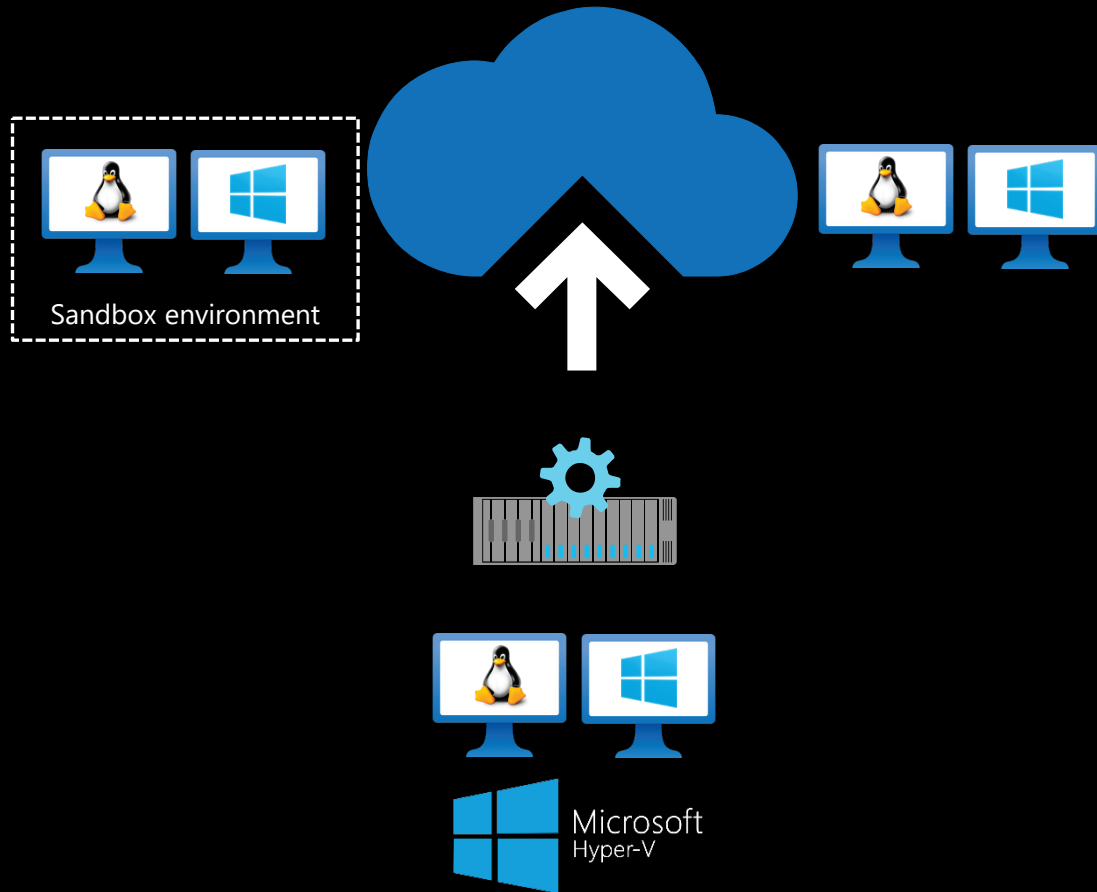
Discover

Assess

Migrate



Agentless Hyper-V



Deploy Hyper-V Replication Provider on Hyper-V host

Start replicating your Windows and Linux servers using Azure Migrate: server migration

The Hyper-V Replication Provider orchestrates the replication of your VM data to your Azure subscription

Perform test migrations to a sandbox environment with no impact to production to validate migration

Migrate to Azure with zero data loss and minimal downtime

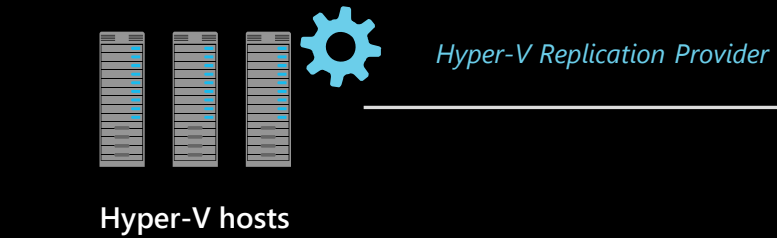
Migration: architecture

Discover

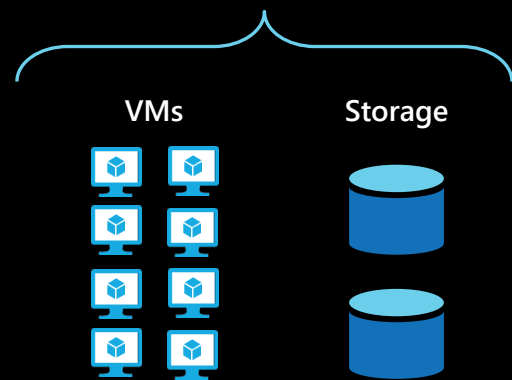
Assess

Migrate

Agentless Hyper-V



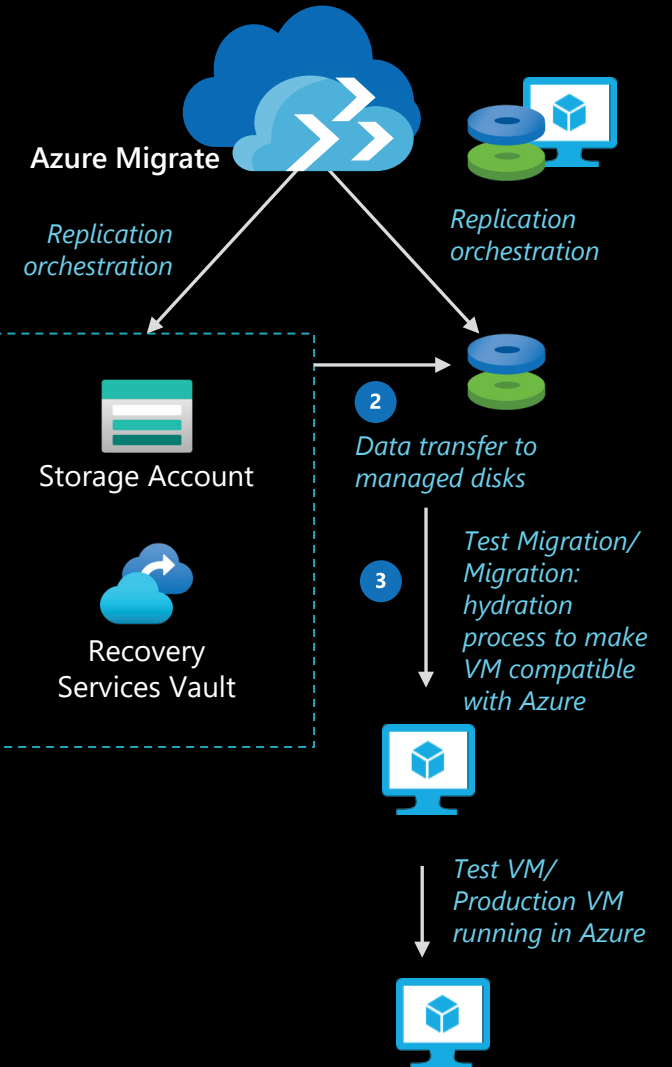
1 Replication orchestration and data upload (HTTPS 443)



Technologies used

Hyper-V snapshots (for initial replication)

Hyper-V replica (for delta replication)



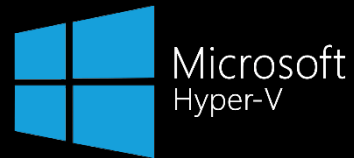
Optionally automatically upgrade Windows Server OS to desired OS post migration

Hyper-V Host requirements

- Windows Server 2012 R2 or later
- .NET 4.7 or later
- Administrator permissions

Supported VMs

- All Azure supported operating systems
- Hyper-V Integration Services enabled



Migration: Azure artifacts created

Discover

Assess

Migrate

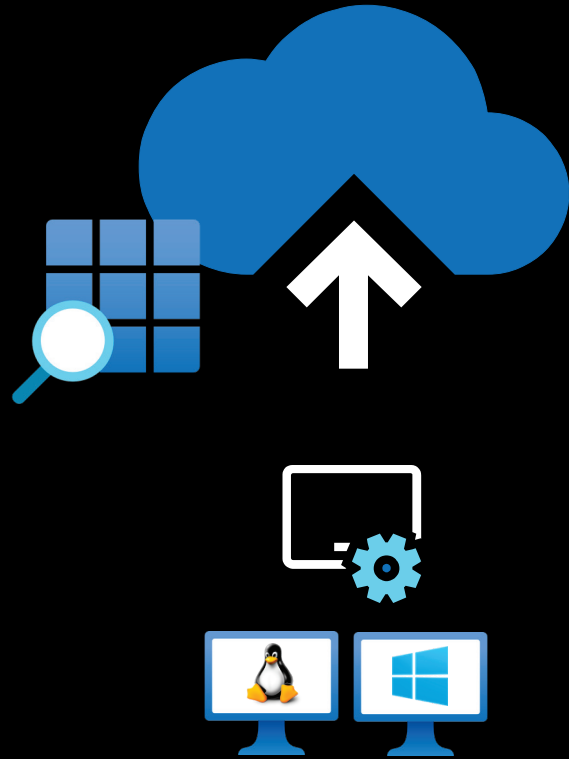
Operation	Azure Migrate: server migration	Agentless
Register Azure Migrate appliance (discovery and assessment) with Azure Migrate	1 AAD apps 1 Key Vault	AAD app —used for communication between agents on appliance and Azure Migrate Key Vault —used for management of certificate downloaded on the appliance during configuration
Register Hyper-V Replication Provider	1 Recovery Services Vault	Recovery Services Vault —used for replication orchestrations
Start first replication	1 Storage Accounts	Storage Account —used by appliance to upload replicated data

Discover, assess, and migrate servers



Physical/bare metal
and other clouds

For All Scenarios



Deploy and configure the Azure Migrate appliance in the source environment

Appliance discovers servers and server configurations, and collects performance data (resource utilizations) for Windows and Linux servers

View discovered servers

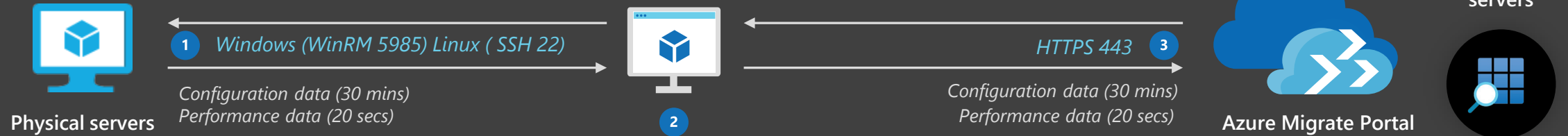
Discovery: architecture

Discover

Assess

Migrate

Azure Migrate appliance for physical servers



Bare-metal servers/AWS VMs/
GCP VMs/VMs in other clouds



aws



Google Cloud

Use a non-root account for Linux server dependency analysis

Ensure the required capabilities are set using the following commands:

```
setcap CAP_DAC_READ_SEARCH+eip /usr/sbin/fdisk
```

```
setcap CAP_DAC_READ_SEARCH+eip /sbin/fdisk (if /usr/sbin/fdisk is not present)
```

```
setcap "cap_dac_override, cap_dac_read_search, cap_fowner, cap_fsetid, cap_setuid, cap_setpcap,  
cap_net_bind_service, cap_net_admin, cap_sys_chroot, cap_sys_admin, cap_sys_resource,  
cap_audit_control, cap_setfcap="+eip" /sbin/lvm
```

```
setcap CAP_DAC_READ_SEARCH+eip /usr/sbin/dmidecode
```

```
chmod a+r /sys/class/dmi/id/product_uuid
```

For Windows servers

- Local or domain joined account

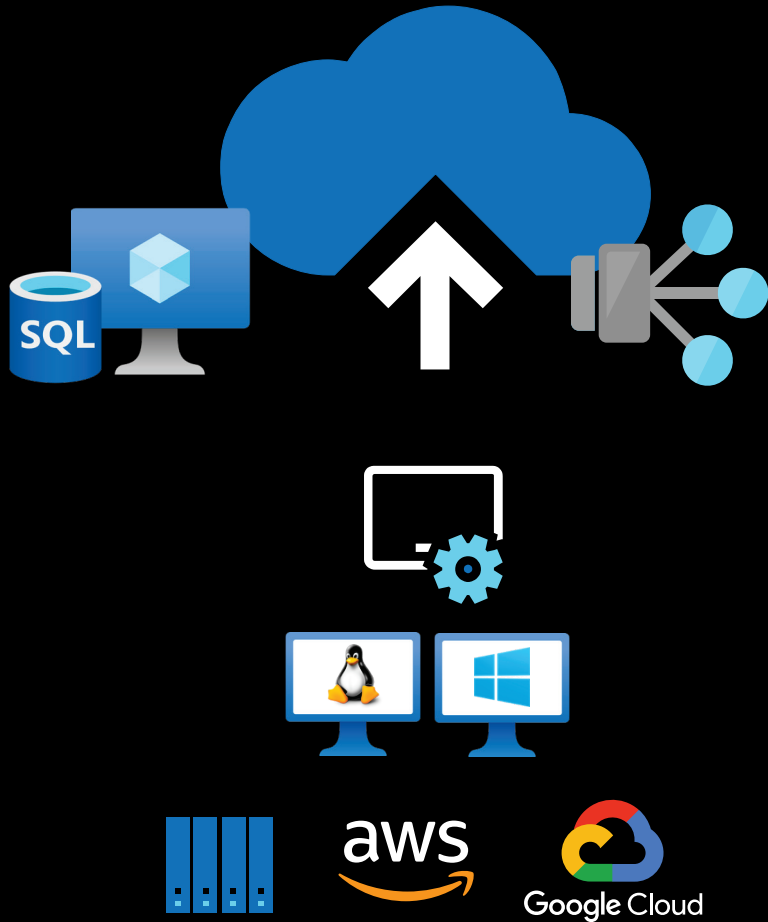
For Linux servers

- Using ssh, sudo and root permissions

Supported VMs

- Windows: 2008 and above
 - Linux: RHEL, Ubuntu, SLES, CentOS, Oracle Linux, Debian
- Exact versions available in the doc : [Link](#)





Deploy and configure the Azure Migrate appliance in the source environment

Appliance discovers servers and server configurations, applications and roles, and collects performance data for Windows and Linux servers

Enable dependency analysis for eligible servers from Azure Portal

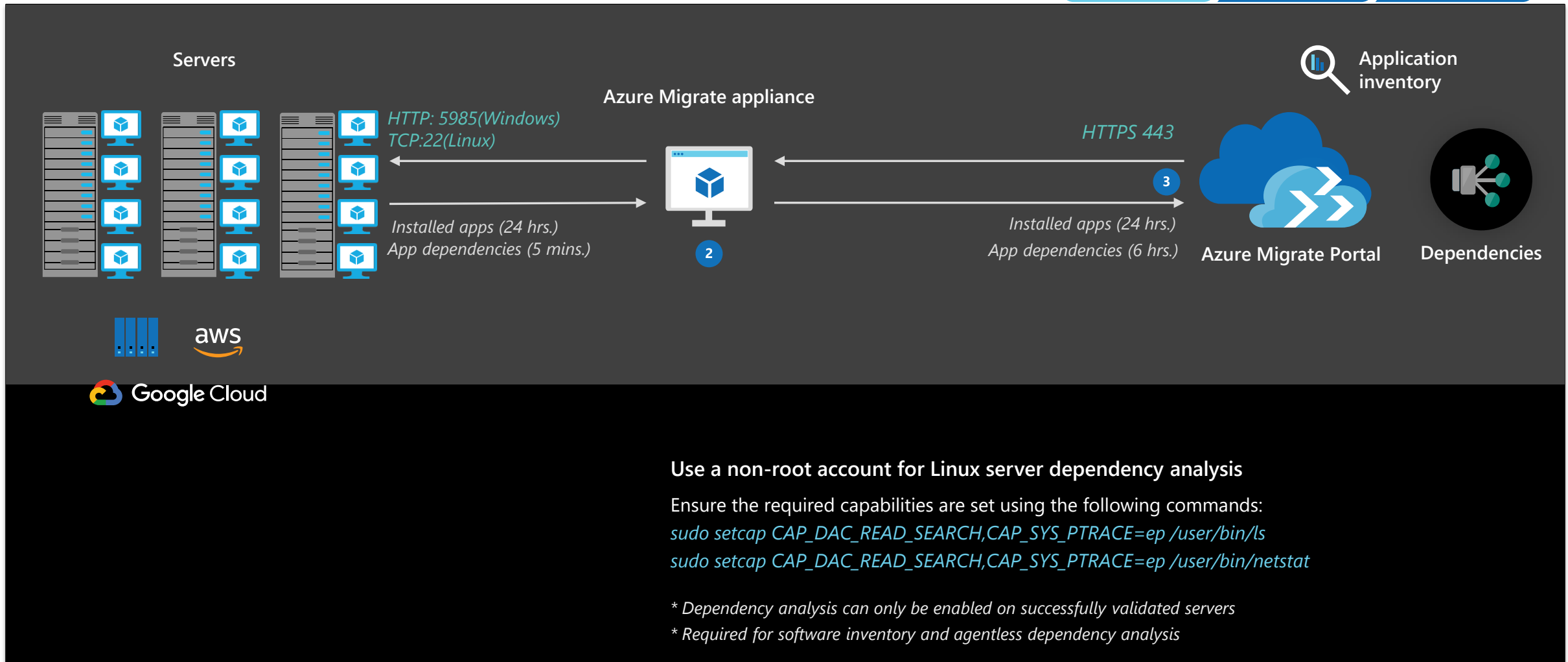
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Dependency analysis: architecture

Discover

Assess

Migrate



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* Dependency analysis can only be enabled on successfully validated servers

* Required for software inventory and agentless dependency analysis

For agent-based analysis, Azure Migrate: Discovery and assessment uses the Service Map solution in Azure Monitor. You install the Microsoft Monitoring Agent/Log Analytics agent and the Dependency agent, on each server you want to analyze.

Azure readiness



Parameters

- Boot type
- Cores
- RAM
- Storage disk
- Networking
- Operating system

Output

- Readiness for migration to Azure VM
- Recommended tool for migration

Sizing



Parameters

- Storage
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- Azure VM size recommendation
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- Confidence rating (for performance-based)

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Monthly cost estimate



Parameters

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Output

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- Aggregated compute and storage costs

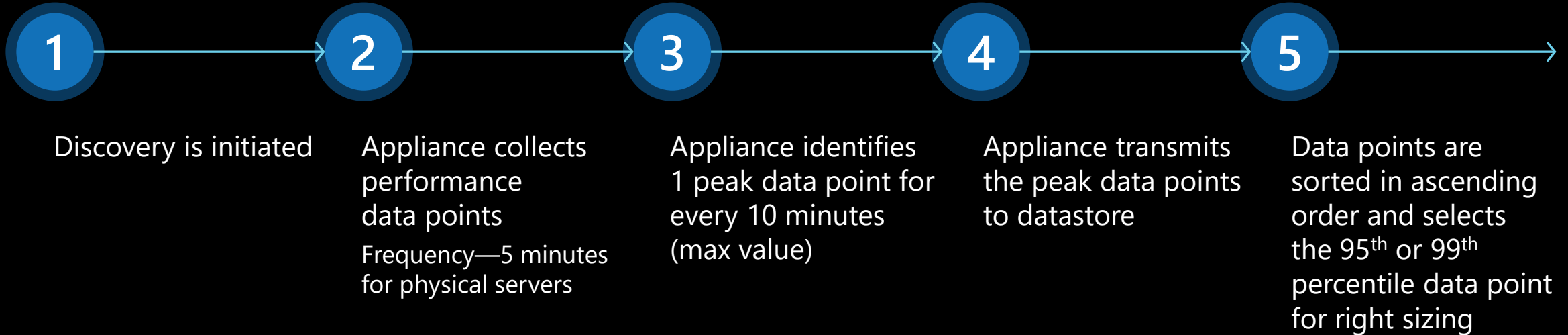
Assessment: right-sizing computation

Discover

Assess

Migrate

For performance-based



Assessment: confidence rating computation

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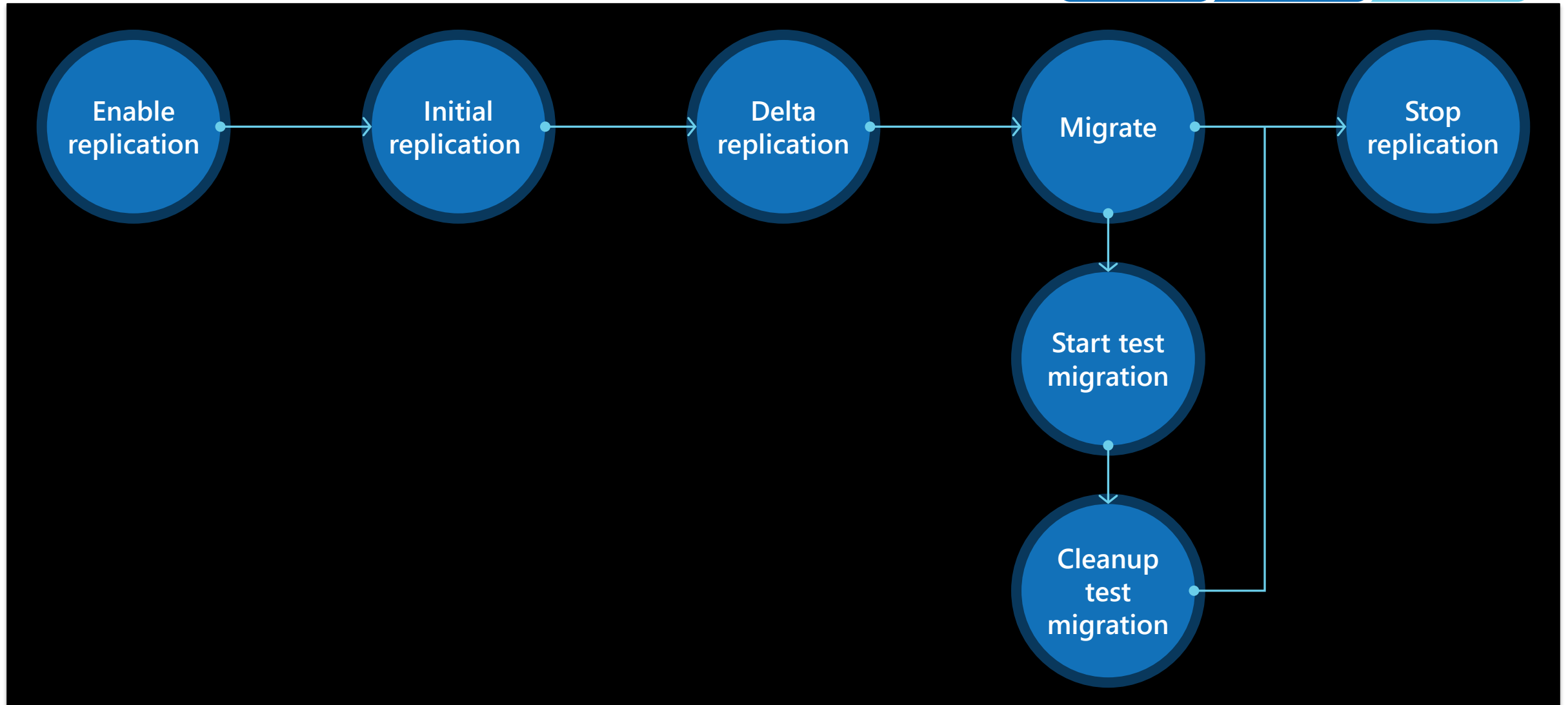
Temporary appliance shutdown

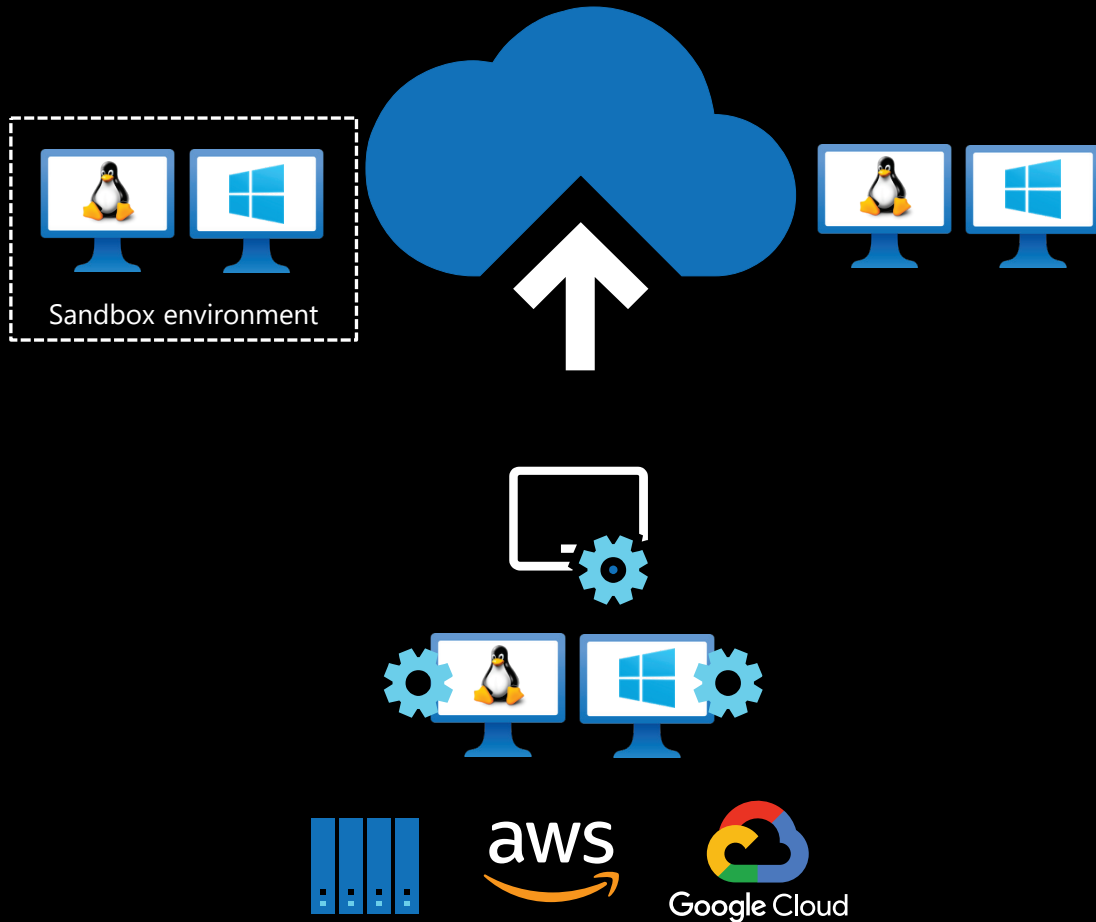
Migration: stages

Discover

Assess

Migrate





Deploy Replication appliance (also known as configuration server) in your source environment

Install Mobility Service on the servers to be migrated

Start replicating your Windows and Linux servers using Azure Migrate: Server Migration

Replication appliance orchestrates the replication of your server data to your Azure subscription

Perform test migrations to a sandbox environment with no impact to production to validate migration

Migrate with minimal downtime

Agent-based: components used

Discover

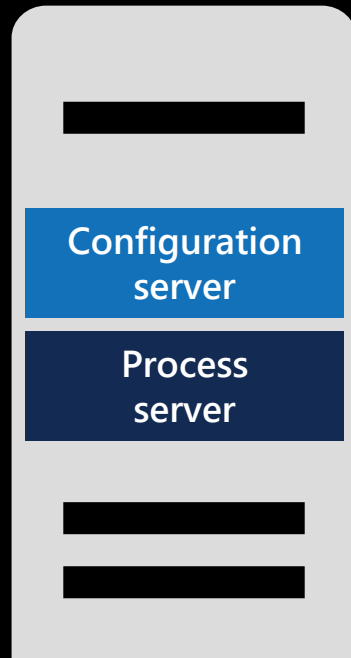
Assess

Migrate

Replication appliance and Mobility Service

Replication appliance

Deployed on a dedicated Windows Server 2016 server



Deployment options

Import OVA (VMware only) | Prepare 2016 OS machine and run installer

Configuration server

Centralized orchestration of data replication and communication from on-premises to Azure

Process server

Replication gateway. Receives replication data; optimizes it with caching, compression and encryption, and sends it to Azure

Mobility Service

Deployed on each source server to be migrated



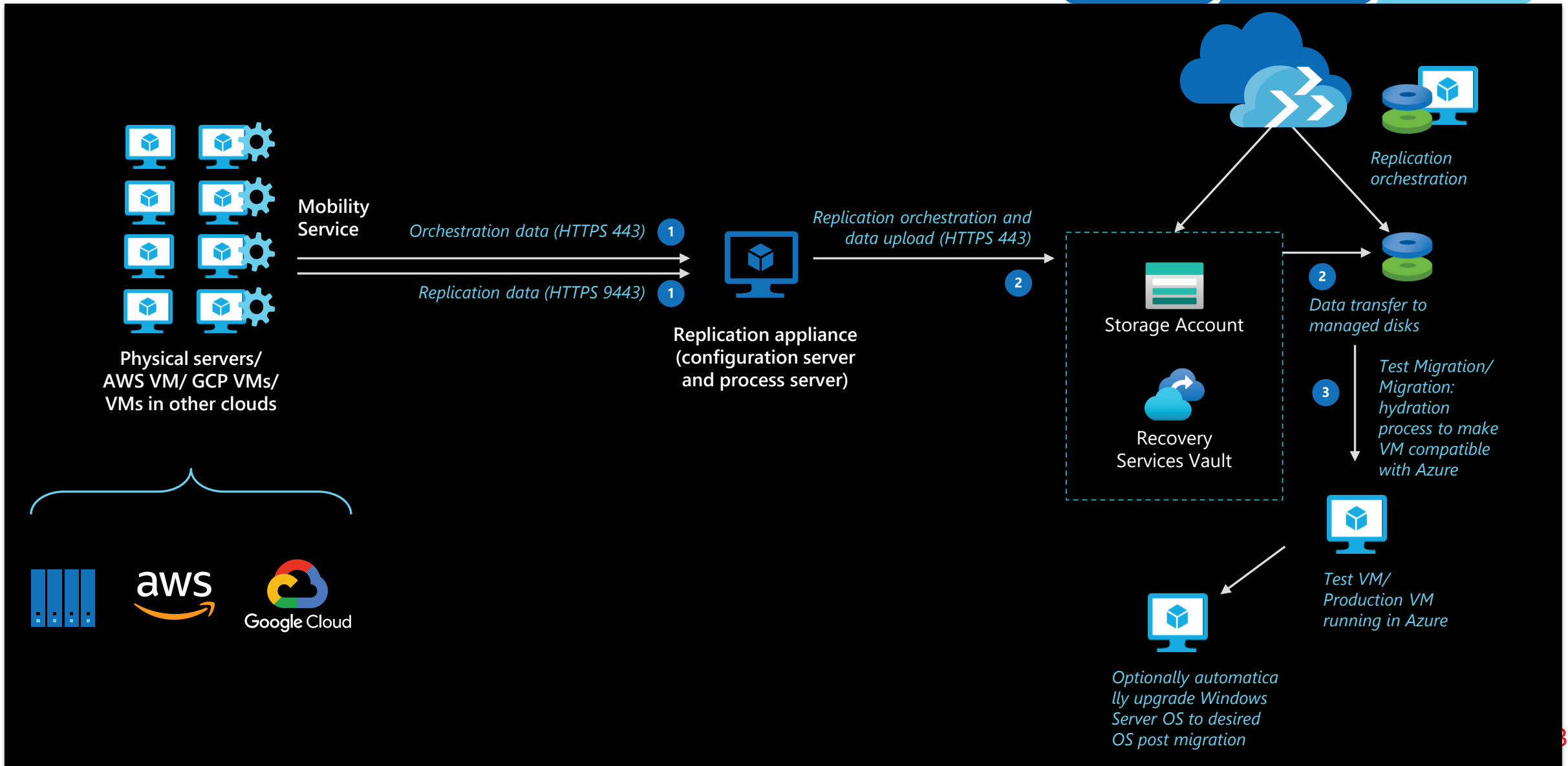
Captures data writes from memory and sends replication data from source server to Process server

Agent-based: architecture

Discover

Assess

Migrate



In source environment

- Install replication appliance on dedicated machine (Windows Server 2016)
- Install Mobility Service on servers to be migrated

Supported VMs

- Most 64-bit Linux distros
- Windows 2008 or later
- Windows 7 and above



Agent-based: Azure artifacts created

Discover

Assess

Migrate

Operation	Azure Migrate: server migration	Azure Site Recovery
Register Azure Migrate appliance (discovery and assessment) with Azure Migrate	1 AAD apps 1 Key Vault	AAD app —used for communication between agents on appliance and Azure Migrate Key Vault —used for management of certificate downloaded on the appliance during configuration
Register replication appliance (Configuration Server)	1 Recovery Services Vault	Recovery Services Vault —used for replication orchestrations
Start first replication	1 Storage Accounts	Storage Account —used by appliance to upload replicated data

Identify need for additional process server based on following limits

Process server limits

CPU	Memory	Free space— data caching	Churn rate	Replication limits
8 vCPUs (2 sockets * 4 cores @ 2.5 GHz)	16 GB	300 GB	500 GB or less	<100 machines
12 vCPUs (2 sockets * 6 cores @ 2.5 GHz)	18 GB	600 GB	501 GB–1 TB	100–150 machines
16 vCPUs (2 sockets * 8 cores @ 2.5 GHz)	32 GB	1 TB	1 TB–2 TB	151–200 machines

Azure Migrate and Modernize Offers by Logicom



Logicom earns Advanced Specialization



The screenshot shows the Logicom website's news section. The main headline reads "INFRASTRUCTURE & DATABASE MIGRATION TO MICROSOFT AZURE SPECIALIZATION". Below the headline, the article title is "Logicom Has Earned the Infrastructure & Database Migration to Microsoft Azure Specialization". The article text discusses the company's achievement in earning this specialization, highlighting their expertise in migrating customer workloads to the Azure cloud. It includes a quote from Georgios Georgiou, Director of Digital & Innovation at Logicom, and a quote from Andrew Smith, General Manager at Microsoft, praising Logicom's capabilities in cloud migration.

Logicom Has Earned the Infrastructure & Database Migration to Microsoft Azure Specialization

[Nicosia, Cyprus] – [November 5, 2024] – Logicom (<https://logicom.net>) today announced it has earned the Infrastructure & Database Migration to Microsoft Azure Specialization, a validation of a solution partner's deep knowledge, extensive experience and proven expertise in Infrastructure and Database Migration of customer workloads to the Azure cloud.

This level distinguishes channel partners that have met the stringent criteria around customer success and staff skilling, as well as passed a third-party audit of their migration practices, earning them this Azure specialization.

The Infra and Database Migration to Microsoft Azure specialization is designed for partners to demonstrate their deep knowledge, experience, and success in planning and migrating their customer's infrastructure and database workloads to Azure. This specialization can only be earned by partners that meet stringent criteria around customer success and staff skilling, as well as pass a third-party audit of their migration practices.

As companies look to modernize their applications and take full advantage of the benefits that cloud computing can deliver, they are looking for a partner with skills to assess, plan, and migrate their existing workloads to the cloud.

"Earning the Infrastructure & Database Migration to Microsoft Azure Specialization reflects our commitment to helping businesses unlock the full potential of Azure Cloud computing through professionally delivered migrations," said Georgios Georgiou, Director, Digital & Innovation at Logicom. *"With this specialization, we are equipped to provide customers with a seamless migration experience, by helping them leverage the power of Microsoft Azure to achieve greater scalability, security, and operational efficiency for their critical workloads."*

Andrew Smith, General Manager, Partner Program Management at Microsoft added, *"The Infrastructure & Database Migration Specialization highlights the partners who can be viewed as most capable when it comes to migrating existing workloads to Azure. Logicom clearly demonstrated that they have both the skills and the experience to offer clients a path to successful migration so that they can start enjoying the multiple benefits of being in the cloud."*



Migration Projects

Logicom will provide expert guidance and execution of a migration project.

It can include migrating any of the following workloads to Azure:

- ✓ Windows Server, Linux, SQL Server and open-source databases.
- ✓ Greenfield & hybrid deployments with Azure Arc are also supported.

Secure Migrations with:

- Microsoft Defender for Cloud
- Azure networking security
- Azure Firewall Premium and configure firewall manager policies & alerts.

Assessments

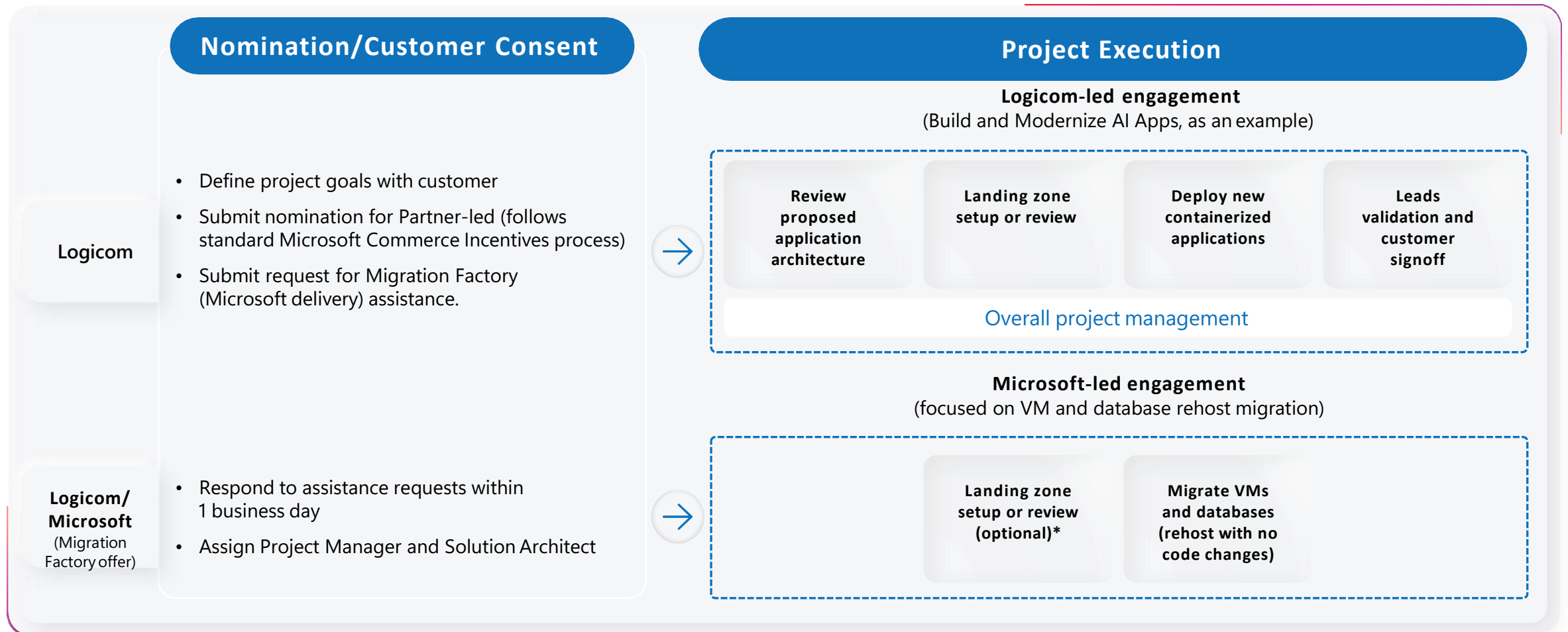
The first step to transition the customer's IT infrastructure to the cloud.

Logicom will use Azure Migrate to:

- Analyse and evaluate customer's IT infrastructure
- Create a business proposal with insights for the best approach on cloud migration

Roles and responsibilities with CMF

Logicom and Microsoft (Migration Factory) joint delivery model



*Note: Migration Factory can deliver landing zone work based on the [Azure landing zone conceptual architecture](#), deployed using [Azure landing zone portal accelerator](#), implemented through quick prerequisites gathering.

Eligibility requirements



Logicom | **Microsoft**
Cloud Marketplace

Azure Migration Special Offer

Transform your business with a **FREE** migration to Microsoft Azure and Unlock the full potential of the cloud with Logicom Azure Migration Services

Why migrate to Azure

- Scalability**  Easily scale your resources up or down to meet demand
- Security**  Benefit from Azure's security features and compliance certifications
- Cost efficiency**  Optimize your IT budget with Azure's PAYG model
- Innovation**  Access cutting-edge tools and services for AI, machine learning and analytics

Why choose Logicom

- Comprehensive assessment** and end-to-end analysis and mapping of Customer's IT infrastructure taking into consideration customer plans
- Migration plan:** customized roadmap for a smooth and efficient migration process
- Implementation:** execution of the migration with minimal downtime

Terms and conditions:

- Supported patterns:** Migrating Windows Server and Linux to Azure | SQL and OSS databases to Azure | Modernize data workloads already running in Azure (IaaS → PaaS) | Onboarding servers and databases to Azure Arc | Microsoft Defender for Cloud
- Supported Azure destinations:
 - Infrastructure services:** Azure Virtual Machines (for Windows and Linux), Azure Arc-enabled servers
 - Data services:** Azure SQL DB/Managed Instance/in a VM, Azure Database for MySQL, Azure Database for PostgreSQL, any database (e.g., Postgres, MariaDB) in a VM, Azure Arc-enabled SQL Managed Instance, Azure Arc-enabled SQL Servers
- Estimated project size must be >USD 10K/ year planned Azure consumption
- Microsoft customer approval eligibility and customer consent is required - only net new engagements will be considered

➤ Engagement stage and Timelines

Step 1 -> Nominate customer – Logicom review

Use the customer TPID & Azure Subscription ID (preferred), or Tenant ID, Domain

Step 2 -> Logicom requests customer consent from Partner Center (30 days max)

Step 3 -> Execution - 60-260 days pending engagement size

Step 4 -> Customer survey

➤ Customer Qualification

Majors, SMC-Corporate and select SMB customers with a valid TPID detected by Microsoft internal systems (Strategic accounts are not eligible) – **Prior Approval required**

➤ Activity Requirements

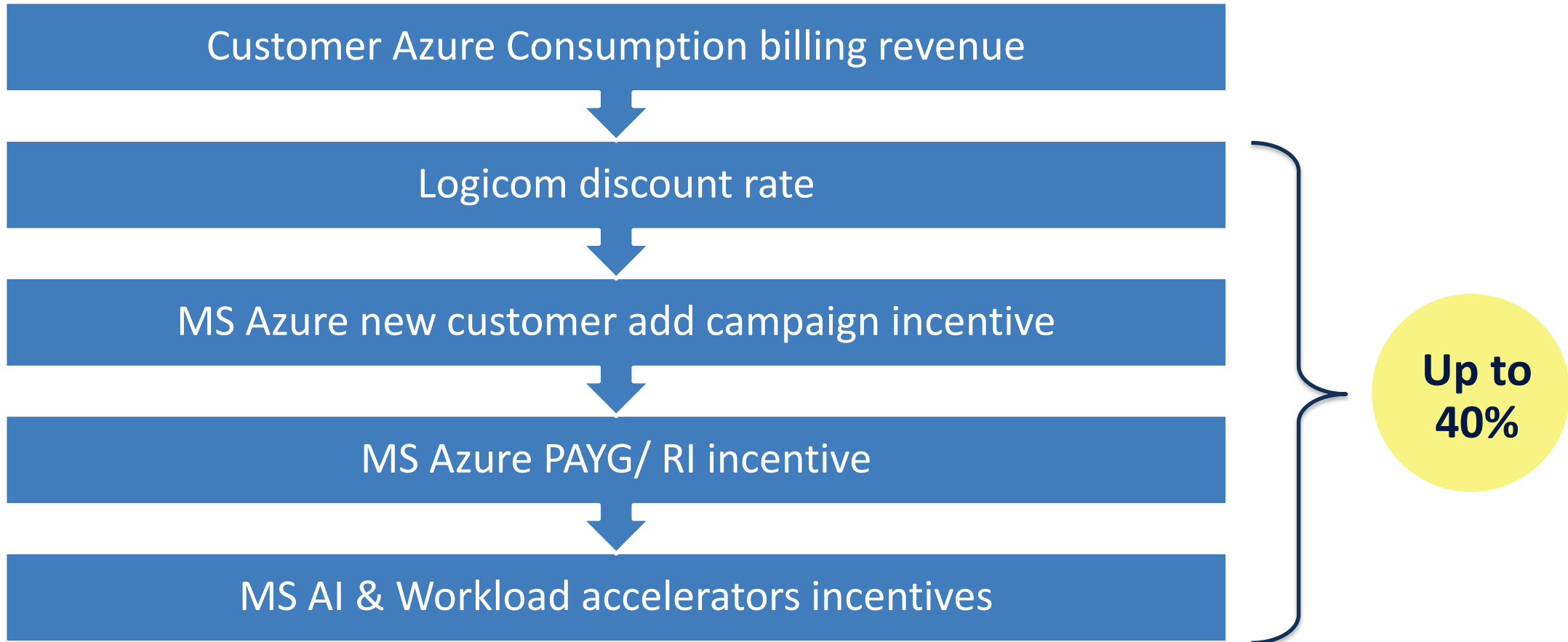
The estimated project size of the migration should be

>**\$25K** /year planned Azure consumption to have a free assessment

>**\$10K** /year planned Azure consumption to have a free migration

The [Azure Pricing Calculator](#) will be used to estimate Azure consumption.

Partner earning opportunity



Prerequisite to be eligible for Azure rebates is to have achieved one of the following Solution Partner Designations

- ❖ Infrastructure
- ❖ Data & AI
- ❖ Digital App & Innovations

Optimize your Cloud Investment

Logicom
Partners in your success

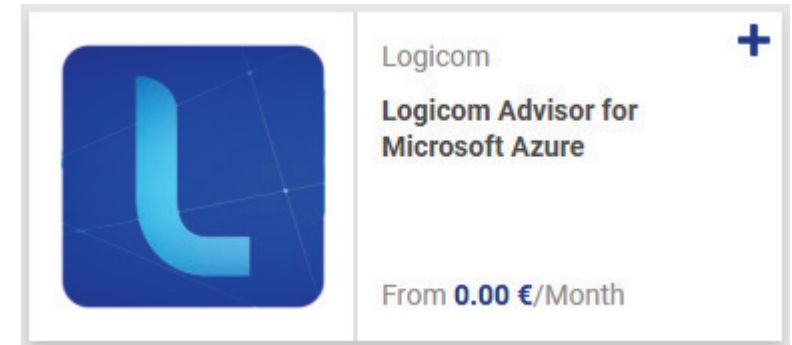


Logicom Advisor for Microsoft Azure Introduction

Logicom Advisor for Microsoft Azure is a new service in Logicom Cloud Marketplace designed to provide actionable recommendations to help Logicom partners in identifying Azure optimization and sales opportunities.

Service Characteristics:

- **Availability:** Available to all Cloud Marketplace Resellers
- **Service Type:** Standalone Service
- **Service Scope:** Reseller level only and only one instance per reseller
- **Pricing:** Service is provided free of charge
- **Provisioning:** Provisioning process requires no details.



❖ Visit Logicom Cloud Marketplace to get more info on the service (login is required): [Logicom Advisor for Microsoft Azure](#)

Requirements:

- There are no pre-requisites to provision Logicom Advisor for Microsoft Azure.
- Partner hierarchy must include customers with Azure Plans and non-zero usage.
- Logicom must have AOBO permissions (at least reader role) in the customer Azure Subscription(s) for the service to function properly.

Service Value Proposition

Logicom Advisor for Microsoft Azure demonstrates unique value to Logicom Resellers

- Logicom Advisor for Microsoft Azure uses Microsoft Azure Advisor as its data source.
- Aggregates Azure data from all the reseller's customers into a single intuitive experience.
- Use Logicom Advisor for Microsoft Azure to:
 - ✓ Implement best practices to enhance system reliability, security, and performance.
 - ✓ Achieve operational excellence through expert guidance.
 - ✓ Reduce operational costs by optimizing resource utilization.
 - ✓ Get recommendations with proposed actions inline.
 - ✓ Focus on specific customers, subscriptions, resource groups or recommendations.
 - ✓ Identify upsell opportunities, Defender for Cloud as example
- Addresses Reseller level aggregation challenges due to:
 - Missing relationships through Partner Center, GDAP or Azure Lighthouse
 - Even with Azure Lighthouse slice and dice in Azure Portal is challenging
 - Aggregation backend development and data storage challenges
 - Conversion to local currency using Microsoft exchange rates



Service Value Proposition – Key Benefits

➤ **Key benefits of Azure Advisor:**

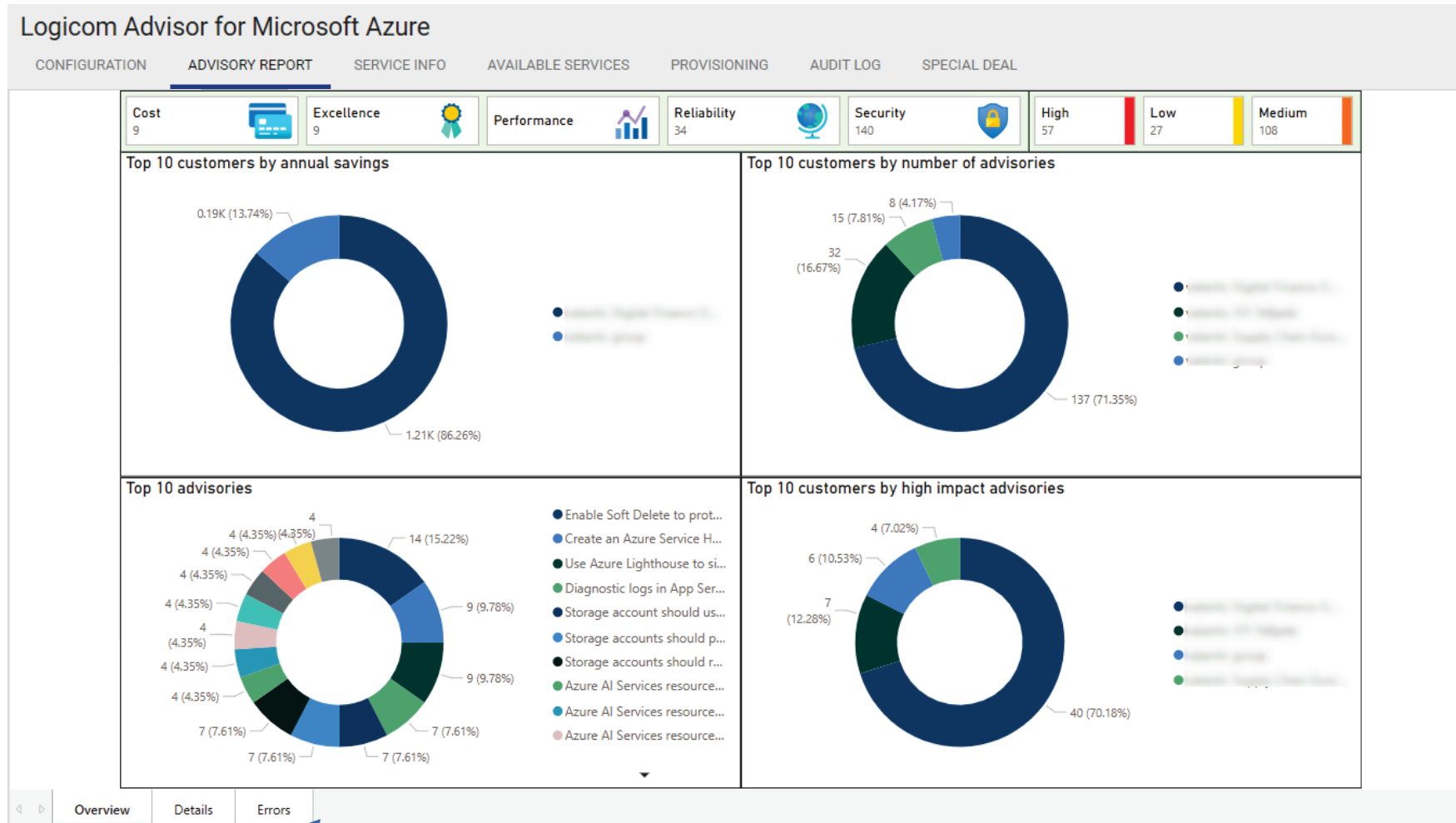
- **Proactive Problem Identification:** Quickly identify potential issues and take corrective action to minimize downtime and disruptions.
- **Enhanced Security Posture:** Strengthen security practices by addressing vulnerabilities and compliance gaps.
- **Optimized Performance:** Fine-tune your customers' Azure resources to achieve peak performance and efficiency.
- **Cost Savings:** Identify opportunities to reduce unnecessary costs and optimize resource utilization.
- **Data-Driven Decision Making:** Leverage actionable insights to make informed decisions and drive business growth.

➤ **How Azure Advisor can benefit your customers:**

- **Improved Reliability:** Minimize outages and ensure business continuity.
- **Enhanced Security:** Safeguard sensitive data and protect against cyber threats.
- **Optimized Performance:** Deliver exceptional user experiences and accelerate application performance.
- **Reduced Costs:** Optimize resource utilization and lower overall cloud expenses.
- **Elevate Your Service Offerings with Azure Advisor.**

By integrating Azure Advisor Insights into your service portfolio, you can differentiate yourself from competitors and deliver superior value to your customers.

Service Guide – Pages

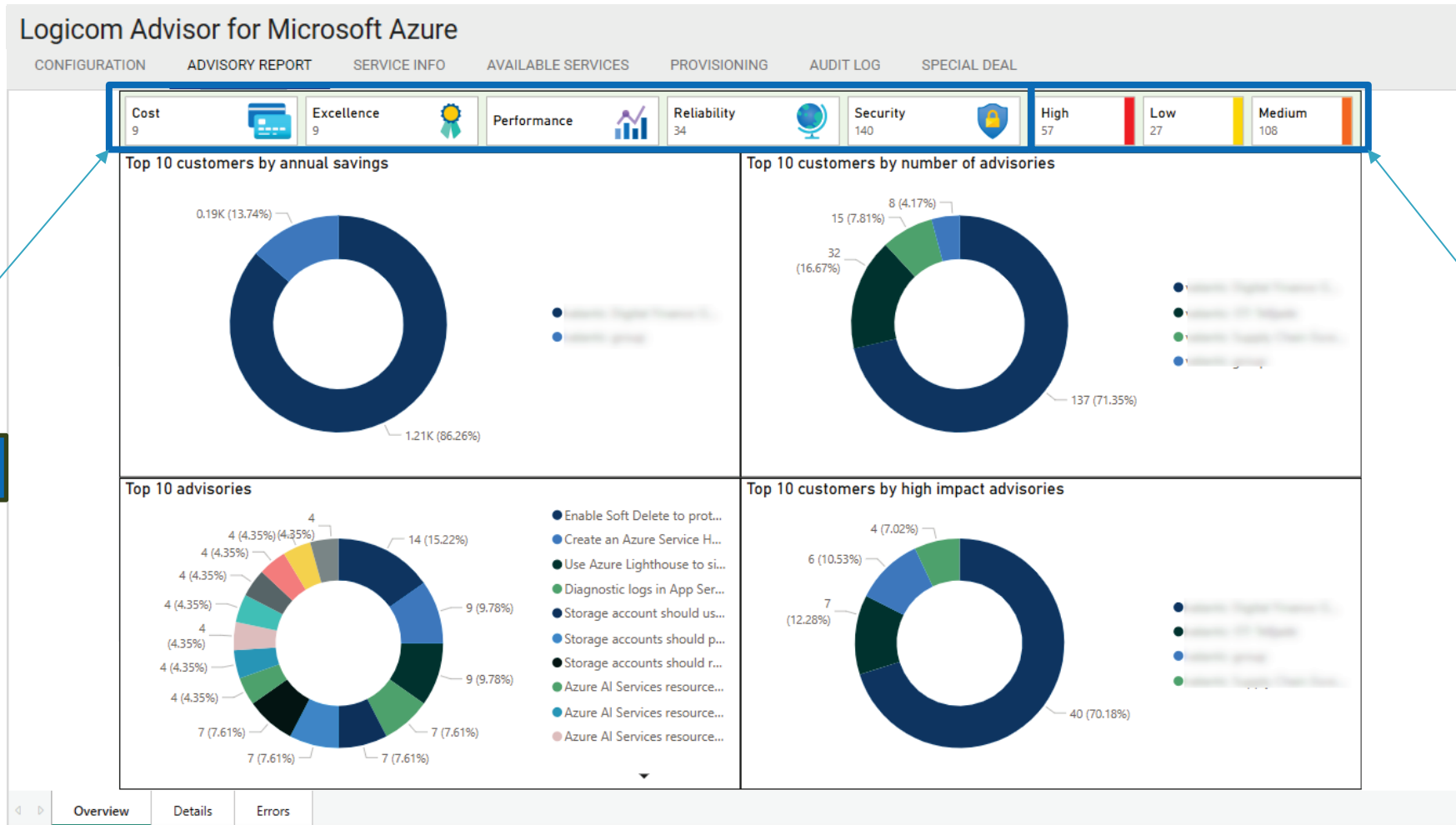


Quick overview page

Detailed report for all customers

Inaccessible tenants

Service Guide – Overview Page



Category filters

Impact filters

Service Guide – Details Page

Logicom Advisor for Microsoft Azure

CONFIGURATION ADVISORY REPORT SERVICE INFO AVAILABLE SERVICES PROVISIONING AUDIT LOG SPECIAL DEAL

Cost 9 Excellence 9 Performance Reliability 34 Security 140 High 57 Low 27 Medium 108

EUR Advisory Type Search Customer Search

Advisory Type Group	Advisories	Annual Savings	Customer	Annual Savings	Excellence	Performance	Reliability	Security
Enable Soft Delete to protect your blob data	14			1,208.97	4		17	112
Create an Azure Service Health alert	9			192.54	1		2	
Use Azure Lighthouse to simply and securely manage customer subscriptions at scale	9				3		12	
Diagnostic logs in App Service should be enabled	7				1		3	28
Storage account should use a private link connection	7							
Storage accounts should prevent shared key access	7							
Storage accounts should restrict network access using virtual network rules	7							
Azure AI Services resources should have key access disabled (disable local authentication)	4							
Total	192	1,401.51	Total	1,401.51	9	34	34	140

Advisory Type	Subscription	Resource type	Resource Name
Azure AI Services resources should restrict network access		Microsoft.CognitiveServices/accounts	
Diagnostic logs in Azure AI services resources should be enabled		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should have key access disabled (disable local authentication)		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should restrict network access		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should restrict network access		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should have key access disabled (disable local authentication)		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should use Azure Private Link		Microsoft.CognitiveServices/accounts	
Azure AI Services resources should have key access disabled (disable local authentication)		Microsoft.CognitiveServices/accounts	
Total			

Overview Details Errors

Advisor groups with search option

Customers with search option

Advisor details including links to Azure Advisor and resource in Azure Portal

Select advisory from table and click for more details

Service Guide – Recommendation Details

Logicom Advisor for Microsoft Azure

CONFIGURATION ADVISORY REPORT SERVICE INFO AVAILABLE SERVICES PROVISIONING AUDIT LOG SPECIAL DEAL

Details

Category
Cost

Impact
High

Subscription
[Redacted]

Subscription Id
4f6ba19d-[Redacted]

Advisory Type
Right-size or shutdown underutilized virtual machines

Resource Name
v[Redacted]

Resource type
Microsoft.Compute/virtualMachines

We've analyzed the usage patterns of your virtual machine and identified virtual machines with low usage. While certain scenarios can result in low utilization by design, you can often save money by managing the size and number of virtual machines.

PropertyName	PropertyValue
annualSavingsAmount	96.72
currentSku	Standard_B2ts_v2
deploymentId	6752f4f2-1a8f-4370-be6a-ded351d7fd1b
Duration	7
MaxCpuP95	1
MaxMemoryP95	86
MaxTotalNetworkP95	0
recommendationMessage	Delete this Virtual Machine
recommendationType	Shutdown
regionId	germanywc
roleName	v[Redacted]
savingsAmount	8.06
savingsCurrency	EUR
subscriptionId	4f6ba19d [Redacted]
targetSku	Shutdown

Open Resource in Azure portal Open Advisory in Azure portal Learn more about this advisory

Overview Details Errors

Advisor overview

Advisor details

External links to Azure portal and Microsoft Learn

Service Guide – Errors Page

The screenshot displays the 'Logicom Advisor for Microsoft Azure' interface. At the top, there is a navigation bar with tabs: CONFIGURATION, ADVISORY REPORT, SERVICE INFO, AVAILABLE SERVICES, PROVISIONING, AUDIT LOG, and SPECIAL DEAL. Below this, a section titled '1 Tenants with error' contains two search bars labeled 'Customer' and 'Error Message'. The main content area shows a table with columns 'Company' and 'Error Message'. A single error message is displayed, highlighted with a blue box: 'AADSTS53003: Access has been blocked by Conditional Access policies. The access policy does not allow token issuance. Trace ID: 30289ddf-d117-4366-beb3-f9f9584f3d00 Correlation ID: 90569bd5-bec0-4bf8-a8f0-792914f4fcac Timestamp: 2024-10-19 21:56:45Z'. An orange arrow points from a blue callout box to this error message. The callout box contains the text: 'Detailed error including tracking info like Correlation ID for easy searching in Azure Portal Login logs'. At the bottom of the interface, there are navigation buttons: Overview, Details, and Errors.

Service Guide – Data Export

Export

Export type * List of inaccessible tenants

File format * Excel file

Export

Export type * Advisory data

File format * Excel file

OK Cancel

RECREATE PROVISIONING NEW SERVICE TERMINATE MOVE EXPORT

Custom action to export advisory data list of errors (inaccessible tenants) to excel.

Logicom Advisor for Microsoft Azure

CONFIGURATION ADVISORY REPORT SERVICE INFO AVAILABLE SERVICES PROVISIONING AUDIT LOG SPECIAL DEAL

DETAILS

About By leveraging Azure Advisor data, **Azure Advisory** delivers comprehensive reports that highlight potential security vulnerabilities, cost optimization opportunities, and performance improvements. With our user-friendly report, you can easily identify areas for action and take steps to enhance Azure environments of your customers.

Report

EXPORTS

About exports In this section, you'll discover data exports directly from Azure Advisor. Please note that the links provided are only valid for **24 hours**. To access these exports, you'll need to log in to our platform. Once logged in, you'll have full access to the valuable insights and data contained within these exports.

Export of inaccessible tenants [inaccessible-tenants.xlsx](#)

RECREATE PROVISIONING NEW SERVICE TERMINATE MOVE EXPORT Contact support or sales

	A	B	C	D	E	F	G	H
1	CmpInstance	HierarchyId	CmpAccountId	CmpResellerAccountId	CmpCompanyName	AzurePlanId	TenantId	ErrorMessage

Example Use Cases

➤ Target Customers with specific recommendations like:

- Microsoft Defender for Cloud
- Enabling Availability zones
- Enable VM replication for Disaster Recovery

➤ Help customers to use new Azure services within existing budget

- Example: Use cost recommendations for Reserved Instances, Saving plans, remove unused disks to optimize cost of current infrastructure and reinvest savings to new services

➤ Create/update service portfolio

- Use recommendations to adopt new services
- Differentiate on the market and bring new business

Resources & Next Steps

Resources & Next Steps

Product page: [AzureMigrateProduct](#)

Product overview: [AzureMigrateOverview](#)

Documentation: [AzureMigrateDocs](#)

Learning path: [AzureMigrateLearning](#)

Azure Migrate and Modernize &
Azure Innovate: [Offerings](#)

Next Step: Contact your Logicom Cloud Team
for more information and guidance.

Questions?

Logicom
Partners in your success

Logicom

Partners in your success

