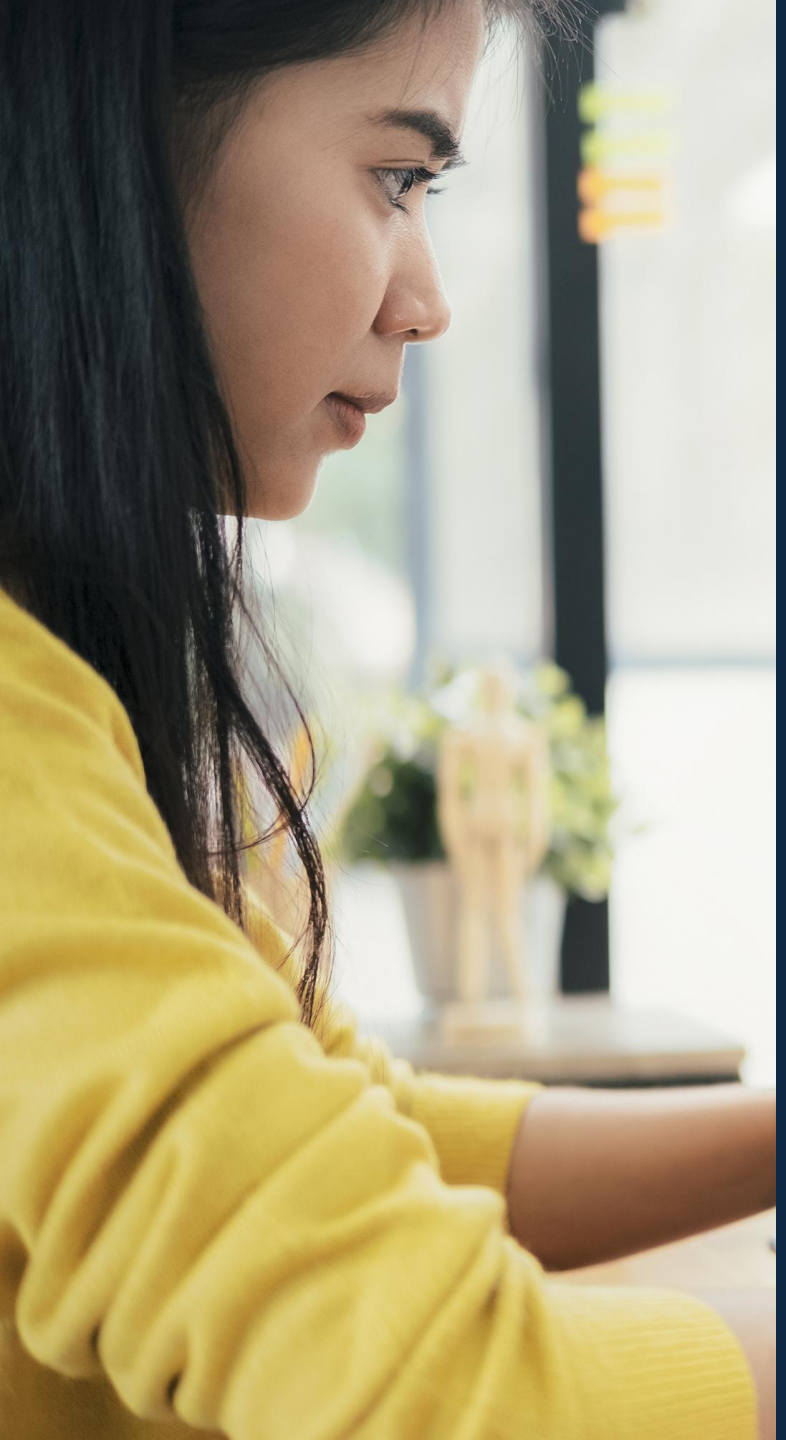


# How this Offer can help

Help your customer move rapidly away from VMware, by Migrating and Securing a portion of their on-premise VMware estate in Azure.

# Migrate Azure VMware Solution (AVS)

ISD will:

- Orchestrate end-end delivery
- Coordinate with App owners & provide Wave planning (customer approvals).
- Help customer setup Network connectivity between on-prem and AVS
- Work with CSU who will perform the Deployment & Migration Setup
- Work with CSU who will Migrate Windows and Linux to AVS

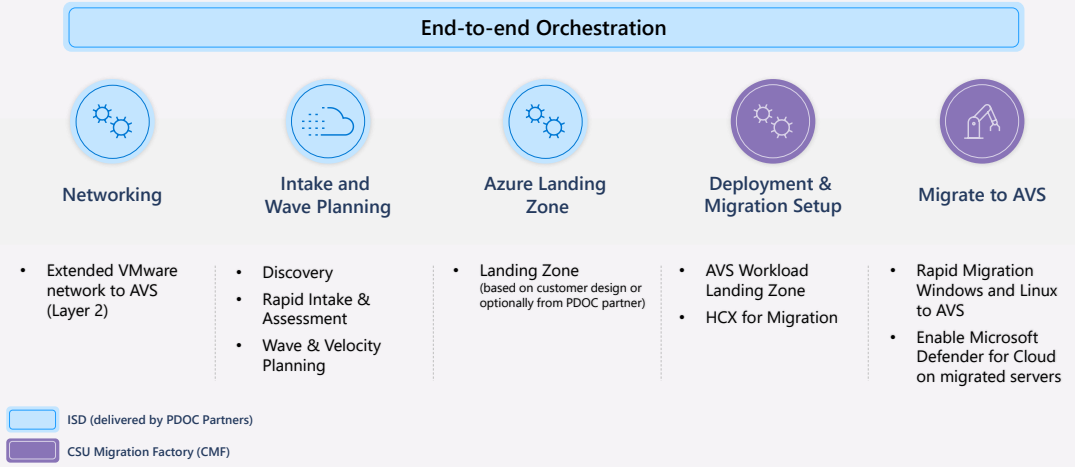
Delivered by ISD partner
&
CSU Migration Factory

Cognizant Capgemini

# Migrate Azure VMware Solution (AVS)

## Driving VMWare Migration (ISD leveraging Partners)

### Scope (500 or 1000 servers)




### ISD Commitments

- End-end orchestration of delivery, led by ISD curated partners in conjunction with CSU Migration Factory (CMF).
- Adds key capabilities, in addition to CSU Migration Factory (CMF), to ensure success.
- Seamless engagement with CMF to drive rapid time to ACR.
- Ensures customer success with Microsoft ISD contractual accountability.
- Drive increased engagement of the CMF.

### Ideal Customer Fit

- Customer is looking to Migrate existing VMware servers to AVS (as opposed to Azure IaaS or Modernization).
- Customer has an existing Azure Landing Zone and network connectivity established (if not this can be optionally added as part of the engagement).
- Customer has strong internal sponsorship.

### PDOC Partners

Cognizant

Capgemini

Microsoft owns accountability, customer contracts with Microsoft.