



JOURNEY TO AZURE – CASE STUDY

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UnifyCloud at-a-glance

A rapidly growing and successful Redmond, WA based Azure consultancy, SI and solutions developer with significant technical resources located in the US and India.

Our global focus is on **Cloud**, **Cybersecurity**, **Compliance** (regulatory) and **Cost**.



Cloud Solution Provider (CSP)

CET Solution Assessment Partner

Azure Migrate Partner

Effectively migrating from a traditional, on-premises IT environment to a Hybrid IT environment that may include elements of SaaS, IaaS, and PaaS requires a logical set of steps.

Discover
and Assess

Target and
Migrate

Monitor and
Optimize

Our solutions leverage Microsoft's Azure Migrate approach

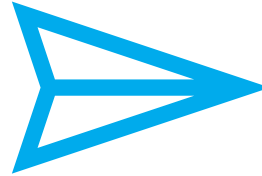


Discover and Assess

- Workload and data discovery
- TCO and ROI analysis
- Recommendation reports



CloudRecon



Target and Migrate

- App, virtual machine, and workload migration to Azure
- Convert existing .NET applications to containers (optional)
- Your choice of Azure database destination



CloudPilot



Monitor and Optimize

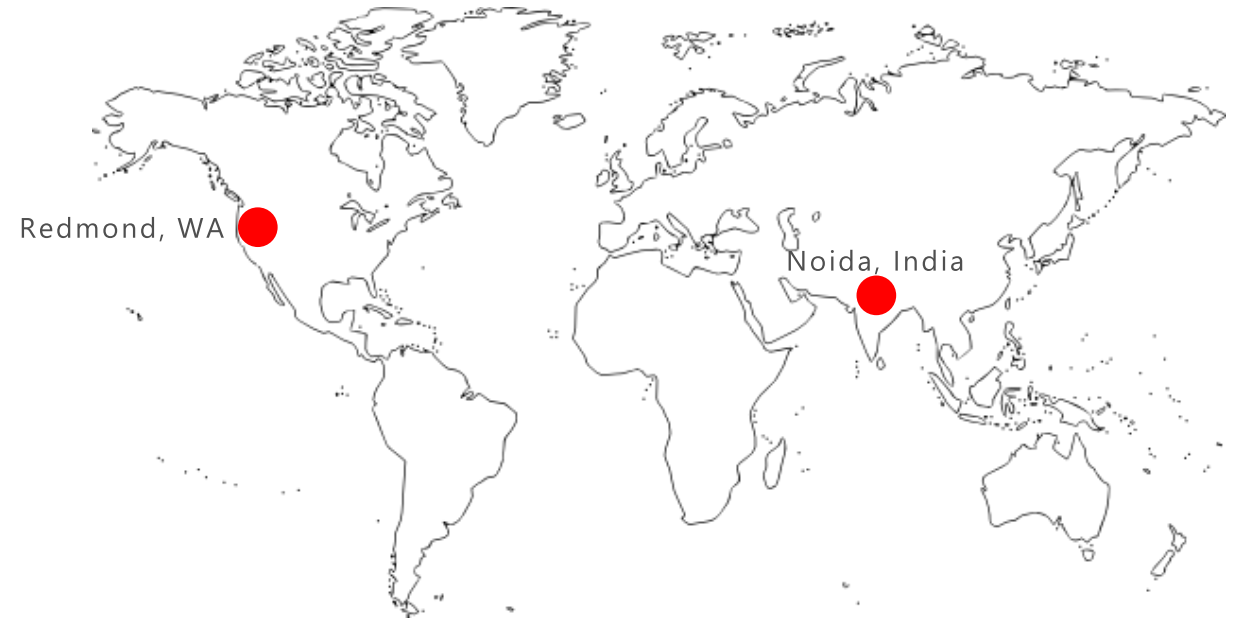
- Continual health, performance, and cost management
- Access to advanced features in data services
- Application analysis for optimal PaaS migration



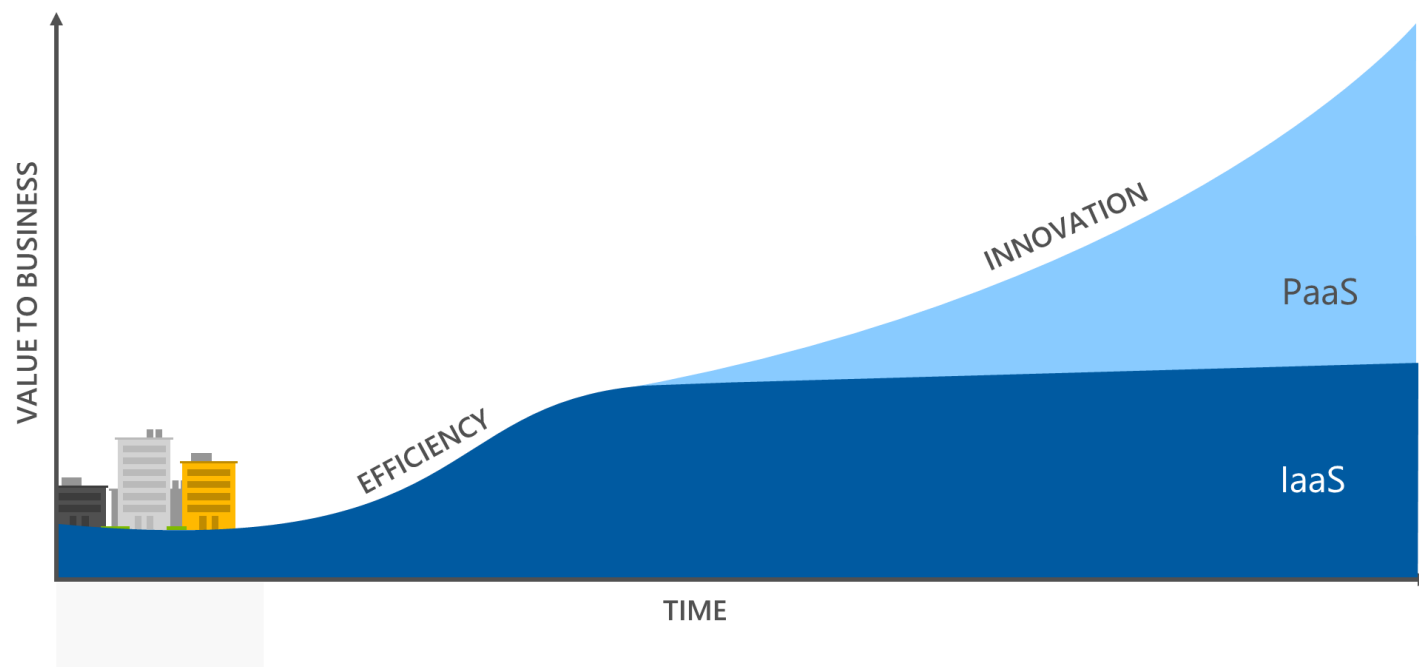
CloudSupervisor

UnifyCloud data discovery Centers of Excellence

- Multiple cloud-specific and traditional SAM discovery tool support
- 7 x 24 global coverage from two centers
- Support for deployment, scanning and visualization analysis
- Support for P2P SAM / non-SAM engagement initiatives
- Integration support for CloudRecon[®] and Azure migration engagements
- Microsoft subsidiary focus:
 - Microsoft North America
 - Microsoft India
 - Microsoft UK (future)
 - Microsoft LATAM (future)



The challenge: Getting to the PaaS payoff quickly

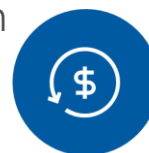


IDC estimates that PaaS will grow at a faster rate than IaaS and SaaS with a 5 year CAGR over 30%. "PaaS is important because it's the focus at many companies for rapid application development and mobile app development using the DevOps approach."

Source: IDC Worldwide Semi-annual Public Cloud Services Spending Guide – January 2016

There are significant financial and business benefits of shifting application development and deployment from Azure IaaS to Azure PaaS.

Source: "The Total Economic Impact Of Microsoft Azure PaaS," a commissioned study conducted by Forrester Consulting, June 2016



466%
Return on
Investment



\$5.91M
Net Present
Value



80%
IT Time
Saved



50%
Faster Service
Deployment
Time to Market

CloudAtlas® supports an accelerated migration to Azure



Workload and App Discovery


CloudRecon

- Key steps along the Azure Migrate approach
- CloudAtlas® solutions that accelerate progress
- UnifyCloud or partner wrap-around services

Discover and Assess



Backup / Disaster Recovery Migration


Non-Prod & Dev/Test VM Migration

Prod VM Migration (by App Groups)

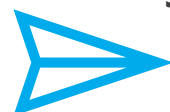
Containerize Application (optional)

Database Migration Service

Data Migration


CloudPilot

Target and Migrate



CloudSupervisor


Performance Management and Cost Optimization

Containerize Application

Code Refactor

Services Migration to PaaS

Modernization


CloudPilot

Monitor and Optimize



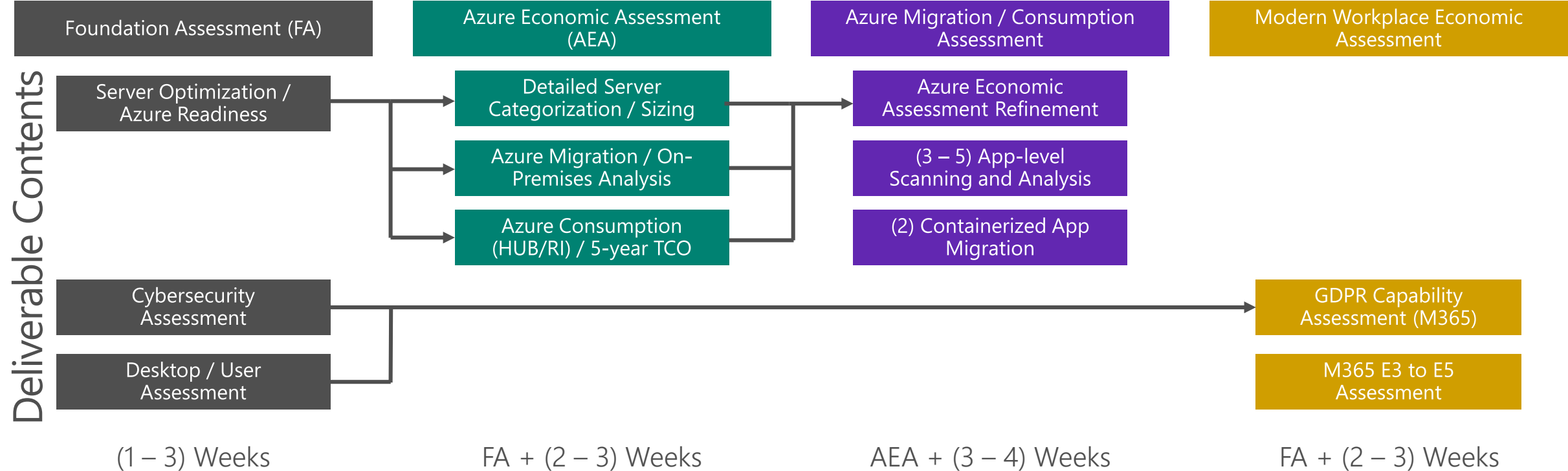
FY19 Solution Assessment engagement analysis flow

Solution Assessment Engagement

Workload and App Discovery


CloudRecon

- Engagement approach: scan once / multiple analytic pivots
- Use a broad range of discovery tools depending upon data requirements
- Our enhanced BI solution, CloudRecon®, is the multi-pivot analysis tool
- We will snap to the new structure to help us scale in the US



Case Study

What the customer needed to know for migration decisions



Solution Assessment Engagement

Workload and
App Discovery



Discover and Assess



We leveraged leading IT discovery tool (Movere)

1. Microsoft commissioned us to begin and authorized tool use (24 – 36 hours)
2. We provided deployment guides and scheduled a 1-hour kick off call (< 1 week)
3. We scheduled a 2-hour deployment walk-through call and started scans
4. We scheduled 15-minute checkpoint calls with your team every other day
5. Within 8 weeks we delivered the Azure Migration / Consumption Assessment

What the customer needed to know for migration decisions



Solution Assessment Engagement

Workload and
App Discovery



Discover and Assess



Key questions we answered

- What parts of your IT Infrastructure are candidates for migration to Azure:
 - Infrastructure as a Service – IaaS (VMs, Storage, Dev / Test, Containerized Apps)?
 - Platform as a Service – PaaS (Custom Apps)?
- What will it cost to operate these workloads in Azure?
- What is the effort / cost to migrate / modernize these workloads to run on Azure?
- What are the key success factors in operating on Azure for these workloads:
 - Application-level security (e.g., authentication, encryption, backup)?
 - Dev/Ops best practices?
 - Efficient Service cost management?
 - Compliance against standards / regulations (e.g., GDPR)?

We collaboratively worked with the customer on decisions



Solution Assessment Engagement

Workload and
App Discovery

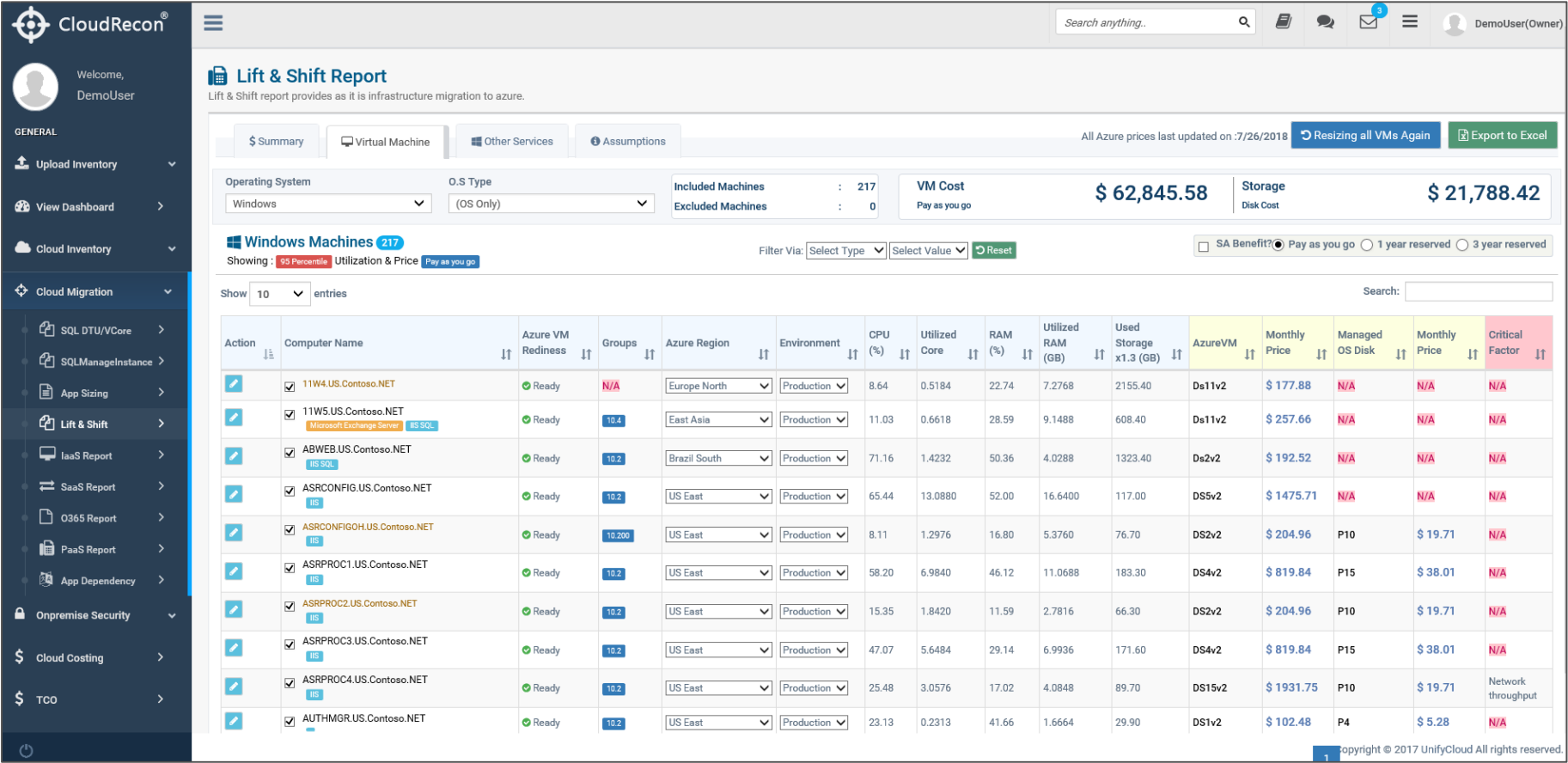


Discover and Assess



Key analytical areas:

- SQL Managed Instance
- VM Right-sized Migration
- SQL Database / App Service
- Azure DR / Backup
- Azure Network / Security



We provided engineering level details and TCO deliverables



Solution Assessment Engagement

Workload and
App Discovery



Discover and Assess



| | | Machine 95 Percentile Utilization | | | | | | | | | | Machine |
|-----------------------------|---------------------------------|-----------------------------------|--------------------------|-------------|------------------|-------------------|----------------------|--------|-----------------|-------------|------------|-----------------|
| ComputerName | CurrentOperatingSystem | IOPS | MaxNetworkThroughputMB_s | Storage(GB) | Used_Storage(GB) | CPUUtilization(%) | CoreUtilizationCount | RAM(%) | UtilizedRAM(GB) | AzureVmSize | Payasyougo | Payasyougo + SA |
| 11W4.US.Contoso.NET | Windows Server 2008 Standard R2 | 971 | 70.71 | 1813 | 1658 | 8.64 | 0.5184 | 22.74 | 7.2768 | Ds11v2 | \$177.88 | \$177.88 |
| 11W5.US.Contoso.NET | Windows Server 2008 Standard R2 | 4601 | 25.39 | 1813 | 468 | 11.03 | 0.6618 | 28.59 | 9.1488 | Ds11v2 | \$257.66 | \$167.63 |
| ABWEB.US.Contoso.NET | Windows Server 2008 Standard R2 | 1019 | 83.57 | 1600 | 1018 | 71.16 | 1.4232 | 50.36 | 4.0288 | Ds2v2 | \$192.52 | \$192.52 |
| ASRCONFIG.US.Contoso.NET | Windows Server 2012 Standard R2 | 1389 | 0.34 | 1124 | 90 | 65.44 | 13.088 | 52 | 16.64 | D5Sv2 | \$1,475.71 | \$1,475.71 |
| ASRCONFIGOH.US.Contoso.NET | Windows Server 2012 Standard R2 | 1173 | 5.62 | 300 | 59 | 8.11 | 1.2976 | 16.8 | 5.376 | Ds2v2 | \$204.96 | \$106.87 |
| ASRPROC1.US.Contoso.NET | Windows Server 2012 Standard R2 | 742 | 99.93 | 1124 | 141 | 58.20 | 6.984 | 46.12 | 11.0688 | D54v2 | \$819.84 | \$428.22 |
| ASRPROC2.US.Contoso.NET | Windows Server 2012 Standard R2 | 619 | 31.75 | 1124 | 51 | 15.35 | 1.842 | 11.59 | 2.7816 | Ds2v2 | \$204.96 | \$106.87 |
| ASRPROC3.US.Contoso.NET | Windows Server 2012 Standard R2 | 2004 | 151.57 | 1124 | 132 | 47.07 | 5.6484 | 29.14 | 6.9936 | D54v2 | \$819.84 | \$428.22 |
| ASRPROC4.US.Contoso.NET | Windows Server 2012 Standard R2 | 1133 | 13301.73 | 1124 | 69 | 25.48 | 3.0576 | 17.02 | 4.0848 | D515v2 | \$1,931.75 | \$1,356.40 |
| AUTHMGR.US.Contoso.NET | Windows Server 2012 Standard R2 | 684 | 19.20 | 100 | 23 | 23.13 | 0.2313 | 41.66 | 1.6664 | Ds1v2 | \$102.48 | \$53.44 |
| AXCONVERSION.US.Contoso.NET | Windows Server 2012 Standard R2 | 245 | 43.42 | 100 | 61 | 16.30 | 0.326 | 7.57 | 1.8168 | Ds1v2 | \$102.48 | \$53.44 |
| AXCONVTEST.US.Contoso.NET | Windows Server 2012 Standard R2 | 351 | 85.70 | 100 | 86 | 16.79 | 0.3358 | 5.08 | 1.2192 | Ds1v2 | \$102.48 | \$53.44 |
| AXDEVCONV.US.Contoso.NET | Windows Server 2012 Standard R2 | 1741 | 62.18 | 606 | 423 | 25.98 | 0.5196 | 47.02 | 7.5232 | Ds11v2 | \$241.56 | \$135.42 |
| AXDEVCONV2.US.Contoso.NET | Windows Server 2012 Standard R2 | 3946 | 59.20 | 555 | 456 | 24.78 | 0.4956 | 39.98 | 6.3968 | Ds2v2 | \$204.96 | \$106.87 |
| AXPRODAO51.US.Contoso.NET | Windows Server 2012 Standard R2 | 783 | 37.87 | 200 | 121 | 9.69 | 0.7752 | 39.51 | 14.2236 | Ds12v2 | \$477.26 | \$271.57 |
| AXPRODAO52.US.Contoso.NET | Windows Server 2012 Standard R2 | 798 | 3440.27 | 200 | 107 | 8.74 | 0.6992 | 50.04 | 18.0144 | D54v2 | \$819.84 | \$428.22 |
| AXPRODAO53.US.Contoso.NET | Windows Server 2012 Standard R2 | 675 | 40.66 | 100 | 33 | 8.90 | 0.712 | 46.03 | 16.5708 | Ds12v2 | \$477.26 | \$271.57 |
| AXPRODAO54.US.Contoso.NET | Windows Server 2012 Standard R2 | 559 | 46.11 | 100 | 39 | 12.59 | 1.0072 | 54.84 | 19.7424 | Ds12v2 | \$477.26 | \$271.57 |
| AXPRODAO55.US.Contoso.NET | Windows Server 2012 Standard R2 | 719 | 25124.04 | 100 | 58 | 19.59 | 1.5672 | 100 | 24 | D64sv3 | \$4,403.71 | \$2,248.70 |
| AXPRODAO56.US.Contoso.NET | Windows Server 2012 Standard R2 | 1397 | 51.06 | 100 | 44 | 18.68 | 1.4944 | 67.49 | 16.1976 | Ds12v2 | \$477.26 | \$271.57 |
| AXPRODREP.US.Contoso.NET | Windows Server 2012 Standard R2 | 1353 | 5897.69 | 100 | 56 | 58.04 | 3.4824 | 16.75 | 10.72 | D54v2 | \$819.84 | \$428.22 |
| AXPRODWEB.US.Contoso.NET | Windows Server 2012 Standard R2 | 1441 | 37.92 | 600 | 103 | 40.39 | 0.8078 | 58.82 | 18.8224 | Ds12v2 | \$477.26 | \$271.57 |
| AXQAAOS1.US.Contoso.NET | Windows Server 2012 Standard R2 | 623 | 53.59 | 100 | 77 | 9.75 | 0.78 | 26.09 | 8.3488 | Ds11v2 | \$241.56 | \$135.42 |
| AXQAAOS2.US.Contoso.NET | Windows Server 2012 Standard R2 | N/A | 779.07 | 100 | 73 | 8.18 | 0.6544 | 14.33 | 4.5856 | Ds2v2 | \$204.96 | \$106.87 |
| AXQAWEB.US.Contoso.NET | Windows Server 2012 Standard R2 | 737 | 51.86 | 100 | 59 | 27.95 | 0.559 | 18.44 | 5.9008 | Ds2v2 | \$204.96 | \$106.87 |
| AXSQLPREPROD.US.Contoso.NET | Windows Server 2012 Standard R2 | 4804 | 119.27 | 3168 | 2636 | 45.64 | 3.6512 | 100 | 32 | Ds13v2 | \$858.64 | \$542.41 |
| AXTRAINING.US.Contoso.NET | Windows Server 2012 Standard R2 | 743 | 31.93 | 100 | 52 | 80.25 | 4.815 | 17.95 | 5.744 | D54v2 | \$819.84 | \$428.22 |
| AXUAT.US.Contoso.NET | Windows Server 2012 Standard R2 | 668 | 32.47 | 100 | 78 | 21.93 | 0.8772 | 54 | 12.96 | Ds11v2 | \$241.56 | \$135.42 |
| BESWEB3.US.Contoso.NET | Windows Server 2008 Standard R2 | N/A | N/A | 137 | 102 | 27.74 | 2.2192 | 40.93 | 13.0976 | Ds3v2 | \$409.92 | \$214.48 |
| BESWEB4.US.Contoso.NET | Windows Server 2008 Standard R2 | N/A | N/A | 137 | 113 | 27.74 | 6.6576 | 40.93 | 13.0976 | D54v2 | \$819.84 | \$428.22 |
| BESWEB5.US.Contoso.NET | Windows Server 2008 Standard R2 | N/A | N/A | 137 | 114 | 27.74 | 6.6576 | 40.93 | 13.0976 | D54v2 | \$819.84 | \$428.22 |
| BIDEV.US.Contoso.NET | Windows Server 2012 Standard R2 | 6681 | 98.92 | 4029 | 2584 | 11.45 | 0.916 | 56.48 | 36.1472 | Ds13v2 | \$858.64 | \$542.41 |

We provided engineering level details and TCO deliverables



Solution Assessment Engagement

Workload and
App Discovery



Discover and Assess



| Environment | Category | Service | Region | Quantity | Price | Cost Assumption |
|---------------------|------------|------------------------|------------|--------------|----------|---|
| Production | Security | Security Center | N/A | 281 Nodes | 4215 | Tier : Standard + 281 nodes + \$15.00 Per GB |
| | | Azure Advisor | N/A | | 0 | There are no charges to use Azure Advisor. |
| | | Azure Active Directory | Central US | N/A | 120.2 | Tier : Premium P2 + 1 User + 1 Per User + 0-25000 Directory Objects |
| | | Key Vault | East US | 100 | 103 | Region : Australia East , 1000000 Operation + 0 Advanced Operation + 0 Certificate Renewals + 100 HSM Protected Keys + 0 Advanced HSM Protected Keys |
| | | Application Gateway | East US | 10 Instance | 3279.4 | 1 Gateway Instance \$367.29 Price, upto 40 Data Processed Size price \$ 0.00 after 40, 1 Data Processed Size TB \$3.58 Price & 1 Zone Size TB \$122.28 Price. |
| | | Backup | East US | 1 Instance | 694.15 | Includes 10 TB of Geo Redundant Storage Standard IO - Block Blob |
| | Networking | Bandwidth | East US | 1 TB | 88.65 | Region : East US + 1 TB |
| | | Traffic Manager | East US | 20 Endpoints | 7.2 | DNS query cost Million/month : US \$ 0.54, Azure Health check cost /EndPoints :\$ 0.36, Fast Interval Health Checks Add-on (Azure) cost :\$ 1.00, External cost /EndPoints :\$ 0.54, Fast Interval Health Checks Add-on (External) cost /EndPoints :\$ 2.00, Real User Measurements (Preview) /Million measurements cost :\$ 2.00 and Traffic View (Preview) /Million data points processed cost :\$ 2.00 |
| | | Network Watcher | East US | 1 Instance | 843 | Region : East US + 50 Network Logs Collected + 0 Network Diagnostic Tool + 281 Connection Monitoring + 0 Ping Mesh + 0 Network Analytics |
| | | Load Balancer | East US | | 0 | |
| | | Express Route | East US | 1 Instance | 575 | Port Speed : 100Mbps + Unlimited Data Plan |
| | | Virtual Network | East US | 1 Instance | 20.48 | Region : Same Region + 1 GB Outbound Data Transfer + 1 GB Inbound Data Transfer |
| | | IP Addresses | East US | 2 Instance | 5.86 | Type: Basic (ARM) + 1 Dynamic IP + 1 Static IP = Sub total \$5.86 |
| | Monitoring | Log Analytics | East US | 281 Nodes | 1281.1 | VMs monitored : 281 + Total data ingested (GB) : 2 |
| Total Cost Estimate | | | | | 11233.04 | |



We provided engineering level details and TCO deliverables



Solution Assessment Engagement

Workload and
App Discovery



Discover and Assess



| Cost Summary Lift and Shift | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------|--------------|-------------|--------------|-------------|------------|-------------|--|--|---------|-------------|--------------|-------------|------------|-------------|--|--|---------|-------------|--------------|-------------|------------|-------------|---|--|---------|--------------|---------|-------------|---------------|-------------|------------|--------------|---|--|--|--|-------------|------------|----------|-------|----------------|-----|-----|-----|----------------|---|---|---|------------|----|----|----|--------------|---|---|---|----------------|-----|-----|-----|
| <div>Pay as you go (Monthly Price)</div> <div>Windows VM Machines</div> <table><tr><td>VM Cost</td><td>\$62,845.58</td></tr><tr><td>Storage Cost</td><td>\$22,899.83</td></tr><tr><td>Total Cost</td><td>\$85,745.41</td></tr></table> | | VM Cost | \$62,845.58 | Storage Cost | \$22,899.83 | Total Cost | \$85,745.41 | <div>1 Year Reserved (Monthly Price)</div> <div>Windows VM Machines</div> <table><tr><td>VM Cost</td><td>\$36,926.28</td></tr><tr><td>Storage Cost</td><td>\$22,899.83</td></tr><tr><td>Total Cost</td><td>\$59,826.11</td></tr></table> | | VM Cost | \$36,926.28 | Storage Cost | \$22,899.83 | Total Cost | \$59,826.11 | <div>3 year reserved (Monthly Price)</div> <div>Windows VM Machines</div> <table><tr><td>VM Cost</td><td>\$31,257.16</td></tr><tr><td>Storage Cost</td><td>\$22,899.83</td></tr><tr><td>Total Cost</td><td>\$54,156.99</td></tr></table> | | VM Cost | \$31,257.16 | Storage Cost | \$22,899.83 | Total Cost | \$54,156.99 | <div>Azure Services Costing (Pay as you go)</div> <table><tr><td>Compute</td><td>\$122,212.22</td></tr><tr><td>Storage</td><td>\$31,841.51</td></tr><tr><td>Network/Other</td><td>\$11,233.04</td></tr><tr><td>Total Cost</td><td>\$165,286.77</td></tr></table> | | Compute | \$122,212.22 | Storage | \$31,841.51 | Network/Other | \$11,233.04 | Total Cost | \$165,286.77 | <div>Virtual machine Count</div> <table><tr><td>MachineType</td><td>Physical</td><td>Virtual</td><td>Total</td></tr><tr><td>Windows Server</td><td>58</td><td>159</td><td>217</td></tr><tr><td>Biztalk Server</td><td>0</td><td>0</td><td>0</td></tr><tr><td>SQL Server</td><td>26</td><td>34</td><td>60</td></tr><tr><td>Linux Server</td><td>0</td><td>4</td><td>4</td></tr><tr><td>Total Machines</td><td>84</td><td>197</td><td>281</td></tr></table> | | | | MachineType | Physical | Virtual | Total | Windows Server | 58 | 159 | 217 | Biztalk Server | 0 | 0 | 0 | SQL Server | 26 | 34 | 60 | Linux Server | 0 | 4 | 4 | Total Machines | 84 | 197 | 281 |
| | | VM Cost | \$62,845.58 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Storage Cost | \$22,899.83 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Total Cost | \$85,745.41 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | VM Cost | \$36,926.28 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | \$22,899.83 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$59,826.11 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| VM Cost | \$31,257.16 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | \$22,899.83 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$54,156.99 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Compute | \$122,212.22 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage | \$31,841.51 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Network/Other | \$11,233.04 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$165,286.77 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| MachineType | Physical | Virtual | Total | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Windows Server | 58 | 159 | 217 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Biztalk Server | 0 | 0 | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SQL Server | 26 | 34 | 60 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Linux Server | 0 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Machines | 84 | 197 | 281 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <div>SQL VM Machines</div> <table><tr><td>VM Cost</td><td>\$58,891.57</td></tr><tr><td>Storage Cost</td><td>\$8,941.68</td></tr><tr><td>Total Cost</td><td>\$67,833.25</td></tr></table> | | VM Cost | \$58,891.57 | Storage Cost | \$8,941.68 | Total Cost | \$67,833.25 | <div>SQL VM Machines</div> <table><tr><td>VM Cost</td><td>\$47,149.49</td></tr><tr><td>Storage Cost</td><td>\$8,941.68</td></tr><tr><td>Total Cost</td><td>\$56,091.17</td></tr></table> | | VM Cost | \$47,149.49 | Storage Cost | \$8,941.68 | Total Cost | \$56,091.17 | <div>SQL VM Machines</div> <table><tr><td>VM Cost</td><td>\$43,969.94</td></tr><tr><td>Storage Cost</td><td>\$8,941.68</td></tr><tr><td>Total Cost</td><td>\$52,911.62</td></tr></table> | | VM Cost | \$43,969.94 | Storage Cost | \$8,941.68 | Total Cost | \$52,911.62 | <div>Azure Services Costing (1 year reserved)</div> <table><tr><td>Compute</td><td>\$84,315.81</td></tr><tr><td>Storage</td><td>\$31,841.51</td></tr><tr><td>Network/Other</td><td>\$11,233.04</td></tr><tr><td>Total Cost</td><td>\$127,390.36</td></tr></table> | | Compute | \$84,315.81 | Storage | \$31,841.51 | Network/Other | \$11,233.04 | Total Cost | \$127,390.36 | <div>Virtual machine Count</div> <table><tr><td>MachineType</td><td>Production</td><td>Dev/Test</td><td>Total</td></tr><tr><td>Windows Server</td><td>217</td><td>0</td><td>217</td></tr><tr><td>Biztalk Server</td><td>0</td><td>0</td><td>0</td></tr><tr><td>SQL Server</td><td>60</td><td>0</td><td>60</td></tr><tr><td>Linux Server</td><td>4</td><td>0</td><td>4</td></tr><tr><td>Total Machines</td><td>281</td><td>0</td><td>281</td></tr></table> | | | | MachineType | Production | Dev/Test | Total | Windows Server | 217 | 0 | 217 | Biztalk Server | 0 | 0 | 0 | SQL Server | 60 | 0 | 60 | Linux Server | 4 | 0 | 4 | Total Machines | 281 | 0 | 281 |
| | | VM Cost | \$58,891.57 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Storage Cost | \$8,941.68 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Total Cost | \$67,833.25 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | VM Cost | \$47,149.49 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | \$8,941.68 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$56,091.17 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| VM Cost | \$43,969.94 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | \$8,941.68 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$52,911.62 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Compute | \$84,315.81 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage | \$31,841.51 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Network/Other | \$11,233.04 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$127,390.36 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| MachineType | Production | Dev/Test | Total | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Windows Server | 217 | 0 | 217 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Biztalk Server | 0 | 0 | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SQL Server | 60 | 0 | 60 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Linux Server | 4 | 0 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Machines | 281 | 0 | 281 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <div>LINUX VM Machines</div> <table><tr><td>VM Cost</td><td>\$475.07</td></tr><tr><td>Storage Cost</td><td>N/A</td></tr><tr><td>Total Cost</td><td>\$475.07</td></tr></table> | | VM Cost | \$475.07 | Storage Cost | N/A | Total Cost | \$475.07 | <div>LINUX VM Machines</div> <table><tr><td>VM Cost</td><td>\$240.04</td></tr><tr><td>Storage Cost</td><td>N/A</td></tr><tr><td>Total Cost</td><td>\$240.04</td></tr></table> | | VM Cost | \$240.04 | Storage Cost | N/A | Total Cost | \$240.04 | <div>LINUX VM Machines</div> <table><tr><td>VM Cost</td><td>\$173.17</td></tr><tr><td>Storage Cost</td><td>N/A</td></tr><tr><td>Total Cost</td><td>\$173.17</td></tr></table> | | VM Cost | \$173.17 | Storage Cost | N/A | Total Cost | \$173.17 | <div>Azure Services Costing (3 year reserved)</div> <table><tr><td>Compute</td><td>\$75,400.27</td></tr><tr><td>Storage</td><td>\$31,841.51</td></tr><tr><td>Network/Other</td><td>\$11,233.04</td></tr><tr><td>Total Cost</td><td>\$118,474.82</td></tr></table> | | Compute | \$75,400.27 | Storage | \$31,841.51 | Network/Other | \$11,233.04 | Total Cost | \$118,474.82 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | VM Cost | \$475.07 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Storage Cost | N/A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Total Cost | \$475.07 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | VM Cost | \$240.04 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | N/A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$240.04 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| VM Cost | \$173.17 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage Cost | N/A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$173.17 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Compute | \$75,400.27 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage | \$31,841.51 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Network/Other | \$11,233.04 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Cost | \$118,474.82 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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We provided engineering level details and TCO deliverables

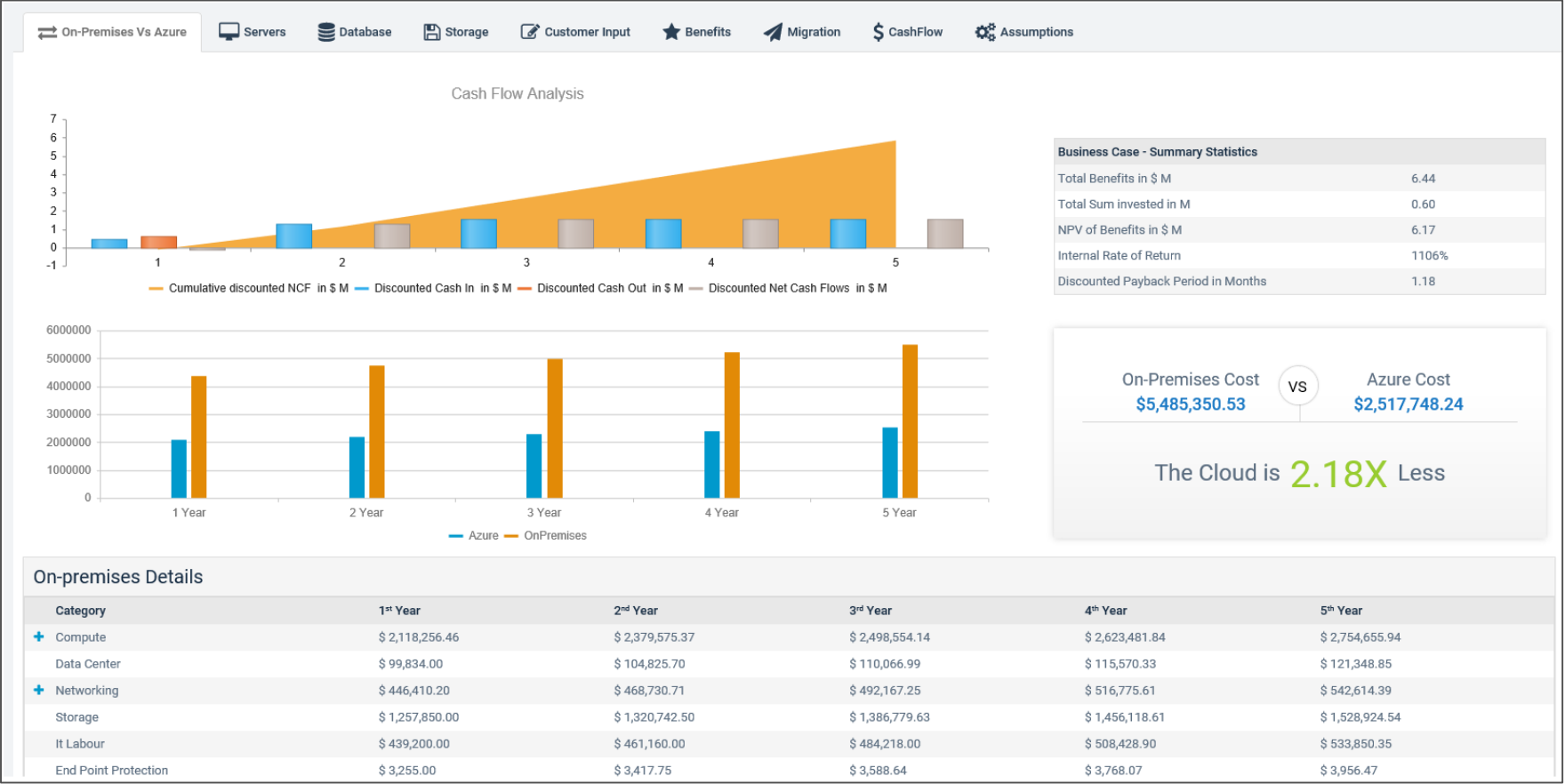


Solution Assessment Engagement

Workload and
App Discovery




Discover and Assess



Decisions on Azure Commitment happened quickly






Azure Economic Assessment
Data Analysis Review and Final Recommendations
June 1, 2018


Prepared for:
John Smith, Vice President & CIO
Contoso
123 Main Street
Springfield, IL

Prepared by:
Norm Barber, Managing Director
UnifyCloud LLC
8201 164th Ave NE
Suite 200
Redmond, WA 98052
(normb@unifycloud.com)



- US East Coast Enterprise customer with outsourced IT
- Solution Assessment engagement started mid-April



- Azure Commitment signed mid-June
- Projected Azure spend \$4.3M over 3 years
- Migrate 77 app / 318 VMs by 12/31/18



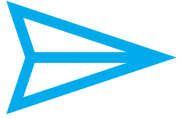
Azure Migration Engagement
Kick Off Meeting
July 3, 2018

Prepared for:
John Smith, Vice President & CIO
Contoso
123 Main Street
Springfield, IL

Prepared by:
Norm Barber, Managing Director
UnifyCloud LLC
8201 164th Ave NE
Suite 200
Redmond, WA 98052
(normb@unifycloud.com)



Preliminary migration groups from Phase 1 engagement



Solution Assessment Engagement

Workload and
App Discovery



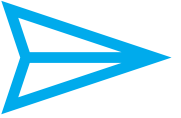
- App-focused recommendations based on app details provided
- All costs are monthly

Discover and Assess



| S.No. | Function | App Count | Server Count | Core Count | RAM (GB) | Storage (GB) | Throughput (MB) | Compute | Storage | Network | Total Cost |
|--------------|-------------------------------|------------|--------------|------------|------------|----------------|-----------------|--------------------|--------------------|--------------------|---------------------|
| 1 | Accounting & Treasury | 35 | 89 | 144 | 328 | 9818.9 | 1153993 | \$19,428 | \$3,502 | \$26,417 | \$22,930 |
| 2 | Acquisitions & Development | 3 | 8 | 4 | 12 | 1896.7 | 117416 | \$423 | \$228 | | \$651 |
| 3 | Asset Management | 1 | 6 | 4 | 12 | 2259.4 | 117416 | \$0 | \$0 | | \$0 |
| 4 | Corporate Marketing | 5 | 8 | 0 | 0 | 3312.6 | 0 | \$2,424 | \$2,592 | | \$5,016 |
| 5 | Design & Construction | 6 | 26 | 16 | 48 | 3391.7 | 498876 | \$605 | \$2,018 | | \$2,623 |
| 6 | Equity Capital Markets | 4 | 12 | 4 | 12 | 4032.2 | 132022 | \$977 | \$73 | | \$1,050 |
| 7 | Financial Planning & Analysis | 8 | 20 | 26 | 48 | 2966.6 | 267629 | \$0 | \$0 | | \$0 |
| 8 | Human Capital Management | 9 | 40 | 32 | 56 | 4382.3 | 377476 | \$2,857 | \$4,708 | | \$7,564 |
| 9 | Information Technology | 15 | 31 | 36 | 92 | 8650.2 | 362274 | \$5,209 | \$11,859 | | \$17,068 |
| 10 | Leasing & Sales | 6 | 16 | 12 | 36 | 3599.7 | 250716 | \$1,507 | \$220 | | \$1,727 |
| 11 | Legal & Compliance | 6 | 13 | 8 | 24 | 1976 | 264044 | \$4,605 | \$994 | | \$5,599 |
| 12 | Payroll | 3 | 6 | 4 | 12 | 1896.7 | 117416 | \$406 | \$1,271 | | \$1,677 |
| 13 | Property Management | 5 | 6 | 4 | 12 | 1976 | 132022 | \$1,733 | \$293 | | \$2,025 |
| 14 | Records Management | 9 | 13 | 0 | 0 | 3836.4 | 0 | \$6,945 | \$1,820 | | \$8,766 |
| 15 | Rockefeller Center | 13 | 25 | 64 | 106 | 1976 | 462077 | \$7,061 | \$1,816 | | \$8,877 |
| 16 | Tax | 3 | 13 | 8 | 24 | 1976 | 264044 | \$135 | \$155 | | \$290 |
| 17 | z~Speyers | 1 | N/A | N/A | N/A | N/A | N/A | \$4,341 | \$671 | | \$5,012 |
| 18 | Function Area Not Available | 2 | N/A | N/A | N/A | N/A | N/A | N/a | N/A | | N/A |
| Total | | 134 | 332 | 366 | 822 | 57947.4 | 4517421 | \$58,655.40 | \$32,220.97 | \$26,417.00 | \$117,293.37 |

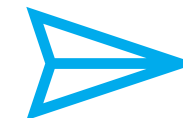
Migration of “lift & shift” underway



| Milestone | Stage / Task | Date |
|-----------|--|-----------|
| | Pre-Migration Stage | |
| 1 | Create an Azure Center of Excellence (ACoE) | 15-Jul-18 |
| 2 | Build out an enterprise grade Azure deployment subscription for ~300 VMs | 30-Jul-18 |
| 3 | Conduct a migration pilot (assumes 1 app and associated VMs) | 15-Aug-18 |
| | Migration Stage 1 (~100 VMs) | |
| 4 | Prioritize into manageable group of VMs for Dev/Test | 30-Aug-18 |
| 5 | Leverage specialized migration factory to migrate VMs in group | 15-Sep-18 |
| 6 | Reporting on progress using CloudAtlas tools | 30-Sep-18 |
| | Migration Stage 2 (~100 VMs) | |
| 7 | Prioritize into manageable group of VMs for Dev/Test | 15-Oct-18 |
| 8 | Leverage specialized migration factory to migrate VMs in group | 30-Oct-18 |
| 9 | Reporting on progress using CloudAtlas tools | 15-Nov-18 |
| | Migration Stage 3 (~118 VMs) | |
| 7 | Prioritize into manageable group of VMs for Dev/Test | 30-Nov-18 |
| 8 | Leverage specialized migration factory to migrate VMs in group | 15-Dec-18 |
| 9 | Reporting on progress using CloudAtlas tools | 30-Dec-18 |

- July 3 start date
- Final workplan set once all contractual matters were complete
- Monitoring Stage begins at completion of each migration
- 3-month Managed Service commences at completion of final migration stage including Tishman skill transfer

App-level migration decisions are in-flight



CloudPilot®

Overview

App Service Assessment

Container Assessment

Virtual Machine Assessment

Database Assessment

Project Dependency Tree

Security Recommendation

Azure Compliance Report

Azure Canvas Report

Application Name : AUTempquote

Application Recommendation

Azure Web Apps enables you to build and host web applications in the programming language of your choice without managing infrastructure. It offers auto-scaling and high availability, supports both Windows and Linux, and enables automated deployments from GitHub, Visual Studio Team Services, or any Git repo. [More Info...](#)

Why : - This application is a good choice to move to Azure app services, as it has no blockers & has additional features without any cost.

Other Option : - Azure Container Service and Virtual Machine.

Database Recommendation

Recommended Database Platform - SQL Database is a general-purpose relational database service that supports structures such as relational data, JSON, spatial, and XML. It delivers dynamically scalable performance and provides options such as columnstore indexes for extreme analytic analysis and reporting, and in-memory OLTP for extreme transactional processing. Microsoft handles all patching and updating of the SQL code base seamlessly and abstracts away all management of the underlying infrastructure.

Why : - Highly Scalable without downtime. Enable Failover clustering in minutes. Supports in built auditing , logging , query performance optimization and elastic query in a single connection.

Other Option : SQL Service running on IaaS Virtual Machine. [More Info...](#)

Scan Result

Application : 1
Database : 2
Application Projects : 18
Code Lines : 1143261

Recommendations Result

Containers Recommendations: 14
App Service Recommendations : 27
Virtual Machine Recommendations : 4
Azure SQL Recommendations : 18
SQL running On VM Recommendations : 3

Migration Effort

| Application | Database |
|----------------------------------|----------------------------|
| Container : 6 Days 2 Hours | Azure SQL : 9 Days |
| App Service : 14 Days 5 Hours | SQL running on VM : 3 Days |
| Virtual Machine : 3 Days 2 Hours | |

Application Dependency

#Application Components : 2 [View](#)
Storage : N/A
Other Application : N/A
Network : N/A

Azure Infrastructure Cost : Application

| | |
|-------------------|------------------------------|
| Azure App Service | Standard S2 (US \$146.00) |
| Virtual Machine | Standard DS2V2 (US \$978.12) |
| Azure Container | Standard DS2V2 (US \$890.62) |

Azure Infrastructure Cost : Database

| | |
|-----------------------------|------------------------------|
| Azure SQL DB | Standard DS2V2 (US \$147.18) |
| SQL Service running on IaaS | Standard DS2V2 (US \$470.12) |

Pricing Region : North Europe

Pricing Type : Pay As You Go

APPENDIX

CloudPilot & Application PaaS Migration – Case Study

- Sample Application
 - 438,606 Lines of Code & SQL Scripts
 - Estimate: 3 developer-days to scan 10,000 lines of code
 - 129 person-days to manually scan for changes needed to migrate
 - CloudPilot scanned in 8:37 minutes
 - Identified 32 Mandatory code changes required to run in Azure PaaS
 - Identify specific line(s) of code to change
 - Provide sample code for remediation
 - Links to authoritative guidance
 - Ensure meets Security & Compliance requirements

Reality: Cloud work is not a linear, left to right approach

Scenario #1 (Strategy)

Want to move to the Cloud, but don't know how or what to migrate, how much it can save, and what it will cost

I was brought in last year to drive Cloud migration, but we are nowhere and the Board is in my face about this.

CIO – East Coast Property Management Company

Scenario #2 ("Lift & Shift")

Need to move to Azure, but not sure that there is time to stop and modernize apps and use PaaS

I need to be out of the German Datacenter in like 6 months and we just need to get this done.

CIO – Global Tier 1 Automotive Supplier

Scenario #3 (Reduce Cost)

Moved some workloads to Azure, but just got this huge bill. They need help to deal with what they are running in Azure

I get the security and compliance capabilities, but go back to the cost management view.

CISO – Leading Technology Company

Scenario #4 (Optimize)

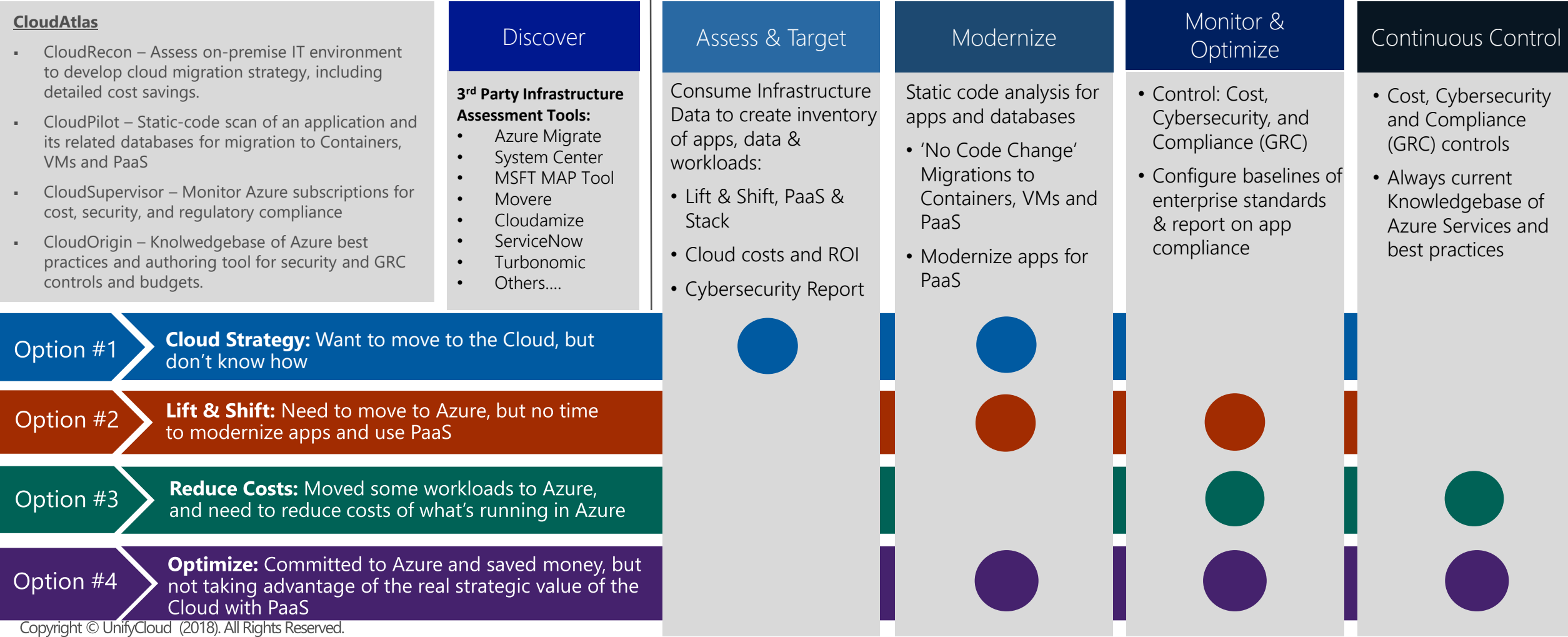
Committed to Azure and have saved money, but not taking advantage of the real strategic value of the Cloud with PaaS

We have some apps that are mission critical and the IaaS approach is not really scalable. We need to look at this again.

DevOps Director – Global Manufacturer

App Modernization: CloudAtlas

Accelerate your journey to Cloud at scale



UnifyCloud

Redmond, WA based ISV with significant technical resources located in the US and India. Our global focus is on **Cloud, Cybersecurity, Compliance** (regulatory) and **Cost**.



Cloud Solution Provider (CSP)

Data & Insights Solution Assessment Partner

Azure Migrate Partner

Effectively migrating from a traditional, on-premises IT environment to a Hybrid IT environment that may include elements of SaaS, IaaS, and PaaS requires a logical set of steps.

Discover

3rd Party Infrastructure Assessment Tools*:

- Azure Migrate*
- MSFT MAP Tool*
- System Center*
- Movere*
- Cloudamize*
- ServiceNow*
- Turbonomic*
- SAM Live!*
- Lansweeper
- Flexera
- SNOW Software
- Etc.

Assess & Target



CloudRecon

Consume Infrastructure Data to create inventory of apps, data & workloads:

- Lift & Shift, PaaS & Stack
- Cloud costs and ROI
- Detailed Data Assessment – SQL MI

Migrate & Optimize



CloudPilot

Static code analysis for apps and databases

- .NET, Java & JavaScript
- MySQL and SQL Server
- Modernize Data/Apps for Azure PaaS

Monitor



CloudSupervisor

- Control: Cost, Cybersecurity, and Compliance (GRC)
- Configure baselines of enterprise standards & report on app compliance

Continuous Control



CloudOrigin®

- Cost, Cybersecurity and Compliance (GRC) controls
- Always current Knowledgebase of Azure Services and best practices



* Currently able to capture Performance Data.

3-month Managed Service will optimize Azure cost

