

Making the business case for moving to the cloud.

The why and how of migrating our apps and infrastructure.

Topics:

Why move to the cloud?

Why move now?

Planning and strategy.

Steps for migration.

Migration approaches.

Why Azure?

Getting help with migration.

Appendix.

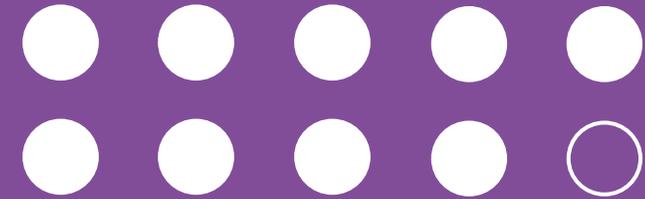
Why move to the cloud?

Exploring the operational, financial, Compliance, and management benefits.

Operational benefits

Expedite operational capacity while reducing IT overhead costs:

- Gain efficiencies.
- Raise reliability.
- Add scale cost-effectively.
- [Other operational benefits]



90%

Reduction in data centre support
needs by Year 3.*

*The Total Economic Impact of Microsoft Azure IaaS, a commissioned study conducted by Forrester Consulting on behalf of Microsoft, August 2019.

<https://azure.microsoft.com/resources/forrester-economic-impact-azure-iaas/>

Financial benefits

Reduce costs and enable
new revenue streams:

- Save on data centre and hardware leasing.
- Avoid costs on license renewals.
- Switch from capital expenditure to operating expense.
- [Other financial benefits]



ROI of
478%
after Year 3.*

*The Total Economic Impact of Microsoft Azure IaaS, a commissioned study conducted by Forrester Consulting on behalf of Microsoft, August 2019.

<https://azure.microsoft.com/resources/forrester-economic-impact-azure-iaas/>

Compliance and management benefits

Improve effectiveness of managing regulatory challenges:

- Increase the efficiency and productivity of managing compliance tools, the compliance environment, and auditing.
- Reduce costs of compliance-related penalties.
- Improve agility in responding to new and ever-changing national and international regulations.
- Enhance the overall productivity of auditing and compliance teams, as well as IT support.
- Reduce the incidence of unplanned downtime and minimise the use of help desk.



\$4.29 million/
year

average value achieved by leveraging cloud IaaS for compliance.*

*IDC: Microsoft Azure Is Helping Organizations Manage Regulatory Challenges More Effectively, May 2019

<https://azure.microsoft.com/resources/azure-is-helping-organizations-manage-regulatory-challenges/>

Why move now?

Go head-to-head with
the speed of the market.



Data centre
contracts expiring.



Integrating
acquisitions.



Urgent capacity
needs.



Moving from
CapEx to OpEx.



Software and
hardware refresh.



Security threats.



Compliance.



Application
innovation.



Application
delivery speed.



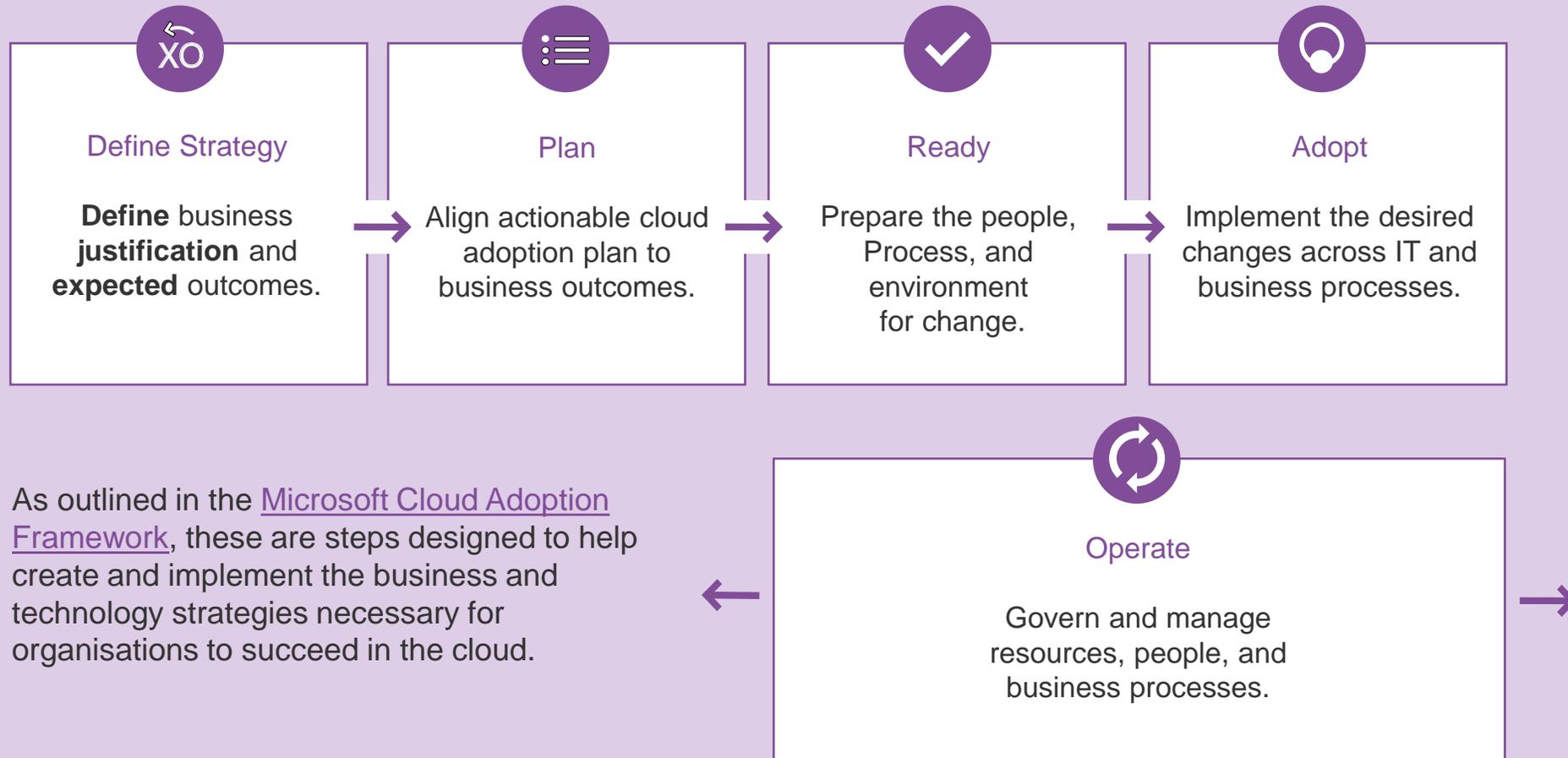
Software end
of support.

Cloud migration planning and strategy

How we can set ourselves up for a seamless migration.

Steps for Migrating to the Cloud

Cloud Adoption Framework for Azure.



Migration approaches

Different criteria will inform which approach is best for us.

APPROACH	DESCRIPTION	COMMON BUSINESS DRIVERS	QUANTITATIVE CONSIDERATIONS	QUALITATIVE CONSIDERATIONS
Rehost	“Lift and shift” workloads to VMs in the cloud with minimal change to overall architecture.	<ul style="list-style-type: none"> Reducing capital expense. Freeing up data centre space. Achieving rapid ROI in the cloud. 	<ul style="list-style-type: none"> VM size (CPU, memory, storage). Dependencies (network traffic). Asset compatibility. 	<ul style="list-style-type: none"> Tolerance for change. Business priorities. Critical business events. Process dependencies.
Refactor	Make minimal changes to optimise for the cloud for IaaS and PaaS environments.	<ul style="list-style-type: none"> Faster and shorter updates. Code portability. Greater cloud efficiency (resources, speed, cost). 	<ul style="list-style-type: none"> Application asset size (CPU, memory, storage). Dependencies (network traffic). User traffic (page views, time on page, load time). Development platform (languages, data platform, middle-tier services). 	<ul style="list-style-type: none"> Continued business investments. Bursting options/timelines. Business process dependencies.
Rearchitect	Modify existing app architecture/code to optimise for the cloud.	<ul style="list-style-type: none"> Application scale and agility. Easier adoption of new cloud capabilities. Mix of technology stacks. 	<ul style="list-style-type: none"> Application asset size (CPU, memory, storage). Dependencies (network traffic). User traffic (page views, time on page, load time). Development platform (languages, data platform, middle-tier services). 	<ul style="list-style-type: none"> Growing business investments. Operations costs. Potential feedback loops and DevOps investments.
Rebuild	Rebuild applications from scratch using cloud-native technologies.	<ul style="list-style-type: none"> Accelerate innovation. Build apps faster. Reduce operational cost. 	<ul style="list-style-type: none"> Application asset size (CPU, memory, storage). Dependencies (network traffic). User traffic (page views, time on page, load time). Development platform (languages, data platform, middle-tier services). 	<ul style="list-style-type: none"> Declining end-user satisfaction. Business processes limited by functionality. Potential cost, experience, or revenue gains.
Replace	Leverage an existing SaaS application that provides the necessary functionality for the hosted app.	<ul style="list-style-type: none"> Standardising around industry-best practices. Accelerated adoption of business process-driven approaches. Reallocating development investments into applications that create competitive differentiation or advantages. 	<ul style="list-style-type: none"> General operating cost reductions. VM size (CPU, memory, storage). Dependencies (network traffic). Assets to be retired. 	<ul style="list-style-type: none"> Cost-benefit analysis of the current architecture versus a SaaS solution. Business process maps. Data schemas. Custom or automated processes.

Why migrate to Azure

Case studies and proof points.



Secure

Our data and apps stay secure.

Microsoft invests more than **1 billion USD annually** on cybersecurity research and development.

Microsoft employs more than **3,500 security experts** completely dedicated to your data security and privacy.

Azure has **more compliance certifications** than any other cloud provider. View the [comprehensive list](#).

[Komatsu](#) found that Azure is more secure because the service chain of the cloud includes extensive security measures.



Savings

AWS is five times more expensive than Azure for Windows Server and SQL Server.

Savings offers:

- [Azure Hybrid Benefit](#).
- [Reserve](#) up-front and pay less.
- [Extend security updates](#) for free on Windows Server 2008/2008 R2.

[Allscripts](#): Allscripts has been developing software in Azure and enjoys dramatic time-to-market and cost-saving benefits by doing so.



Innovative

Empowering our business to achieve more

- Being future-ready, while simultaneously supporting current development
- No need for patching or upgrading; evergreen SQL stays up-to-date.
- Gain agility, enhance performance, and operate at a global scale

“Being able to leverage so many off-the-shelf services and tools from Azure enabled us to go from zero to a fully-fledged e-commerce marketplace in just 12 months.”

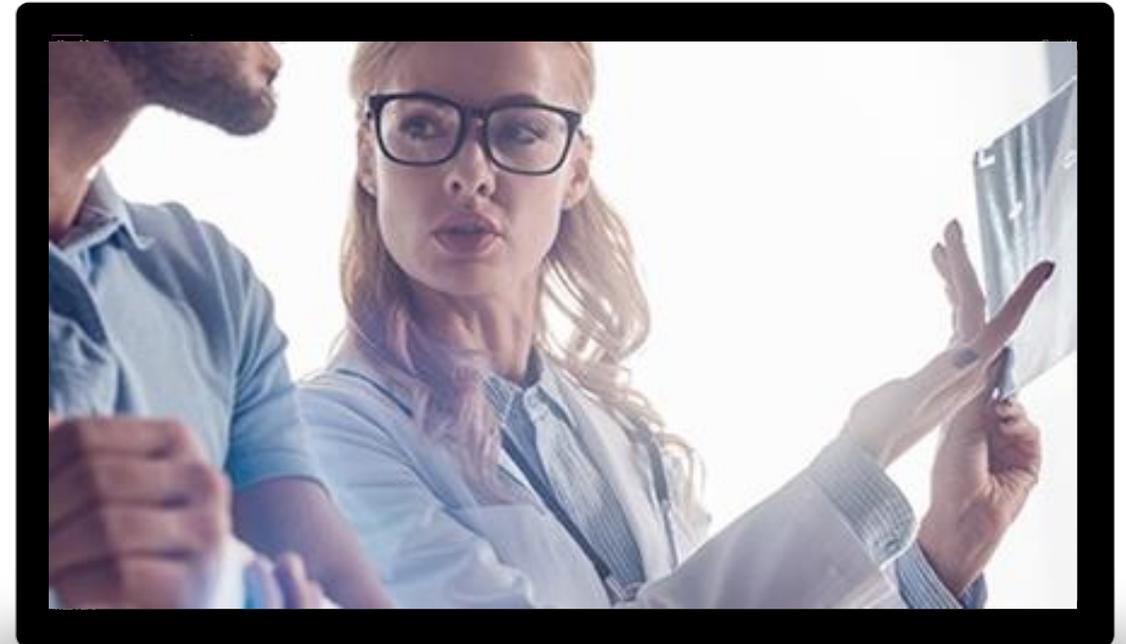
[Jet.com](#)

Allied Health

Allied Health modernise their healthcare IT infrastructure and operations with Microsoft Azure.

- Professional Advantage migrated business-critical applications and mailboxes to Azure and established an Office 365 tenant despite the substantial technical work needed and the very tight project implementation deadlines.
- The migration needed to happen rapidly within a 5-week window with the HSP ceasing its business.
- Allied Health improved its IT operations, enhanced its user's experience, improved security and bandwidth, and eliminated unnecessary IT licensing and operational costs moving forward.

[Learn more](#)



Energy Water Ombudsman NSW (EWON)



From in-house to hybrid cloud infrastructure, independent dispute resolution organisation EWON transforms and secures its IT infrastructure with Microsoft Azure and Intune.

- EWON had ageing, on-premises servers that required very costly maintenance and upgrades to remain supported.
- EWON wanted to reduce the data security risks associated with their employees working from home, using their personal devices to access their systems and apps.
- Professional Advantage migrated 38 virtual machines to Microsoft Azure and deployed Intune for mobile device management and security.
- The move to Microsoft Azure gave EWON the flexibility, scalability, security, and cost savings that would have been unachievable with an on-premises IT environment.

[Learn more](#)

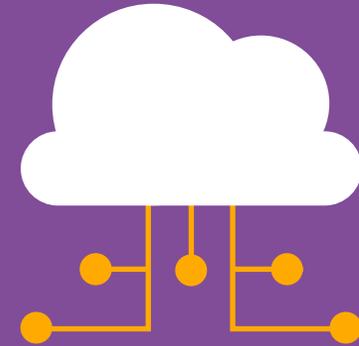




Get help with your migration

Our [Azure Migration Workshop](#) offers step-by-step guidance for migrating to Azure, including:

- Expert guidance.
- Technical skills.
- Backed by Azure engineering.
- High-level solution design, migration plan, and costings.



Contact Professional Advantage

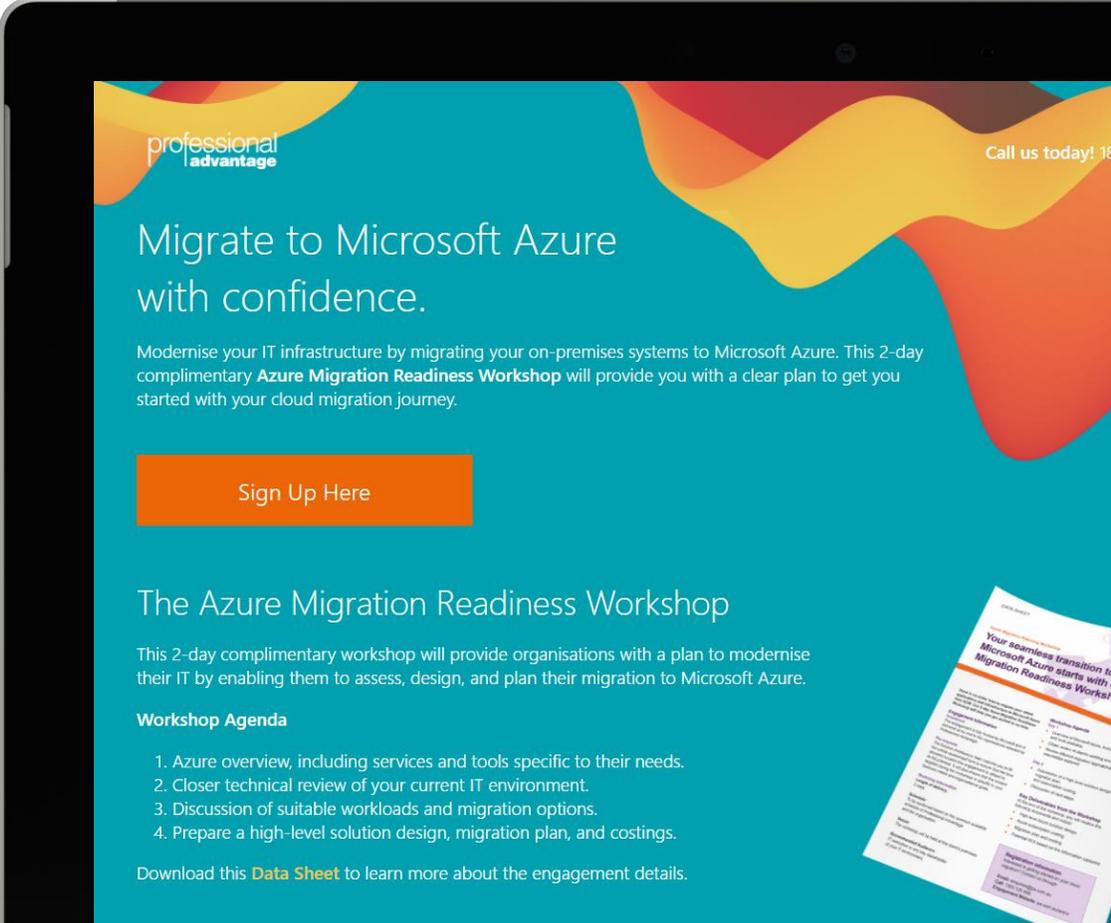
to learn more and sign up.
<https://www.pa.com.au/amrw>

Complimentary Azure Migration Workshop

You can get help from Professional Advantage for expert technical advice.

- 2-day virtual Azure Migration Readiness Assessment.
- Workshop Agenda:
 - Azure overview, including services and tools specific to your needs.
 - Closer technical review of your current IT environment.
 - Discussion of suitable workloads and migration options.
 - Preparation of a high-level solution design, migration plan, and costings.
- Receive a prioritised roadmap, estimated costs, and potential ROI at the end of the workshop.

[Learn more](#)



The screenshot shows a webpage with a teal and orange color scheme. At the top left is the 'professional advantage' logo. The main headline reads 'Migrate to Microsoft Azure with confidence.' Below this is a paragraph: 'Modernise your IT infrastructure by migrating your on-premises systems to Microsoft Azure. This 2-day complimentary **Azure Migration Readiness Workshop** will provide you with a clear plan to get you started with your cloud migration journey.' A prominent orange button says 'Sign Up Here'. Below the button, the text reads 'The Azure Migration Readiness Workshop' followed by 'This 2-day complimentary workshop will provide organisations with a plan to modernise their IT by enabling them to assess, design, and plan their migration to Microsoft Azure.' A section titled 'Workshop Agenda' lists four items: 1. Azure overview, including services and tools specific to their needs. 2. Closer technical review of your current IT environment. 3. Discussion of suitable workloads and migration options. 4. Prepare a high-level solution design, migration plan, and costings. At the bottom, it says 'Download this **Data Sheet** to learn more about the engagement details.' In the bottom right corner, there is a graphic of a document titled 'Your seamless transition to Microsoft Azure starts with Migration Readiness Workshop'.