Microsoft

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1 November	- Azure Cloud Assessments
8 November	- Business Premium Security - Session 2
15 November	- Power BI Licensing
22 November	- Business Premium Security - Session 3
29 November	- Teams Premium
6 December	- Christmas Wrap Up

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Dicker Data
On Point Sessions
are back!

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AGENDA

- News
- Azure Cloud Assessments
- Questions
- Close & Prize Draw

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Dicker Data & Microsoft News

NEWS

NCE Updates
- <u>Microsoft-led NCE migrations for commercial legacy CSP subscriptions start 1st Jan 2024 upon renewal</u>
- <u>NCE to launch for NFP & ACAD customers 1st Jan 2024, Microsoft-led NCE migrations for to start 1st July 2024</u>

Copilot Copyright Commitment
- Webinar to discuss Microsoft's Copilot Copyright Commitment and explain how customers can use Copilots safely, and responsibly. November 2nd – register <u>here</u>.

Microsoft Cloud Week for Partners
- Training for MD-102, MS-102, MS-700, and MS-721
- November 6-10, 2023, register <u>here</u>.

Copilot Resources

End-user Resources - <u>Microsoft Copilot – Microsoft Adoption</u>
- Resources by role (business user, leader, dev etc)
- Prompt guides
- FAQs
- Guides to Copilot in the different M365 apps

Partner Resources - <u>Modern Work for Partners - Microsoft 365 Copilot</u>
- M365 Copilot customer pitch deck
- Bing Chat Enterprise customer pitch deck
- FAQs
- Technical & licensing requirements
- Overview of all the Copilots

Microsoft Copilot

Microsoft Copilot combines the power of large language models (LLMs) with your organization's data – all in the flow of work – to turn your words into one of the most powerful productivity tools on the planet.

It works alongside popular Microsoft 365 Apps such as Word, Excel, PowerPoint, Outlook, Teams, and more. Copilot provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

Prepare for Copilot
This blog provides an overview of Copilot, shares technical details, and how you can prepare for it.

Prepare for Copilot >

Learn how Copilot works
Get an inside look at how large language models (LLMs) work when you use them with your data in Microsoft 365.

Learn how Copilot works >

Resources by role   What's new   Explore Copilot   Build your prompt skills   Copilot for you   Copilot for yo

"This eBook provides our customers with guidance on how to leverage our Azure cloud native controls to optimize their defenses against ransomware attacks."

Download

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Azure Defenses for Ransomware Attack

June 2023

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NEW

Validate your technical skills and open doors to new possibilities of advancement with Microsoft Applied Skills.

APPLIED SKILLS

Configure SIEM security operations using Microsoft Sentinel

Azure • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Configure secure access to your workloads using Azure networking

Azure • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Create and manage automated processes by using Power Automate

Microsoft Power Platform • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Deploy and configure Azure Monitor

Azure • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Deploy containers by using Azure Kubernetes Service

Azure • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Develop an ASP.NET Core web app that consumes an API

Azure • Developer • Intermediate

⊕ Add

APPLIED SKILLS

Secure Azure services and workloads with Microsoft Defender for Cloud regulatory compliance controls

Microsoft Defender • Administrator • Intermediate

⊕ Add

APPLIED SKILLS

Secure storage for Azure Files and Azure Blob Storage

Azure • Administrator • Intermediate

⊕ Add

Take the assessment

🕐 You will have **2 hr** to complete this assessment.

📖 This assessment will use an interactive lab to evaluate your performance. It will take a few minutes to load the lab, and you may do other activities while it loads. Your mouse movements and text entered during the lab will be recorded for quality purposes.
Learn more

Need accommodations?
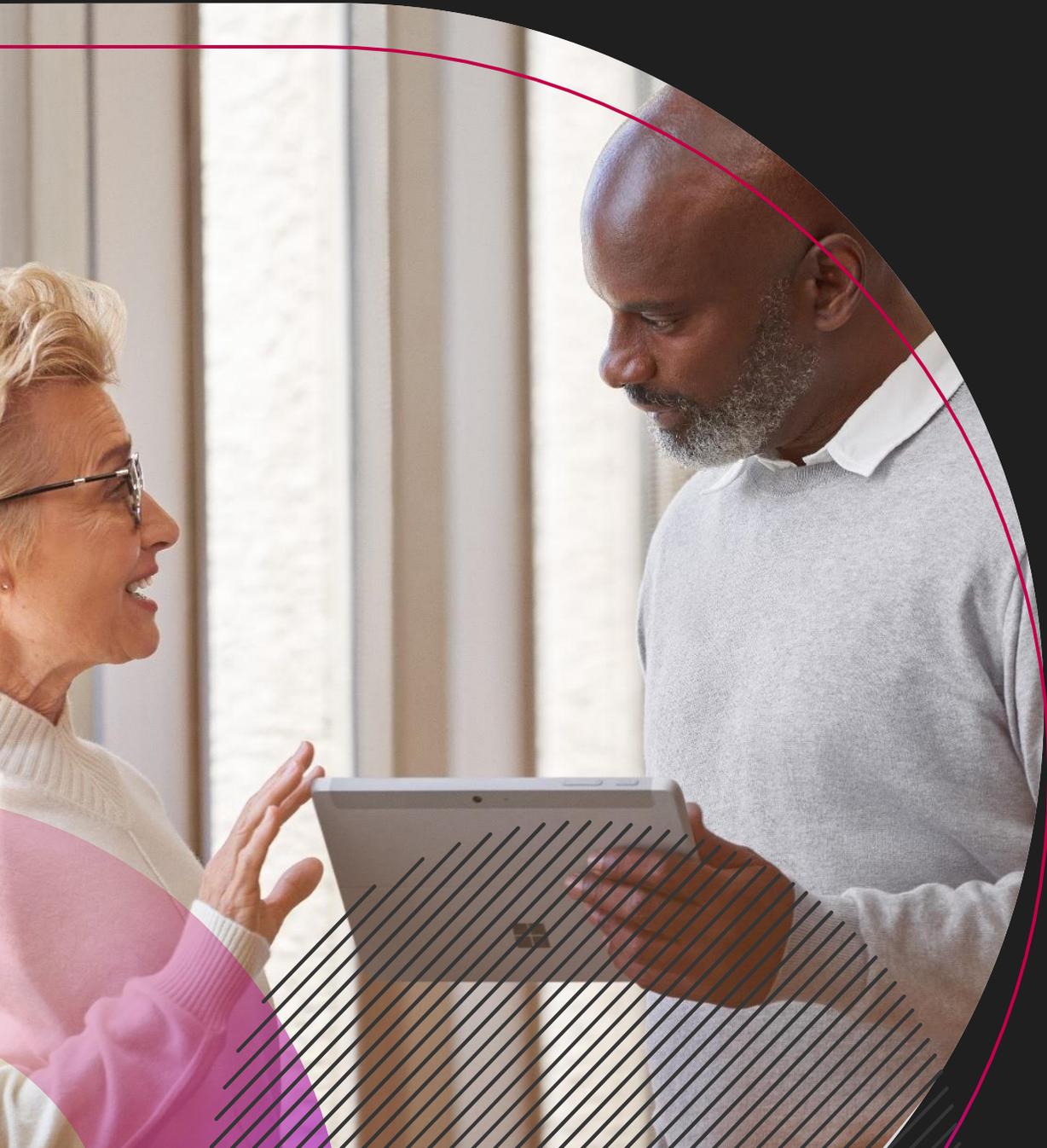We offer a variety of accommodations to support you. Learn more

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Azure Cloud Assessments

Azure Express – Solution Assessment

Microsoft delivered - fully funded for partners & customers

Give partners & customers an understanding of costs for their environment in Azure

Free up partner cloud architects to do other work for customers

Help partners build a customer business case for an azure migration

Can be managed by partner or by customer alongside Microsoft

You can request as assessment here or contact the team
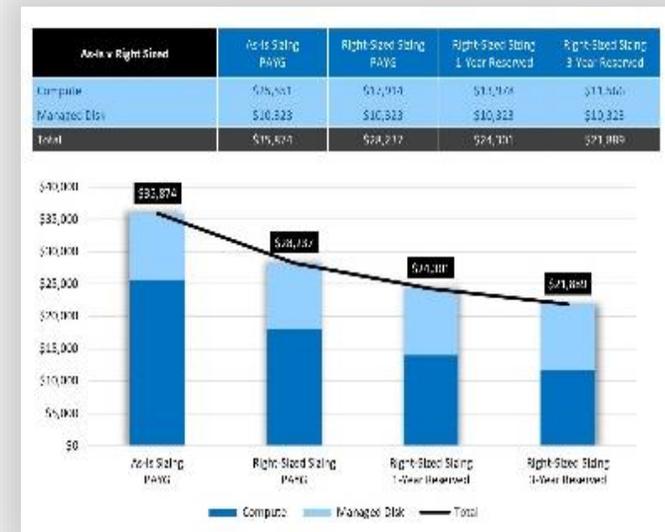
Azure Express Requirements

ELIGIBILITY CRITERIA

- ✓ Minimum 5 powered-on Windows Servers and/or Linux Servers.

- ✓ Must have an active interest and intent to migrate server workloads to Azure.

- ✓ Must have an in-house resource with the ability to collect data using either RV Tools or Azure Migrate (written instructions will be provided).

- ✓ Must have an in-house resource that will attend the 1-hour report presentation.

- ✓ Must be ready to commence data collection activities within 48 hours (instructions will be provided).

- ✓ Must have a resource who can provide Azure Hybrid Benefit entitlement information (if applicable).

- ✓ Must have ability to run a macro-enabled Microsoft Excel workbook.
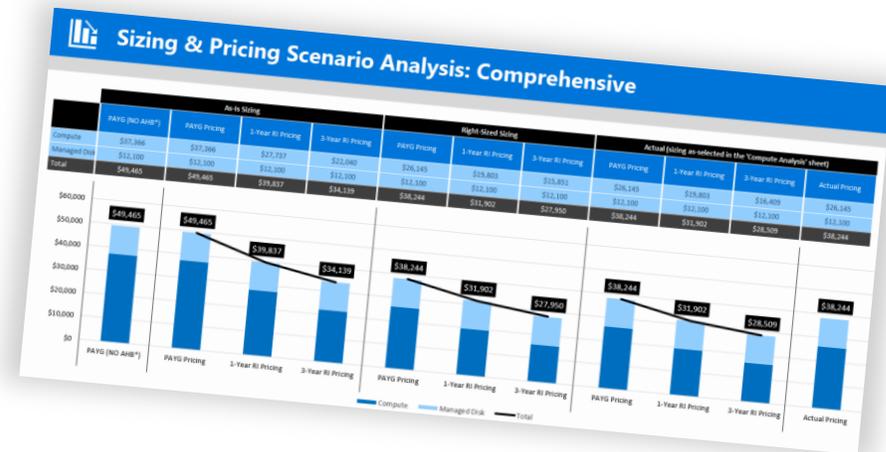
Azure Express Demo

Dicker Data Cloud Assessments

Delivered by Dicker Data Azure Technical BDM – fully funded

Like Azure Express but for customers with less than 5 powered on Windows/Linux servers

Cost estimate output showing environment in azure

Easily turn into POC then production environment

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Dicker Data Cloud Assessments requirements

INFORMATION NEEDED

- Customer name

- Information about the current environment

- Desired future environment and use-cases

- Current workloads and specifications

- On-premises connectivity needed, current Microsoft licenses, project time-line

- Any other relevant information

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Partner with Dicker Data & the CSU Migration Factory

Customers

- Best of both worlds: Trusted partner to manage overall engagement with Microsoft skin-in-the-game in delivery

- Optimized cost for overall cloud journey by leveraging zero- cost offer for Microsoft delivery of rehost migrations

- Speed + Quality of migration – Accelerate time to value with best practices built-in through hands-on support from Microsoft

- Agility in contracting: leverage existing agreements with
- Microsoft, existing Partner SOW if available

- Executive sponsorship with active steering committee participation from Microsoft leadership to ensure success

Partners

- Take the opportunity for the new NCA incentives by using a funded migration service

- Grow Revenue opportunities for all workloads on Azure by accelerating migrations

- Improve margins by leveraging the Microsoft investment as the "discount" on your overall proposal

- Expand capacity and grow profitability by applying your valuable resources for high-value advanced workloads

- Elevate position in the account and market by driving joint GTM and delivery with Dicker Data & Microsoft
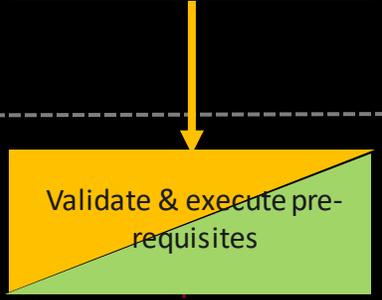
CSU Migration Factory – High level Execution Flow

Intake Phase

Validate and Scope

Start → Commitment to migrate, point of contact assigned → Identify WS + SQL + Linux servers to migrate (Phase 1 scope) → Kickoff meeting with customer
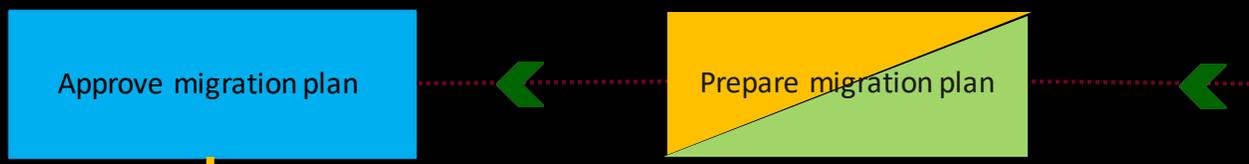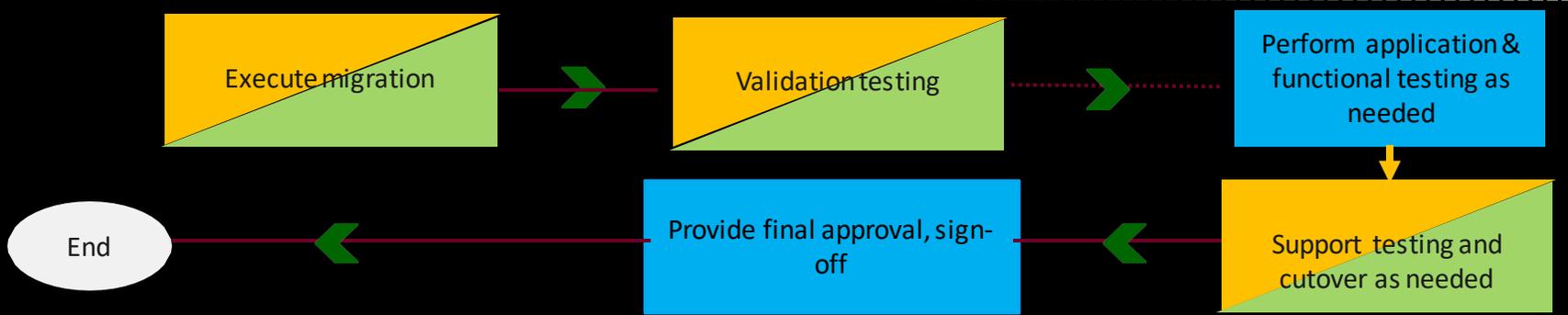
Duration – 1 to 3 weeks

- Gather information and validate migration requirements
- Send meeting invite to account team & partner
- Prepare and present Project Plan with checklists and timelines
- Conduct initial scoping call with account team / partner
- Gather information on server/VM + app mapping
- Assist / support customer to execute pre-requisites
- Review assessment data
- Validate secure Azure Landing zone setup

Pre-Requisites

Validate & execute pre-requisites

Migration Phase

Finalizing Scope

Approve migration plan ← Prepare migration plan ←

Duration – 2 to 3 weeks (per Migration Wave)

- Meet with customer & partner and present migration plan
- Obtain customer agreement on dates and next steps for execution
- Work with customer and Microsoft Account Team on getting access to customer environment (if customer selected hands-on-keyboard option)
- Execute migration with Microsoft standard migration tools or assist the customer through session sharing (if not hands on keyboard possible)
- Conduct rudimentary testing
- Handover to customer for App and performance testing

Execute

Execute migration → Validation testing → Perform application & functional testing as needed

End ← Provide final approval, sign-off ← Support testing and cutover as needed

Partner | Customer | CMF Team

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CSU Migration Factory: In scope Workloads

- **OS – Windows or Linux**
  - From on prem, AWS, GCP or Hosters
  - Will upgrade windows OS if applicable
  - Automated scripts for ARC enabled (Hybrid deployment)
  - Migrate Apps and DB's onto existing AVS

- **Native AVD**
  - Modernize on-prem RDS to AVD

- **SQL Server**
  - SQL to IaaS on VM
  - Modernizaton to managed instance or Azure SQL DB (refactor not in scope)
  - Automated scripts for Azure Arc enable deployment

- **OSS Databases**
  - MySQL/PostgreSQL to Azure DB for MySQL/PostgreSQL
  - Single server to FlexServer

- **MVP delivery**
  - Lakehouse landing zone
  - Data migration for lakehouse
  - AI upskilling, data migration use case integrating open AI & azure data platform*

*AI scenario may incur an additional cost, but can be delivered by Factory resources

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Prize Draw

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Thank you

Contact Us:
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