



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.

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.

VMware

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

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.

Back-ups

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

Extended Security Updates

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

Bandwidth

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

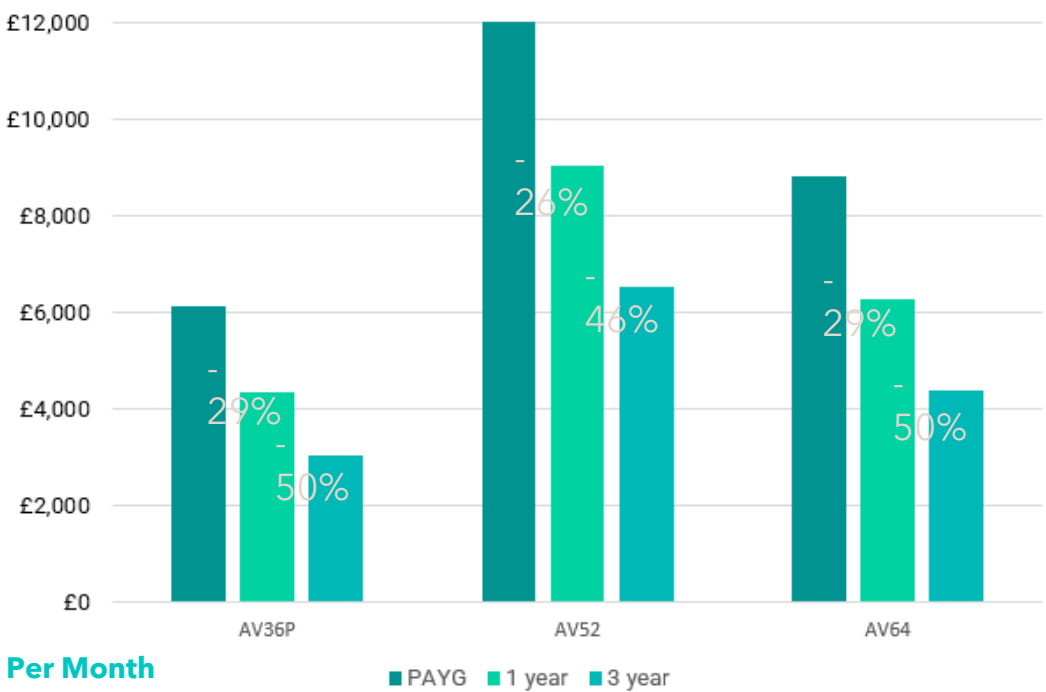
Reduced overhead

- 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



Azure management & security services

Migrate VMware "as is"

- Retain VMware skills, familiar tooling
 - Migrate quickly/datacenter exit.
-
- Use VMware technology stack on Azure for symmetry with on-premises
 - VMware subscription licenses included,

Azure VMware Solution

Migrate to native Azure IaaS

- Leverage Azure and cloud skills
 - Retaining server and application architecture
-
- Shift to Azure compute, storage, and networking infrastructure
 - No VMware licenses required

Azure Virtual Machines

Modernise to native Azure PaaS

- Leverage Azure and cloud skills
 - Modernize with Cloud Native PaaS services
-
- Reducing management overhead and consumption costs
 - No VMware licenses required

Azure Native Cloud 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

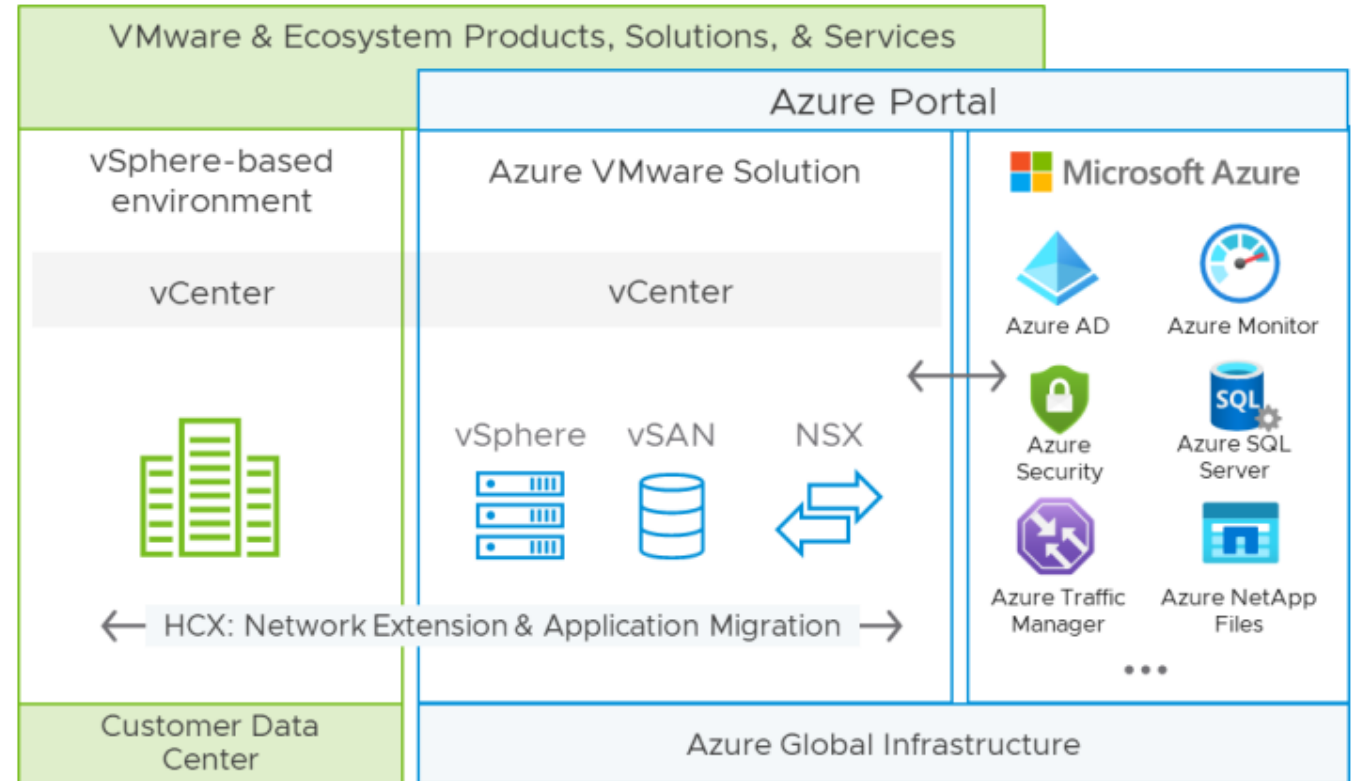
Keep using your existing VMware investments, skills, and tools, including VMware vSphere, vSAN, vCenter.

SQL Integration

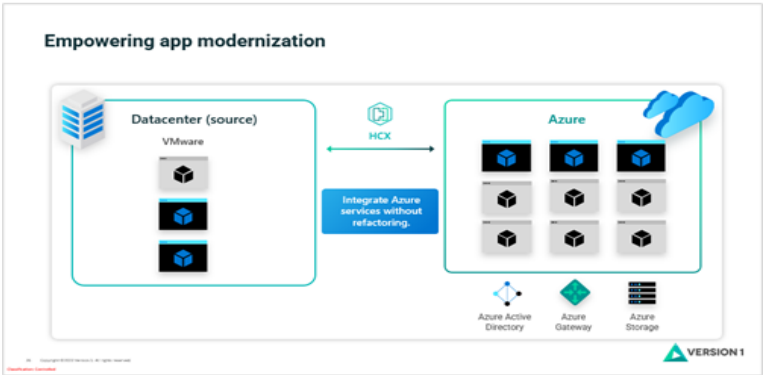
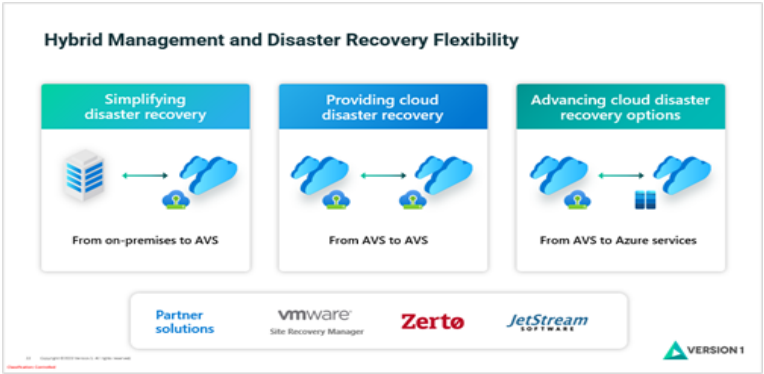
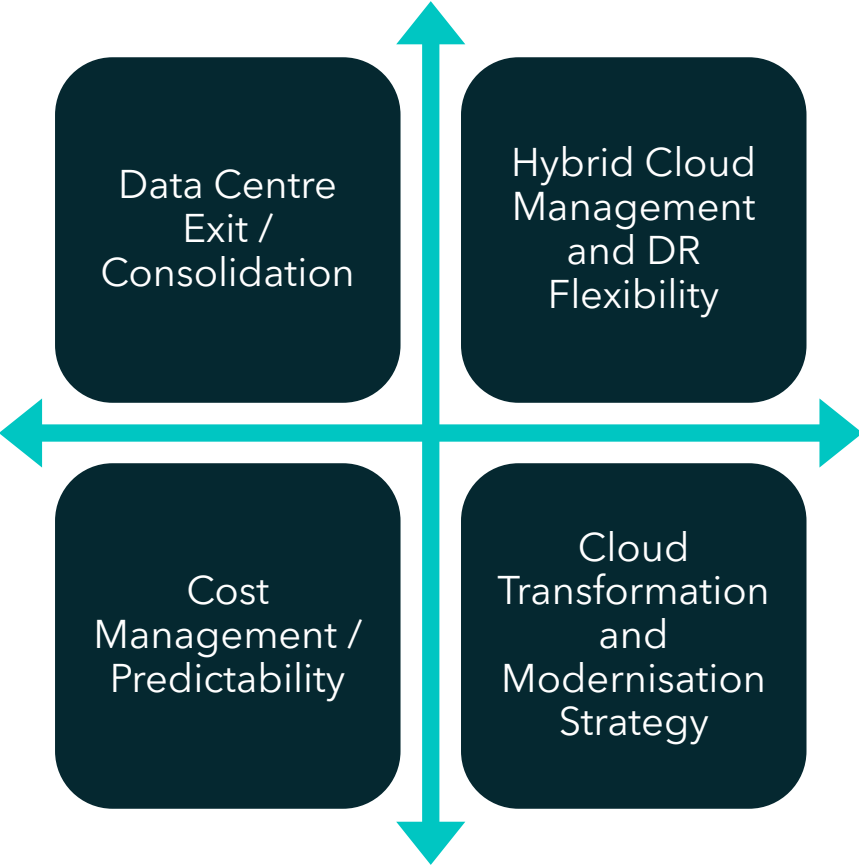
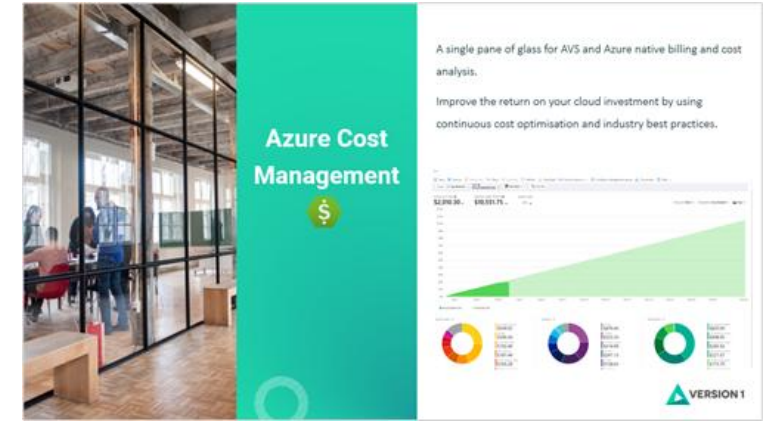
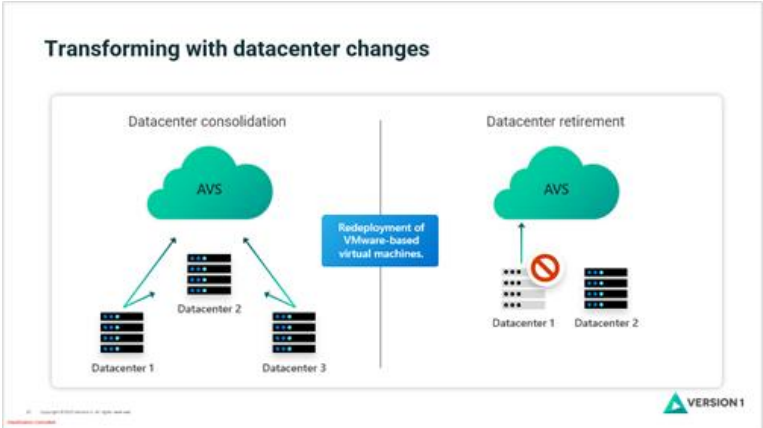
Integrate with Azure SQL services, from the fully managed database as a service Azure SQL to Azure PostgreSQL Server providing a fully managed, hyperscale DBaaS

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

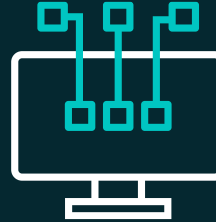


Our VMware Cloud Services



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

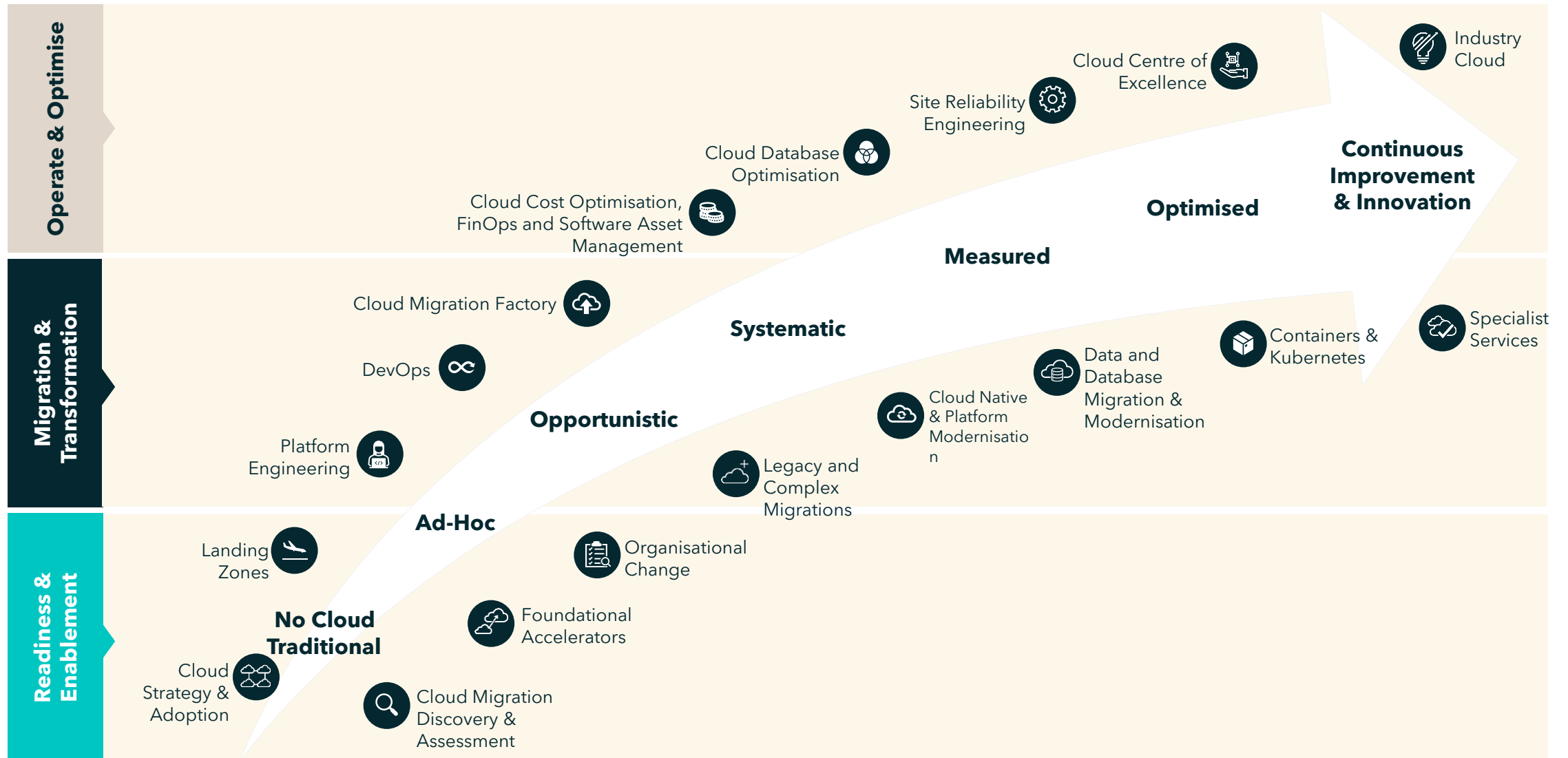
Oracle to Public Cloud

Integrated Cloud and SaaS

Oracle Exadata Services

Mainframe and Proprietary Platforms

Access services that match your needs and maturity



Driving innovation in the cloud

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.



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

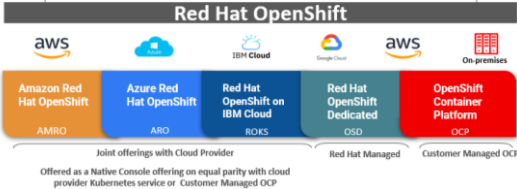
We help our customers plan a cloud journey that sets their business up for the future, by embracing cutting-edge technology and leveraging disruptive technology such as Generative AI.



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			Microsoft Ireland Partner of the Year 2023 Winner Social Impact	
ASPIRE Managed Services		600+ AWS Certifications & Accreditations				
Application Modernisation & Integration		500+ Certified Professionals				
Experience Design						
Enterprise Applications		43 Red Hat Certifications				

People



~600

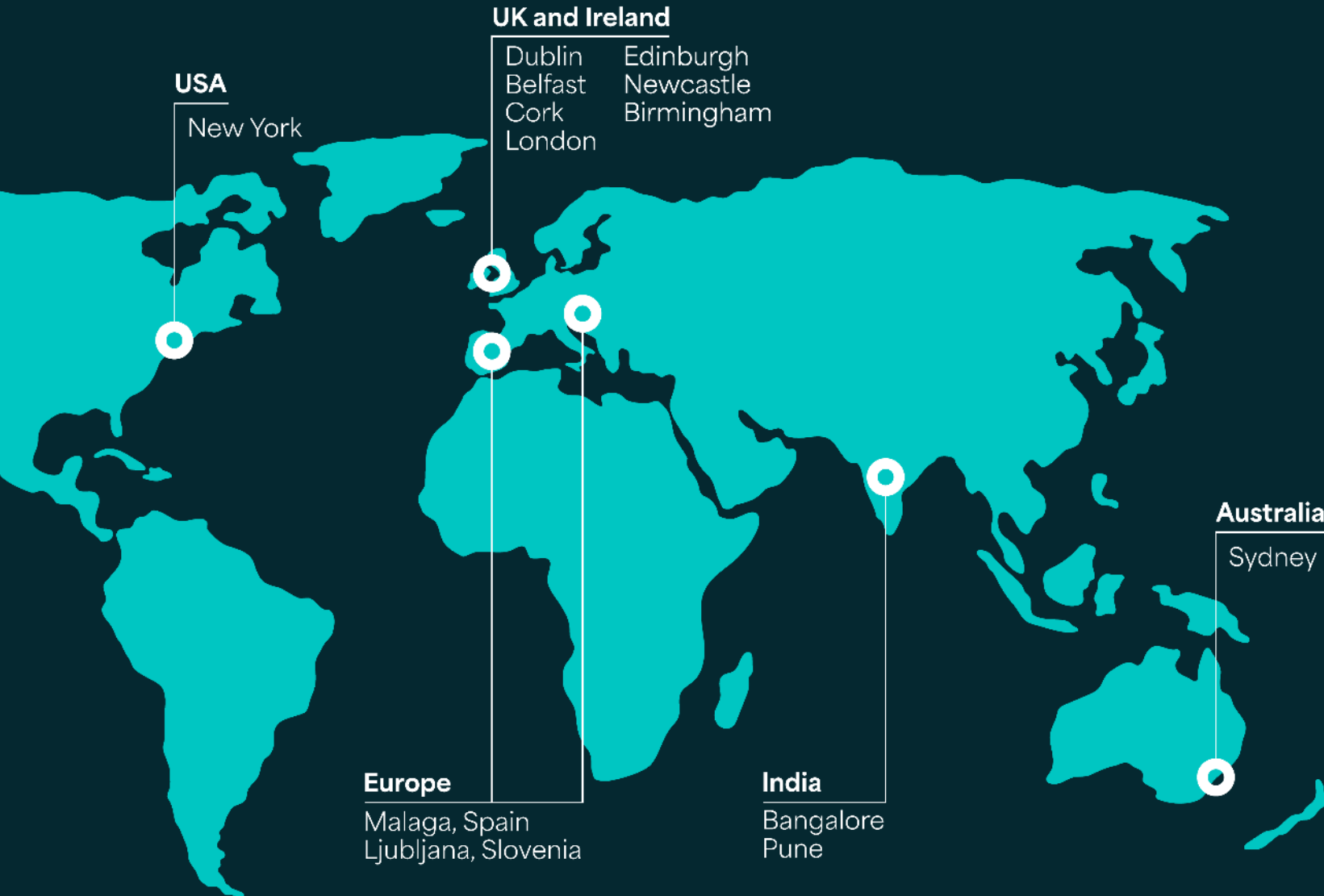
Cloud & DevOps
Platform Engineers

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

About Version 1



Version 1 at a glance



29 years of experience

13 global locations

6 strategic technology partners



13 years as a great place to work



Industry best practice



€364M+ revenue 2024

82% employee engagement score (Q2 2025)

85% customer satisfaction score (Q2 2025)

The Version 1 difference

The core values at the heart of Version 1's success.



**Honesty and
integrity**



**Personal
commitment**



No ego



Customer first



Excellence



Drive

Looking forward: Our ESG targets, goals & achievements

A-

score for Carbon Disclosure Project reflecting our sustainability practices (Industry average is a C)

680+

Volunteering hours delivered by employees globally

80%

key suppliers with sustainability targets by 2025, we are committed to reducing environmental impacts across our supply chain through responsible sourcing and partnerships

217

Version 1 Impact Investors supporting our global Community First programme which aligns to the UN Sustainability Development Goals

Bronze

Ecovadis rating reflecting our ESG maturity across our strategic focus areas

930

Women in Tech members

Our four strategic ESG pillars:



**Environment
sustainability**



**Ethical
Practices**



**Responsible
Procurement**



**Social
Impact**



As a participant of the United Nations Global Compact, Version 1 is committed to aligning strategies and operations with universal principles on human rights, labour, environment and anti-corruption

Our services portfolio



Application Modernisation and Integration

Accelerating the modernisation of applications embracing sustainable engineering and AI-assisted development.

Legacy systems modernisation

Continuous modernisation

Next Gen Apps

Integrated Apps

Portfolio modernisation



Experience Design and Development

Designing, shaping and building products and solutions that deliver fantastic people and societal experiences.

Digital strategy and innovation

Product management and roadmaps

Behavioural research, analysis and journey mapping

Creative design and UX services

Product development and AI accelerated engineering

Envisioning and innovation workshops



Enterprise Applications

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

Reshaping finance for the future

Elevating HR and people operations

Enhancing supply chain management

Amplifying customer touchpoints

Realising value with Data insights and AI



Data x AI

Becoming an intelligent, data driven organisation needs quality data x AI to make better decisions and processes.

Data strategy and architecture

Data engineering

Data analytics and visualisation

Data modernisation

Data governance

AI co-creation services



Cloud Transformation

Adopting, optimising and leveraging Cloud to unlock new or enhanced business value and innovation.

Industry specific cloud

Readiness and enablement

Migration and transformation

Operate and optimise

Specialist services



ASPIRE Managed Services

Reduce time, cost and risk by leveraging our VLA approach to run and optimise traditional and Cloud services to improve business agility and accelerate innovation.

Cloud and infrastructure management and optimisation

Oracle SaaS management and optimisation

Data and AI managed services

EBS, Peoplesoft and JDE managed service

Application management and optimisation

Digital workplace services

Our global technology partners

- Named **AWS Collaboration Partner of the Year 2024**
- Named **Global Microsoft Modernising Applications Partner of the Year Award 2023**
- Named **Microsoft Ireland Partner of the Year 2023 Winner - Social Impact**
- Named **Innovation Partner of the Year Winner - 2023 Oracle EMEA Partner Awards**
- Named **AWS Collaboration Partner of the Year - EMEA 2023**
- Named **AWS Migration Partner of the Year - EMEA 2022**
- Named **OutSystems Partner of the Year 2021**

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.



With 28+ 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.



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.

Our Public Sector Customers





Thank you

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

Or contact us at: tendernotices@version1.com