Microsoft | Solution Assessments
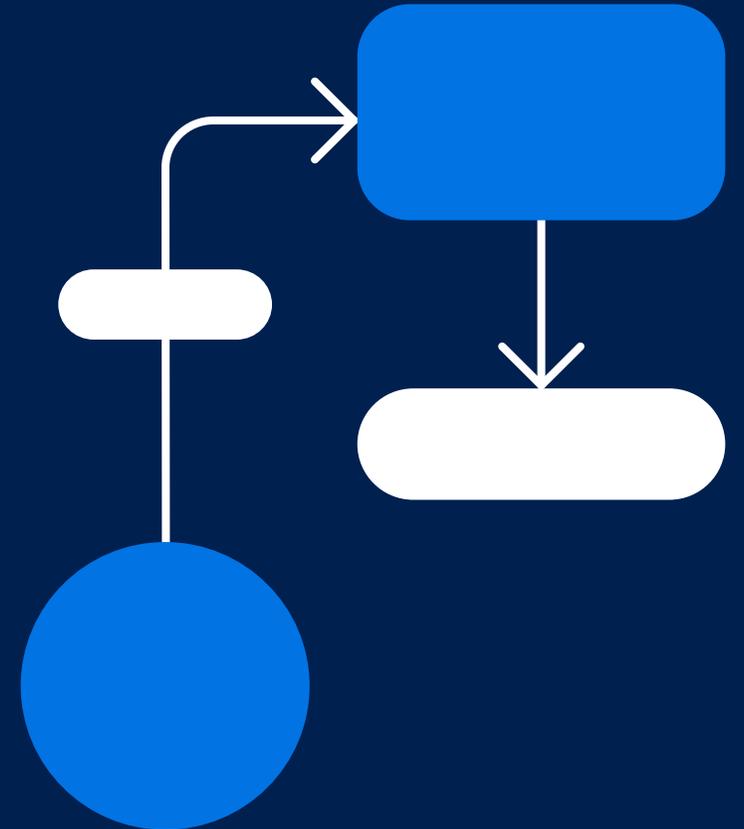
Microsoft Azure Express

An agile economic assessment for SMC Scale/SMB and Partners

Matthew Barnett
Solution Assessment
Specialist

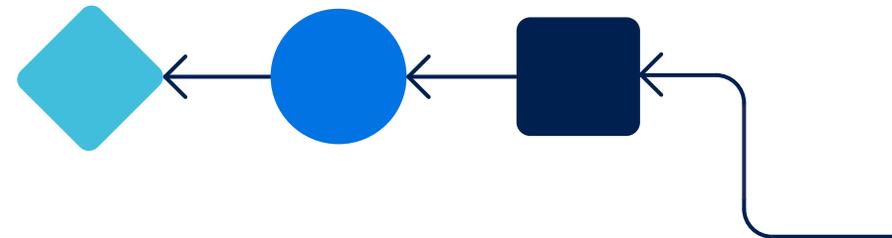**Troy Parker**
ANZ Assessment
Desk Lead

Agenda

What is Azure Express and why are we launching it?

What is the opportunity for partners?

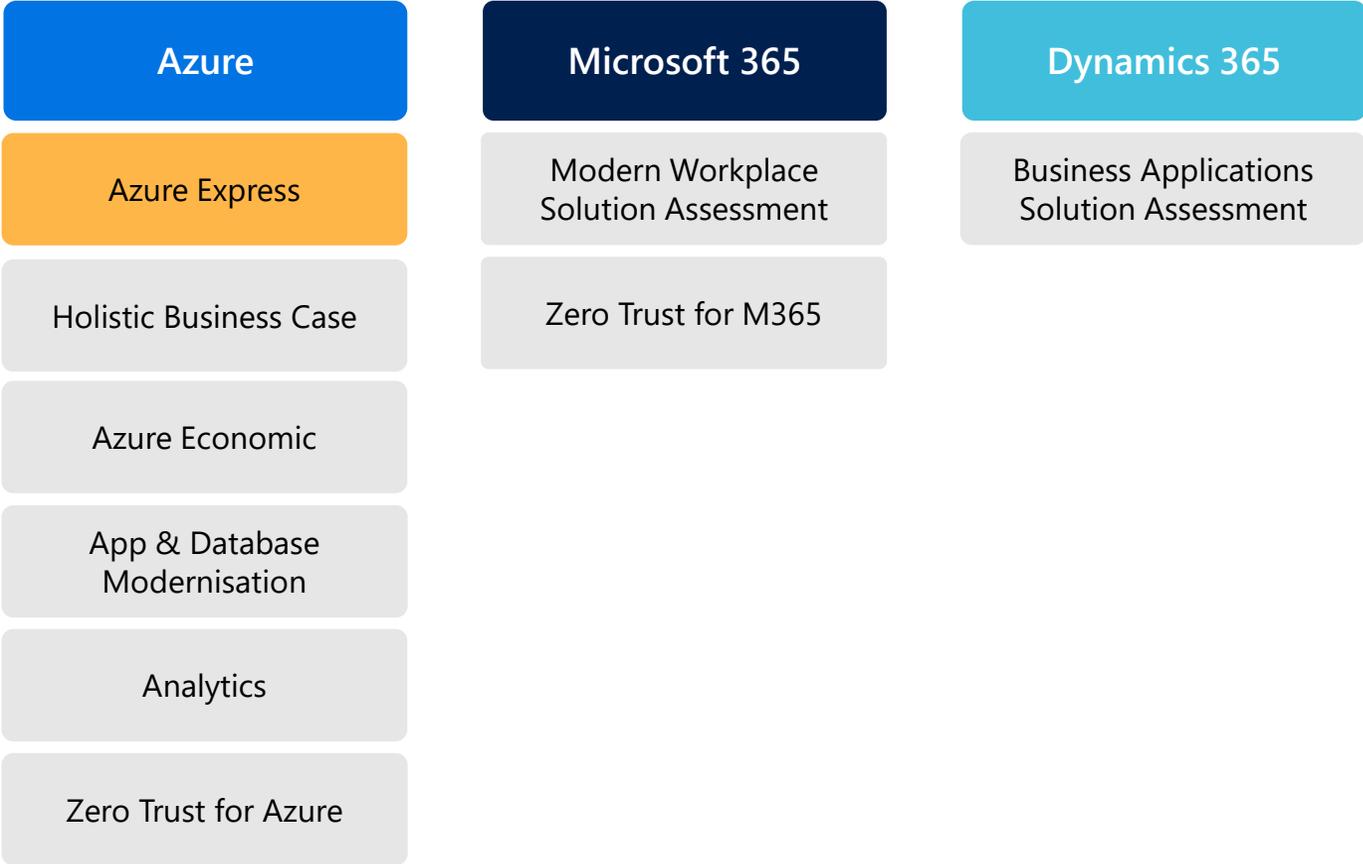Process and how to request an Azure Express

Microsoft Solution Assessments

Solution Assessments help customers make data-informed decisions, so they can achieve success in the cloud now and into the future.

The four stages of a Solution Assessment

1 Discover & Access

2 Plan & Decide

3 Migrate

4 Optimise

Core Solution Assessment Offerings

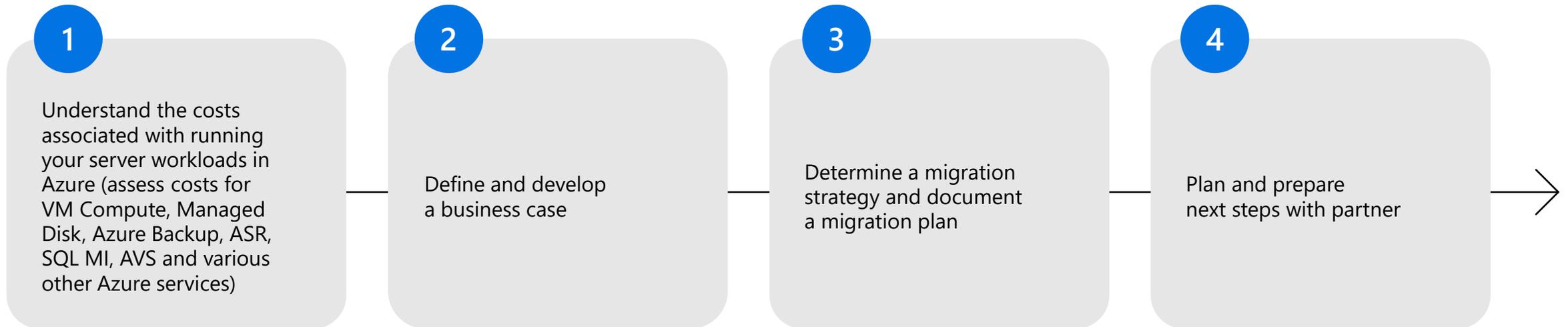| Azure	Microsoft 365	Dynamics 365
Azure Express	Modern Workplace Solution Assessment	Business Applications Solution Assessment
Holistic Business Case	Zero Trust for M365	
Azure Economic		
App & Database Modernisation		
Analytics		
Zero Trust for Azure		

What is Azure Express?

Get started on your journey to Azure with a fast, comprehensive, data-driven analysis of your server estate.

An Azure Express Solution Assessment provides meaningful insights that can help your business:

1

Understand the costs associated with running your server workloads in Azure (assess costs for VM Compute, Managed Disk, Azure Backup, ASR, SQL MI, AVS and various other Azure services)

2

Define and develop a business case

3

Determine a migration strategy and document a migration plan

4

Plan and prepare next steps with partner

Let's build, innovate, and thrive together

What's in it for you?

PARTNERS

- ✓ Get access to ANZ Microsoft Solution Assessment Desk
- ✓ Increase volume and velocity of high-quality migration opportunities due to fast turnaround
- ✓ Data collection and assessment conducted by Assessment Desk so you can focus on your core business - migration
- ✓ Access to Microsoft programs and investment
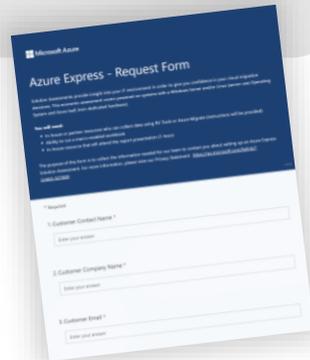- ✓ Fuel your business growth

CUSTOMERS

- ✓ Access to ANZ Microsoft Solution Assessment Desk
- ✓ Get insight into your IT environment fast
- ✓ Understand the costs associated with running your server workloads in Azure
- ✓ Define and develop a business case - plan and prepare next steps with a partner
- ✓ Provides you with the information you need to make confident cloud migration decisions fast

How to request an Azure Express assessment

Customer is uploading the data

1. Initial email instructions are provided to customer (partner is copied on email)

2. Customer is responsible for collecting data and importing into the data summary workbook (partner can assist)

3. Customer completes additional information including Azure Hybrid Benefit entitlements, test dev/prod systems, in/out scope systems (partner can assist)

4. Customer provides completed data summary workbook to Microsoft Assessment Consultant (partner can assist)

aka.ms/AzureExpress

Partner is uploading the data

1. Initial email instructions are provided to partner (customer is not copied on email)

2. Partner is responsible for importing data into the data summary workbook

3. Partner completes additional information including Azure Hybrid Benefit entitlements, test dev/prod systems, in/out scope systems

4. Partner provides completed data summary workbook to Microsoft Assessment Consultant (partner needs customer consent to share data with Microsoft)

aka.ms/AzureExpressPartner

How to request an Azure Express Assessment
Option 1. Customer is providing the data

Partner has interested customer who fits criteria, shares **MS Form** with customer to complete or partner can complete with customer approval.

→

Nomination is triaged by the **ANZ Solution Assessment Desk**.

→

Nomination is assigned to **Microsoft Solution Assessment Consultant** who emails the customer directly and copies partner.*

→

Customer to upload completed data summary workbook. **Microsoft Solution Assessment Consultant** creates report.

→

Microsoft Solution Assessment Consultant advises **Partner** that report is **ready** and sets up call with Partner for pre-customer briefing.

→

Partner sets up call with customer to discuss results/migration and has the option to present with/without Microsoft (as determined in pre-customer briefing).

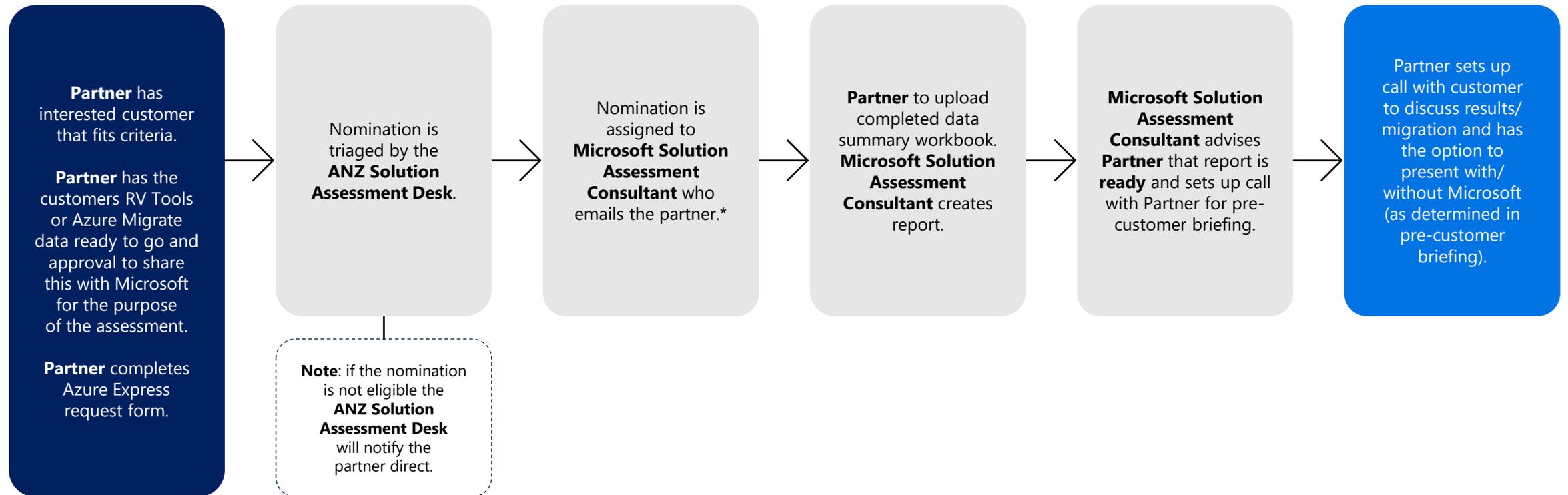**Note**: if the nomination is not eligible the **ANZ Solution Assessment Desk** will notify the customer and partner direct.

* Email includes link to SharePoint where customer can access data summary workbook and instructions.
5-day SLA from submission of nomination to first customer contact by Solution Assessment Consultant.
72-hour SLA from submission of data to report being finalised ready for Partner briefing call.

How to request an Azure Express Assessment
Option 2. Partner is providing the data

Partner has interested customer that fits criteria.

Partner has the customers RV Tools or Azure Migrate data ready to go and approval to share this with Microsoft for the purpose of the assessment.

Partner completes Azure Express request form.

→

Nomination is triaged by the **ANZ Solution Assessment Desk**.

Note: if the nomination is not eligible the **ANZ Solution Assessment Desk** will notify the partner direct.

→

Nomination is assigned to **Microsoft Solution Assessment Consultant** who emails the partner.*

→

Partner to upload completed data summary workbook. **Microsoft Solution Assessment Consultant** creates report.

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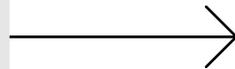
- Email includes link to SharePoint where partner can access data summary workbook and instructions
- 5-day SLA from submission of nomination to first partner contact by Solution Assessment Consultant
- 72-hour SLA from submission of data to report being finalised ready for Partner briefing call

What happens after an Azure Express?

Solution Assessment Desk

Customer presentation (1 hour)

- Partner sets up call with customer to discuss report and migration

- Assessment Desk (optional) goes through report with customer and partner (45 minutes)

- Partner takes over migration conversation and next steps (15 minutes)

Partner progresses opportunity →

Partner Program Recommendations

Partner-led AMMP Migrate & Modernise

Eligible AMMP partners (with advanced specialisations) now have a path to directly nominate customers for the Azure Migration and Modernization Program in a self-service dashboard aka.ms/AMMPpartnerled. Funding is allocated based on t-shirt sizing of opportunity.

M&M Small $C
Y1 Project size: $25k - $125K/year
Partner Payment $15K

M&M Medium $C
Y1 Project size: $125k - $250K/year
Partner Payment $30K

M&M Large $C
Y1 Project size: $250k - $500K/year
Partner Payment: $50K

M&M X-Large $C
Y1 Project size: $500k - $750K/year
Partner Payment: $75K
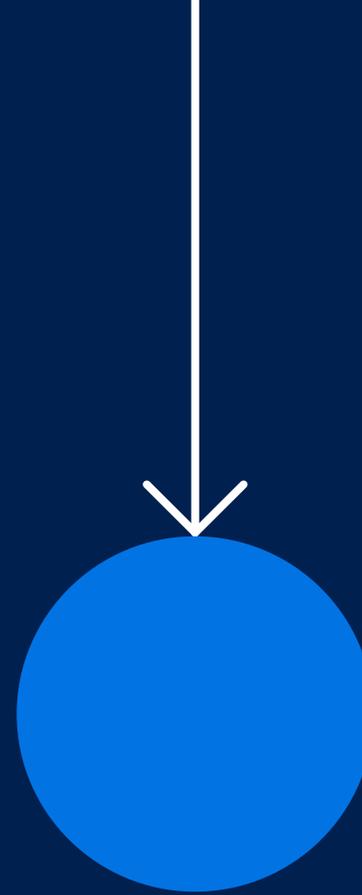**NEW**

M&M XX-Large $C
Y1 Project size: $750k - $1M/year
Partner Payment: $100K
NEW

Partner does migration

Partner independently leads and carries out the migration with the customer

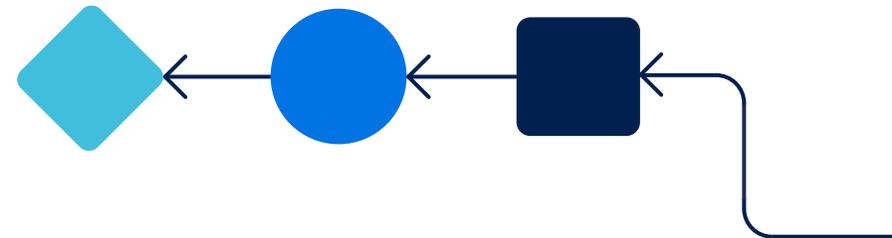# Criteria and deliverables

Azure Express Assessment Scope

Azure Express is an Azure Solution Assessment.

This economic assessment covers:

✓ **Powered-on systems with a Windows Server and/or Linux (server use*) Operating System.**

* Linux Server Use Operating Systems including; Red Hat, SUSE, CentOS, Ubuntu and various other. Refer to eligibility criteria.

Does my customer **qualify** for Azure Express?

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.

https://privacy.microsoft.com/en-us/privacystatement

Two data collection options

Are you looking to assess a VMware® environment and require the fastest possible assessment turnaround with the least amount of data collection work?

Option 1 (RV Tools) may be the most suitable option.

Already have an Azure Tenant or the ability to create one?

Option 2 (Azure Migrate) is recommended as it can include analysis of VMware® environments, Hyper-V environments and standalone servers and Azure VM sizing suggestions are based on performance data.

OPTION 1 – RV TOOLS

Data Collection Tool	RV Tools
Environment Scope Limitation	VMware® Environments Only
Suggested Azure VM Sizing	Azure VM sizing suggestions are based on point in time as-is data
Estimated Tool Deployment Time	5 minutes
Estimated Azure Migrate Assessment Configuration Time	N/A
Estimated Data Collection Period	5 minutes
SQL Server Data	Not included in RV Tools data but can be provided manually and incorporated into the assessment
Key Benefit	Fastest data collection with minimal work required

OPTION 2 – AZURE MIGRATE

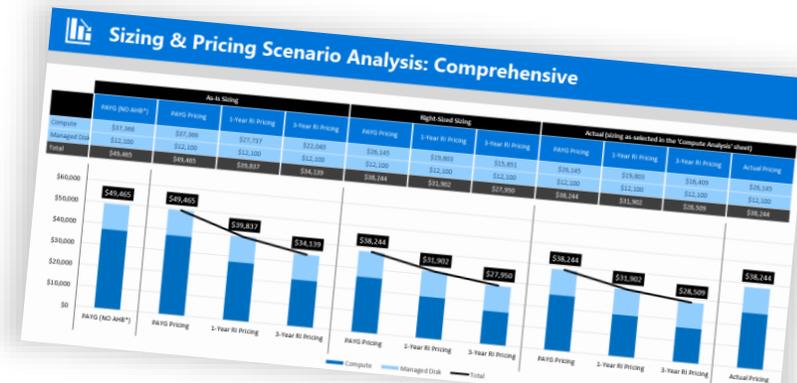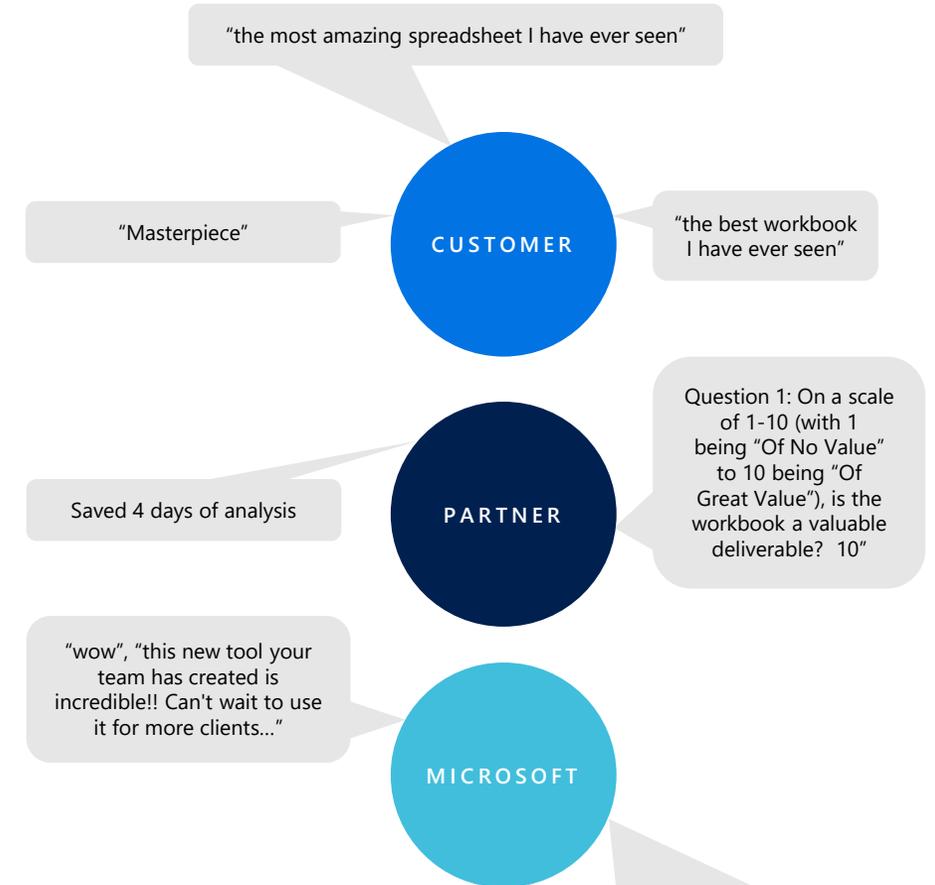|	
Data Collection Tool	Azure Migrate
Environment Scope Limitation	N/A
Suggested Azure VM Sizing	Azure VM sizing suggestions are based on performance data
Estimated Tool Deployment Time	1-hour
Estimated Azure Migrate Assessment Configuration Time	1-hour
Estimated Data Collection Period	We recommend running performance data scans for a period of 2-4 weeks.
SQL Server Data	Can be collected natively through Azure Migrate
Key Benefit	Performance based assessments typically provide the most accurate Azure VM sizing suggestions

What is the Azure Migration Assessment Workbook?

An all-in-one Azure migration assessment solution

✓ Interactive Excel workbook that serves as both a powerful Azure IaaS economic assessment tool and an Azure migration roadmap planner.

✓ Provides a single-pane-of-glass view of the customer environment and its inventory/performance data along with a comprehensive set of results and insights delivered via a built-in and fully automated Assessment Report.

The AMA Workbook enables systematic examination of assessment data and doubles as a deliverable that is designed to be used post assessment by a Customer, a Partner and/or the Microsoft team to further refine and develop a migration strategy.

No ordinary workbook!

✓ Interactive with powerful real-time assessment analytics
✓ 300+ drop-down menus and ribbon commands
✓ 13,000+ lines of code across 400+ macro's

"the most amazing spreadsheet I have ever seen"

"Masterpiece"

CUSTOMER

"the best workbook I have ever seen"

Question 1: On a scale of 1-10 (with 1 being "Of No Value" to 10 being "Of Great Value"), is the workbook a valuable deliverable? 10"

Saved 4 days of analysis

PARTNER

"wow", "this new tool your team has created is incredible!! Can't wait to use it for more clients…"

MICROSOFT

"We leveraged the Solution Assessment program to conduct the infrastructure assessment. Although we started 2-3 weeks behind AWS, we finished the assessment and presented to CUSTOMER 2 weeks before AWS. With this engagement, the solution assessment team developed a differentiated customised tool that enabled CUSTOMER to run various scenarios with an ability to generate solution assessment reports as many times as they wanted. The work of our solution assessment team was called out as a key differentiator by CUSTOMER, PARTNER "

Sizing & Pricing Scenario Analysis: Comprehensive

Key Capabilities

Extensive Economic Capabilities

- ✓ Azure VM Compute and Managed Disk.

- ✓ Azure Backup and Azure Site Recovery.

- ✓ SQL MI.

- ✓ Azure VMware Solutions (AVS).

- ✓ Azure Files, Azure App Service, Blob Storage.

Scenario Assessment & Migration Plan Development

- ✓ Save up to 10 assessed scenarios/migration waves.

- ✓ Compare scenario costs and system inclusions.

- ✓ Assess costs by application and/or application group.

- ✓ Record/document migration plan waves at a granular level.

Assessment Report

- ✓ Built-in, comprehensive and fully automated Assessment Report.

- ✓ Export directly to PDF.

Thank you