Azure Migrate and Modernize

March 2025

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Logicom
Cloud Marketplace

Presenters

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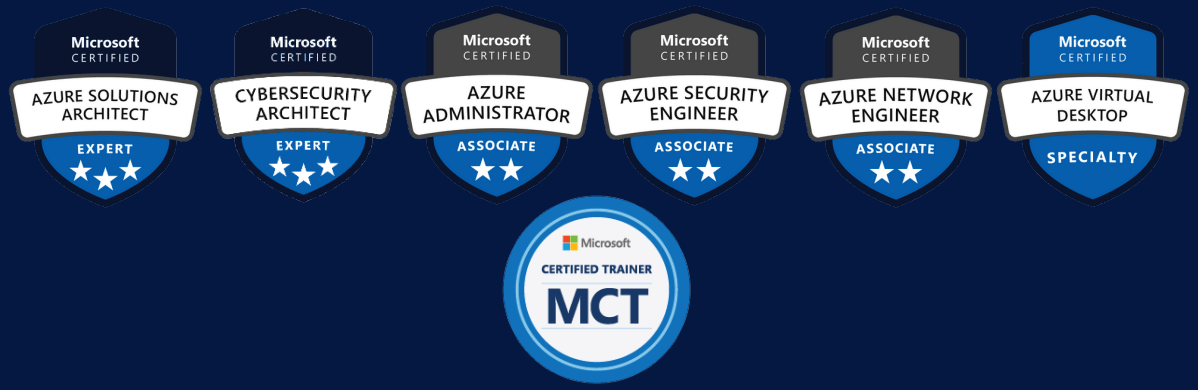

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Cloud Business Manager

Get in touch:
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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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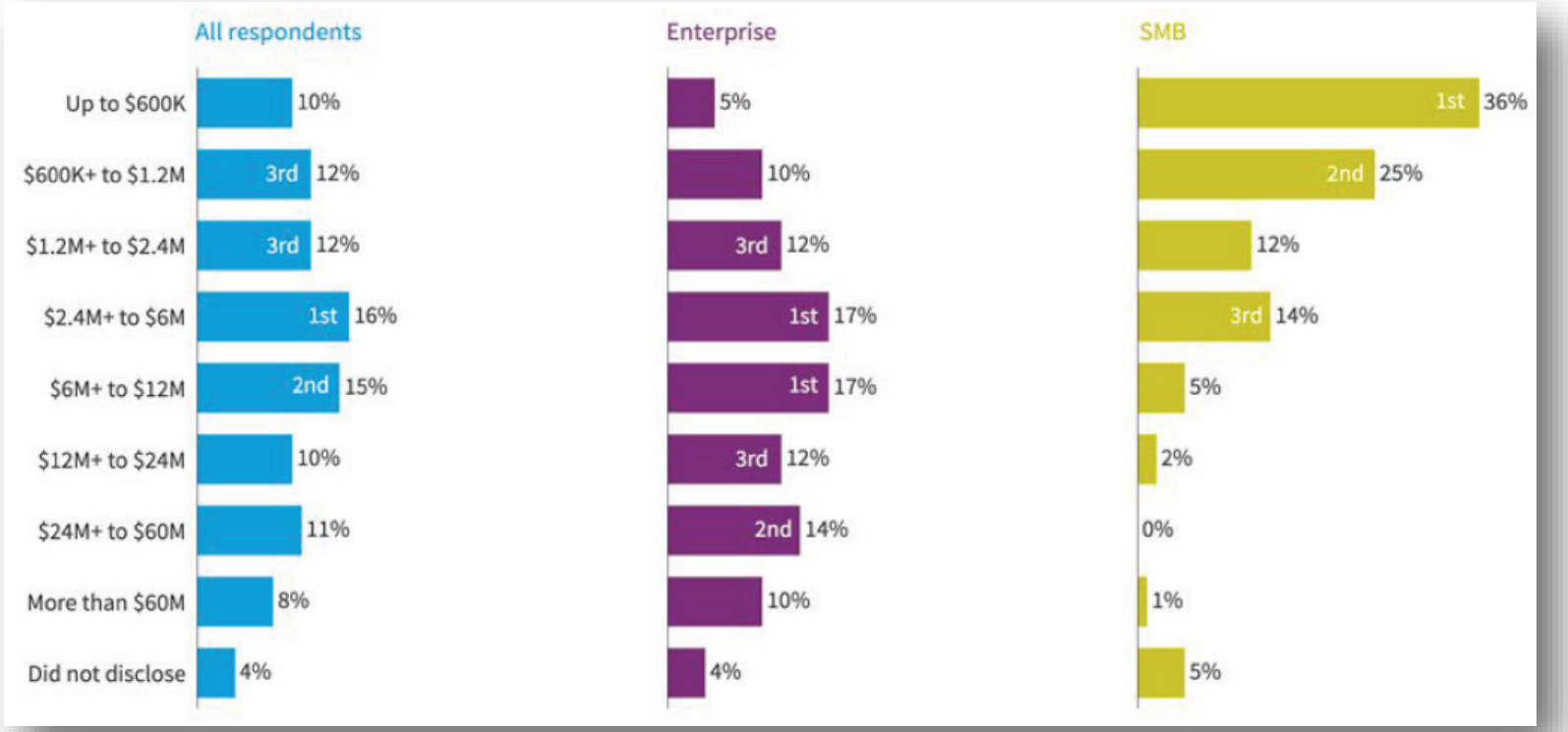
State of the Cloud in 2024

➢ Annual Public Cloud Spend

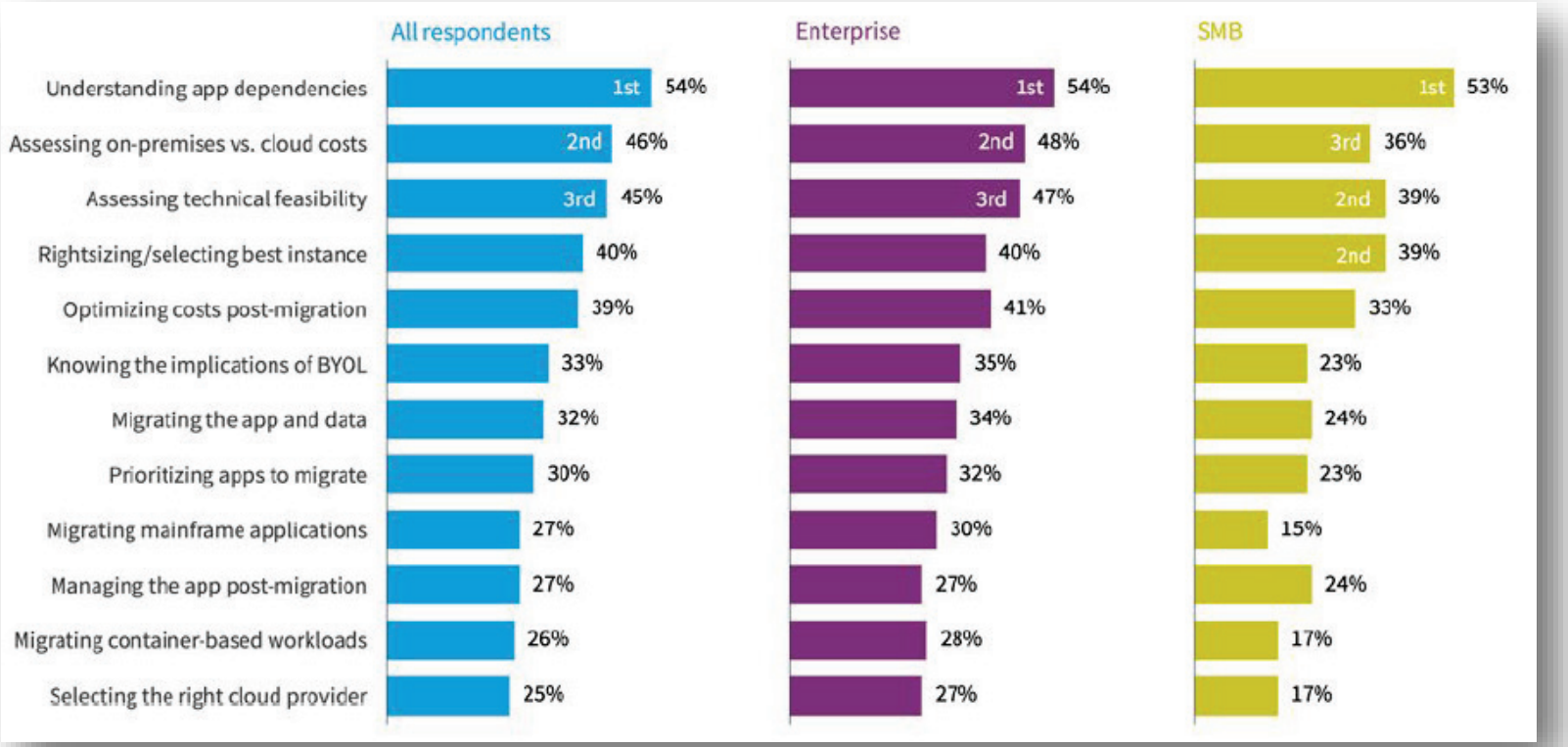


There's a 21% increase YoY in organizations spending $1 million or more per month on cloud

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.

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

Cloud Migration

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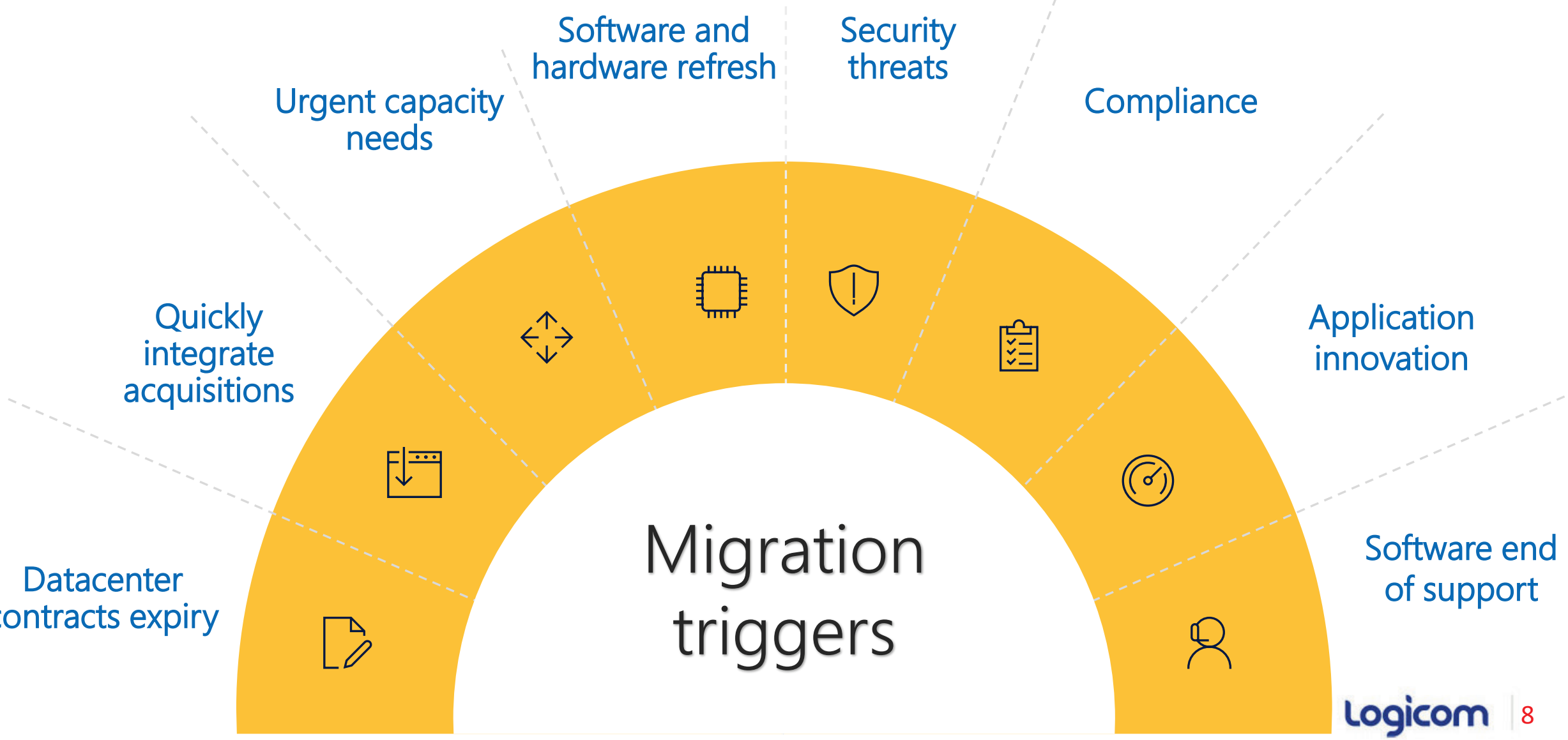
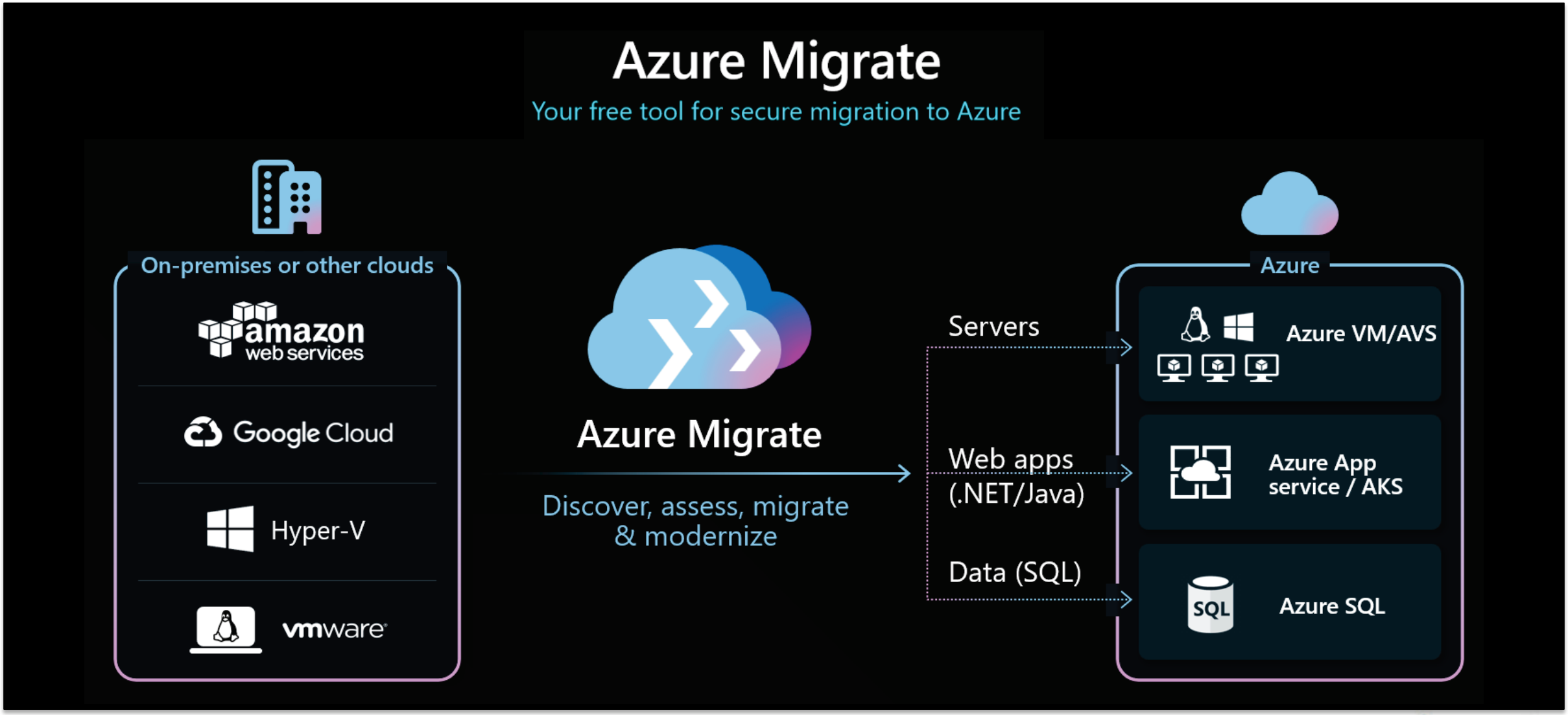
What's Driving Cloud Migrations?



Azure Migrate Introduction



Cloud Migration Journey

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Cloud Migration Journey

Discovery

Discover | Assess | Migrate

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

Business case (Preview)

Discover | Assess | Migrate

Any workload

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

SQL Server instances and databases

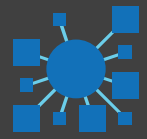
.NET, Java and Spring Boot apps

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

Assessment

Discover | Assess | Migrate

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

Migration

Discover | Assess | Migrate

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

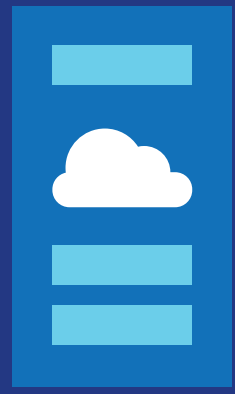
Zero data loss

And minimal downtime during migration

Discover, assess, and migrate servers

vmware®

Microsoft Hyper-V



Physical/bare metal and other clouds

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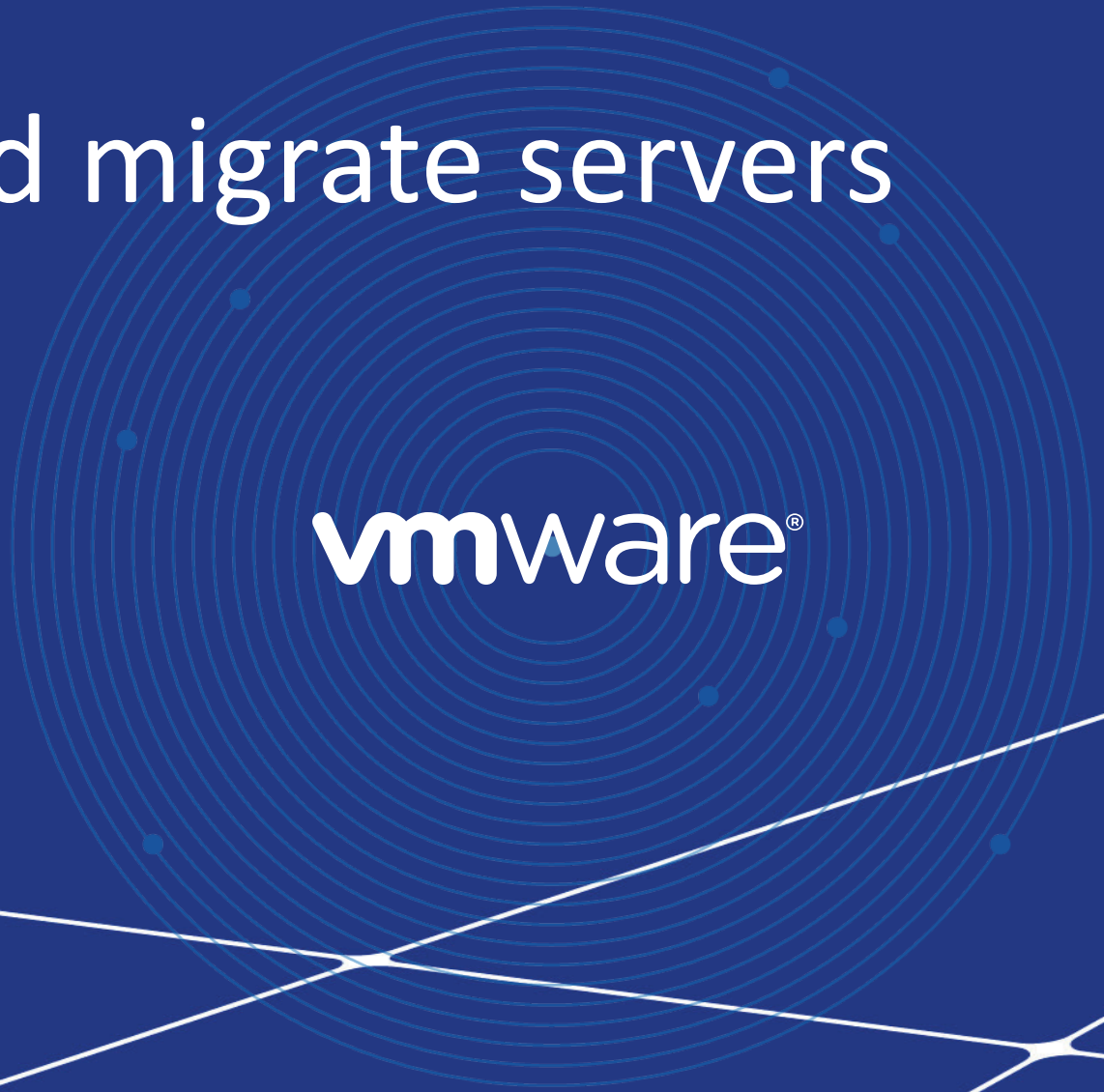
Discover, assess, and migrate servers



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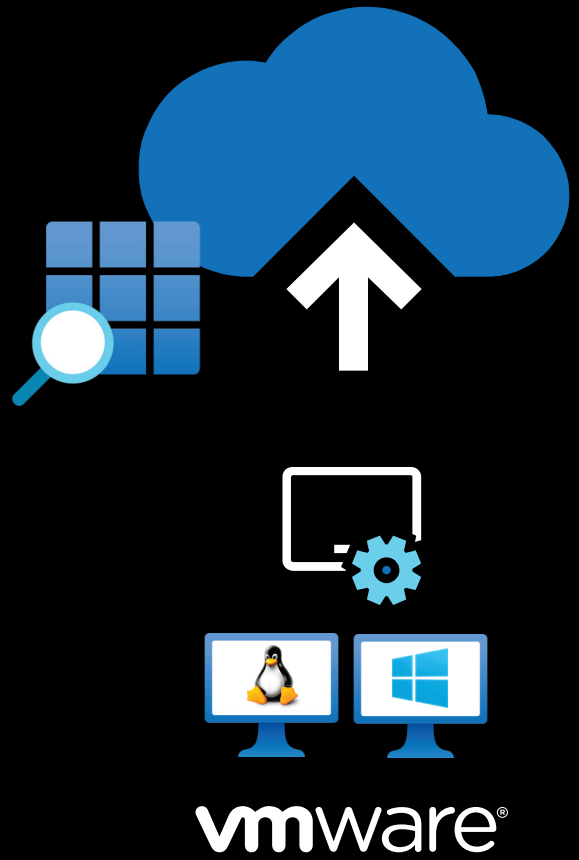
Discovery: process

For VMware scenario



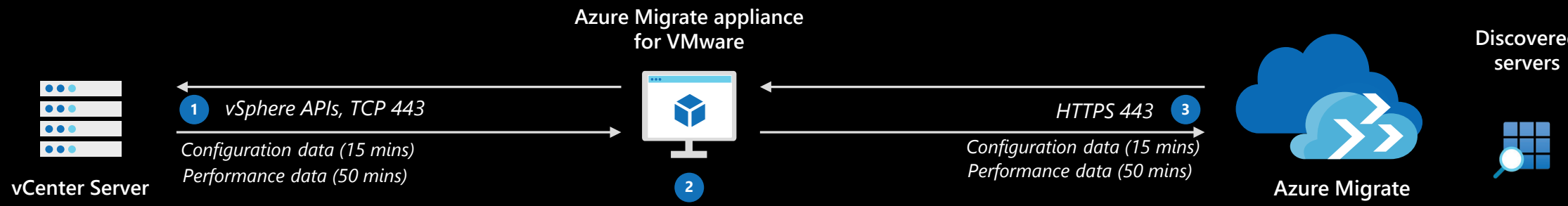
Deploy and configure the Azure Migrate appliance in the source environment

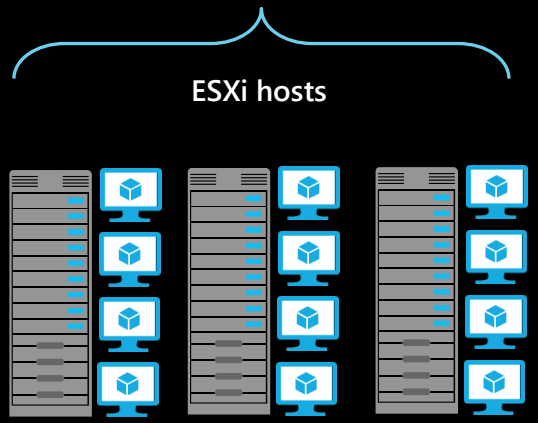
Appliance discovers servers and server configurations, and collects performance data (resource utilizations) for Windows and Linux servers

View discovered servers in the Azure Migrate project

Discovery: architecture

Discover | Assess | Migrate





vmware

vSphere API used	Purpose
Login	Initializes connection to vCenter/ESXi
RetrieveServiceContent	Initializes vSphere management client
RetrievePropertiesEx	Retrieve a list of properties specified by the property filter spec
ContinueRetrievePropertiesEx	Retrieve a list of properties specified by the property filter spec
QueryDvsConfigTarget	Gets Distributed Virtual PortGroupInfo on vSphere /ESX host
CreateContainerView	Get the entities from the vCenter
QueryPerfCounterByLevel	Get counter information for given levels for vCenter server
QueryPerf	Get Performance data points

Discovery: supported versions & pre-requisites

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

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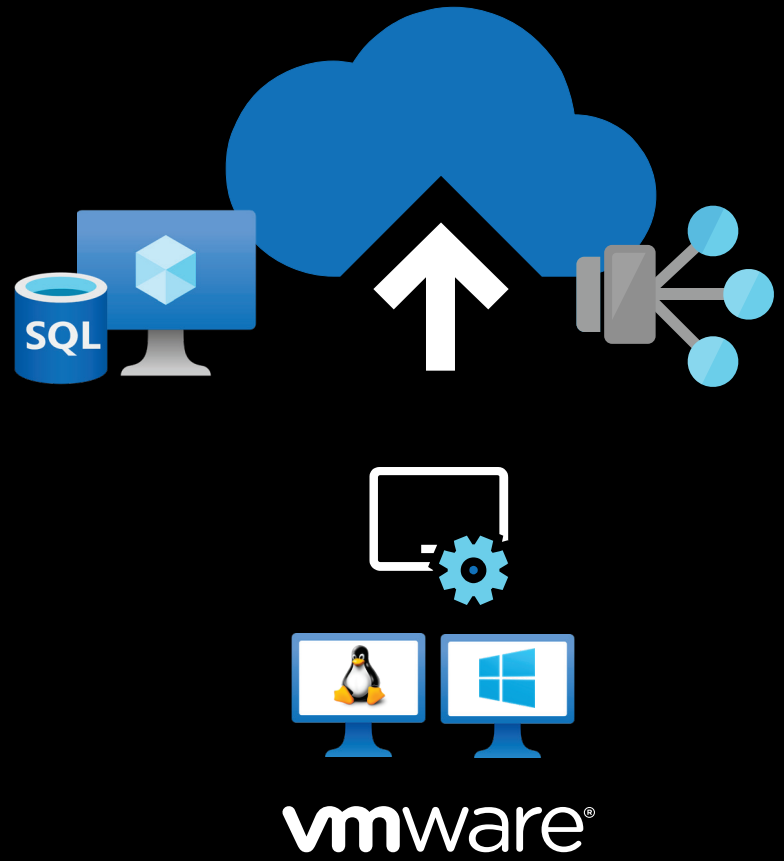
Dependency analysis: process

Discover | Assess | Migrate

Agentless for VMware VMs



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

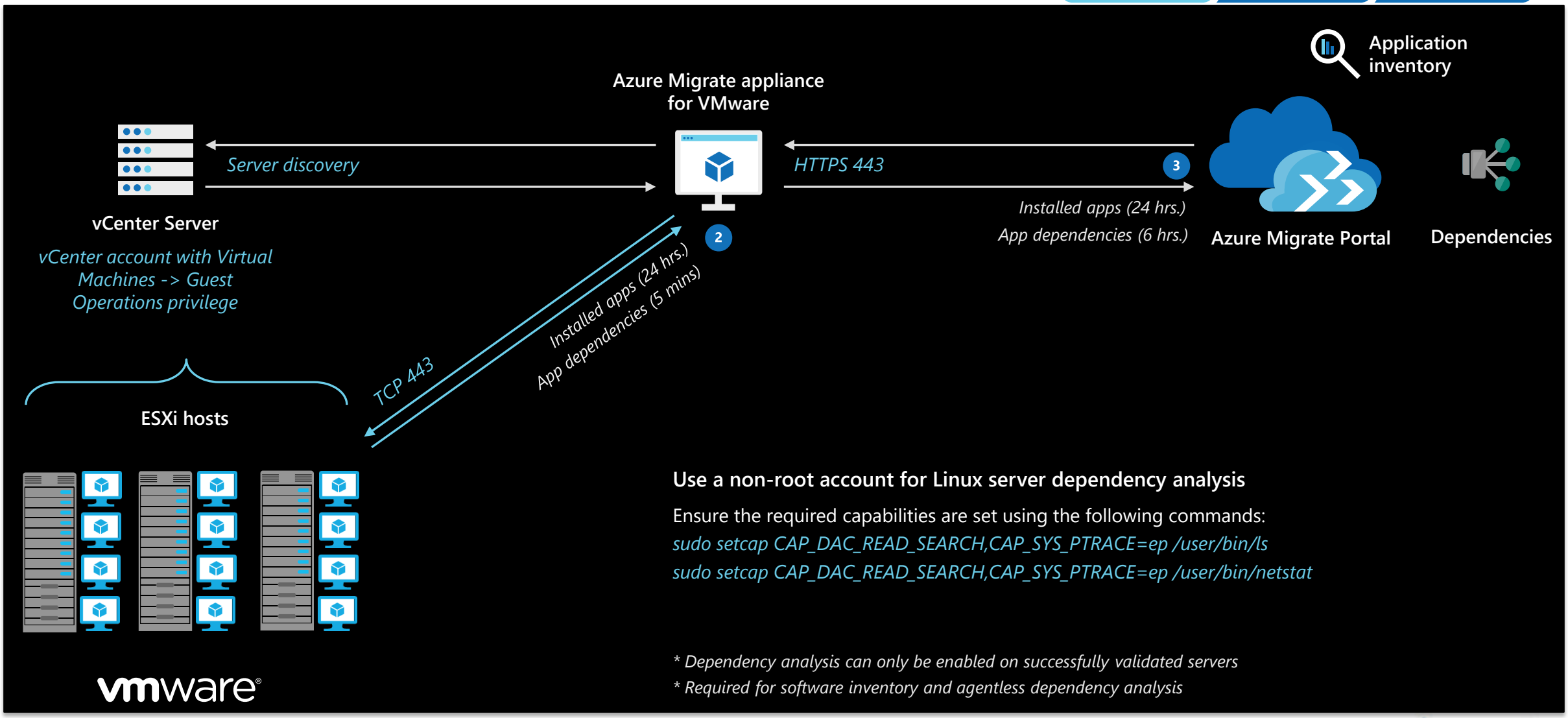
Appliance discovers servers and server configurations, applications and roles, and collects performance data for Windows and Linux servers

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



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

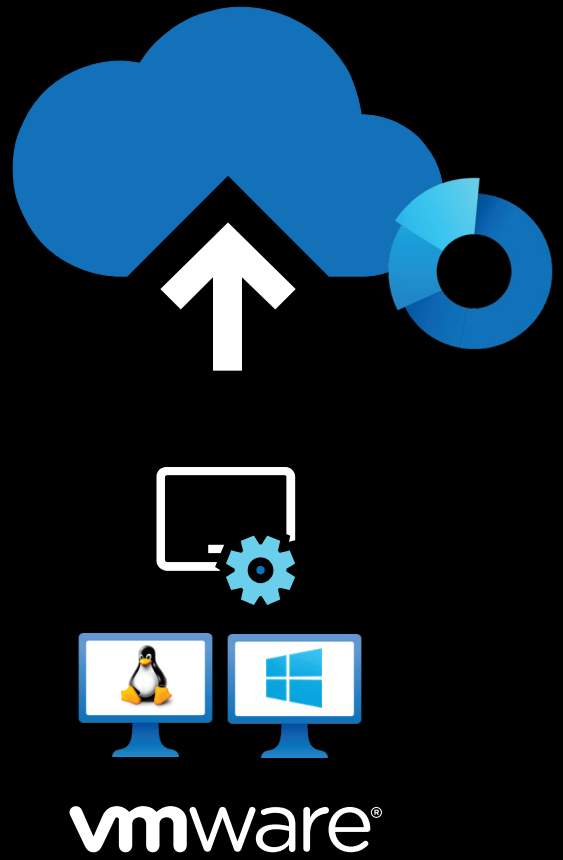
sudo setcap CAP_DAC_READ_SEARCH,CAP_SYS_PTRACE=ep /user/bin/netstat

** Dependency analysis can only be enabled on successfully validated servers*

** Required for software inventory and agentless dependency analysis*

Assessment: process

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

For performance-based

1. Discovery is initiated
2. Appliance collects performance data points

   Frequency:
   - One data point captured every 20 seconds for VMware
   - Data points collected and sent every 50 minutes to Azure
3. Appliance identifies 1 peak data point for every 10 minutes (max value)
4. Appliance transmits the peak data points to datastore
5. Data points are sorted in ascending order and selects the 95th or 99th percentile data point for right sizing

Assessment: confidence rating computation

For performance-based

Computation formula:

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

$$\text{Expected data points} = \frac{\text{Duration of assessments in mins}}{10 \text{ mins}}$$

Output is categorized as:

- **0 to 20%** datapoints ★
- **20 to 40%** datapoints ★★
- **40 to 60%** datapoints ★★★
- **60 to 80%** datapoints ★★★★
- **80 to 100%** datapoints ★★★★★

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**

Assessment for Azure VMs

Discover | Assess | Migrate

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

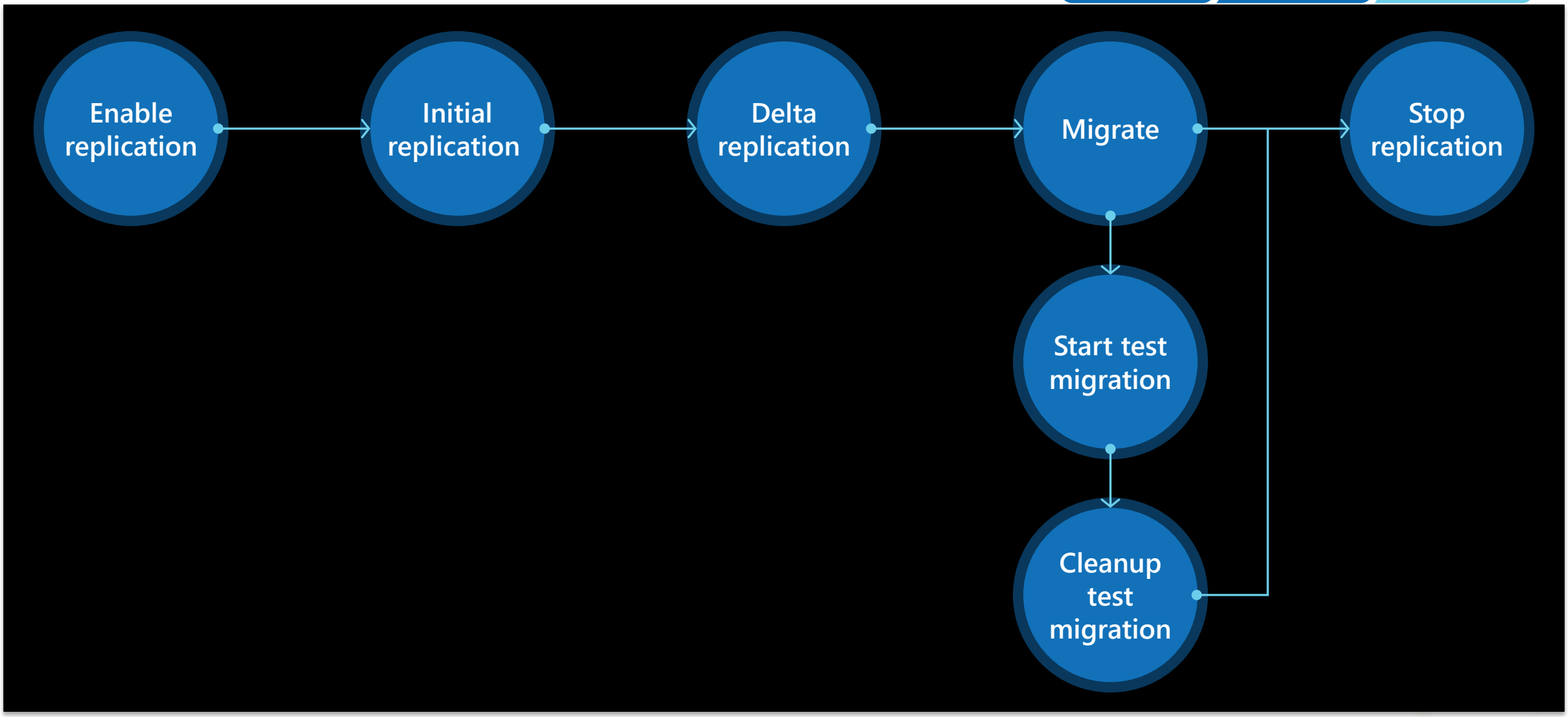
- Azure VM size output from stage 2
- Software Assurance
- Reserved instances
- VM uptime
- Location
- Azure Hybrid Benefit (Windows + Linux OS)

Output

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

Migration: stages

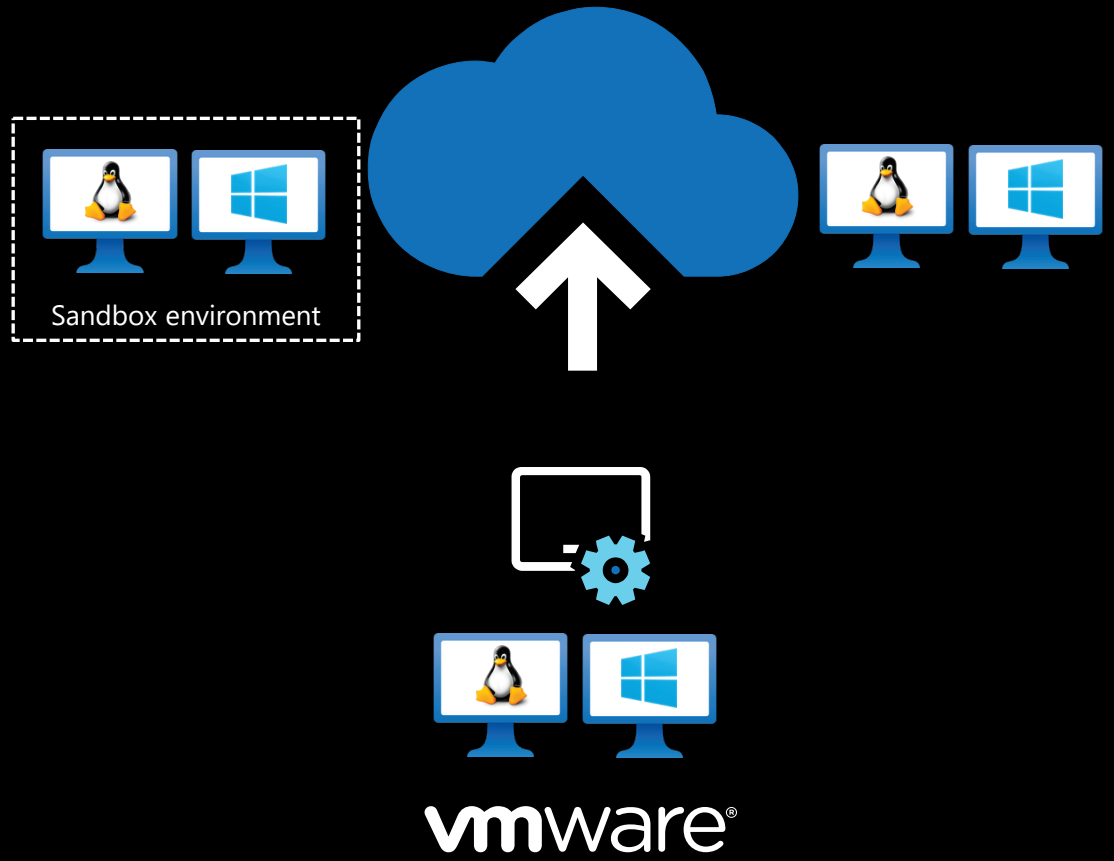
Discover | Assess | Migrate



Migration: process

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

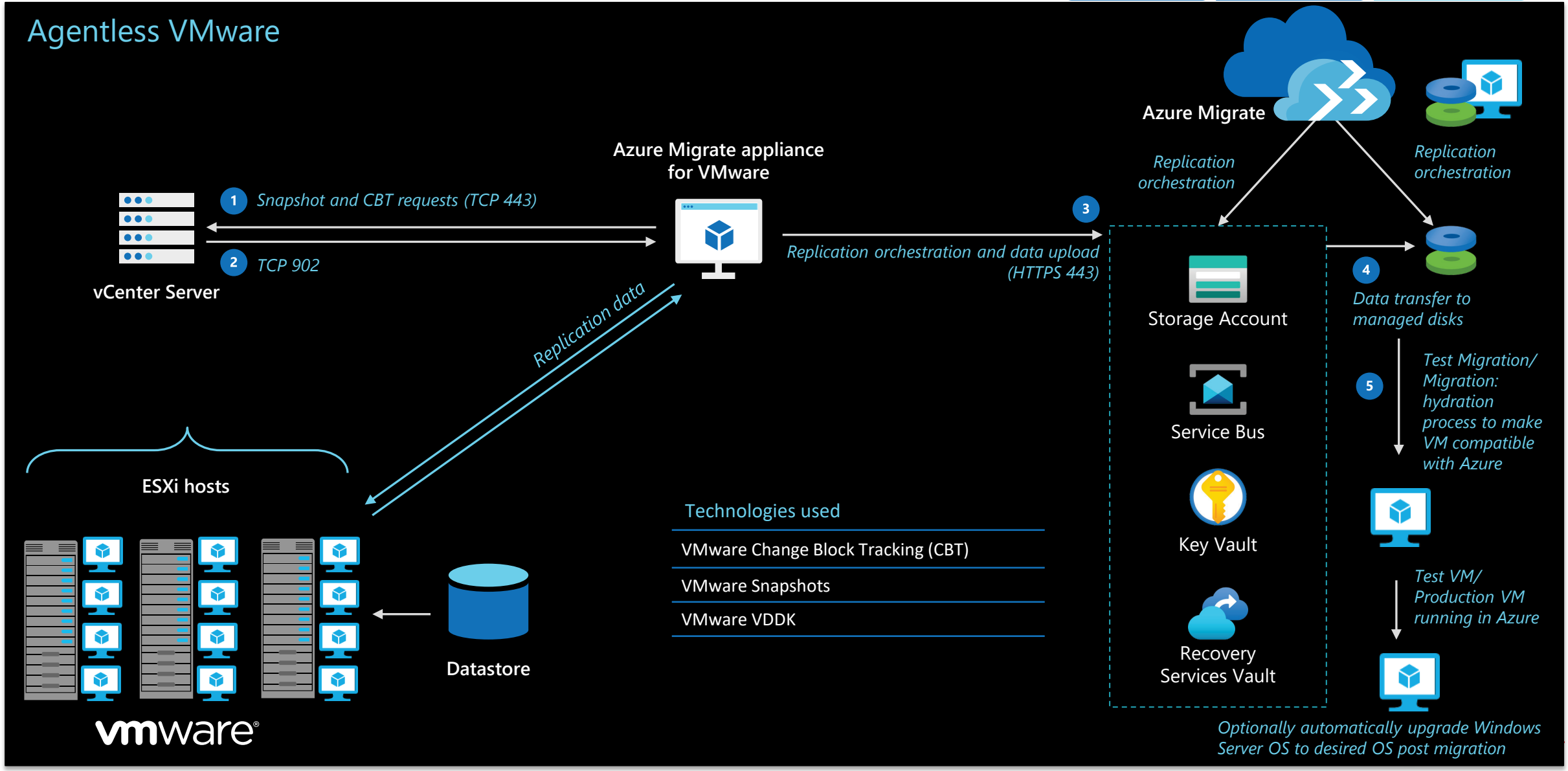
Perform test migrations (optional, but highly recommended) to a sandbox environment with no impact to production to validate migration

Migrate to Azure with zero data loss and minimal downtime

Migration: architecture

Discover | Assess | Migrate

Agentless VMware



Technologies used

- VMware Change Block Tracking (CBT)
- VMware Snapshots
- VMware VDDK

Migration: supported versions & pre-requisites

Discover | Assess | Migrate

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

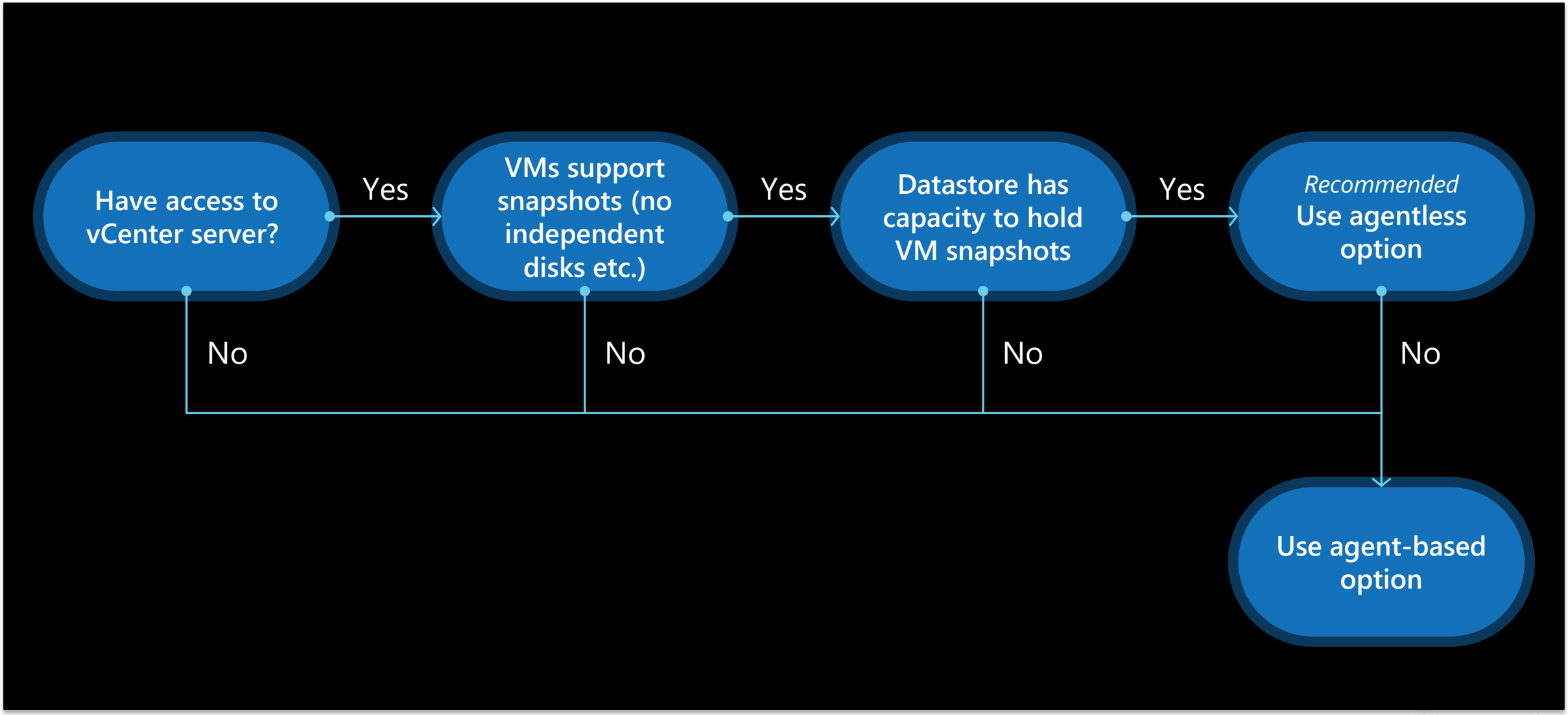
- All Azure supported Operating Systems

vmware®

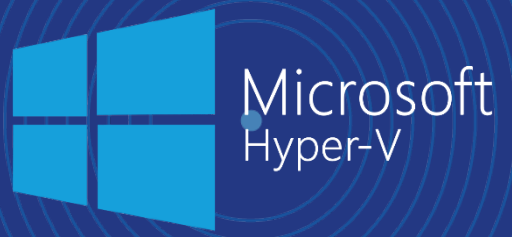
Migration: Azure artifacts created

Operation	Azure Migrate: Server migration	Agentless replication
Register appliance with Azure Migrate	1 AAD apps 1 Key Vault 1 Recovery Services Vault	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 Key Vault—used for management of certificate downloaded on the appliance during configuration Recovery Services Vault—used for Server Migration to orchestrate data replication
Start first replication	1 Key Vault 2 Storage Accounts 1 Service Bus	Key Vault—used for managing access keys to storage accounts used during replication Service Bus—used by Azure Migrate Gateway agent on the appliance to communicate with Azure Migrate service for replication orchestration Storage Account 1—used by appliance to upload replicated data Storage Account 2—used by appliance to upload replication logs

Migration: agentless or agent-based



Discover, assess, and migrate servers



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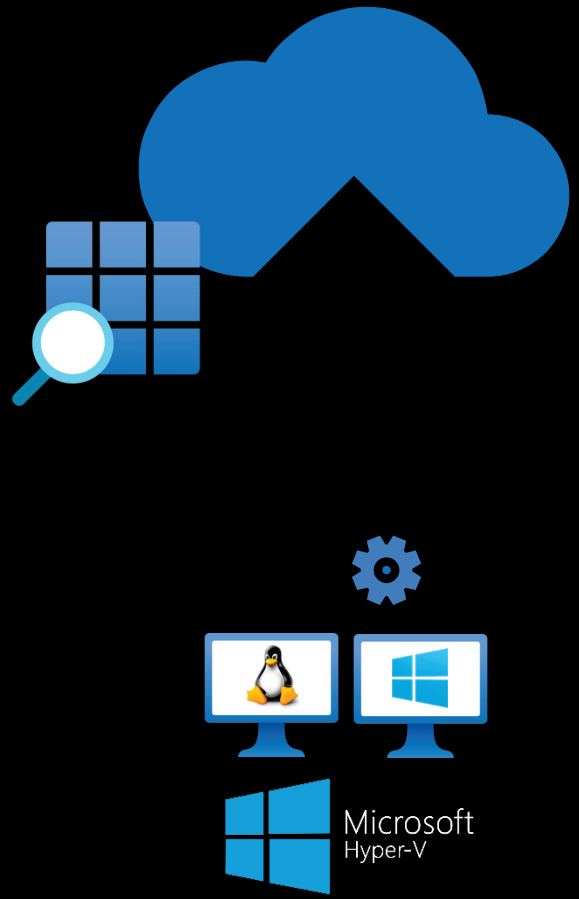
Discovery: process

For Hyper-V scenario



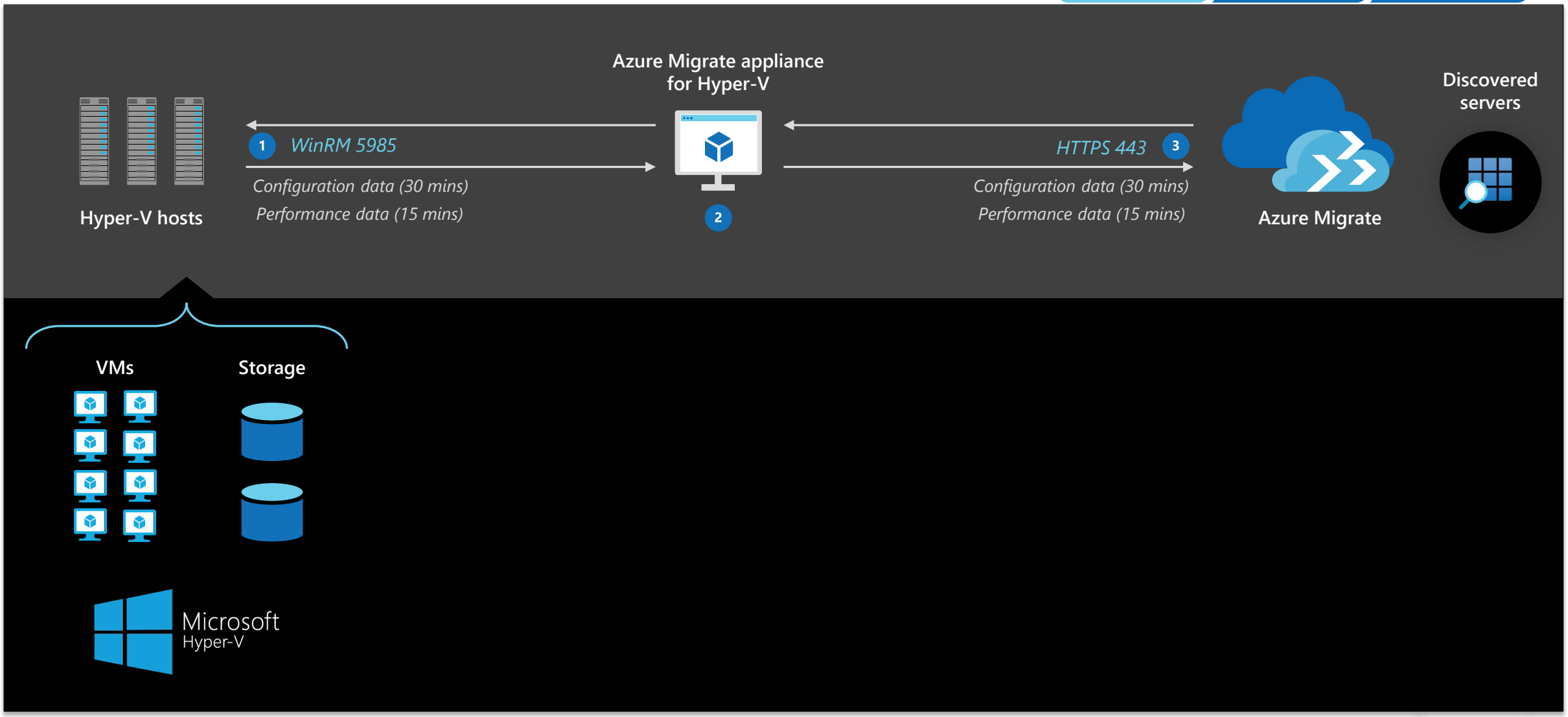
Deploy and configure the Azure Migrate appliance in the source environment

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



Discovery: supported versions & pre-requisites

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

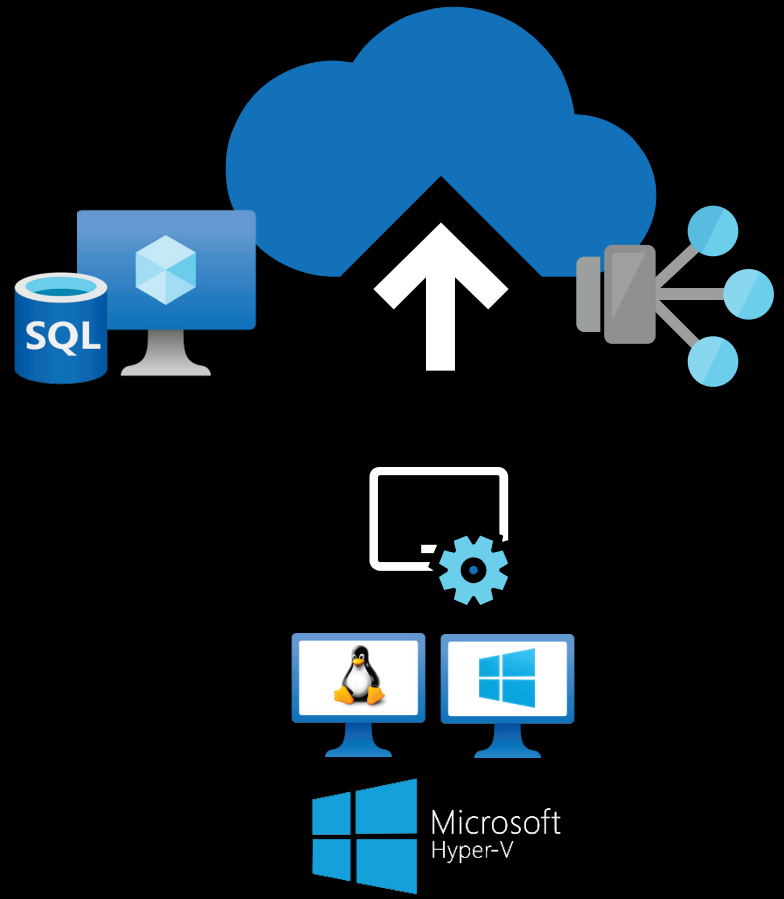
Microsoft Hyper-V

*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.

Dependency analysis: process

Discover | Assess | Migrate

For Hyper-V VMs



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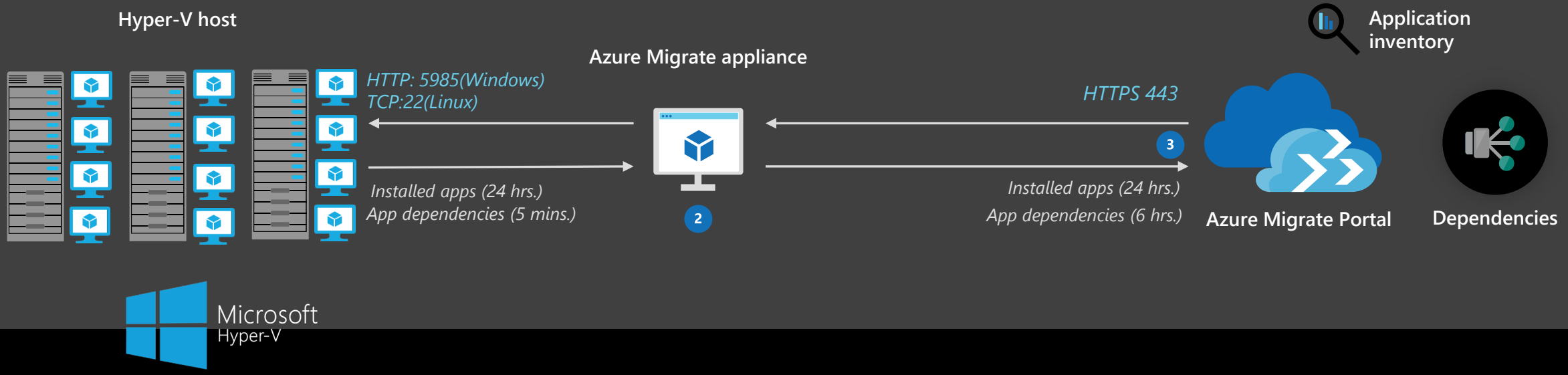
Dependency analysis: architecture

Discover | Assess | Migrate

For Hyper-V VMs



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** 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

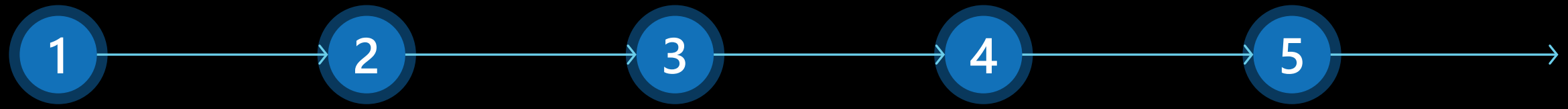
- Azure VM size output from stage 2
- Software Assurance
- Reserved instances
- VM uptime
- Location
- Azure Hybrid Benefit (Windows+Linux OS)

Output

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

Assessment: right-sizing computation

For performance-based



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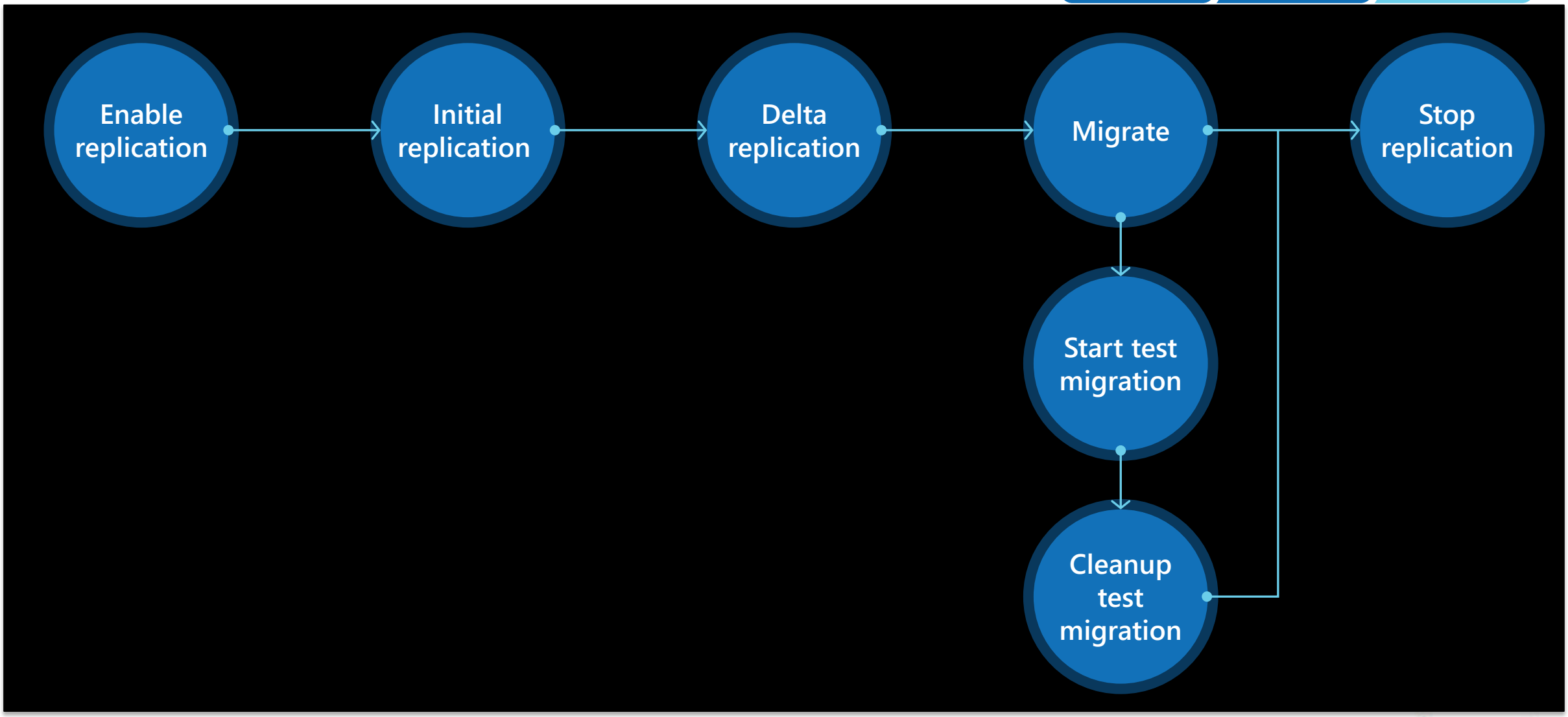
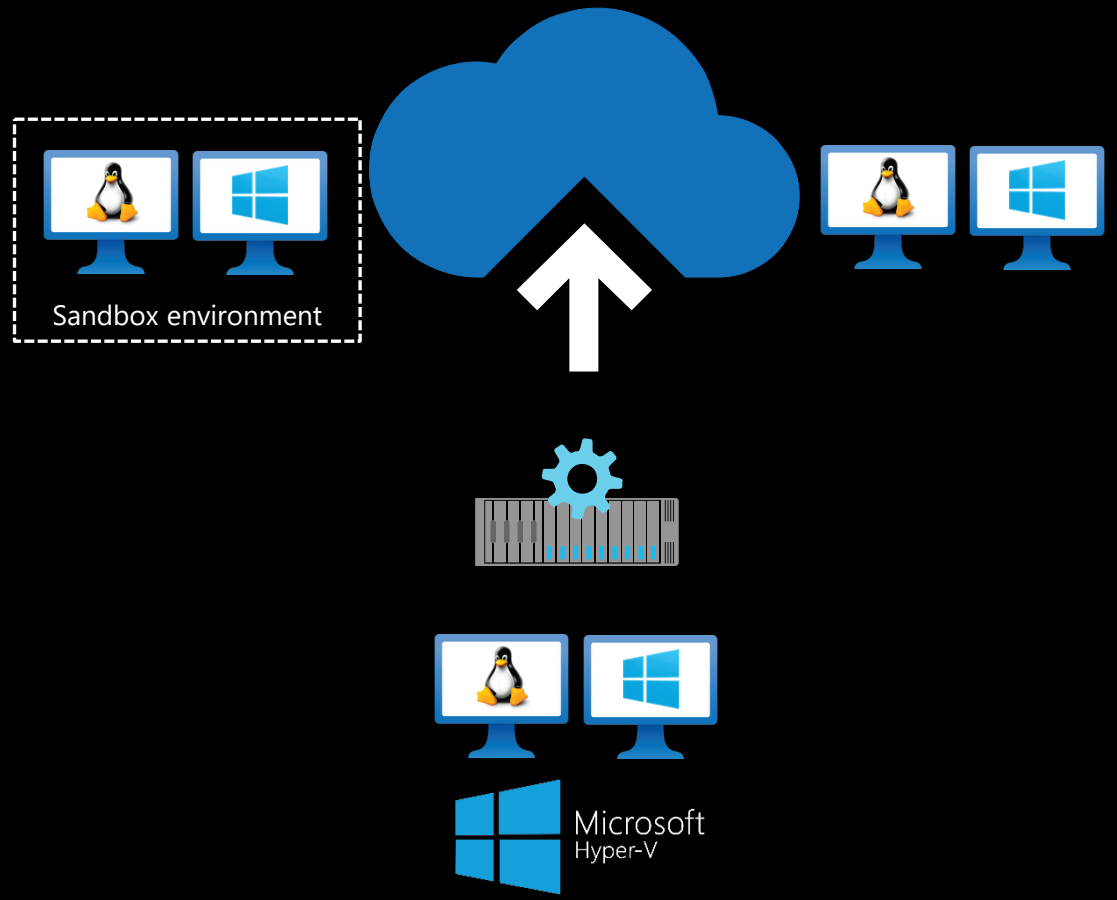
Migration: stages

Discover | Assess | Migrate



Migration: process

Agentless Hyper-V



Deploy Hyper-V Replication Provider on Hyper-V host

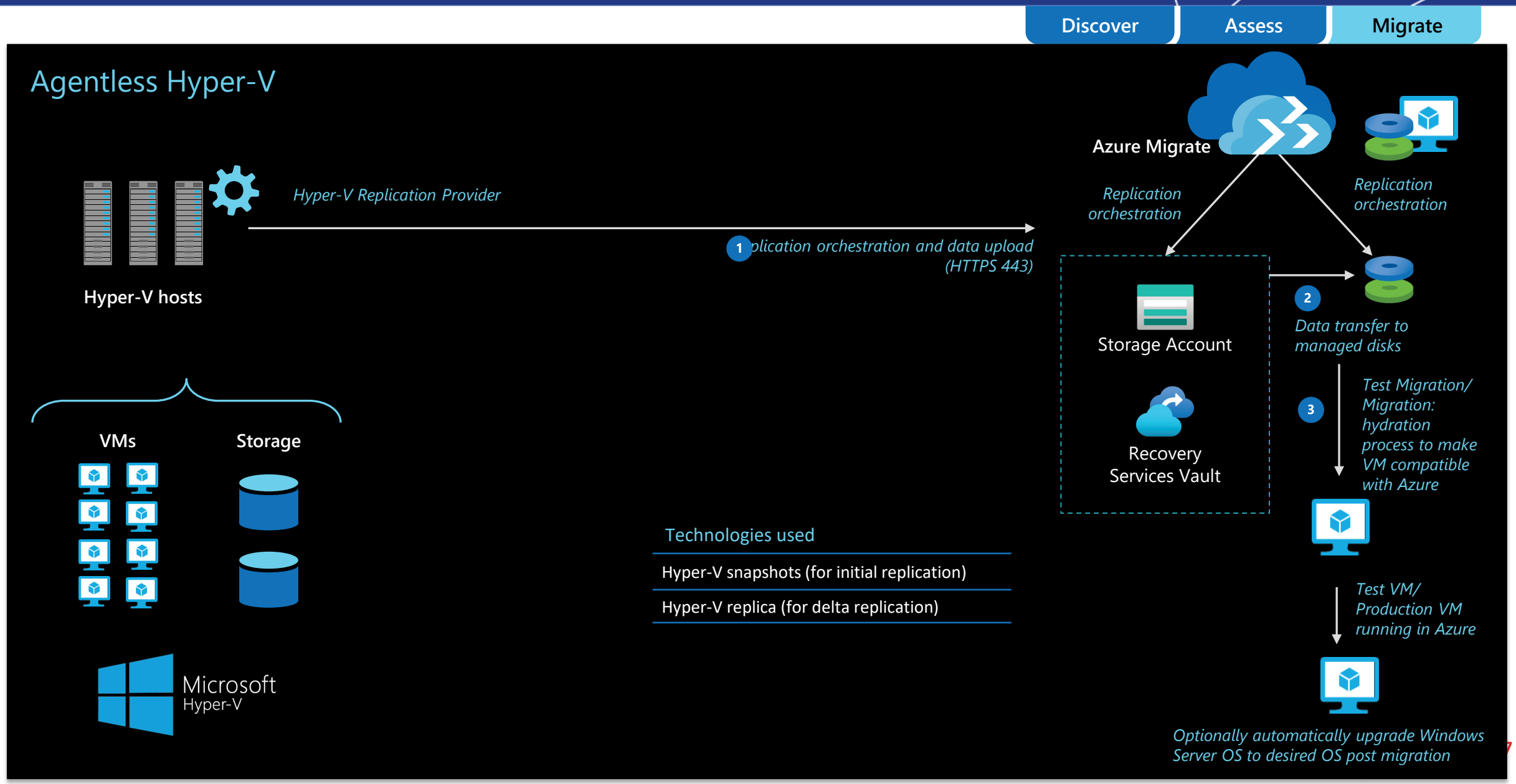
Start replicating your Windows and Linux servers using Azure Migrate: server migration

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



Migration: supported versions & pre-requisites

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

Microsoft Hyper-V

Migration: Azure artifacts created

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

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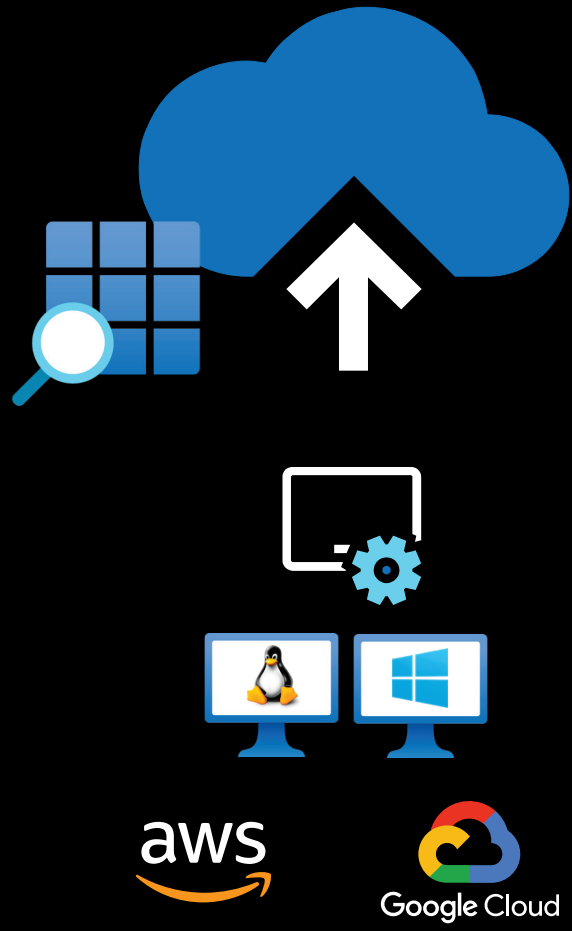
Discovery: process

Discover | Assess | Migrate

For All Scenarios



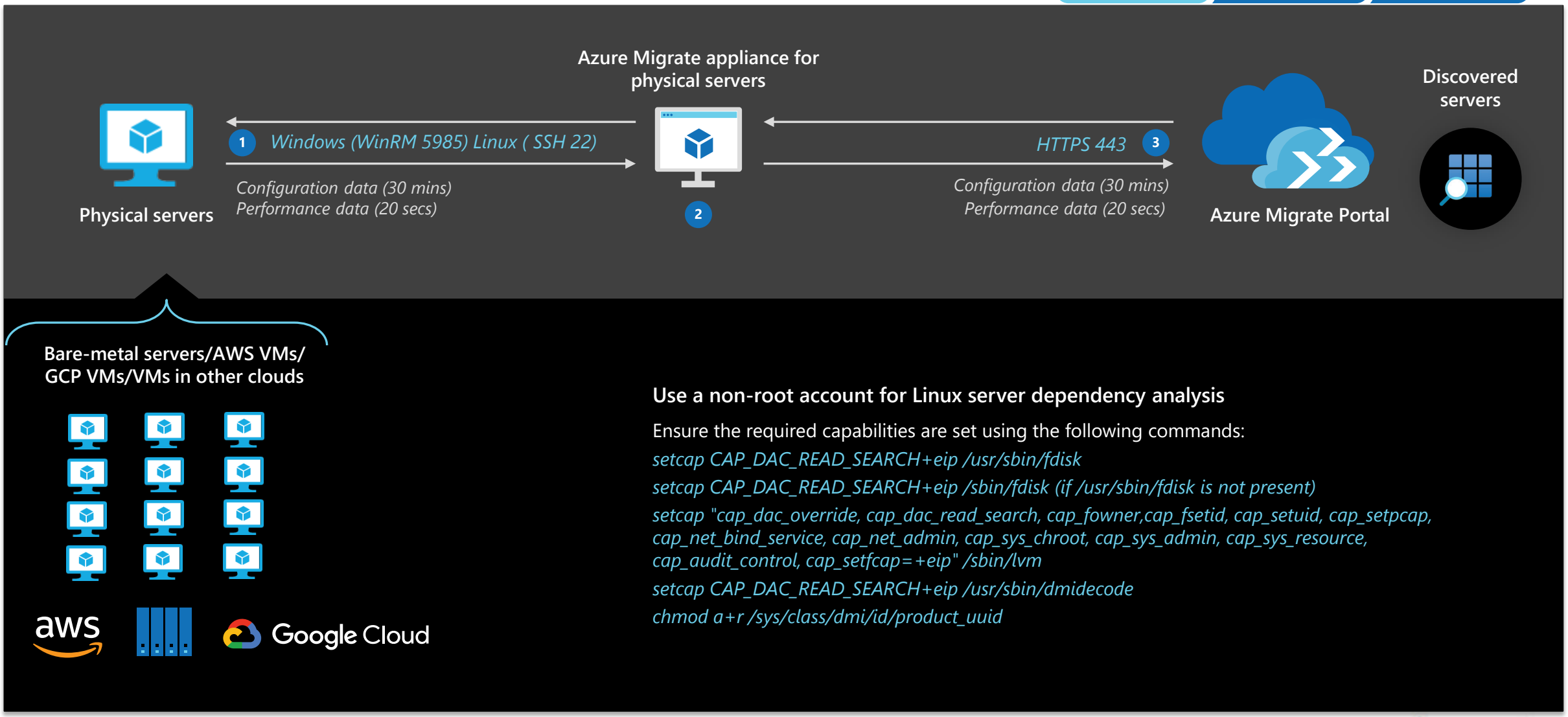
Deploy and configure the Azure Migrate appliance in the source environment

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



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

Discovery: supported versions & pre-requisites

Discover | Assess | Migrate

For Windows servers

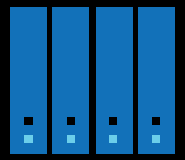
- Local or domain joined account

For Linux servers

- Using ssh, sudo and root permissions

Supported VMs

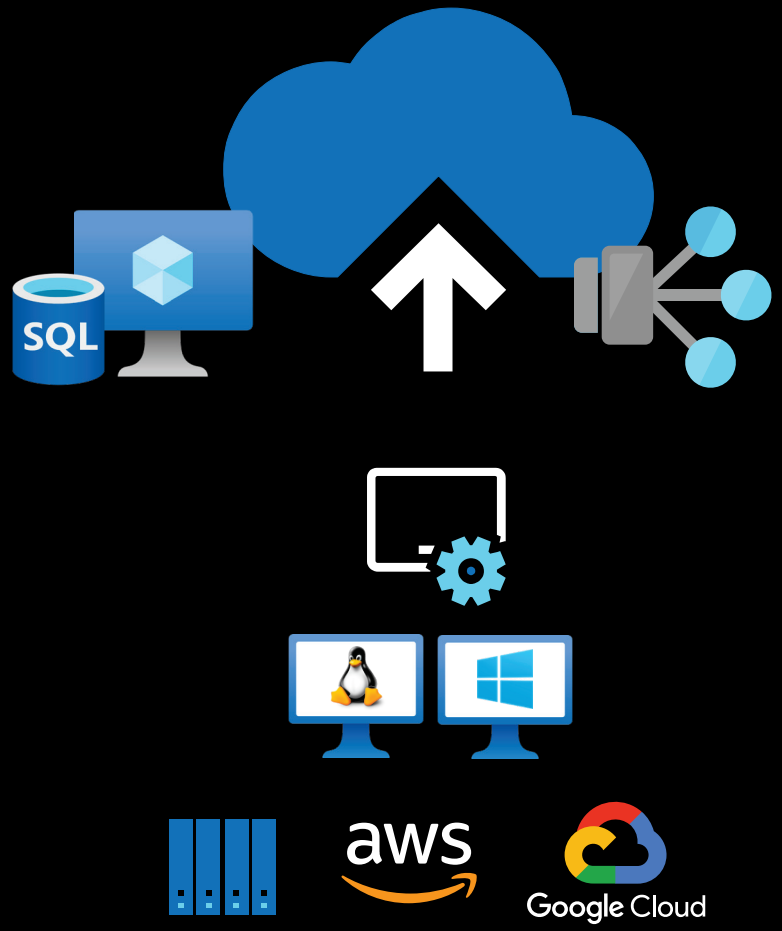
- Windows: 2008 and above
- Linux: RHEL, Ubuntu, SLES, CentOS, Oracle Linux, Debian
  Exact versions available in the doc : Link



aws

Google Cloud

Dependency analysis: process



Deploy and configure the Azure Migrate appliance in the source environment

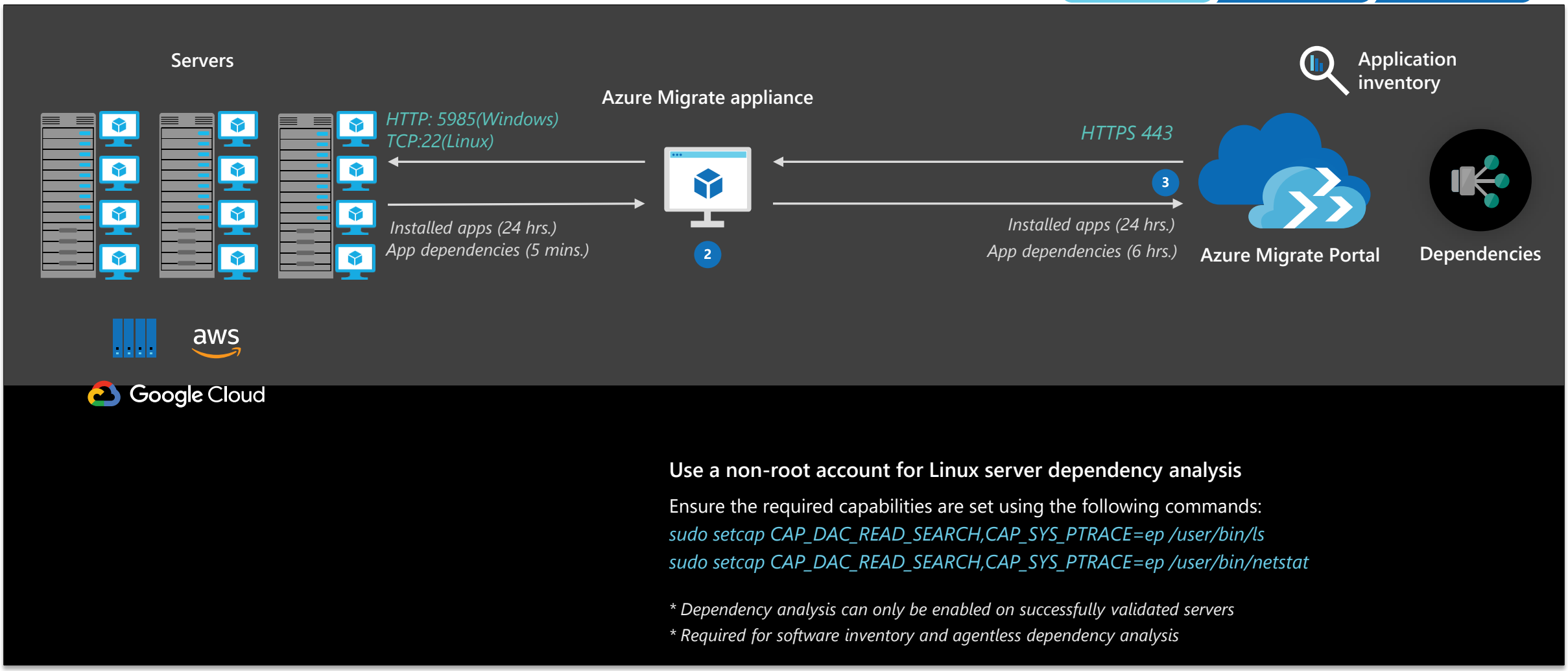
Appliance discovers servers and server configurations, applications and roles, and collects performance data for Windows and Linux servers

Enable dependency analysis for eligible servers from Azure Portal

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

Dependency analysis: architecture

Discover | Assess | Migrate



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*

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.

Assessment for Azure VMs: process

Discover | Assess | Migrate

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

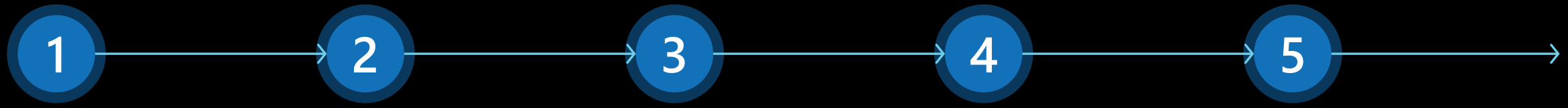
- Azure VM size output from stage 2
- Software Assurance
- Reserved instances
- VM uptime
- Location
- Azure Hybrid Benefit (Windows + Linux OS)

Output

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

Assessment: right-sizing computation

For performance-based



1. Discovery is initiated
2. Appliance collects performance data points
   Frequency—5 minutes for physical servers
3. Appliance identifies 1 peak data point for every 10 minutes (max value)
4. Appliance transmits the peak data points to datastore
5. Data points are sorted in ascending order and selects the 95th or 99th percentile data point for right sizing

Assessment: confidence rating computation

For performance-based

Computation formula:

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

$$\text{Expected data points} = \frac{\text{Duration of assessments in mins}}{10 \text{ mins}}$$

Output is categorized as:

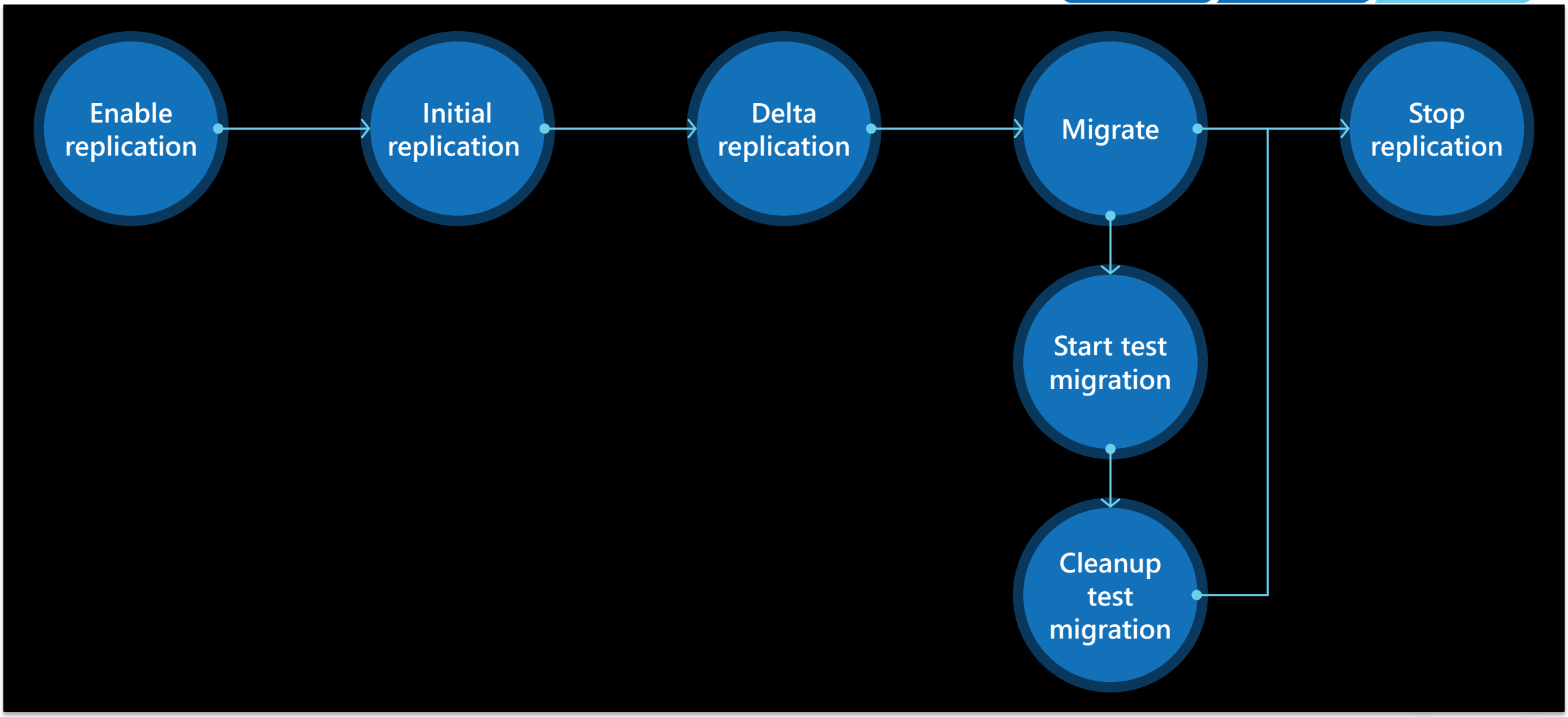
- **0 to 20%** datapoints ★
- **20 to 40%** datapoints ★★
- **40 to 60%** datapoints ★★★
- **60 to 80%** datapoints ★★★★
- **80 to 100%** datapoints ★★★★★

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

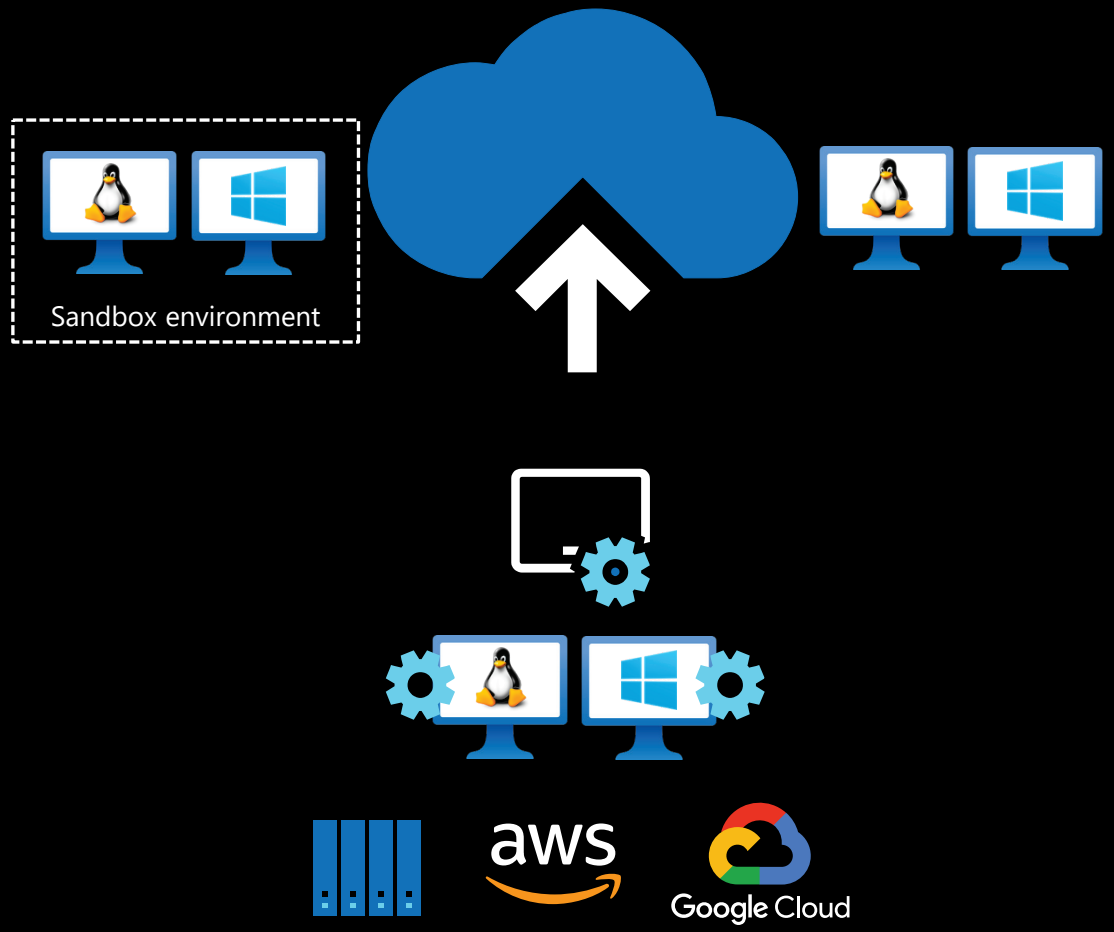
- **Shorter profiling period** *(performance history duration > actual period for which data was available)*
- **On-prem VMs shutdown**
- **Appliance unable to load performance data**
- **Temporary appliance shutdown**

Migration: stages

Discover | Assess | Migrate



Agent-based: process



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

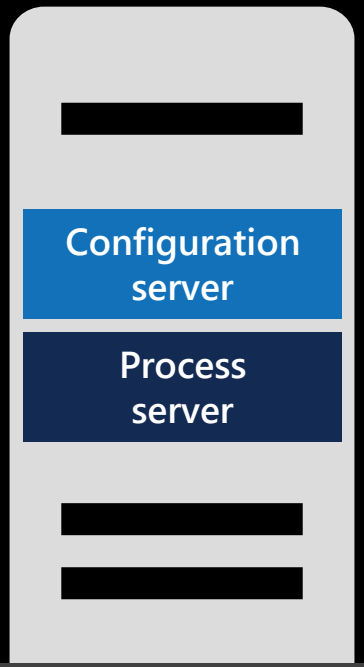
Migrate with minimal downtime

Agent-based: components used

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

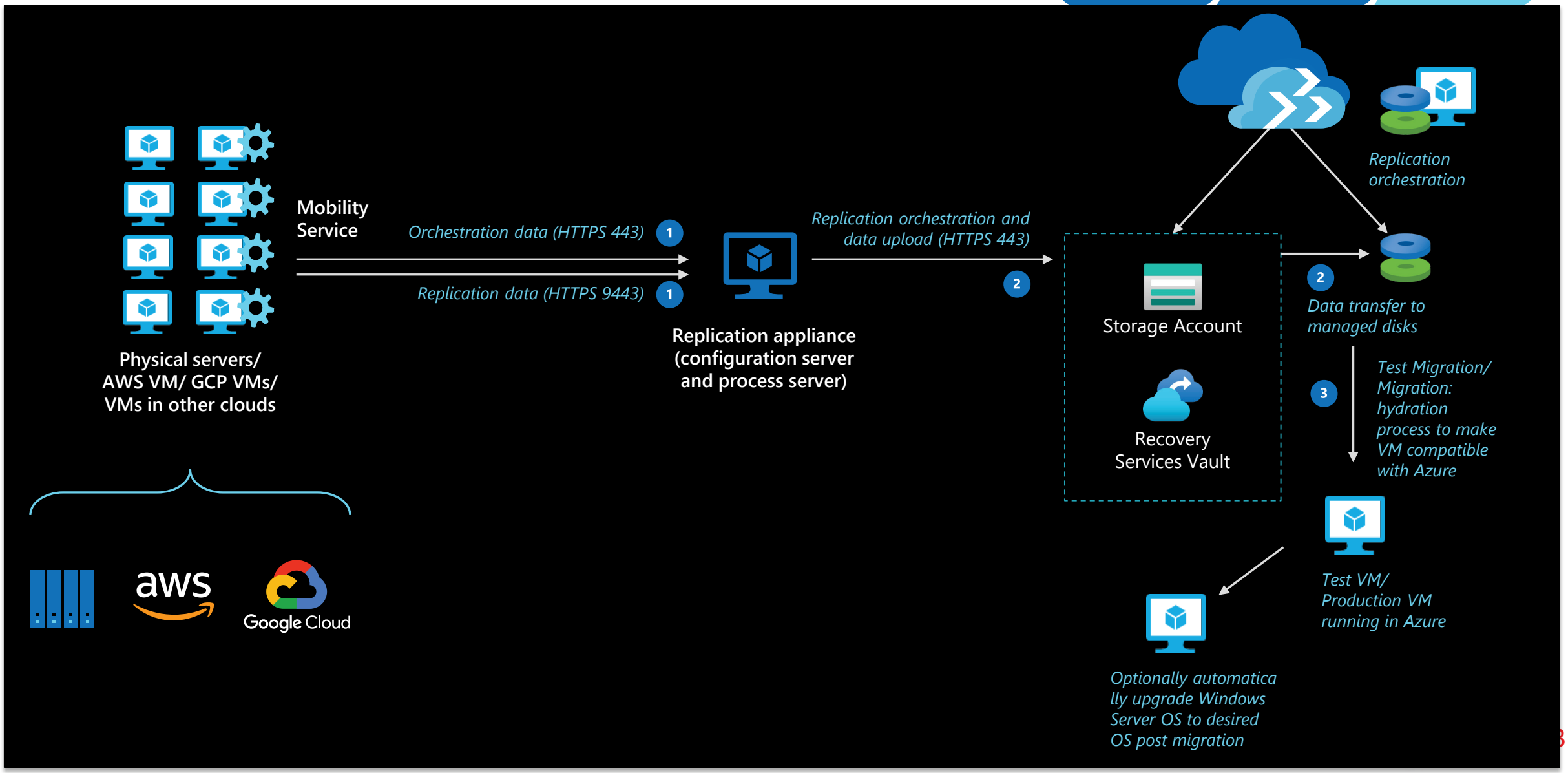
Mobility Service

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



Migration: supported versions & pre-requisites

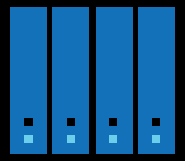
Discover | Assess | Migrate

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

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

Agent-based: scaling

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

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Logicom earns Advanced Specialization

Microsoft Solutions Partner
Infrastructure
Azure

Offerings

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

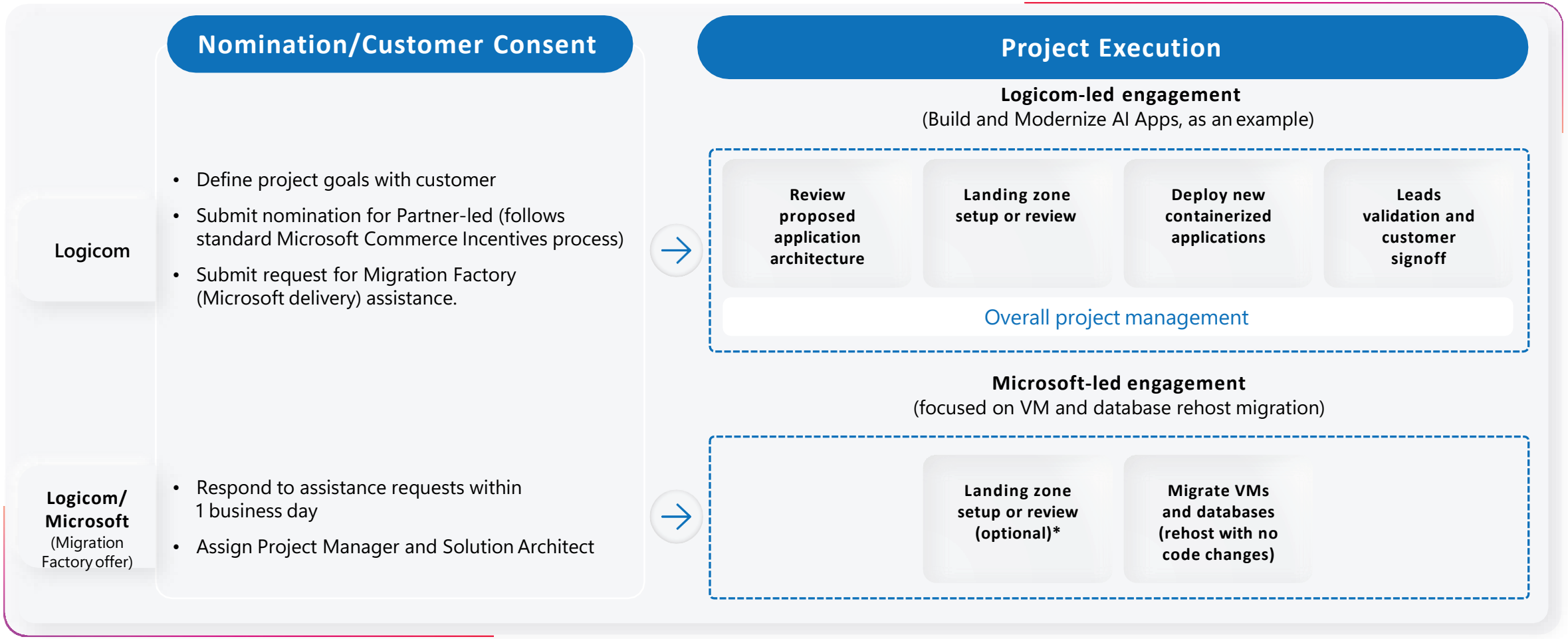
The first step to transition the customer's IT infrastructure to the cloud.

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

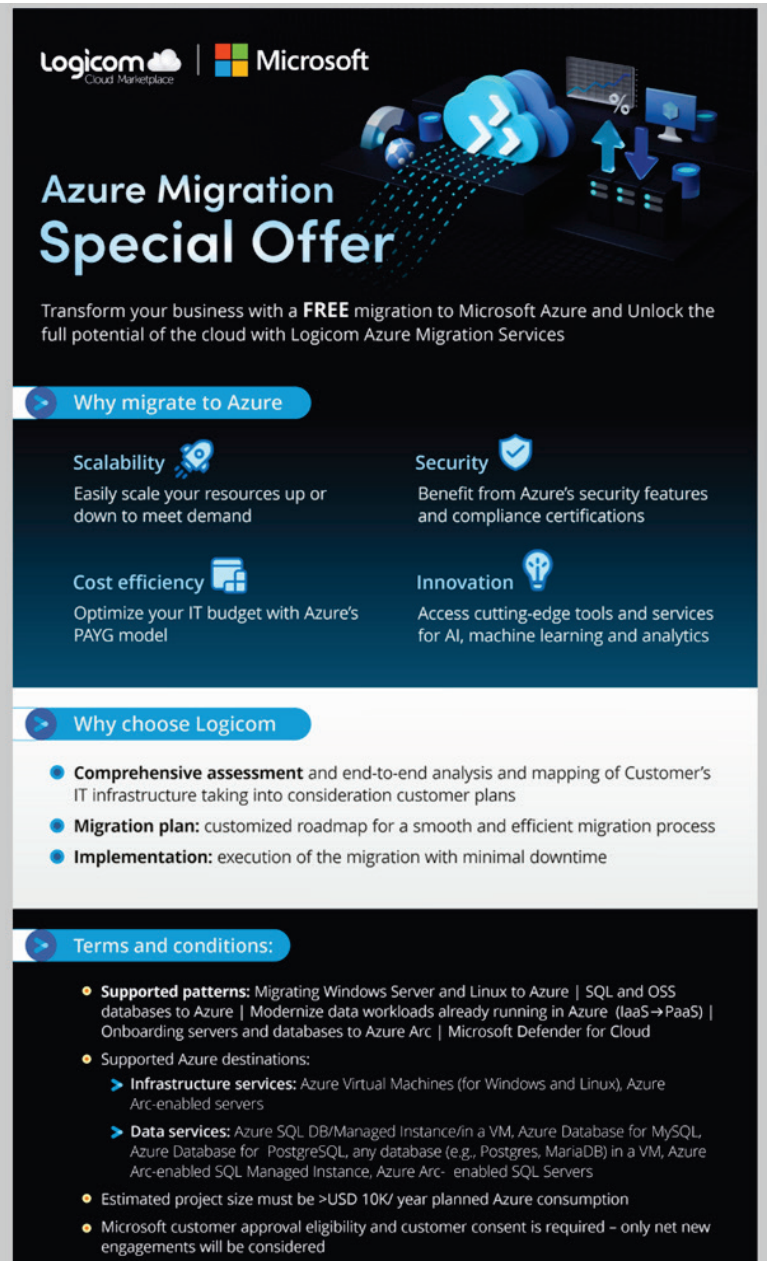
Roles and responsibilities with CMF

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



➢ 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

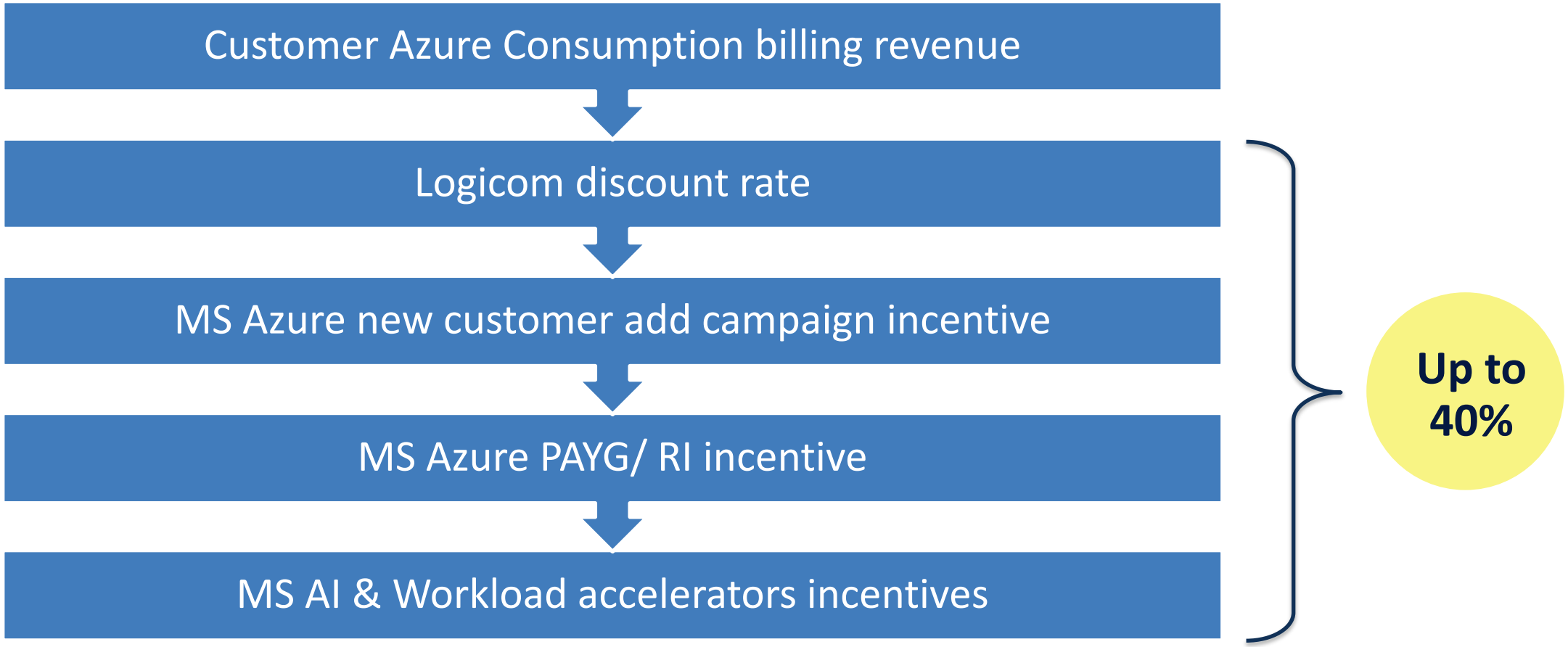
The estimated project size of the migration should be

>$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

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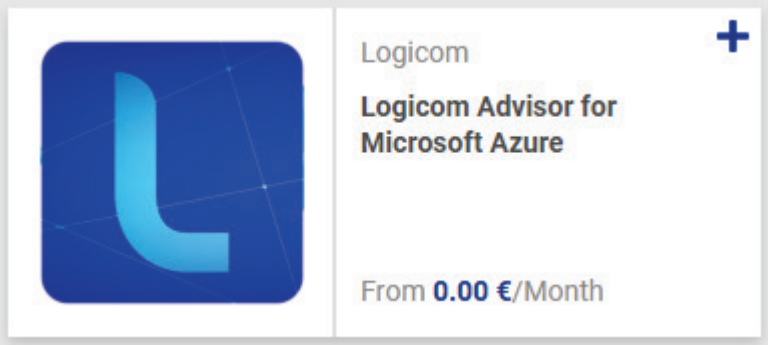
Logicom Advisor for Microsoft Azure Introduction

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 trough 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

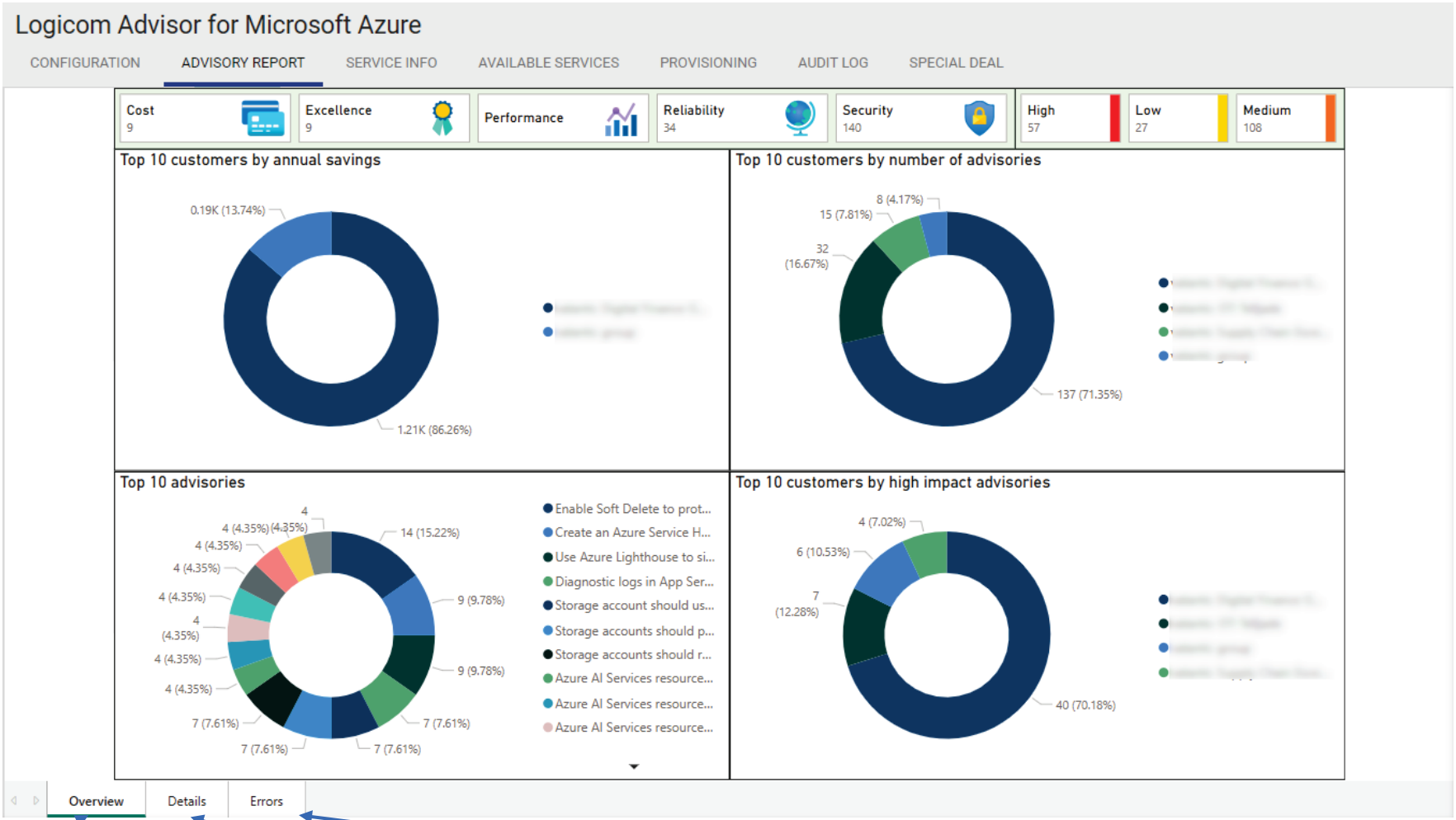
Service Value Proposition – Key Benefits

- **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

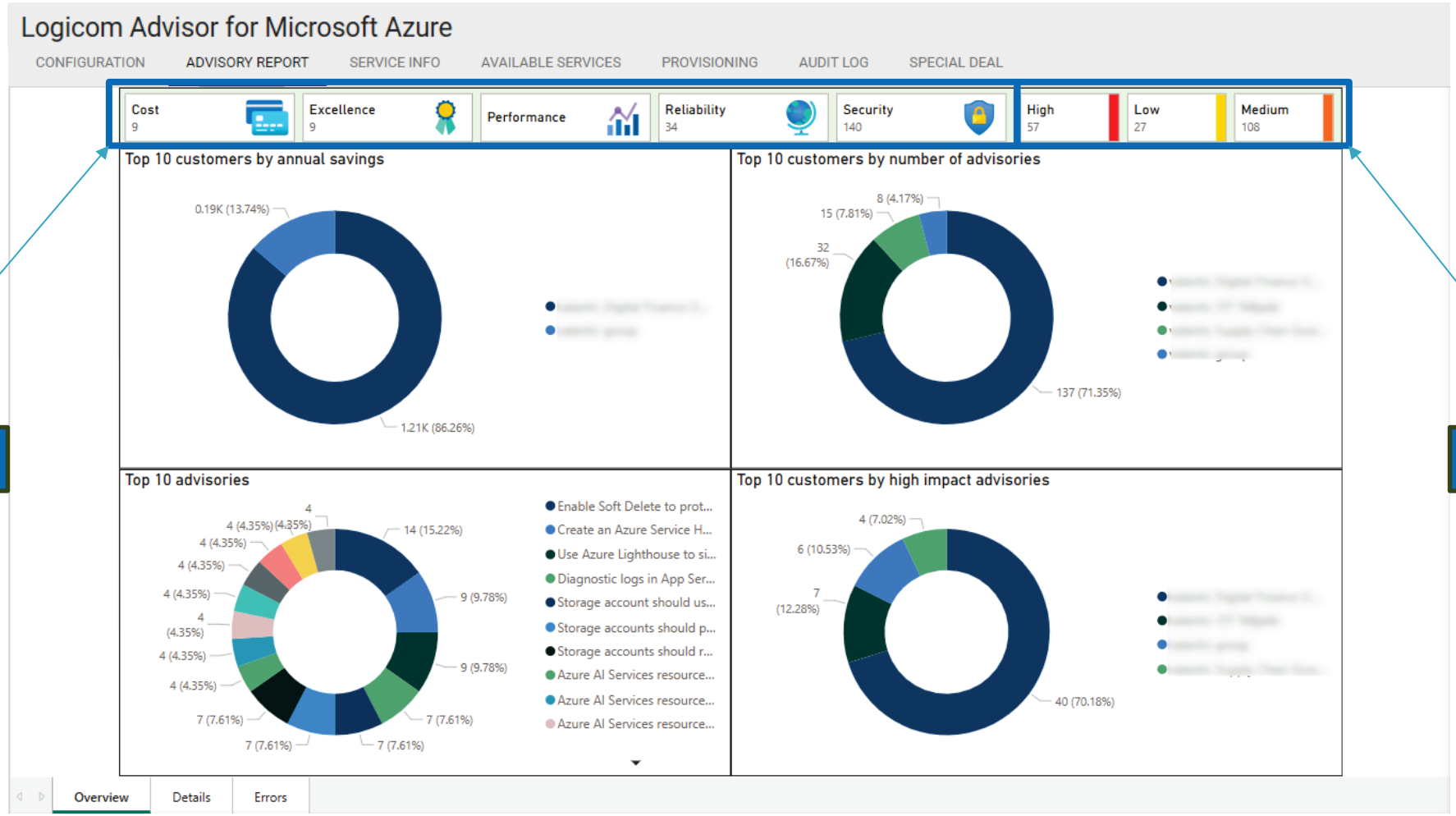


Quick overview page

Detailed report for all customers

Inaccessible tenants

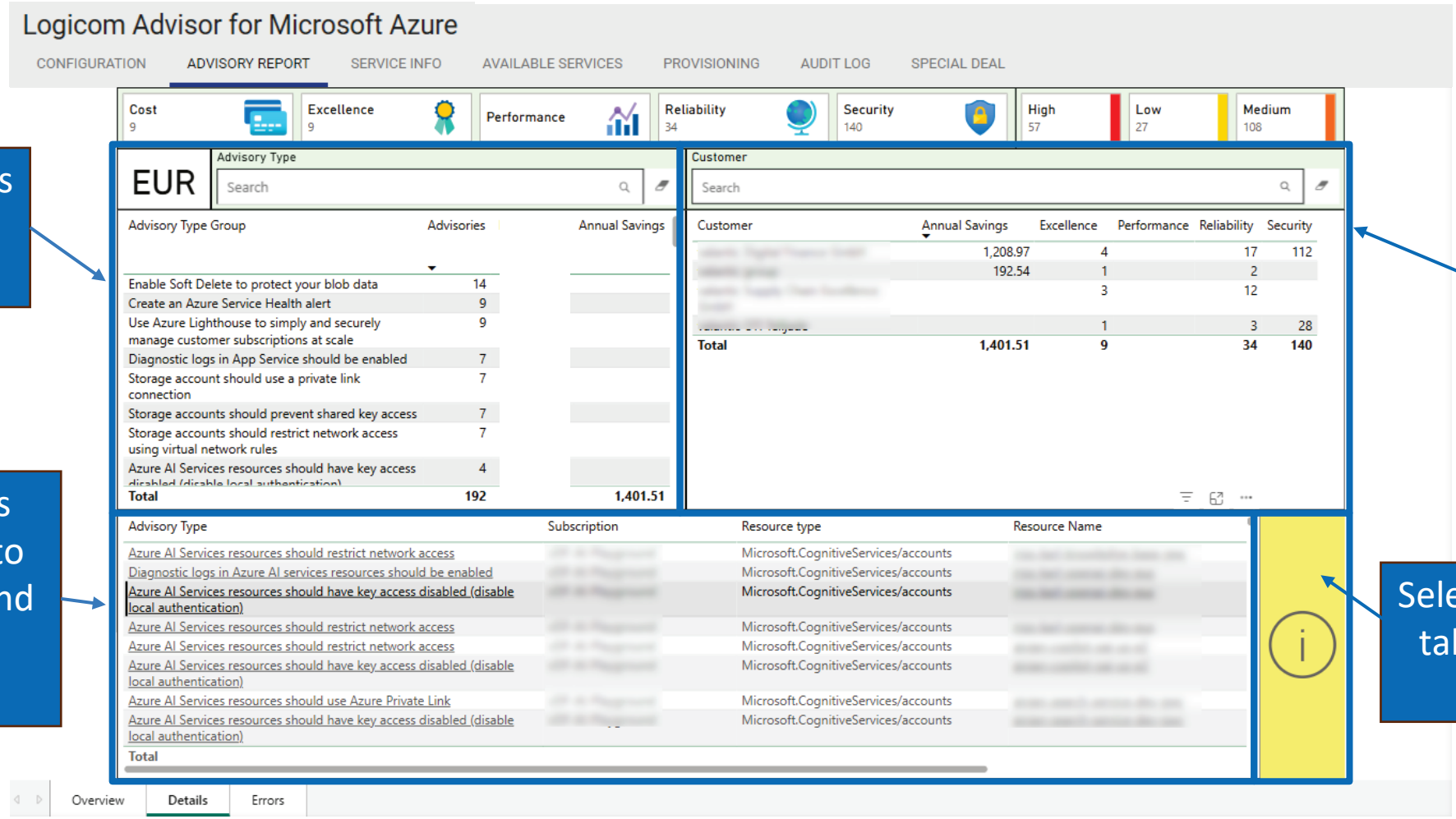
Service Guide – Overview Page



Category filters

Impact filters

Service Guide – Details Page



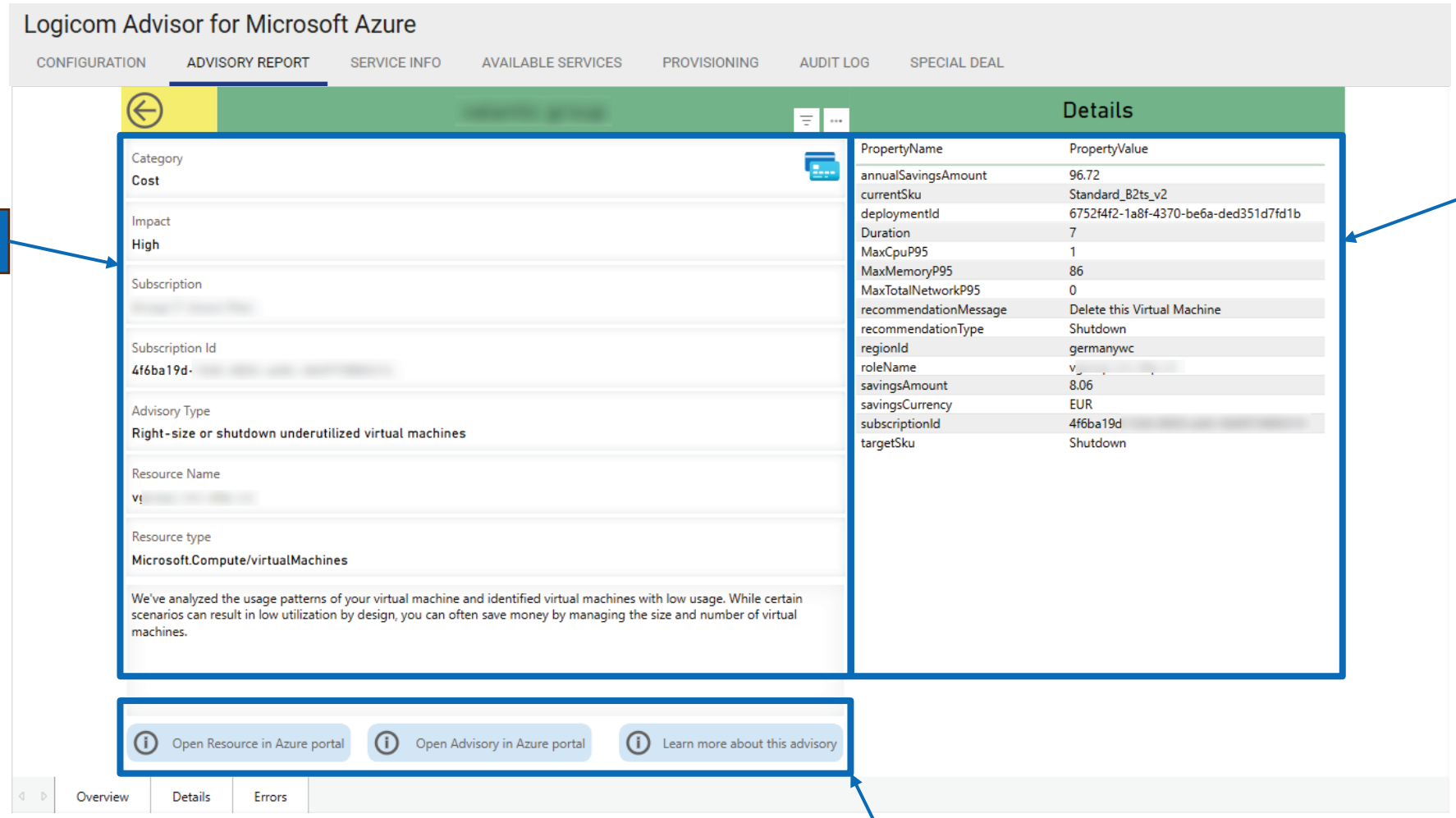
Advisor groups with search option

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

Customers with search option

Select advisory from table and click for more details

Service Guide – Recommendation Details

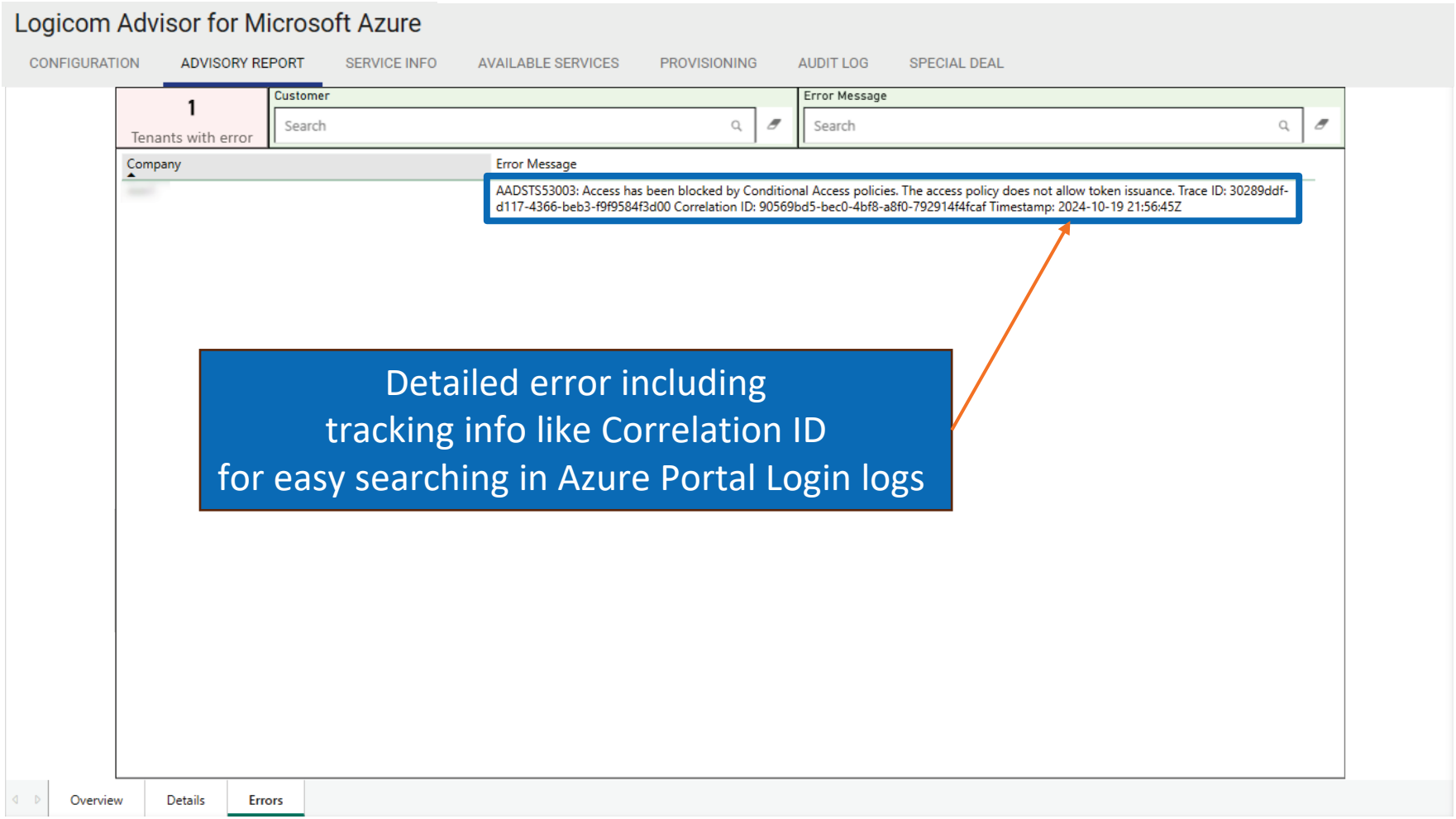


Advisor overview

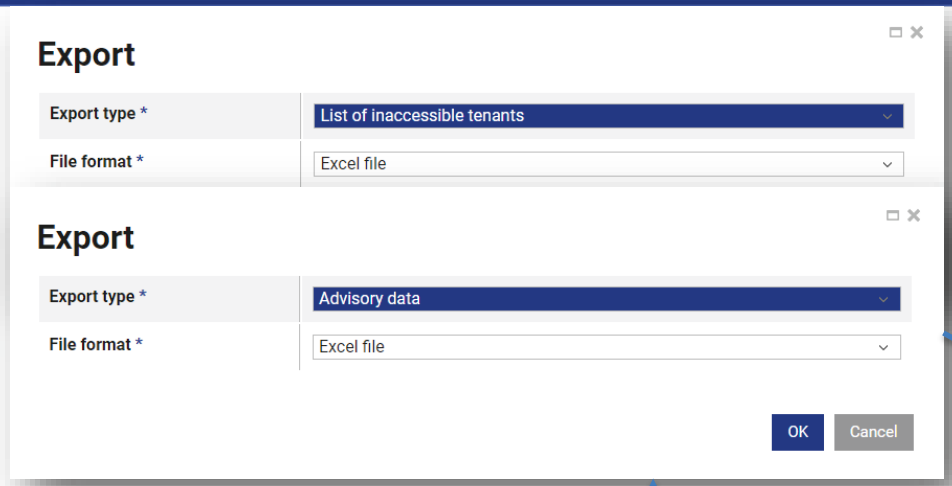
Advisor details

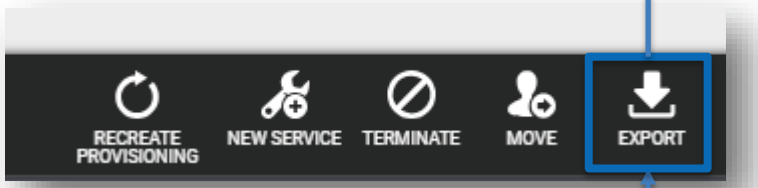
External links to Azure portal and **Microsoft Learn**

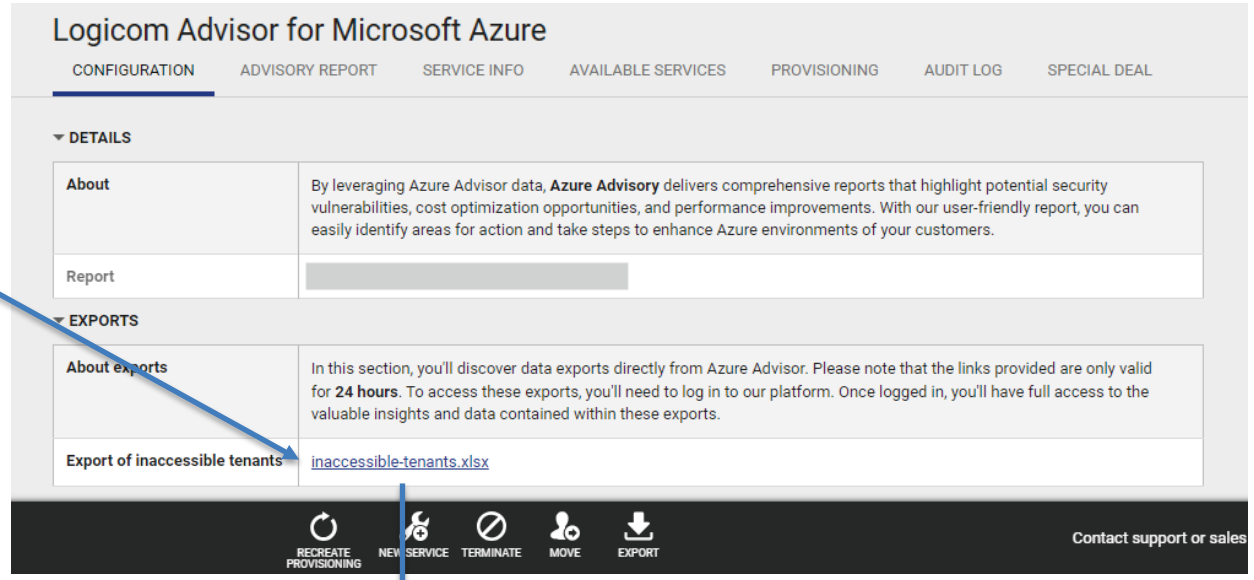
Service Guide – Errors Page



Service Guide – Data Export







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

1

2

3

4

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

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

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Resources & Next Steps

Product page: AzureMigrateProduct

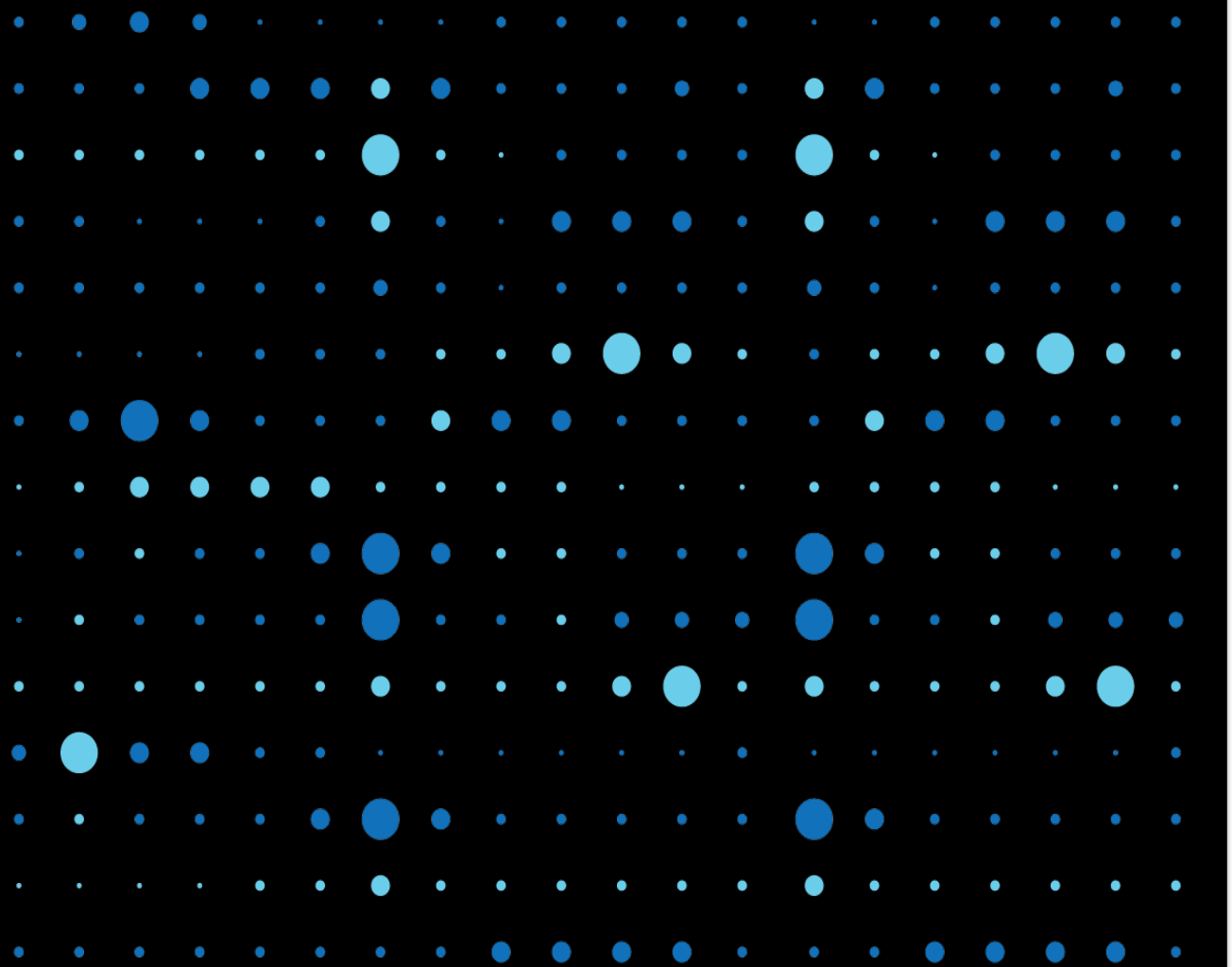
Product overview: AzureMigrateOverview

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?

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