

Azure Migration and Modernization

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Agenda

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Additional Azure
opportunities

Assessment Overview - Key Metrics

Business objectives

Sample:

Data collection was performed at a secondary site where Contoso sought more information on scope, scale, and cost estimation for a possible migration of servers to Azure due to the lease expiration of the secondary site.

Key findings

Sample:

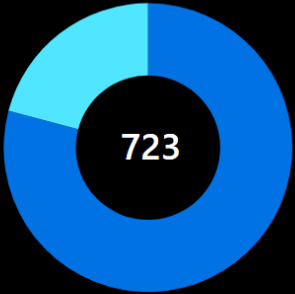
- Contoso is also considering other cloud providers
- Lease expiration of secondary site is Q4 2022
- Interested in PaaS for cost estimation but will likely migrate into IaaS and then consolidate after migration is completed

*SQL Server discovery and assessment are available only for Windows Server

**ASP.NET discovery and assessment is only available for Windows Server running in VMware environment

***Includes servers with SSRS, SSIS, and

Servers



572 Windows Servers

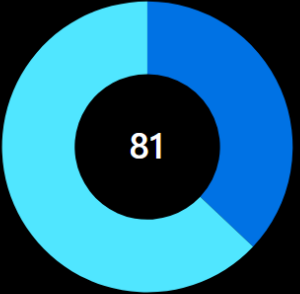
151 Linux Servers

51 Servers with ASP.NET Application on IIS Webserver

30 Servers with SQL Server and other SQL Services***

502 Other workloads and Windows VMs

Workloads



30 Servers with SQL Server*

51 Servers with ASP.NET Applications**

32 SQL Server Instances

51 Number of IIS Web Servers

65 SQL Server Databases

1023 Number of Applications

0.05 Total Storage (TB)

Average CPU utilization at P95(%)

0.00

Average RAM utilization at P95(%)

0.00

Azure Region

Central US

Assessment Overview - On-premises cost estimates

Servers

723

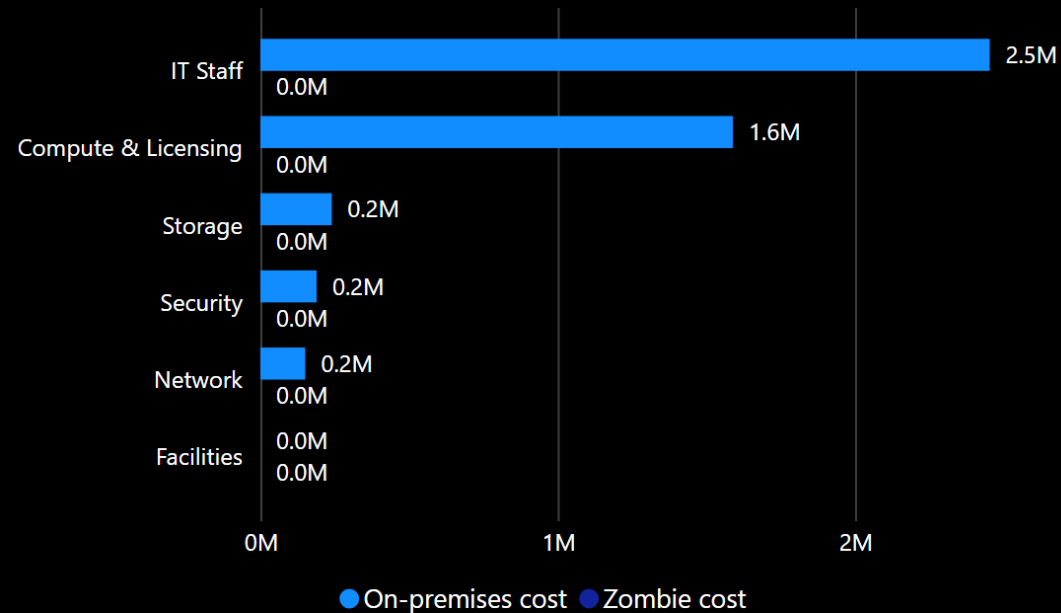
CPU Utilization (%)

0.00

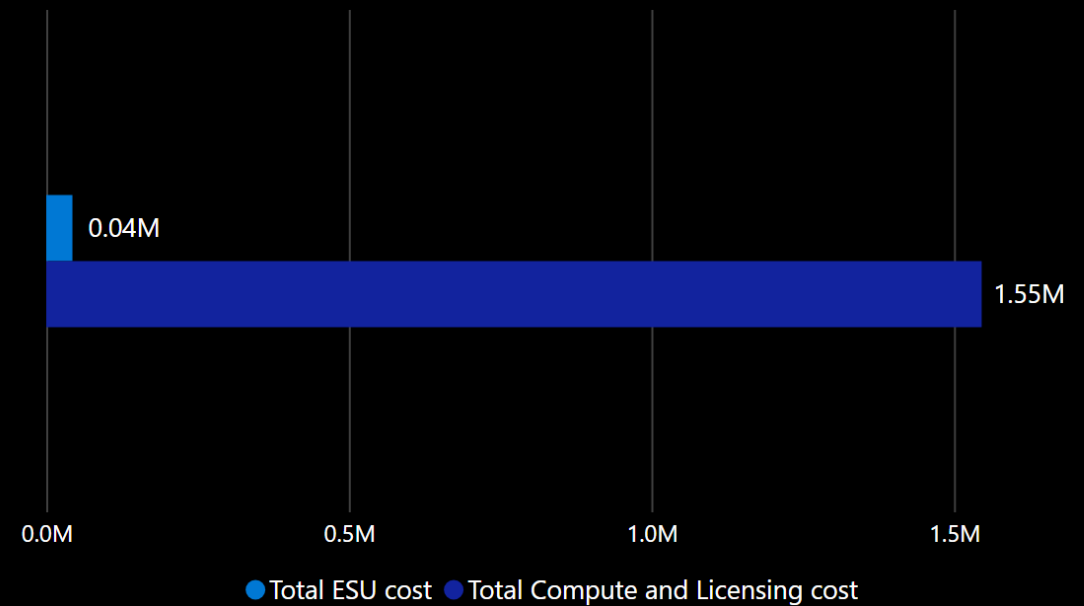
Memory Utilization(%)

0.00

Estimated cost by category \$



Compute, Licensing and ESU Cost in \$



Assessment Overview- Server Analysis

Servers

723

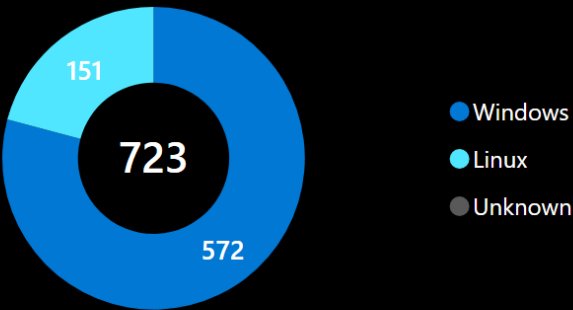
CPU Utilization (%)

0.00

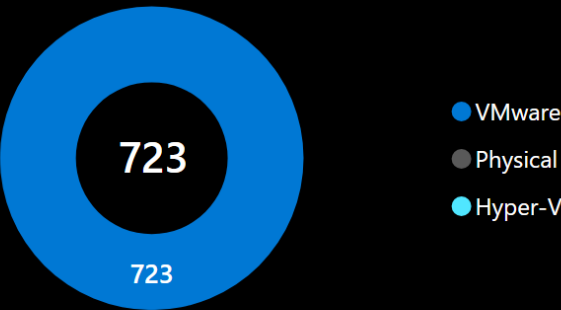
Memory Utilization(%)

0.00

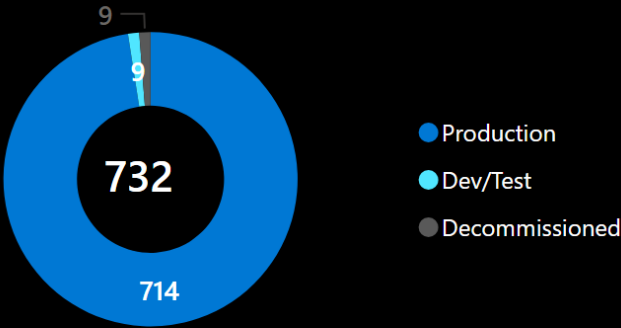
Distribution by Operating System



Distribution by Appliance



Distribution by Environment



Windows
79.11%

Linux
20.89%

Virtualized
100.00%

Non-virtualized
0.00%

Production
97.54%

Dev/Test
1.23%

Decommissioned
1.23%

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opportunities

Business Case

Total cost of ownership (TCO)

Potential Cost Savings

Estimated on-premises cost \$ 4,621,702.89

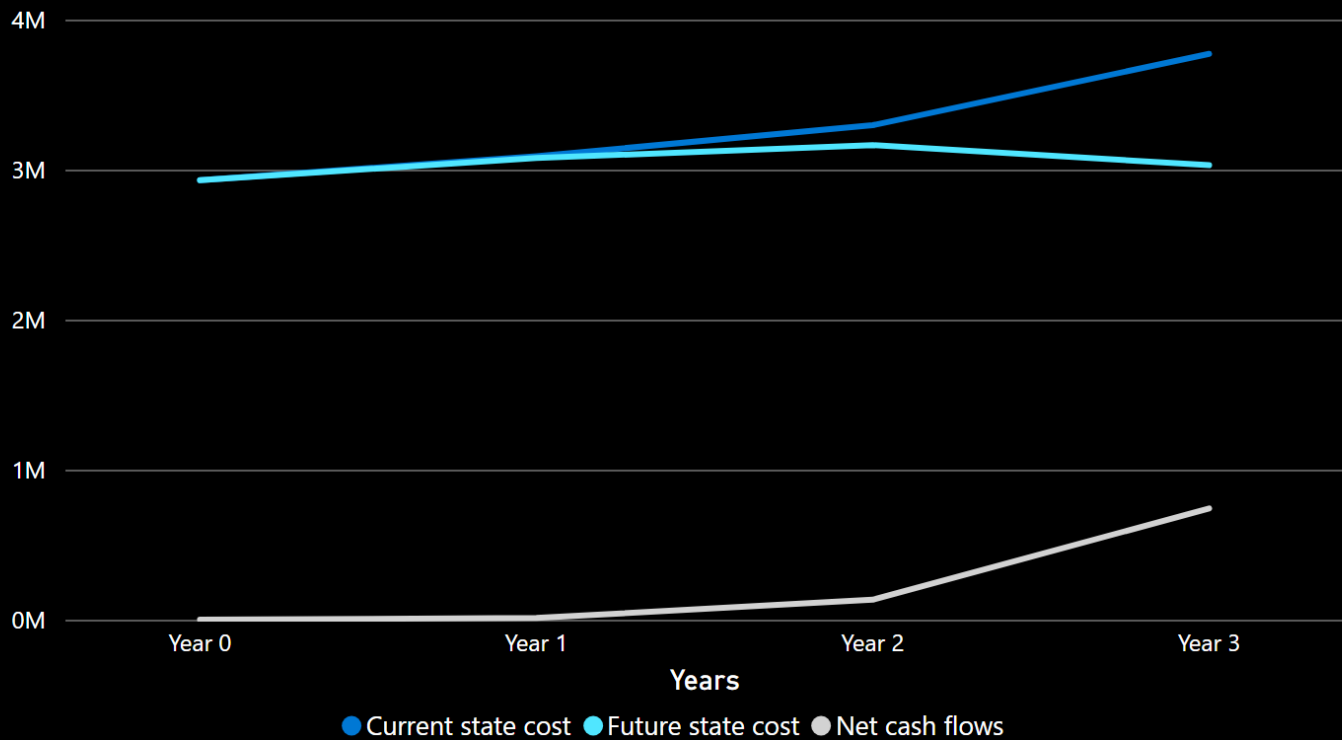
Estimated Azure cost \$ 2,722,167.38
for servers and workloads ready
for migration

IaaS cost \$ 2,482,915.77

PaaS cost \$ 239,251.60

Savings \$ 1,899,535.52
Save up to 41.10%

YoY estimated current vs future state cost (Payback period 3 years)



Savings with Azure Hybrid benefit

Bring your existing Windows
Server licenses to Azure

\$ 1,173,746.30

Bring your existing SQL Server
licenses to Azure

\$ 127,949.07

Business Case - Details

Total cost of ownership (TCO)

Contoso can save up to 69.70% on License cost with Azure Hybrid benefit. Azure also provides free extended security updates for servers that reach end of life. You can run out of support servers for 3 additional years on Azure.

	On-premises(\$)	Azure(\$)	Savings(\$)	Insights	Savings with Azure Hybrid Benefit	
IT Staff	2,452.80K	1,809.44K	643.36K	\$ 925,652.16 saved by applying AHB and using optimized savings options in Azure	Windows Server Licenses	\$ 1,173,746.30
Compute & Licensing	1,589.07K	663.42K	925.65K	\$ 643,357.38 saved by improving IT productivity	SQL Server Licenses	\$ 127,949.07
Storage	240.05K	77.81K	162.24K			
Security	189.00K	134.43K	54.57K	\$ 113,722.17 saved by network optimizations in Azure	Savings with Extended Supportability Updates	
Network	150.78K	37.06K	113.72K		\$ 43,256.25	
Facilities	0.00K	0.00K	0.00K			
Total	\$ 4,621,702.89	\$ 2,722,167.38	\$ 1,899,535.52			

*Production and Dev-test combined **Includes servers with SSRS, SSIS, and SSAS

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opportunities

Key Transformation Considerations

Contoso has a business goal to migrate servers from an on-premises secondary data center to Azure

01 Modernize/Re-platform(PaaS)

Estimated annual
storage cost
\$ 52.99

Estimated annual
compute cost
\$102,061.00

Total annual cost
\$ 102,113.99

02 Migrate/Re-host to Azure (IaaS)

Estimated annual
storage cost
\$ 77,759.36

Estimated annual
compute cost
\$ 561,358.14

Total annual cost
\$ 639,117.50

03 Management

Estimated annual
storage cost
\$ 0.00

Estimated annual
compute cost
\$ 370,785.79

Total annual cost
\$ 370,785.79

04 Security

Total annual cost
\$ 134,431.68

Estimated annual Azure consumption cost
\$ 1,246,448.97

Transformation to PaaS

Contoso has a business goal to migrate servers from an on-premises secondary data center to Azure

01 Modernize/Re-platform(PaaS)

02

03

04

Workload

4 ASP.NET WebApps on IIS** in dev/test environment

30 ASP.NET WebApps on IIS** in production environment

0 SQL Server Database Engine in dev/test environment

2 SQL Server Database Engine in production environment

Azure Recommendation

Modernize to 11 Azure App Service plan with dev/test discount pricing

Modernize to 51 Azure App Service with Azure Savings Plan

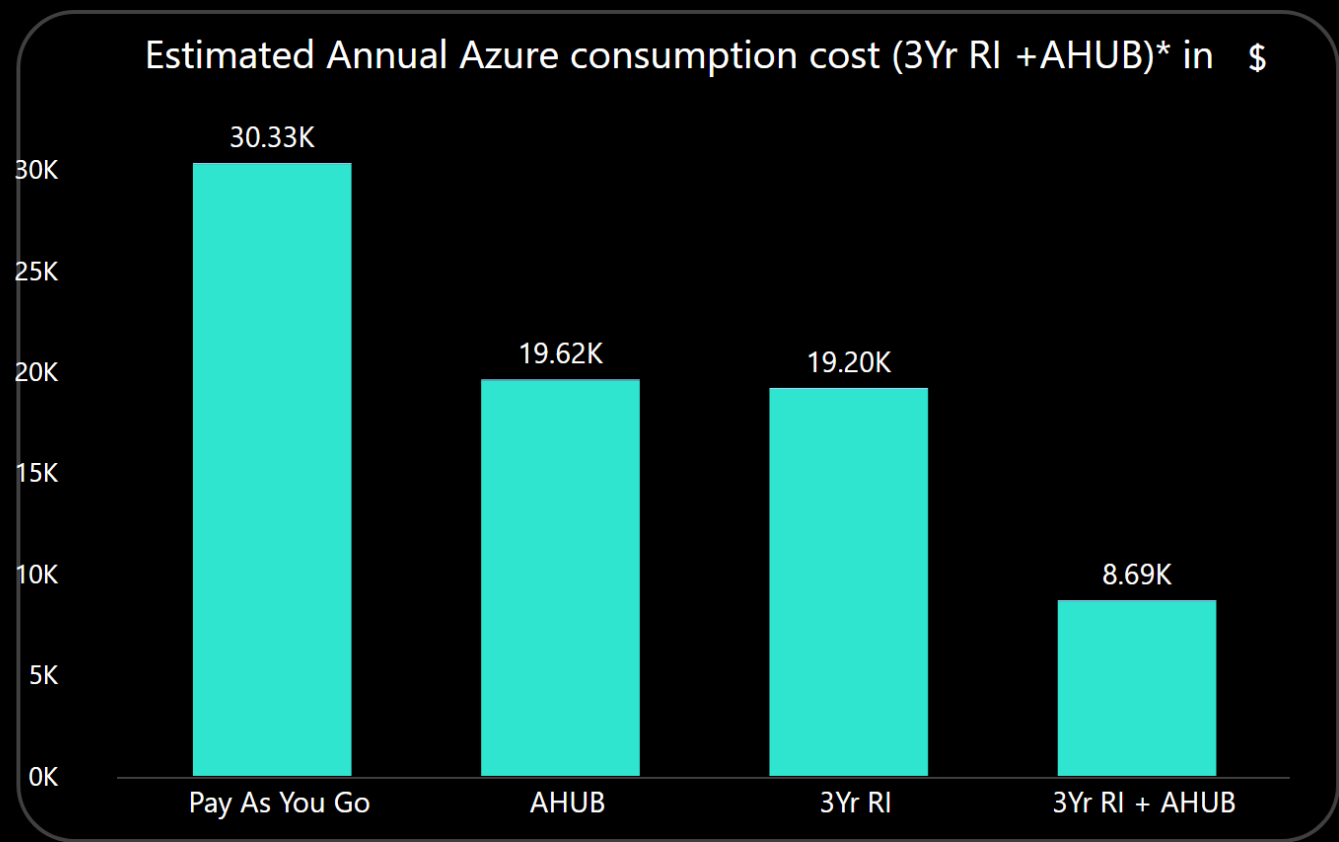
Modernize to 0 Azure SQL Managed Instance with dev/test discount pricing

Modernize to 3 Azure SQL Managed Instance with (AHB + 3YR RI) discount pricing

Transformation to PaaS*

SQL Server MI

We recommend modernizing 3 SQL Server instances running on 2 servers to 3 Azure SQL MI deployments. This assessment provides readiness, pricing estimates and sizing.



Estimated annual Azure consumption cost (3Yr RI + AHUB)*

\$8,639.98

Active SQL Instances	Avg. SQL CPU Utilization (%)	Total Storage (TB)
3	0.00	0.03

3

0.00

0.03

**Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

Transformation to PaaS*

App Service

We recommend modernizing 34 SQL ASP.NET App to 62 Azure App Service plan instances. This assessment provides pricing estimates and sizing.

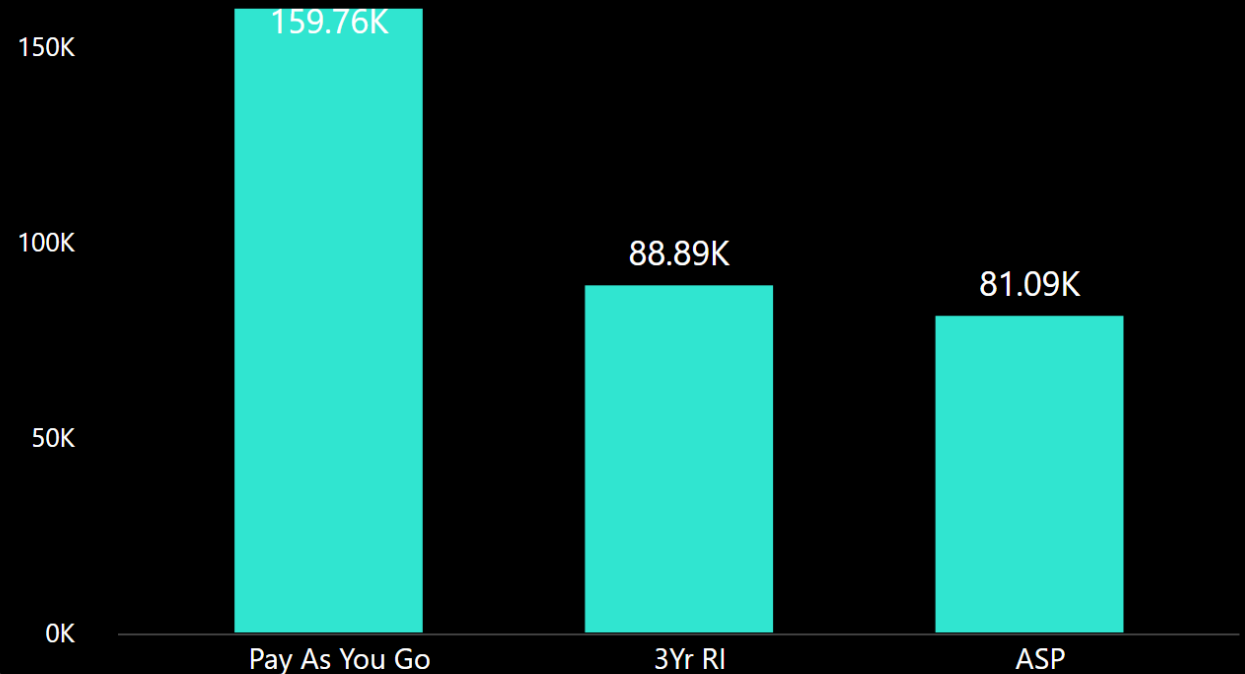
Estimated annual Azure consumption cost (ASP)*

\$81,086.94

ASP.NET Apps**

1023

Estimated Annual Azure Consumption Cost (ASP)* in \$



** ASP.NET discovery and assessment are only available for Windows Server running in VMware environment.

*Includes (3Yr RI) cost for Production and (PAYG) cost for Dev-test

Transformation to IaaS

Contoso has a business goal to migrate servers from an on-premises secondary data center to Azure

01

02 Migrate/Re-host to Azure (IaaS)

03

04

Workload

2 ASP.NET WebApps on IIS** – Prod

2 ASP.NET WebApps on IIS** - Dev/Test

673 Servers* – Prod

5 Servers* – Dev/Test

6 SQL Server Database Engine – Prod

1 SQL Server Database Engine – Dev/Test

Azure Recommendation

Modernize to 2 Azure VM with IaaS Production (AHB + 3YR RI)

Modernize to 2 Azure VM with IaaS Production (AHB)

Modernize to 673 Azure VM with IaaS Azure Production (AHB +3YR RI)

Modernize to 5 Azure VM with IaaS Azure Dev/Test (AHB)

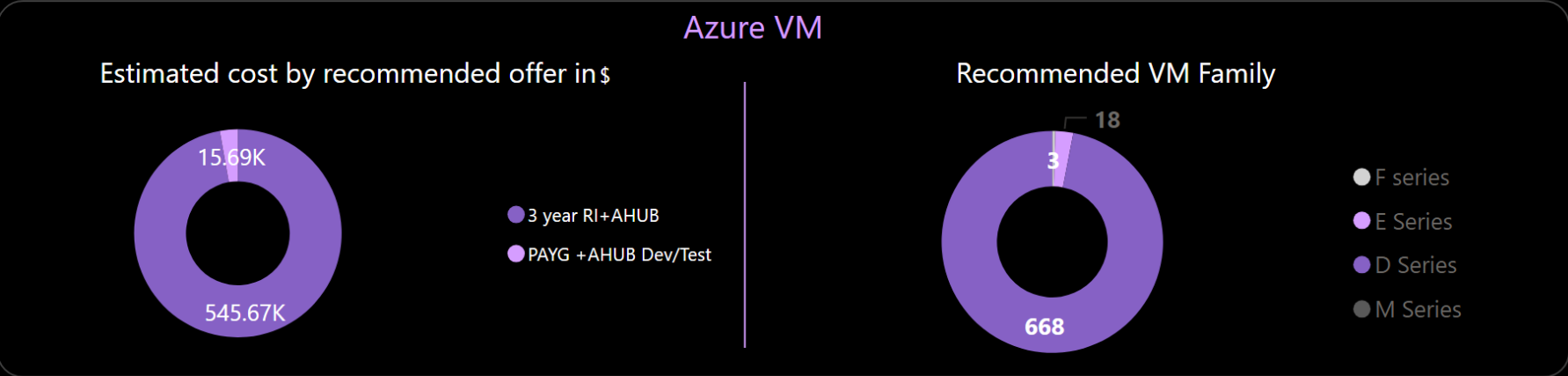
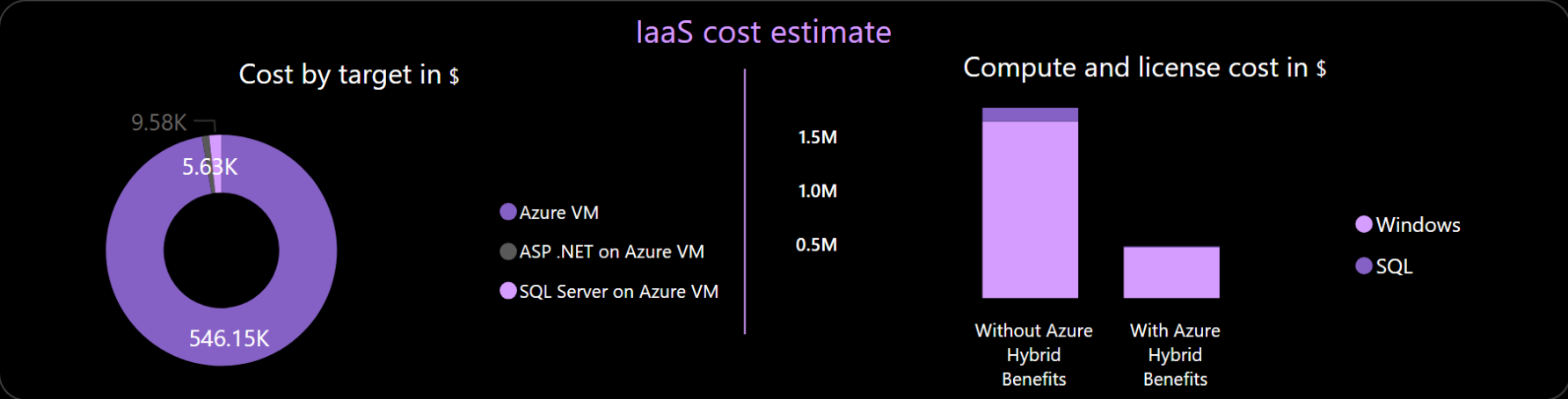
Modernize to 6 SQL Server on Azure VM with IaaS Production(AHB + 3YR RI)

Modernize to 1 SQL Server on Azure VM with IaaS Dev/Test(AHB)

Transformation to IaaS

Servers - Ready for Migration

Ready For Migration			
Servers	Compute	Memory	Storage
618 out of 689	3,189 cores	9,970 GB	102,443 GB



Savings with Azure Hybrid benefit

\$ 1,287,901.44

Bring your existing Windows and SQL Licenses to Azure.

Savings With extended security updates

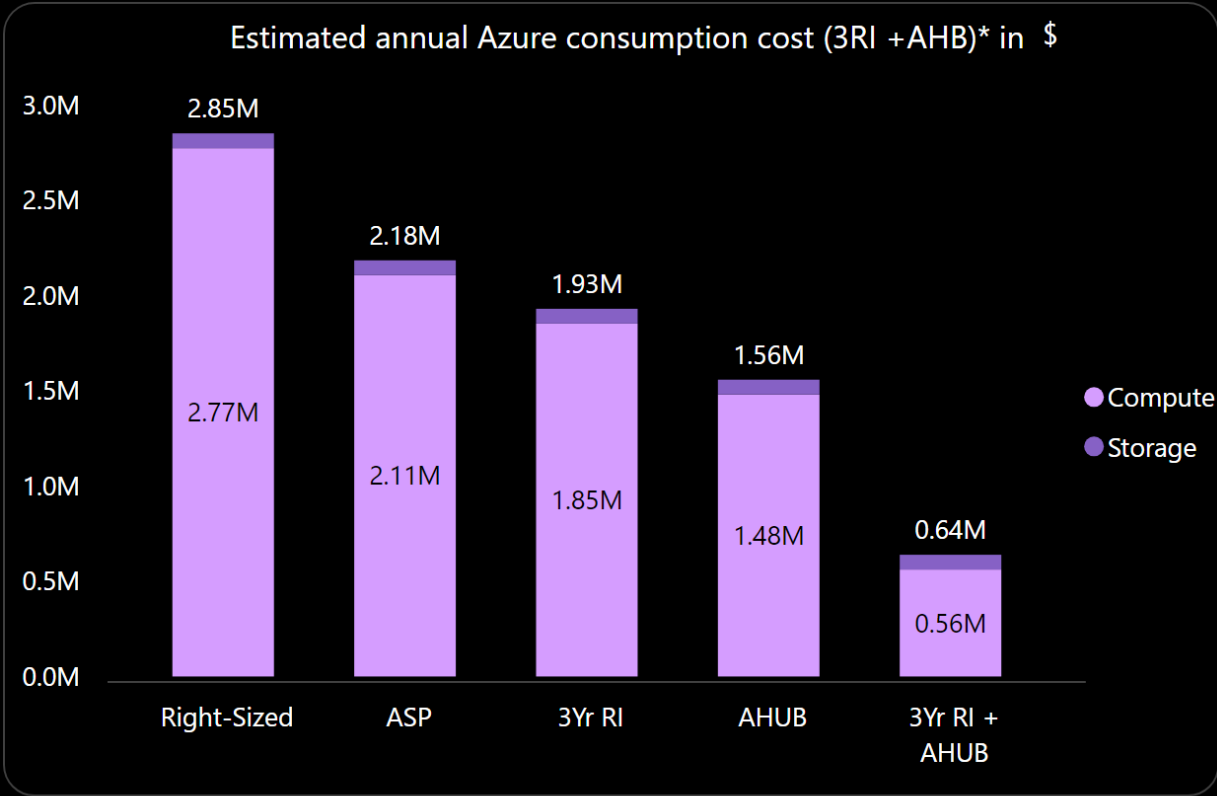
\$ 40,372.50

Bring your end of Support Windows OS and SQL versions to Azure.



Migrate servers to Azure VM (IaaS)

Contoso’s secondary site is run on corporate-owned hardware in a remote location. The lease for colocation space is approaching renewal in Q4 of 2022 and the hardware is several years old. Migrating this secondary site to Azure would eliminate site costs as well as remove the need for additional hardware purchases.



*Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

**Includes servers with SSRS, SSIS, and SSAS

Estimated annual Azure consumption cost (3Yr RI + AHUB)*

\$639,117.50

Tech	Server	Avg. CPU Utilization (in %)	Avg. RAM Utilization (in %)	Storage (in TB)
General Windows workloads	532	0.00	0.00	88.12
General Linux workloads	146	0.00	0.00	9.25
Servers with SQL Server instances	7	0.00	0.00	1.40
Servers with ASP.NET Apps	4	0.00	0.00	1.27

Transformation of Management Services

01

02

03 Management

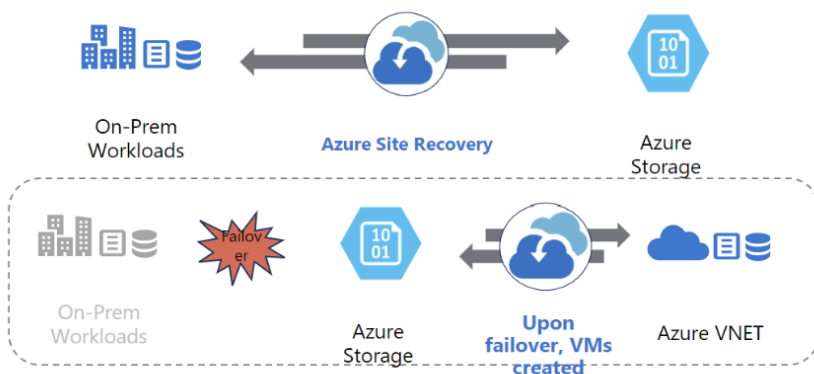
04

Azure Site Recovery*

Annual estimated cost of 680 Production Servers

\$204,000.00

Azure Site Recovery monitors servers and stores replicas in Azure's low-cost storage. When failover occurs, ASR is used to spin up the recovery VMs from the replicas.



Azure Backup Service*

Annual estimated cost of 680 Production Servers

\$166,184.09

Azure Backup service provides simple, secure, and cost-effective solutions to back up your data and recover it from the Microsoft Azure cloud.



Cost assumptions:

Configurable retention needs at steady state:

- Local Redundant Storage (LRS)
- Moderate Churn
- Daily Recovery Point retention for 30 days
- Weekly Recovery Point retention for 4 weeks
- Monthly Recovery Point retention for 12 months
- Yearly Recovery Point retention for 1 year

Windows Server and SQL End of Support

■
Reviewing and planning around the OS lifecycle is key to securing on-prem infrastructure and prioritizing Azure migration.

Microsoft is invested in supporting customers moving to the cloud as part of infrastructure modernization and provides resources to help keep your environment secure.

Windows Server

94%

Extended Support

Plan for upgrade of systems in Extended Support.
2012/R2 support ends 10th October 2023.

Windows Server

5%

Out of Support

To mitigate active security risks, prioritize review of OSEs for decommission, upgrade, or migration.

SQL Server

40%

Extended Support

Plan for upgrade of systems in Extended Support.
2012 support ends 12th July 2022.

SQL Server

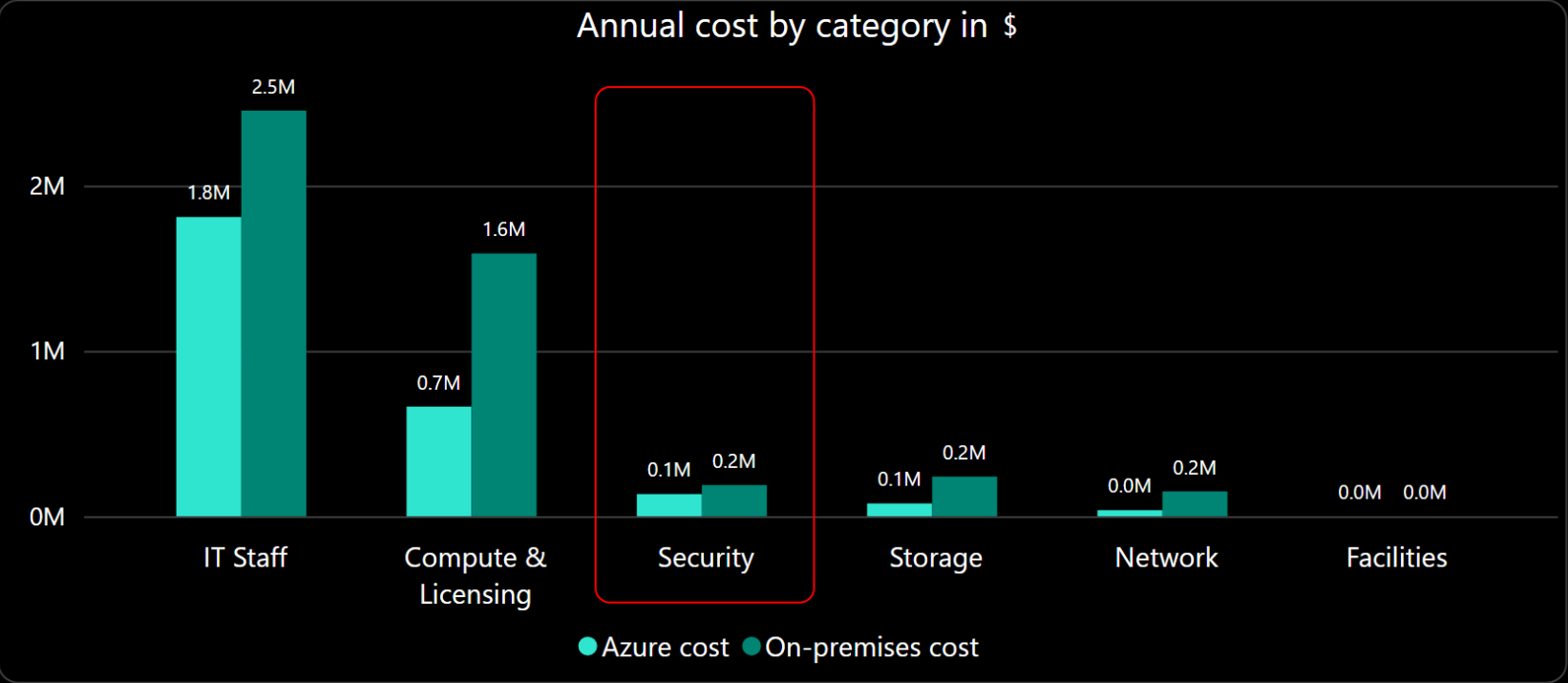
60%

Out of Support

To mitigate active security risks, prioritize review of SQL Servers for decommission, upgrade, or migration.

Defender Business Case

- 01
- 02
- 03
- 04 Security



Total on-premises costs vs Azure cost		
Potential Savings	Total on-premises cost	Total Azure cost
\$ 1,899,535.52	\$ 4,621,702.89	\$ 2,722,167.38
Savings: 41.10%		

Insights

- \$ 54,568.32 saved by unifying security management with Microsoft Defender for Cloud
- Mitigate threats 50% faster** and improve your security posture with Microsoft Defender for Cloud

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Cost savings on Dev/ Test workloads

Deep-dive

Azure Dev/Test

Azure provides numerous advantages for groups with dynamic Dev/Test needs – special Dev/Test pricing, the ability to spin VMs up and down rapidly, and fine control available around uptime and downtime to control costs.

Current non-prod environment considerations:

0 General Linux workloads

1 Servers with other SQL Services**

5 Servers with SQL Server instances

7 Servers with ASP.NET Apps

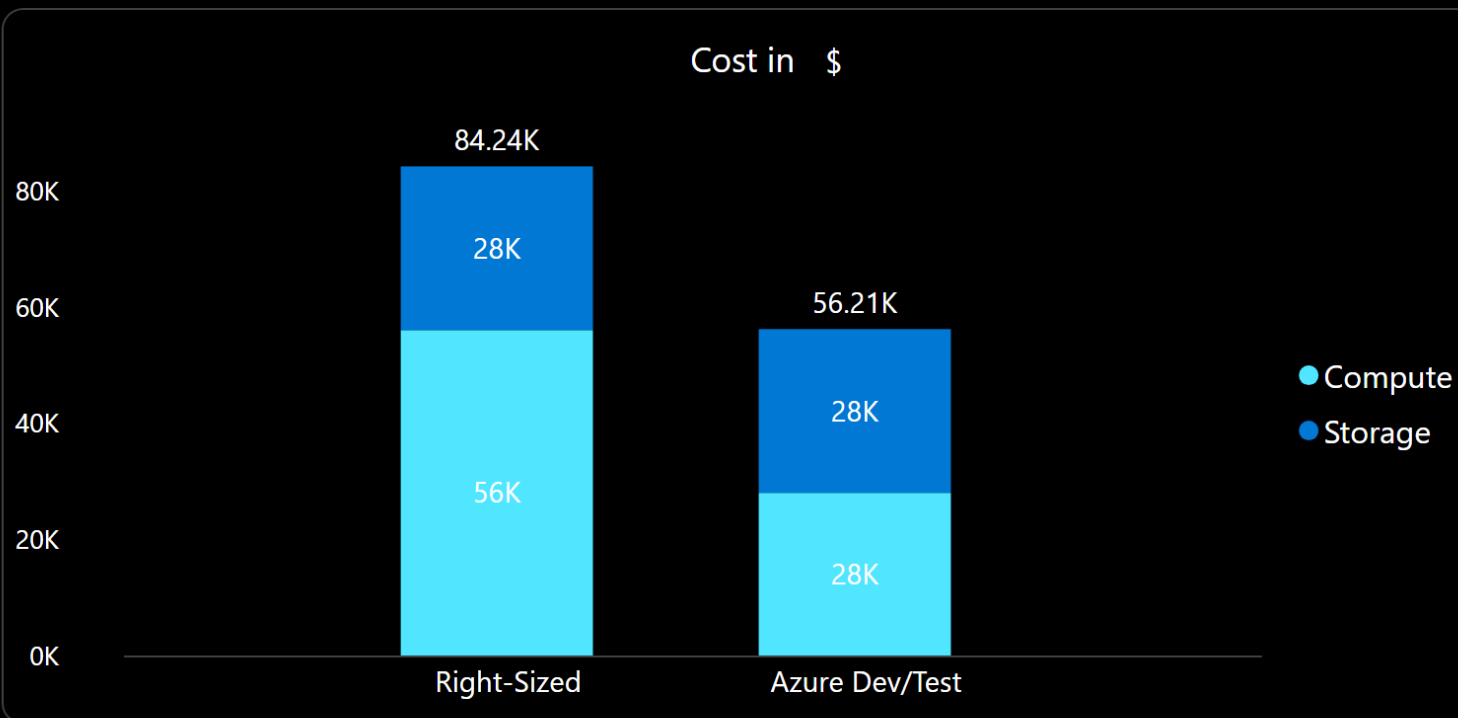
9 General Windows workloads

*Estimates excludes machines eligible for migration to managed servers

**Includes servers with SSRS, SSIS, and SSAS

Azure Dev/Test Benefits for EA customers

- Use Visual Studio & MSDN Platforms subscriptions to pay no Microsoft software charges on Azure VMs
- Subscribers receive up to \$150 in monthly Azure credits
- Access Windows 11 VMs & Windows Virtual Desktop service
- Save up to 55% off Azure SQL Managed Instance (PaaS)
- Use auto-shutdown to reduce VM costs – up to 78% savings at 40 hrs/wk uptime*



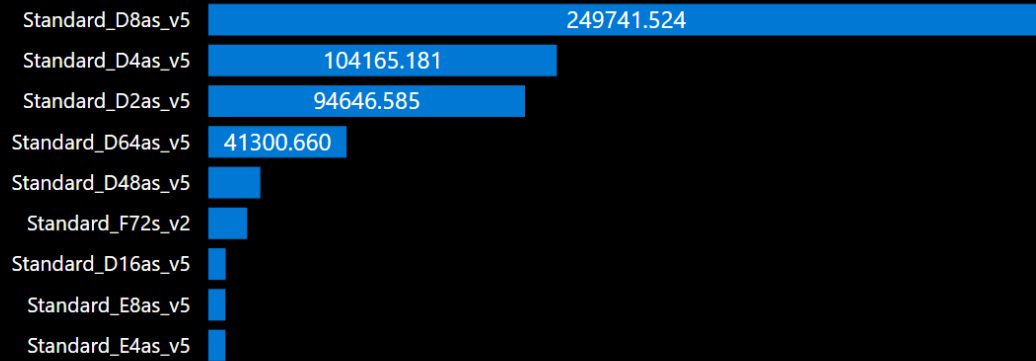
Migrate servers to Azure VM (IaaS)

Deep-dive

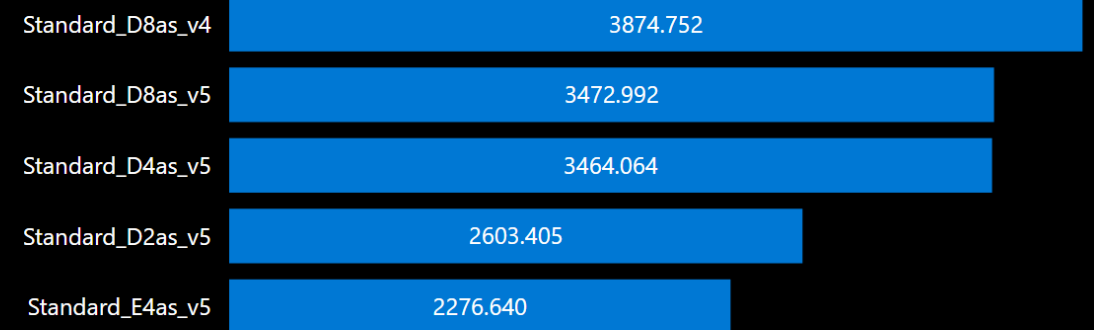
Refer to Core Report for details.

Migrate servers to Azure VM (IaaS)*

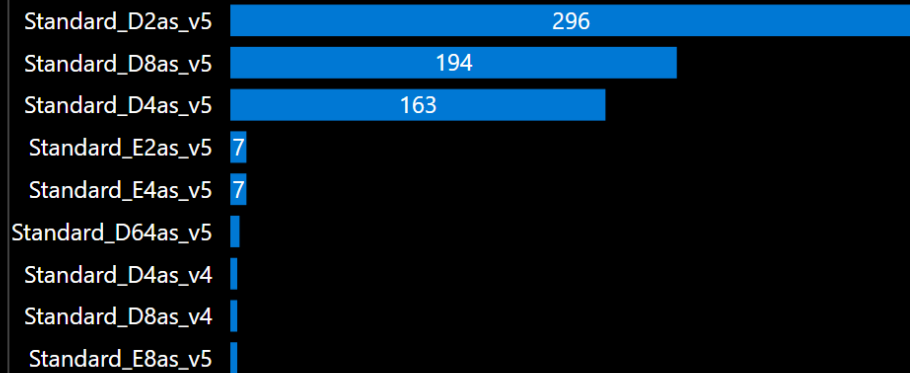
Top Recommended VM SKUs by cost*** (Prod) (AHUB) in \$



Top Recommended VM SKUs by cost*** (Dev) (AHUB) in \$

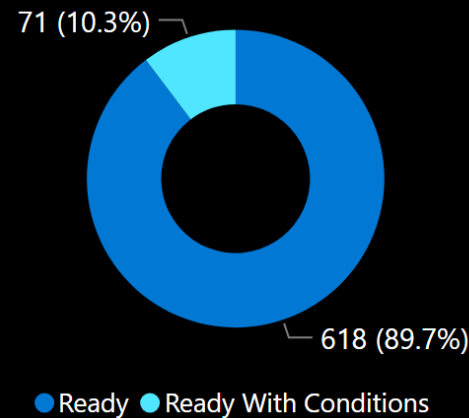


Top Recommended VM SKUs by count



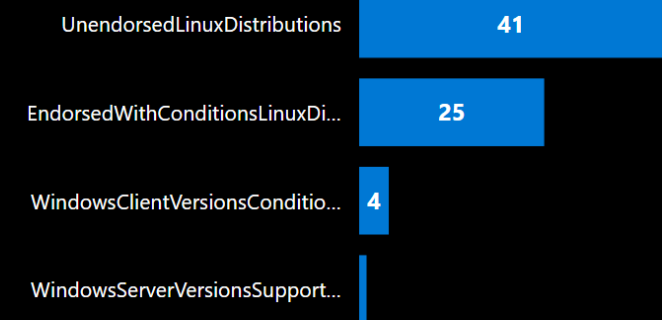
Count

Azure VM Readiness



● Ready ● Ready With Conditions

Top readiness warnings**



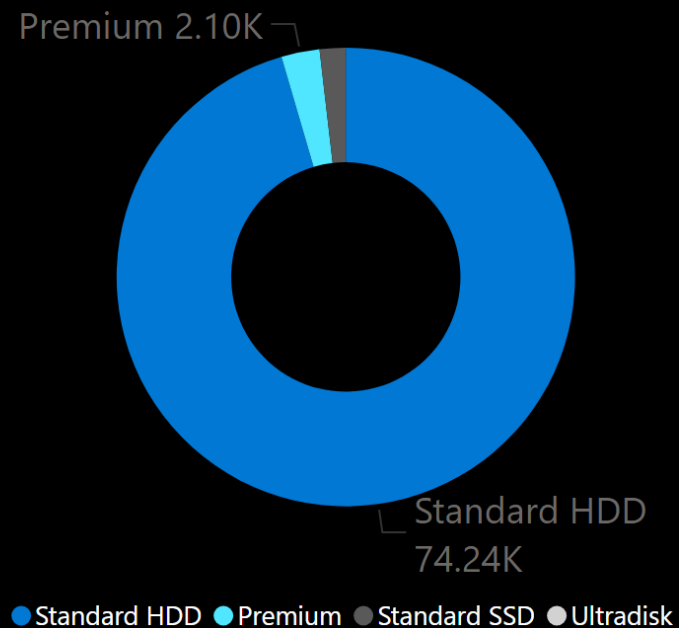
Count

*Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

**Issue definitions can be found here: <https://docs.microsoft.com/azure/migrate/troubleshoot-assessment#azure-vm-assessment-readiness-issues>

Migrate disks to Azure Storage

Aligning disk sizing to performance requirements further reduces costs. Automatic disk allocation ensures that there are no bottlenecks with the server and applications. Specific workloads and applications may also run on a lower specification disk when the peaks occur.



Standard HDD Drives

944

\$ 74,236.42 accounts for 95.47% of total storage cost

Standard SSD Drives

41

\$ 1,425.60 accounts for 1.83% of total storage cost

Premium Disks

10

\$ 2,097.35 accounts for 2.70% of total storage cost

Ultra Drives

0

\$ 0.00 accounts for 0.00% of total storage cost

Modernize to PaaS

Deep-dive

Modernize SQL to Azure SQL Managed Instance (PaaS)

Top Recommended MI Configs by Cost*** (Prod) (3Yr RI + AHUB) in \$



Top Recommended MI Configs by Cost*** (Dev) (AHUB) in \$

Top Recommended MI Configs by Count



Top Readiness Warnings**

*Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

**Issue definitions can be found here: <https://aka.ms/AzureSQLMI/AssessmentRules>

Modernize ASP.NET Apps

Azure App Service (PaaS)

Top App Service Plan instances by cost* (Prod) (3Yr RI) in \$

Premium_V3

81K

Top App Service Plan instances by cost* (Dev) (PAYG) in \$

Premium_V3

Top App Service Plan instances by count

Premium_V3

51

Top Readiness Warnings**

*Includes (3Yr RI) cost for Production and (PAYG) cost for Dev-test

**Issue definitions can be found here: <https://aka.ms/AzureSQLMI/AssessmentRules>

Modernize SQL completely

Azure SQL Platforms Overview

Azure provides flexible offerings to enable organizations to tailor SQL to their business needs, priorities, and timelines.

Consideration	SQL on Azure VMs	Azure SQL Database Managed Instance	Azure SQL Database
Cloud service type	IaaS	PaaS	PaaS
Pricing model	Compute & Storage	vCores & Storage	vCores & Storage
Migration effort	Fast Lift/Shift	Fast Lift/Shift	Refactor
SQL Server compatibility	Full	Full	Limited
Customization/Admin capability	High	High	Moderate
Storage max	64TB	8TB*	4TB
Azure Hybrid benefits	Yes	Yes	Yes
Reserved Instance/capacity pricing	Yes	Yes	Yes
Hardware admin	Microsoft	Microsoft	Microsoft
OS admin	Customer	Microsoft	Microsoft
SQL Server admin	Customer	Microsoft	Microsoft
Built-in Azure security features	No	Yes	Yes
Built-in Azure HA/DR/BC features	No	Yes	Yes
Built-in intelligence	No	Yes	Yes

* General Purpose Tier

Azure SQL Database Managed Instances streamline PaaS adoption with extremely high feature parity with the latest on-premises SQL Server database technologies, while reducing management overhead versus the IaaS model.

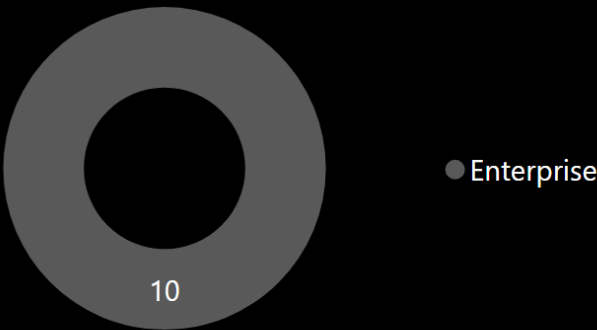
For detailed guidance on database migration paths and strategies, see Microsoft's whitepaper at:

<https://azure.microsoft.com/en-us/resources/choosing-your-database-migration-path-to-azure/en-us/>

SQL Supportability*

10 SQL instances of Standard or Enterprise Edition were identified, with an additional varied no-cost editions (such as Express or Developer). Review security & maintenance across all installed SQL instances to best manage risk.

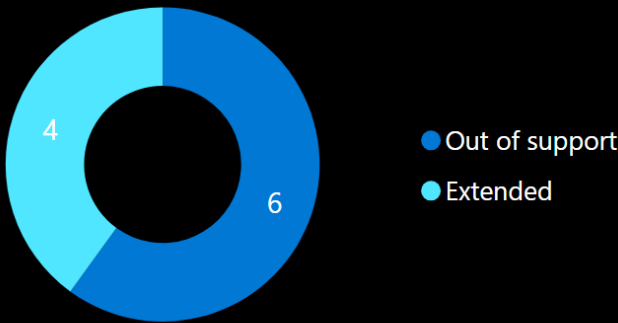
SQL Instance by Edition



Extended Support

Plan for upgrade
2012: Support ends Jul 12, 2022
2014: Support ends Jul 9, 2024

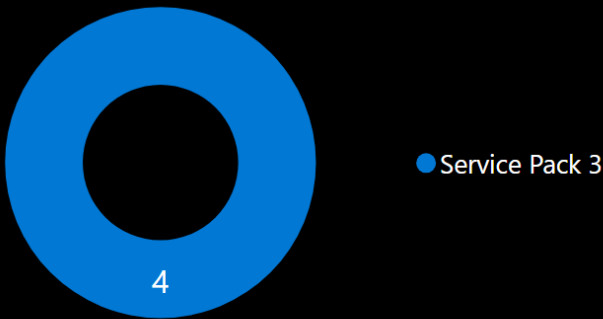
SQL Instances by Support Status



Unsupported/Unpatched

Prioritize review & action to mitigate security risks.
Migration to Azure provides three years Extended Security Updates beyond end of support for 2012.

SQL Instances by SP Offset



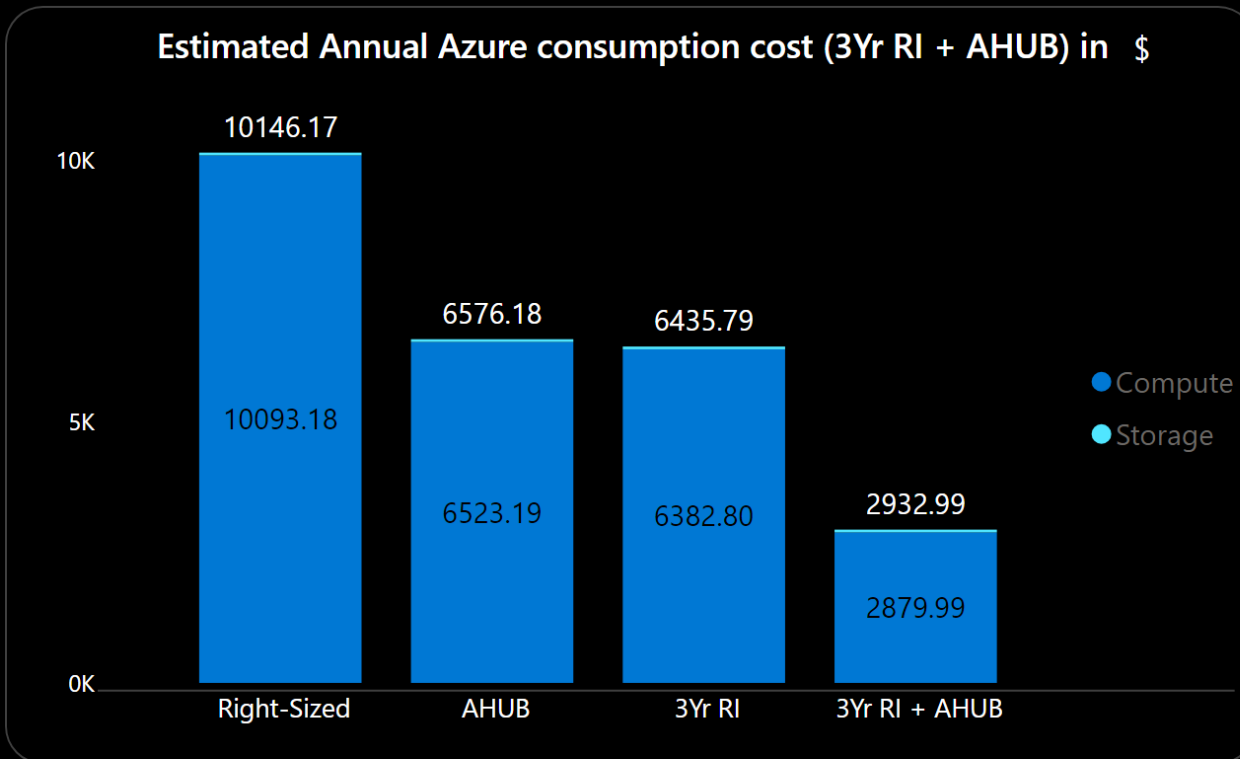
Not Recently Patched

Catch up on Service Pack installation on these instances to mitigate security risk.

*SQL Server discovery and assessment are available only for Windows Server

Modernize remaining production SQL deployments to Azure SQL MI

We recommend modernizing 3 SQL Server instances running on 2 servers to 3 Azure SQL MI deployments. This assessment provides readiness, pricing estimates and sizing.



Estimated annual Azure consumption cost (3Yr RI + AHUB)*

\$2,879.99

SQL Instances**	Avg. CPU Utilization (in %)	Sum of Storage(TB)
7	0.00	0.02

*Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

*Please ensure that discovery has completed for all SQL Server deployments

**SQL Server discovery and assessment are available only for Windows Server

Modernize remaining production SQL deployments to Azure SQL MI

Top Recommended MI Configs by Cost (Prod) (3Yr RI + AHUB) in \$



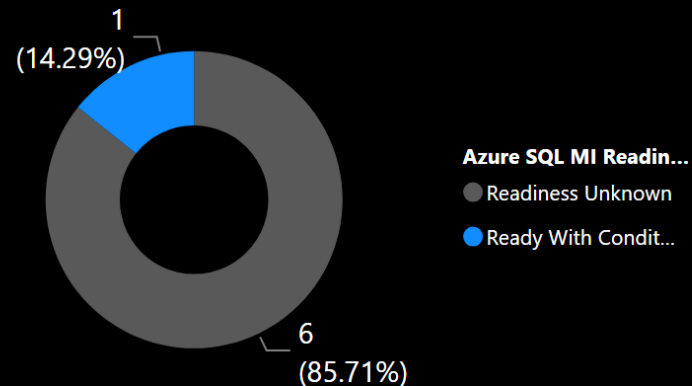
Top Recommended MI Configs by Cost (Dev) (AHUB) in \$

,,,0vCore,0 GB Storage

Top Recommended MI Configs by Count



SQL Server Readiness



Top Readiness Issues & Warnings**

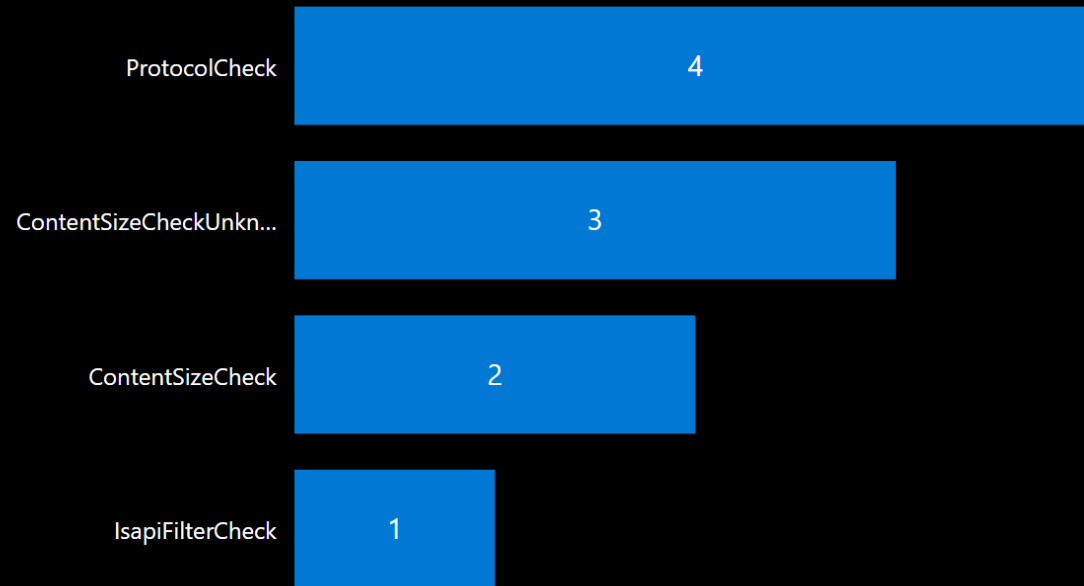
*Includes (3Yr RI + AHUB) cost for Production and (AHUB) cost for Dev-test

**Issue definitions can be found here: <https://aka.ms/AzureSQLMI/AssessmentRules>

Modernize ASP.NET WebApps completely

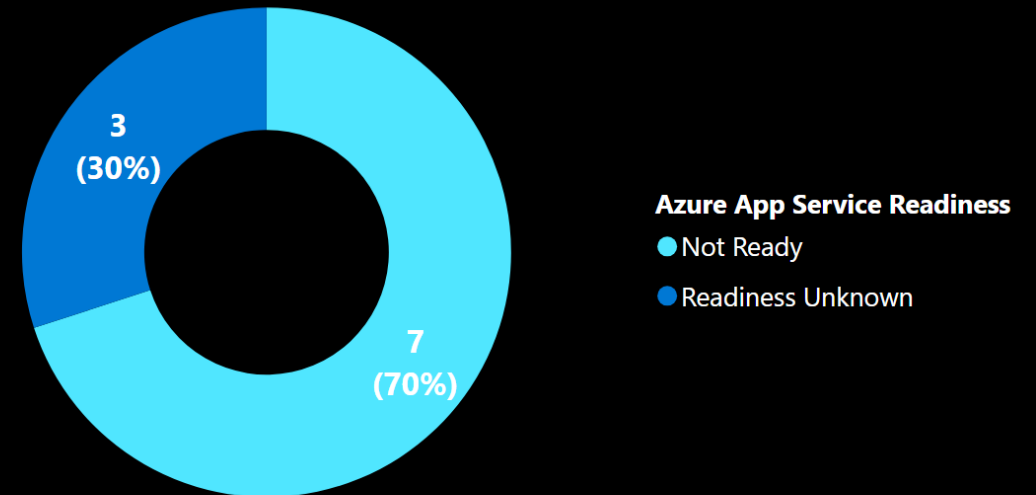
Modernize/ Replatform ASP.NET Apps to Azure App Service (PaaS)

Top Readiness Issues & Warnings



Sum of count

ASP.NET WebApp Readiness



*Production and Dev-test combined

**Issue definitions can be found here: <https://aka.ms/AzureSQLMI/AssessmentRules>

Rehost VMware Servers on Azure VMware Solution

Seamlessly move VMware-based workloads from your datacenter to Azure and integrate your VMware Environment with Azure.

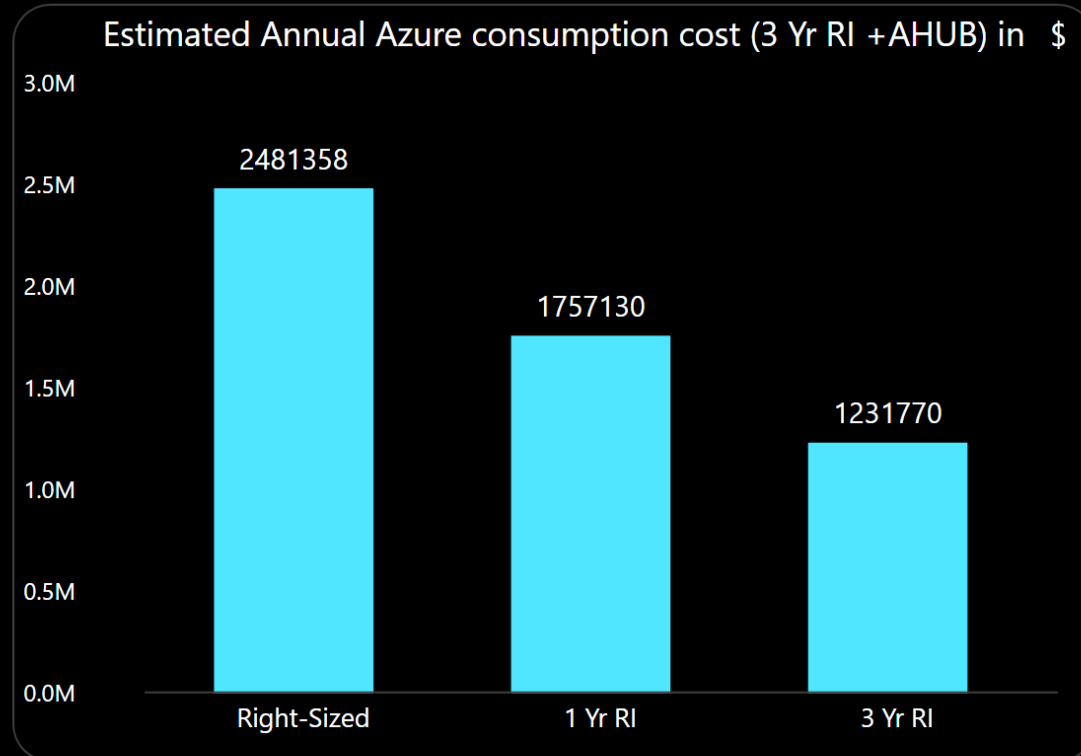
Cost Assumptions:

- 1080 vCPU deployed with 82.59 % avg. utilization
- 17280 GB RAM provisioned | 10587.456 GB RAM in use (61.27% Over-Provisioned)
- 30 nodes needed
- 450 TB storage provisioned | 175.635 TB storage in use (39.03% Over-Provisioned)
- 723 VMs running on VMware
- Each AV36 node includes 15.36 TB Flash Storage
- Inclusive of all VMware licensing

Refer to Opportunity Report for details.

30 AV36 Nodes needed to support 723 VMs

- Get scale, automation, and fast provisioning for your VMware workloads on global Azure infrastructure
- Modernize your VMware workloads with native Azure management, security, and services
- Keep using your existing VMware investments, skills, and tools, including VMware vSphere, vCenter
- Take advantage of Azure as the best cloud for your Microsoft Windows and SQL Server workloads



Estimated annual
Azure consumption
cost (3Yr RI + AHUB)*

\$1,231,769.88

Azure Benefits and Offers



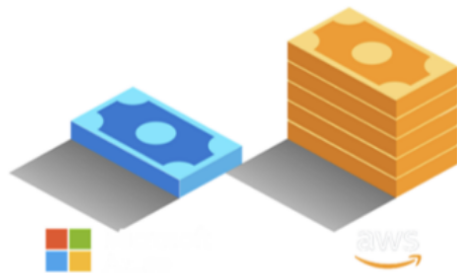
Azure Hybrid Benefit for Windows Server and SQL Server

Save 50% versus other cloud providers



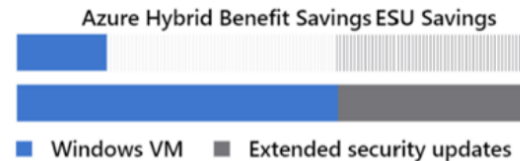
Extended Security Updates (ESU), free only on Azure

Three years of security after support on-premises ends
75% of the license cost to buy standalone

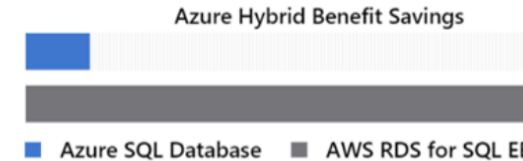


Pay less with Azure. AWS is 5x more expensive

Windows Server savings illustration



SQL Server savings illustration (PaaS)



Learn more: aka.ms/why5xmore

Azure Hybrid Benefits

Save up to 55% in Azure for Windows Server and SQL Server workloads*

Azure Hybrid Benefit for Windows Server

Convert, or re-use Windows licensing with active software assurance in Azure for IaaS

Significantly reduce costs, paying the 'base rate' in Azure

Azure Hybrid Benefit for SQL Server

Convert SQL licensing with active software assurance to save up in Azure for IaaS and PaaS

Use licenses on-premises and under the Hybrid Benefit simultaneously for 180 days

*Savings may be higher when that Azure Hybrid Benefit for Windows Server and SQL Server are used together or 'stacked' in IaaS

Azure Hybrid Benefit for Windows Server

Convert or re-use Windows Server to pay reduced rates in Azure

License edition

Use right via
the Azure
Hybrid Benefit
for Windows

Windows Server Datacenter
16 cores (with SA or subs)

Re-use Windows Server on up to
2 VMs and up to 16 cores in Azure

Run virtual machines on-premises
and in Azure

Windows Server Standard
16 cores (with SA or subs)

Convert Windows Server on up to
2 VMs and up to 16 cores in Azure

Run virtual machines either
on-premises or in Azure

Azure Hybrid Benefit for SQL Server

Azure only benefit for customers with active SA or subscriptions on SQL cores



Significantly reduce the costs of running SQL IaaS and PaaS in Azure



Pay only the 'base rate' in Azure on SQL IaaS, and SQL PaaS



Available for SQL Server core licenses only



Customers can use their cores on-premises, OR as vCores in Azure



However, cores can be used on-premises and in Azure simultaneously for up to 180 days, to allow for migration



Save money when you reserve resources in advance

Select 1- or 3-year terms, monthly payment options at no extra cost

Capacity prioritization

Virtual Machines, Azure SQL, Azure Cosmos DB, Synapse, Storage and more



Significant cost savings up to 80% versus PAYG models



Budget predictability pay upfront or monthly



Flexibility to modify reservations and simplicity of purchase

Azure Reservations

Select 1- or 3-year terms

-Capacity prioritization and not guaranteed

-Virtual Machines, Storage, SQL & Cosmos DB, SQL DW, and more

-Prepaid software plans for SUSE Linux Enterprise Server and Red Hat Enterprise Linux



Significant cost savings up to 80% versus PAYG rates

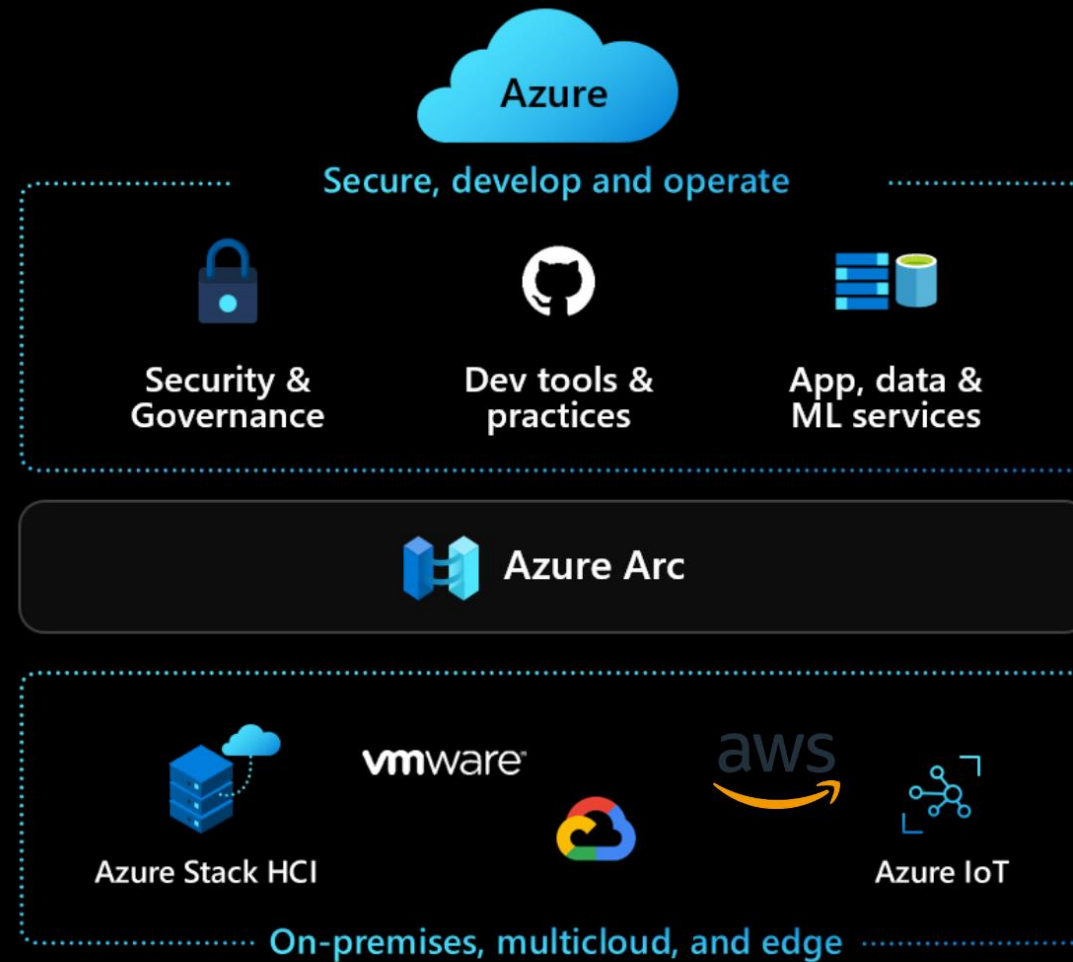


Budget predictability pay upfront or monthly



Flexibility to modify reservations and simplicity of purchase

Innovate anywhere with Azure Arc



Use cases for Hybrid and Multi-Cloud Security



Azure AD

Identity and access management



Azure Monitor

Cloud to edge observability



Microsoft Defender for Cloud

Cloud security posture management and protection



Microsoft Sentinel

Intelligent security analytics across the organization with a cloud-native SIEM



Azure Arc



Multi-cloud



Datacenter



Edge

Anticipate, detect and withstand security threats with complete visibility and resiliency

> Collect, analyze and act on telemetry data to gain end-to-end visibility across the stack

> Detect & diagnose issues through centralized insights, smart alerts and automated actions

> Single pane-of-glass visualization solution for hybrid and multi-cloud environments



63%

faster to resolve configuration errors thus preventing security vulnerabilities¹

> Run a second instance when applications have a catastrophic failure

> Protect applications in Azure or a secondary datacenter

> Restore your data if it is corrupted, deleted or lost



80%

reduction in average data recovery time²

1. IDC Business Value White Paper, sponsored by Microsoft Azure, The Business Value of Microsoft Azure Monitor, April 2023. The study compares Azure Monitor with an on-premises observability solution.

2. IDC Business Value White Paper, sponsored by Microsoft Azure, The Business Value of Microsoft Azure Site Recovery and Backup, doc #US48616721, February 2022

Financial Summary

Modelling

This report highlights several options for reducing the overall cost of your estate on Azure

Pay As You Go

Accounts for the actual usage of your servers over the scan period as measured by the assessment tool. Azure target VMs are selected based on collected usage statistics.

Azure Reserved VM Instances (RIs)

An option to reserve capacity for 1 year or 3 years which in turn can lead to significant discounts.

<https://azure.microsoft.com/en-us/pricing/reserved-vm-instances/>

Azure Hybrid Benefit (AHB)

A pricing benefit for customers who have licences with Software Assurance. Eligible customers can save up to 40% on Azure Virtual Machines and up to 55% on Azure SQL Database and SQL Server on Azure Virtual Machines.

<https://azure.microsoft.com/en-us/pricing/hybrid-benefit/>

Cost savings vs. pay as-you-go

