

VMware Cloud Services



What is Azure VMware Solution?

- Azure VMware Solution is a first party service offered by Microsoft that allows organisations to run their VMware-based workloads on dedicated Azure infrastructure. Supported by Microsoft, there are no separate VMware licensing or support arrangements.
- It provides a fully managed VMware environment in Azure.
- The same VMware technology used on-premises is offered as an Azure service.
- Includes all VMware licenses & Azure compute for a predictable, monthly cost.
- Customers can continue to leverage their VMware skills.
- No refactoring of applications required

Why AVS Now?

Considerations for your cloud journey



Cost & Complexity

- VMware market uncertainty
- Avoid VMware cost & contract complexities
- Remove legacy infrastructure risk from estate
- Gain operational consistency & reliability



Performance

- Securely migrate workloads, quickly
- Obtain immediate capacity, on demand
- Harness the unlimited power of cloud
- Leverage specialist support, experience & expertise



Innovation

- Modify or extend at scale
- Remove obstacles to access the technology your business needs
- Reduce carbon footprint and contribute to a more sustainable future for all
- Dedicated solution aligned to a cloud-first strategy

Key licensing and costs considerations

Compute, Storage & Network

- 3-nodes minimum requirement.
- Scale upon demand.
- PAYG or discounted 1 year or 3 years reservation payment options.

VMware

- Microsoft provides VMware software under license, thereby negating potential contract complexities.
- AVS pricing includes VMware licenses for Azure dedicated-hosted solution.

Back-ups

- Certified 3rd Party backup solutions (Veeam, Veritas etc.) available from Azure Marketplace.

Bandwidth

- To maximise network bandwidth and latency performance, ExpressRoute is recommended, for on-premises to AVS integration.

Windows Server

- Not eligible for dual-use Azure Hybrid Benefit for Windows Server Datacentre with Software Assurance (or Subscription).
- Dedicated licenses with SA or Subscriptions can be used for Windows AHB for AVS VMs.

SQL Server

- Dedicated licenses with SA or Subscriptions can be used for SQL AHB for AVS VMs to mitigate cost of renting SQL in Azure.

Extended Security Updates

- Maintain legacy Windows & SQL Servers (2012) with ESUs at no additional charge when running VMs on AVS.

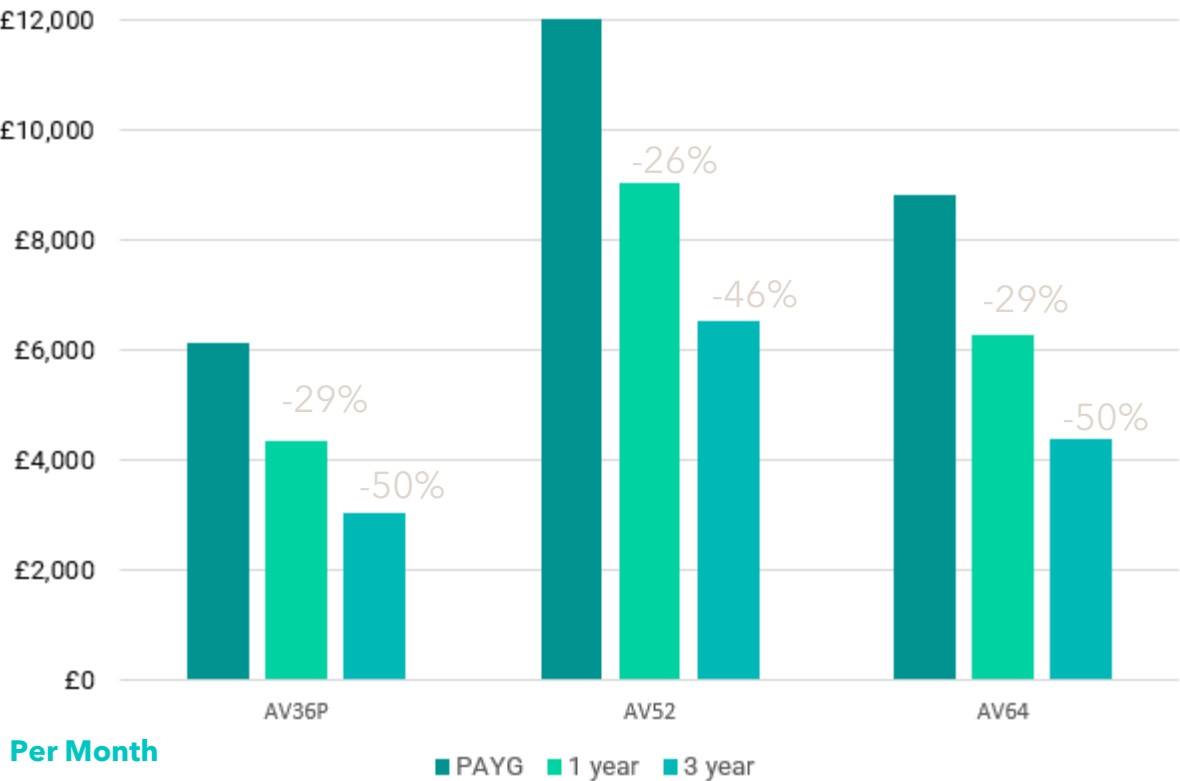
Reduced overhead

- Extend on-premises VMware solutions to AVS or 'lift and shift' with no downtime to Azure VMware Solution, without re-factoring or re-architecting.

Example AVS configurations & cost options

Instance size	CPU (Cores)	RAM (TB)	All Flash Capacity (NVMe) (TB)	PAYG / hour	1 year reserved / hour	3 years reserved / hour
AV36P	36	0.768	20.77	£8.42	£5.98	£4.19
AV52	52	1.50	40.00	£16.60	£12.36	£8.94
AV64	64	1.00	19.20	£12.10	£8.59	£6.02

Monthly savings for 1 year or 3 years Reservations vs PAYG:



Available through Enterprise Agreement, web direct, Enterprise & Breadth (CSP) purchasing motions. Subject to region.

Prices are web-published list pricing and for guidance only for UK South region and subject to change and VAT at current rate.



Azure options for VMware workloads

Choose one, or use a combination



Migrate VMware “as is”	Migrate to native Azure IaaS	Modernise to native Azure PaaS
<ul style="list-style-type: none">• Retain VMware skills, familiar tooling• Migrate quickly/datacenter exit.	<ul style="list-style-type: none">• Leverage Azure and cloud skills• Retaining server and application architecture	<ul style="list-style-type: none">• Leverage Azure and cloud skills• Modernize with Cloud Native PaaS services
<ul style="list-style-type: none">• Use VMware technology stack on Azure for symmetry with on-premises• VMware subscription licenses included,	<ul style="list-style-type: none">• Shift to Azure compute, storage, and networking infrastructure• No VMware licenses required	<ul style="list-style-type: none">• Reducing management overhead and consumption costs• No VMware licenses required
Azure VMware Solution	Azure Virtual Machines	Azure Native Cloud Services

← Azure management & security services →

Business Benefits of AVS



Low Risk Migration

Migrate VMware workloads “as is”, this reduces the time and effort required for migration massively.



Single point of contact for support

Microsoft is a single point of contact for all issues across the AVS environment. If VMware needs to be engaged for any reason, Microsoft will manage this all on your behalf.



Consumption based licensing

Save with consumption-based licensing which comes with VMware licensing included. This includes NSX-T, vSphere, vSAN and HCX Advanced.



Easily connect to Azure services

You may want to use Entra-ID for app identity needs; or Azure Storage to add capacity to your workloads. Because AVS is an Azure-native service, you reduce network complexity and costs with less latency and no egress charges



Leverage comprehensive Cloud native security tools

Microsoft defender assesses the vulnerability of Azure VMware Solution VMs and raises alerts as needed.



Reduction in infrastructure management overhead

VMware as a service. Eliminate the need for additional networking equipment, storage hardware and professional services.

Technical Benefits of Moving to AVS

Easy to scale

Get scale, automation, and fast provisioning for your VMware workloads on global Azure infrastructure.

Limited change

Leveraging the HCX network extension service, networks can be extended from on-premises to AVS. Retaining the original IP scheme.

3 Years of ESU

Benefit from three years of free Extended Security Updates (ESU) for Windows Server when transitioning to Azure VMware Solution.

Existing skills transfer

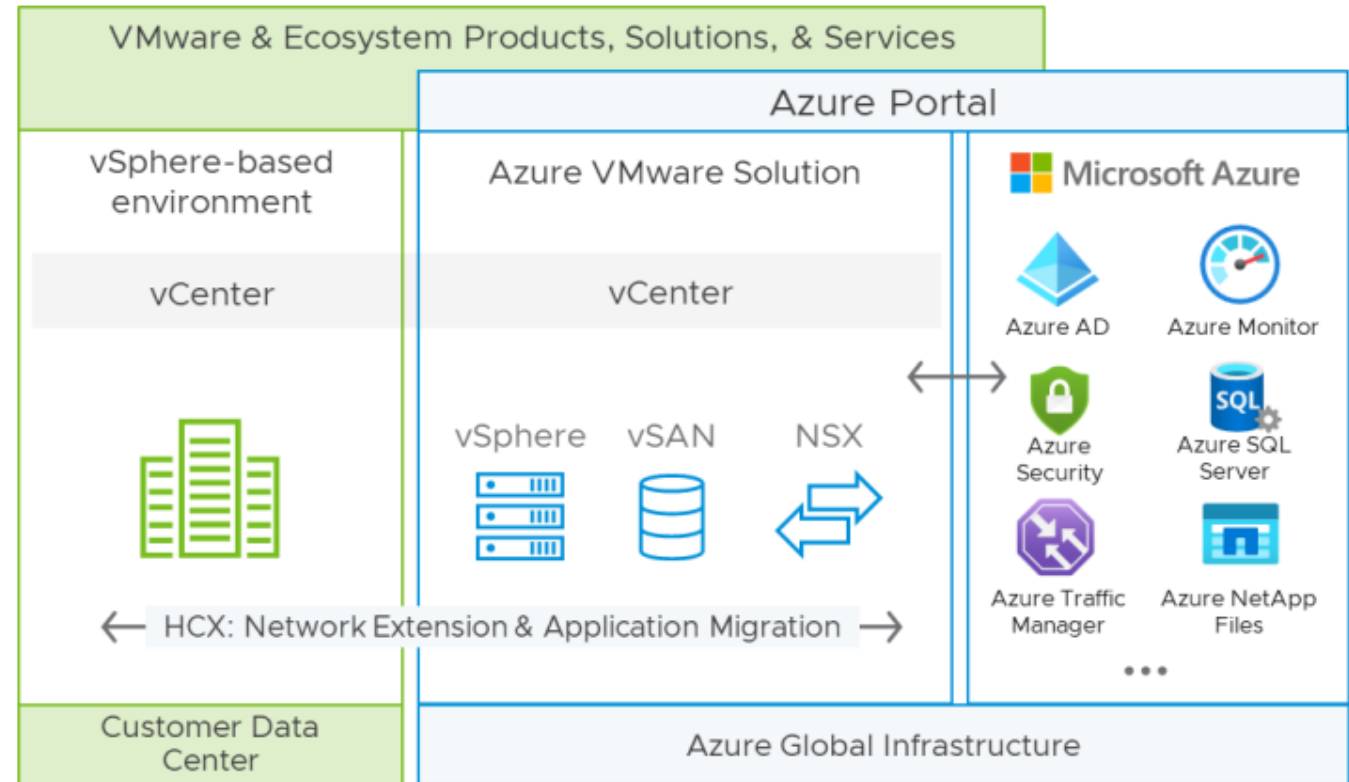
Keep using your existing VMware investments, skills, and tools, including VMware vSphere, vSAN, vCenter.

SQL Integration

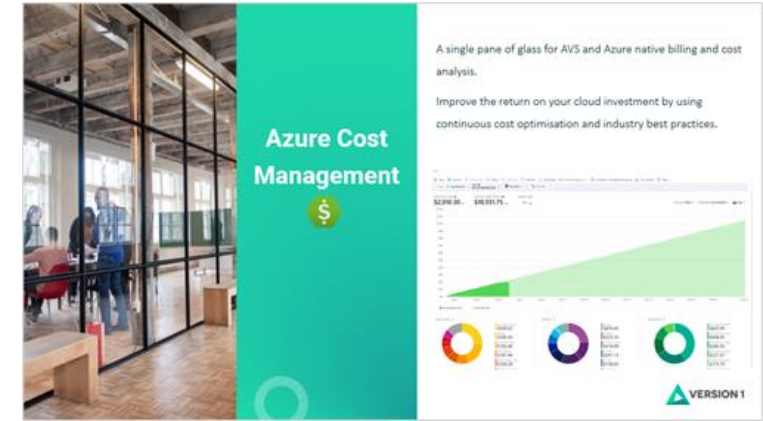
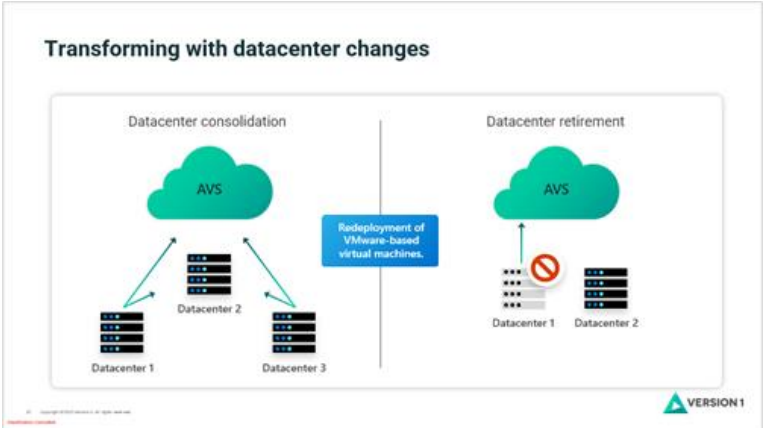
Integrate with Azure SQL services, from the fully managed database as a service Azure SQL to Azure PostgreSQL Server providing a fully managed, hyperscale DBaaS

Storage Integration

Integrate with Azure storage services such as storage accounts, Table Storage, and Blob storage over the Microsoft backbone network.



Most common use cases and drivers

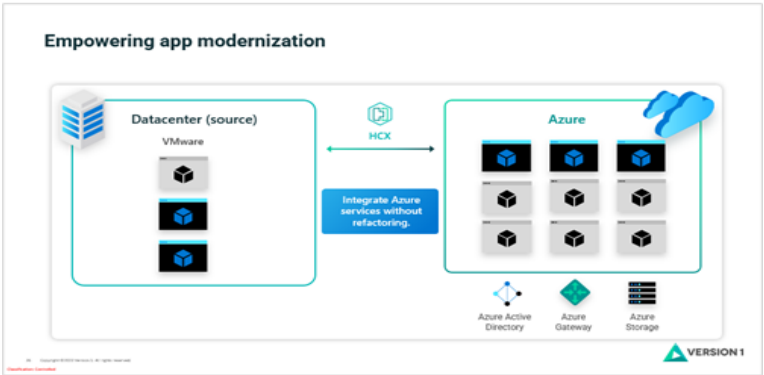
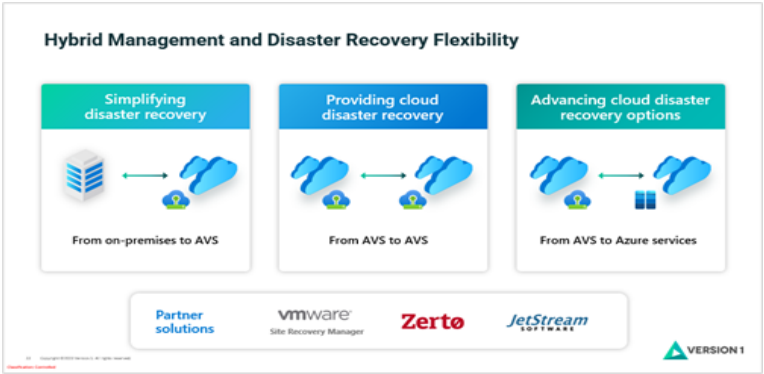


Data Centre
Exit /
Consolidation

Hybrid Cloud
Management
and DR
Flexibility

Cost
Management /
Predictability

Cloud
Transformation
and
Modernisation
Strategy



Our VMware Cloud Services

Discovery & Assessment

Review your on-premise VMWare estate, evaluate options and prepare the business case for migration.

Design, Migration and Implementation

Design, migration planning and implementation services of AVS and VMware Cloud on AWS.

Management and Support

Managed Services for your Microsoft AVS or VMware Cloud on AWS environments.

Award-winning approach and services



**Microsoft 2023
Partner of the Year
Winner**
Modernising Applications



**AWS Migration
Partner of the Year
EMEA Winner 2022**

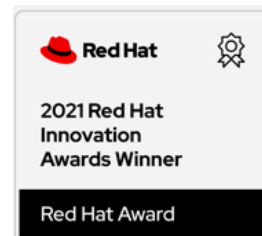


**AWS
Collaboration
Partner of the Year
Winner 2023**



Innovation

**2023 Oracle EMEA
Apps/SaaS Partner
Award**
Innovation



**2021 Red Hat
Innovations Awards
Winner**
Innovation



Our cloud services

Our cloud transformation services and offerings



Public Sector Cloud Solutions

Sustainable Cloud

Cloud for Local Government

Secure AI Platform for Government



Readiness and Enablement

Discovery and Assessment

Cloud Landing Zones

Cloud Strategy

Identity & Access Management

Cloud Security Review
(Defence in Depth & Zero Trust)

Organisational Change Assessment

Fin Ops Enablement

DevSecOps Review and Maturity

Cloud Adoption and Enablement

Cloud Architecture and Design

Platforms for AI Enablement



Migration and Transformation

Migration Factory

Legacy / Complex Migration and Modernisation

Platform Engineering

DevSecOps

VMware Cloud

Hybrid and Edge Cloud

Cloud Native and Platform Modernisation

Database Services

Containers and Kubernetes

Data Migration and Modernisation



Operate and Optimise

Cloud Centre of Excellence

Site Reliability Engineering

Cloud Cost Optimisation

Cloud Database Optimisation

Cloud Licensing Solutions

Well Architected Reviews

Specialist Services

License Optimisation and Audit

Cloud Enabled Workplace

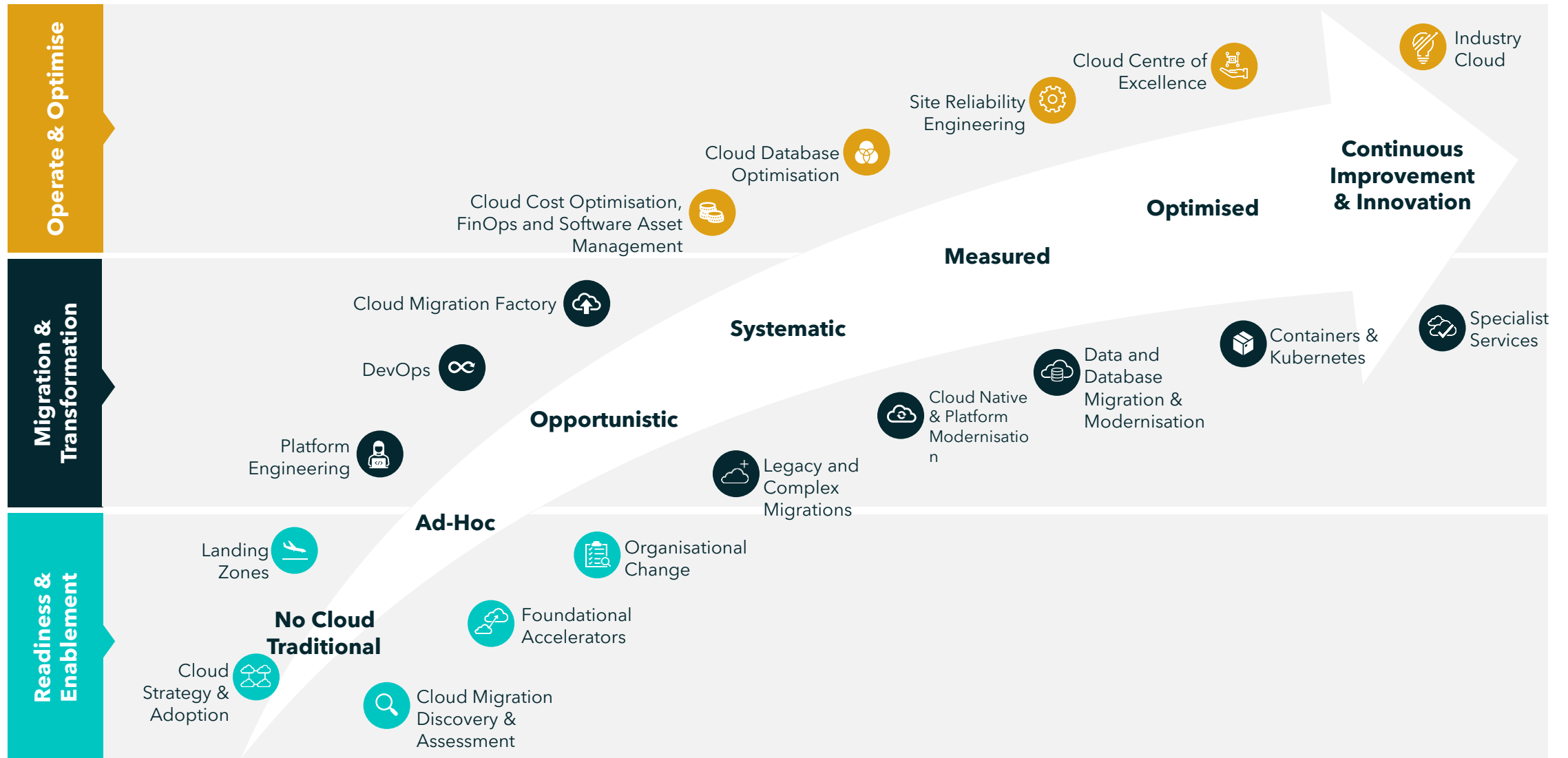
Oracle to Public Cloud

Integrated Cloud and SaaS

Oracle Exadata Services

Mainframe and Proprietary Platforms

Access services that match your needs and maturity



Version 1 Labs - Cloud Innovation Centre

A service provided to customers to explore and rapidly validate cloud and AI-empowered applications, sustainable use cases, migration and transformation.

Driving innovation
in the cloud



**Cloud Discovery
and Assessments**



Cloud Sustainability



Multi Cloud



**FinOps and
Cloud
Optimisation**



**Landing Zones and
AI Cloud
Sandboxes**



AI-powered Cloud



**Cloud Native
App
Development**



**Application
Modernisation**



**DevSecOps and
Test Automation**



Why use our Labs?

To better understand how AI-powered and Cloud technologies can impact your business

To inform business case development and investment - using concrete and first-hand evidence, knowledge and experience



How do we engage?

Proof of Concept/Context (PoC) development

Collaborative engagement model

Agile development methodology

Business-led cloud transformation specialists

Re-think how people, process, and technology can play together. And adopt, optimise and leverage cloud to unlock new or enhanced business value and innovation.

Innovate and drive value from the cloud



Business-led cloud transformation approach

We focus on cloud as an enabler for value and innovation. We believe that all IT investments must start with a deep understanding of business, and that successful cloud transformations focus heavily on business outcomes, not just technical.



Global Cloud Transformation expertise recognised by hyperscalers

Technology partners recognise our global cloud experience and leadership in cloud strategy, services, and innovation: AWS Migration Partner of the Year 2022, AWS Collaboration Partner 2023, Oracle Innovation Partner of the Year 2023, Microsoft 2023 Modernizing Applications Award



Breadth and depth of capabilities - from strategy to ways of working

With deep skills across a broad technology stack, our expert team of cloud specialists can help you with virtually any transformation challenge you're experiencing.



Unique cloud transformation IP

We've invested significantly in building cloud transformation accelerators which enable us to transform customers' estates at pace.



Innovative at our core






















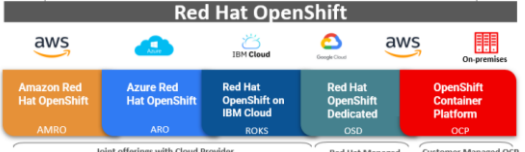
We help our customers plan a cloud journey that sets their business up for the future, by embracing cutting-edge technology and leveraging disruptive technology such as Generative AI.



Rich heritage in delivering across many sectors and industries

Version 1 has a strong track record in delivering successful cloud transformation programs for customers across many industries and technology stacks.

Our Cloud Transformation capability

Data X AI Services		574 Microsoft Certifications					People
ASPIRE Managed Services		600+ AWS Certifications & Accreditations					
Application Modernisation & Integration		500+ Certified Professionals					~600 Cloud & DevOps Platform Engineers
Experience Design							Across; DevOps Engineers, Platform Engineering, Architects, Delivery Management, Cloud Advisors and Migration Specialists
Enterprise Applications		43 Red Hat Certifications					

About Version 1



Version 1 at a Glance

Version 1 proves that IT can make a real difference to our customers' businesses. Established in 1996, Version 1 delivers services across Ireland, the UK, Slovenia, Spain, USA, Australia and India and is trusted by customers to deliver IT services and solutions that drive customer success. Our 3,200 strong technology consultants and staff work closely with our technology partners Microsoft to provide independent advice that helps our customers navigate the rapidly changing world of IT. Our customers include many high-profile Public-Sector organisations across Local and Central Government, Health, Education and Bluelight as well as many FTSE 100 listed companies, Financial Services organisations, Utilities and Commercial sectors.



26 Years
Proving Value of
IT



3200+
People



13
Global Locations

£300M+
Revenue

86%
Employee Engagement
Score (Q3 2023)

£3M
Annual investment in
Employee Skills and
Development

86%
Customer Satisfaction
Score (Q4 2023)

6

Strategic Technology
Partners



ORACLE

outsystems

aws

Red Hat

snowflake

12 Years

As a Great Place to Work



**Industry Best
Practice**



**HM Courts &
Tribunals Service**

**HM Passport
Office**

**Companies
House**

**HM Revenue
& Customs**

**Department for Levelling Up,
Housing & Communities**

**Department
for Work &
Pensions**



BANK OF ENGLAND

**national
highways**

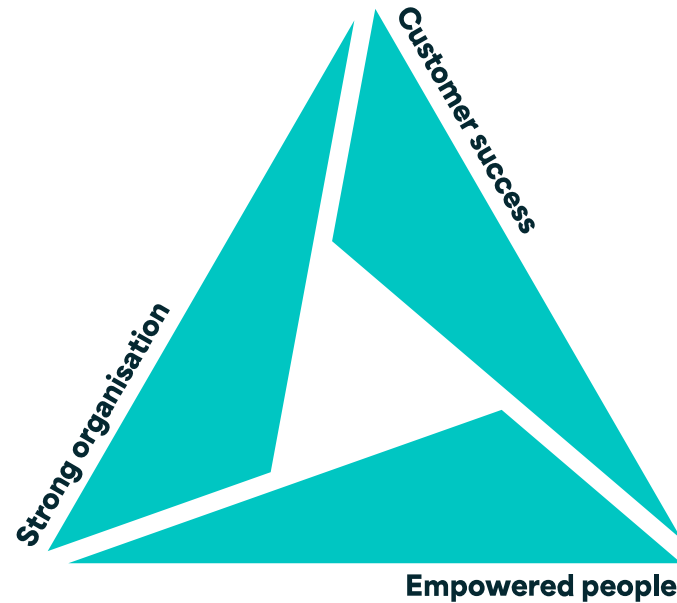
sia
Security Industry Authority

Carfass

The Version 1 Difference



Core Values Underpin Strength In Balance, at the Heart of Version 1's Success



The Strength In Balance model is fundamental to Version 1, driving decisions made at every level of the business

- **Customer Success**
Making a real difference through long-term, outcome focused relationships. Success that fulfils our people and fuels our growth.
- **Strong Organisation**
A high-performing, financially strong organisation of the highest integrity. A strength that empowers our people and delivers customer success.
- **Empowered People**
Deliberately selecting, empowering and trusting people who are wired to deliver customer success. An empowerment that drives customer loyalty and organisational strength.

Underpinned by our six non-negotiable and ever-present core values



Honesty & Integrity



Personal Commitment



No Ego



Customer First



Excellence



Drive

Who We Work With

- **Driving digital transformation in the UK public sector**

Our 600+ customers include many high-profile Public-Sector organisations across Local & Central Government, Health, Education and Bluelight as well as many FTSE 100 listed companies, Financial Services organisations, Utilities and Commercial sectors.



Our services



Application Modernisation and Integration

Accelerating the modernisation and enhancement of business applications through world class capability, coupled with AI enhanced & sustainable development practices



Cloud Transformation

Adopting, optimising and leveraging Cloud to unlock new or enhanced business value and innovation with world class multi cloud capability and accelerators



Enterprise Applications

Optimising the core of your business with deep functional and technical expertise in Finance, People and Enterprise Performance Management (EPM) Applications



ASPIRE Managed Services

Reduce time, cost & risk by leveraging our Value Level Agreement approach to run and optimise traditional & Cloud services improving business agility and accelerating innovation



Data X AI

Unleashing productivity and data driven insights that empower people to make high-quality, real-time decisions leveraging our integrated Cloud, Data and AI expertise, tools and methods



Experience Design and Development

Discovering, researching and designing exceptional experiences and services for people and society through our human centric design method and accelerated prototyping & development

End-to-end cloud services

For all stages of your journey



Readiness and Enablement

No matter the stage of your cloud journey, we can provide services to create your strategy, enact that strategy and optimise your adoption. From ways of working to total cost of ownership, our cloud strategy and architecture services provide the kick start for customers on their cloud journey.



Migration and Transformation

Cloud as a platform can be complex with a plethora of services and technologies available. Our migration and transformation services provide deep experience combined with a breadth of knowledge to support your migration and transformation needs - from identity to landing zones to engineering.



Operate and Optimise

Continuous improvement is at the heart of our operational and optimisation services, to ensure that your workloads are running as efficiently as possible - and that you only use what you need, when you need it. From observability to FinOps, trust us for best practice and depth of experience.



Version 1's AI Capability



90%

Workforce trained in AI

30+

AI Specialists

Across; Researchers, Engineers, Analysts, Prompt Engineers, Testers, Architects and Advisors



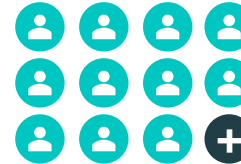
99%

Hallucination free solutions

170+

Data Specialists

Across; Analysts, Platform Architects, Engineers, Data Experts, and Delivery Managers



20+

Gen-AI projects delivered

400+

Employees using AI

Across; Engineers, Platform Engineering, Architects, Delivery Management, Cloud Advisors, Data Experts and Migration Specialists



A demonstrable focus on Sustainability and Social Value

...including an AI-driven Green SDLC and 400+ certified in Green Coding.

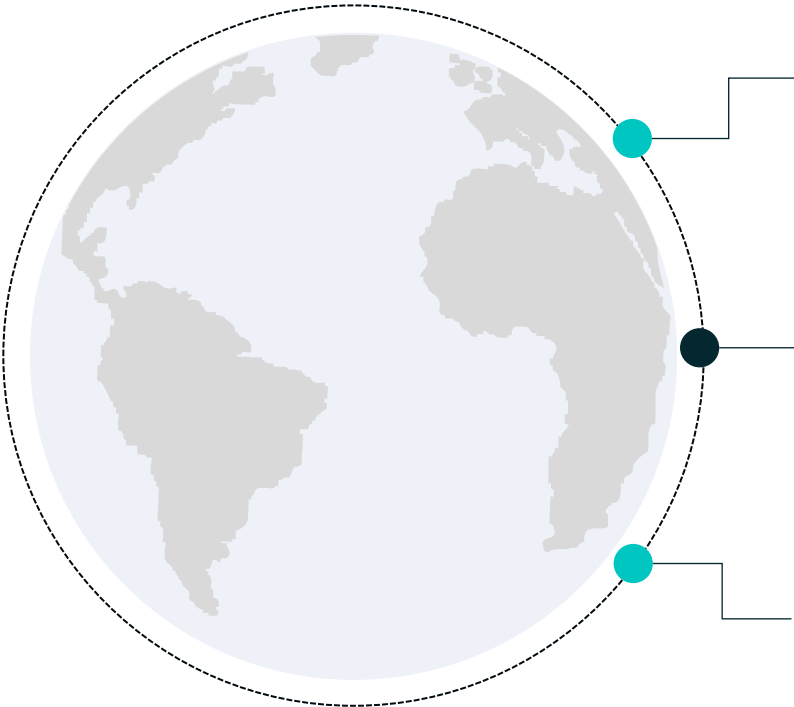


Underpinned by an established Responsible AI Board

...and supported customers in establishing their own governance.

Global Innovators

Industry leaders in Data and AI Innovation in the Cloud



Data x AI Service Line

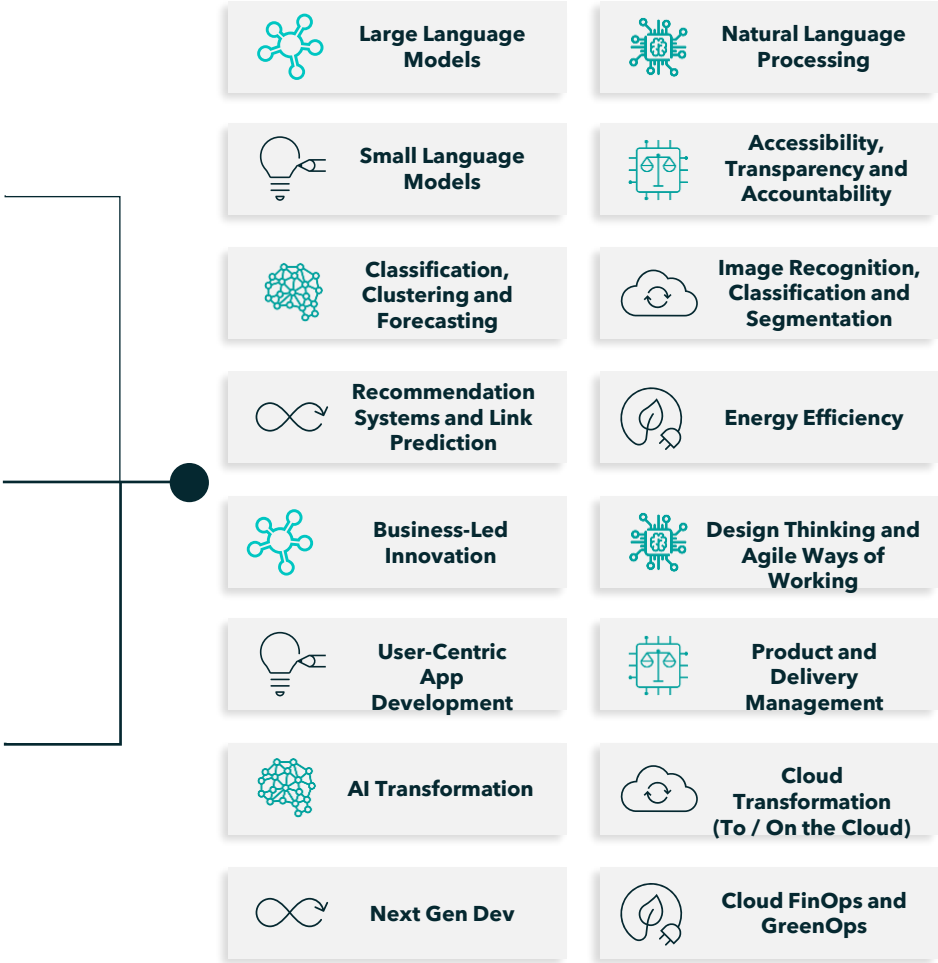
Empowering data-driven decisions through integrated cloud, data, and AI expertise, tools, and methods to unleash productivity and real-time insights.

AI Labs

Delivering tailored solutions that drive automation, insights, and enhanced customer experiences for clients, unlocking new opportunities for success.

Innovation

Championing customer-centric innovation in AI and cloud, driving co-creation and open R&D to transform ideas into sustainable, inclusive business solutions for future success.



The Version 1 Difference

Your trusted data and AI partner

In an industry where aspirations often outpace reality, our focus on a comprehensive understanding of your unique challenges ensures that we deliver concrete AI-enhanced outcomes. With us, **AI is more than a buzzword** – it's a tangible shift in the integration of human intelligence, process innovation, and technological progress.

Core Principles



Business led Tx



**Relentless
focus on
business value**



**Release value
quickly**



**Apply user
centred design**



**Continual KPI
and outcome
measurement**

The Cloud Managed Services Model

At Version 1, we have divided our service model into three tiers. Each tier provides you with access to specific assistance and benefits, allowing you to choose the services best suited to your needs.

For added flexibility, you are welcome to apply more than one tier to different business applications, or to production and non-production workloads.

		
ESSENTIALS Essential Monitoring and Support	ADVANCED Advanced Managed Services	PREMIER Full Suite of Cloud Managed Services
<i>Suitable for organisations with relatively standard requirements, or small-scale Cloud estates seeking an 8/5 SLA</i>	<i>Ideal for organisations seeking advanced 24/7 support with a proactive Next-Gen Managed Service through an advanced SLA</i>	<i>Ideal for organisations with strategic sophisticated requirements seeking to optimise costs and environments through a Next-Gen Managed Service and Premier SLA</i>
8x5 Support with Standard Response SLA <1hr for critical issues	24x7 Support with Advanced Response SLA <1hr for critical issues, dedicated tech lead	24x7 Support with Premier Response SLA <15m for critical issues, dedicated tech lead
Routine Cloud and VM Support Standard backup and patching schedules	Advanced Cloud and VM Support Custom backup and patching schedules, DR testing	Advanced Cloud and VM Support Custom backup and patching schedules, DR testing
Standard Monitoring Service Alert on basic set of 15-min metrics and threshold breaches	Advanced Monitoring Service Alert on basic set of 15-min metrics and threshold breaches	Premier Monitoring Service Alert on detailed set of 5-min metrics with machine learning analysis and log analysis
Essential Cost Control Usage and spend analytics, budget alerting	Advanced Cost Control Usage and spend analytics, budget alerting and governance	Continuous Cost Optimisation Full cost control service, with premier billing optimisation
Basic Cloud Security Firewall and key management	Cloud Security and Compliance Firewall and CSP WAF management, compliance and security reports	Continuous Cloud Security and Compliance Firewall and CSP WAF management, proactive compliance monitoring
Best Practice Advice Access to experts during support hours	Best Practice Advice Access to experts during support hours	Architecture Enhancement Recurring architecture reviews and improvements

Our Service Levels



		ESSENTIALS Essential Monitoring & Support (available 8x5/default calendar)			ADVANCED Advanced Managed Services (available 24x7 or 8x5)			PREMIER Full Suite of Cloud Managed Services (available 24x7)		
Level	Description	Response Time	Update Time	Target Resolution	Response Time	Update Time	Target Resolution	Response Time	Update Time	Target Resolution
P1	Critical Business Service or Function unavailable, severely degraded or inaccessible	30 mins (By Phone)	Every hour	4 hours	30 mins (By Phone)	Every 30 mins	4 hours	15 mins (By Phone)	Every 30 mins	4 hours
P2	Critical Business Service or Function severely degraded	2 hours	2 hours / As agreed	3 working days	1 hours	1 hour / As agreed	1 working day	1 hours	1 hour / As agreed	1 working day
P3	Non-Critical Business Service Function unavailable or degraded	4 hours	Daily / As agreed	10 working days	4 hours	Daily / As agreed	2 working days	4 hours	Daily / As agreed	2 working days
P4	Non-Critical Business Service Function disrupted but workaround available	8 hours	As agreed	1 month	8 hours	As agreed	7 working days	8 hours	As agreed	7 working days
P5	A question, query or minor bug	12 hours	As agreed	As agreed	12 hours	As agreed	As agreed	12 hours	As agreed	As agreed

Our Global Technology Partners

- Named **Global Microsoft Modernising Applications Partner of the Year Award 2023**
- Named **AWS Migration Partner of the Year – EMEA 2022**
- Named **Microsoft Ireland Partner of the Year 2023**
Winner – **Social Impact**
- Named **OutSystems Partner of the Year 2021**
- Named **Innovation Partner of the Year Winner - 2023 Oracle EMEA Partner Awards**

Microsoft Partner
Azure Expert MSP


As an Azure Expert MSP and the Global Modernising Applications Partner of the Year 2023, Version 1 boasts extensive expertise across the Microsoft stack.



Premier
Consulting Partner

An AWS Premier Consulting Partner and EMEA Migration Partner of the Year, Version 1's unrivalled expertise boasts deep expertise with 400 certifications and accreditations.

ORACLE | Partner

With 25+ years of Oracle ecosystem expertise, we're a certified Oracle Modern OPN Partner and Cloud Solutions Provider – One of Europe's most distinguished Oracle Cloud partners.



Premier
Business Partner
Solution Provider
Datacenter infrastructure
Middleware solutions
Cloud infrastructure

As a Premier Red Hat partner, we are experts in hybrid-cloud models and OpenShift, recognised for driving innovative solutions using Red Hat technologies.



An OutSystems Partner for Sales, Delivery and Quality Apps Program Partner, Version 1 is committed to unlocking value for our customers through low code development.



As a Snowflake Partner Version 1 enables customers to leverage Snowflake's flexibility, performance, and ease of use to deliver more meaningful data insights.

Best Practices

Information Security Management System

Version 1 recognise that the relationship between information security and IT service management is so close that we implemented an Integrated Management System (IMS) that has been certified to ISO 27001:2013 and ISO 20000-1:2011 with matching scopes. Version 1 is also certified for Cyber Essentials Plus.

The Version 1 IMS is based on the guidance provided in the International Standard for the Corporate Governance of IT (ISO/IEC 38500) and the International Standard for Risk Management (ISO 31000).



The Version 1 IMS is audited every 3 months, alternately by internal and external auditors. An Information Security Officer along with the IT Governance Committee are responsible for maintaining the IMS, as well as providing advice and guidance on policy implementation

Backup / Restore and Disaster Recovery

Version 1 recognises that each customer will have different requirements for Backup/Restore and Disaster recovery. Version 1 works with customers to define and agree customer data assurance requirements and designs a solution based on best practice that will fit these requirements.

Training – Enabling Uptake

A critical aspect of any project is the need to conduct comprehensive training for the users in the use of the application. Version 1 is committed to conducting professional training to ensure that users of the system can gain maximum benefit from using it.

Version 1 normally propose a 'train the trainer' approach to user training be adopted, integrated with the testing and overall acceptance phase of the project. This requires a difference in approach from standard training courses, as users need to be trained in both the application and in how to pass this on to their colleagues.

A number of "super users" for the system should be nominated by the client and could also be identified through a Training Needs Analysis process. The Super Users will be trained in the use of the system and will then be responsible for training their colleagues. Before commencing the training, the super users will complete the User Acceptance Testing (UAT). As this is a critical part of the project, coming just before implementation, it is paramount that those conducting UAT have an in-depth knowledge of the system so they can accurately determine whether it is functionally accurate and complete. Creating a group of super users helps bring flexibility and reassurance to the initial training process, as well as ensuring resources in place to train new staff when they take up new positions. This helps preserve the operational efficiency of your system, without being reliant on the availability and cost of external training providers.

A User Guide will be prepared to support the training, and this would then be made available for all other training that will take place. As the application will be developed utilising widely used conventions, familiar to anyone who has used a major consumer website, we do not envisage that we will need to spend a lot of time on teaching the actual mechanics of using the application. The focus of the training will be on understanding the business processes and how the application supports those processes.

Building an inclusive, positive culture

Diversity, inclusion and belonging at the centre

53

Nationalities work for us

700+

Women in Tech members

29%

Minority Representation

110

Digital Academy Graduates in 2023

16

Under 30, diverse employees representing their generation on our Shadow Board

1,040

New joiners in 2023



“

At Version 1, we have invested and worked hard to provide flexibility, development, and a personal and inclusive experience for all our people. We believe we're creating something special - a truly different way of doing business; based on core values, a culture of empowerment and growing with our people and customers.”



Louise Lahiff
Chief Operating Officer



Investors in Diversity

SILVER



Shortlisted Finalist

Our Environmental, Social, Governance (ESG) Strategy

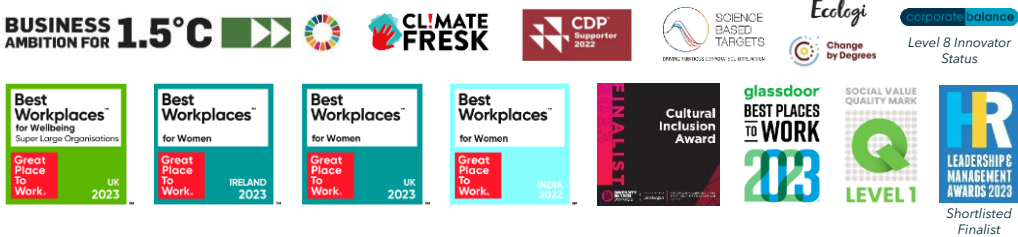
We're committed to using our influence on all the people we engage with to drive positive change across society



Our 6 Strategic ESG Pillars:



Looking Forward - Our Targets & Goals





Thank you

For more information, please visit our website: www.version1.com

Or contact us at: tendernotices@version1.com