

# **Build. Launch. Grow Microsoft Hybrid Cloud Azure Stack HCI**

**The webinar will start shortly**

Brought to you today by :

**Dicker Data New Zealand**



# AGENDA

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- Welcome and introductions
- Hybrid Cloud Market Opportunity
- Hybrid Cloud Use Cases
- FireSide chat – Phil, Simon & Dan Wehner
- Q&A and Close



# Today's Speakers

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**Philip Meyer**  
Partner Technology Strategist -  
Microsoft



**Simon Tabrum**  
Azure & Hybrid Cloud  
Business Manager - DDNZ



**Dan Wehner**  
Business & Channel  
Manager - Lenovo ISG -  
DDNZ

# Tech X - Auckland

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- Auckland 13<sup>th</sup> October
- Connect with Dicker Data and key vendors
- Explore and learn about Dicker Data's Vendors and services
- Special Guest – Mark Iles
- [www.dickerdata.co.nz/techx](http://www.dickerdata.co.nz/techx)



# CLOUD CAPABILITY

## ENABLE – BUILD – ACCELERATE - TRANSFORM

- **Successfully helped thousands** of ANZ reseller partners transition to cloud and subscription-base products. To achieve this we have:
- **Bespoke profitability studies** to help partners realise how cloud can impact their bottom-line
- **Assisted resellers** to articulate the benefits of cloud/subscription models to their end-users
- **Training and enablement** programs designed to assist reseller partners to build cloud practices within their business

- Fastest growing MSFT Modern Workplace Distributor in ANZ
- Most advanced local cloud portal
- Practice-building capabilities
- 150% YoY Azure Revenue Growth

**#1**

Microsoft Azure  
Distributor NZ

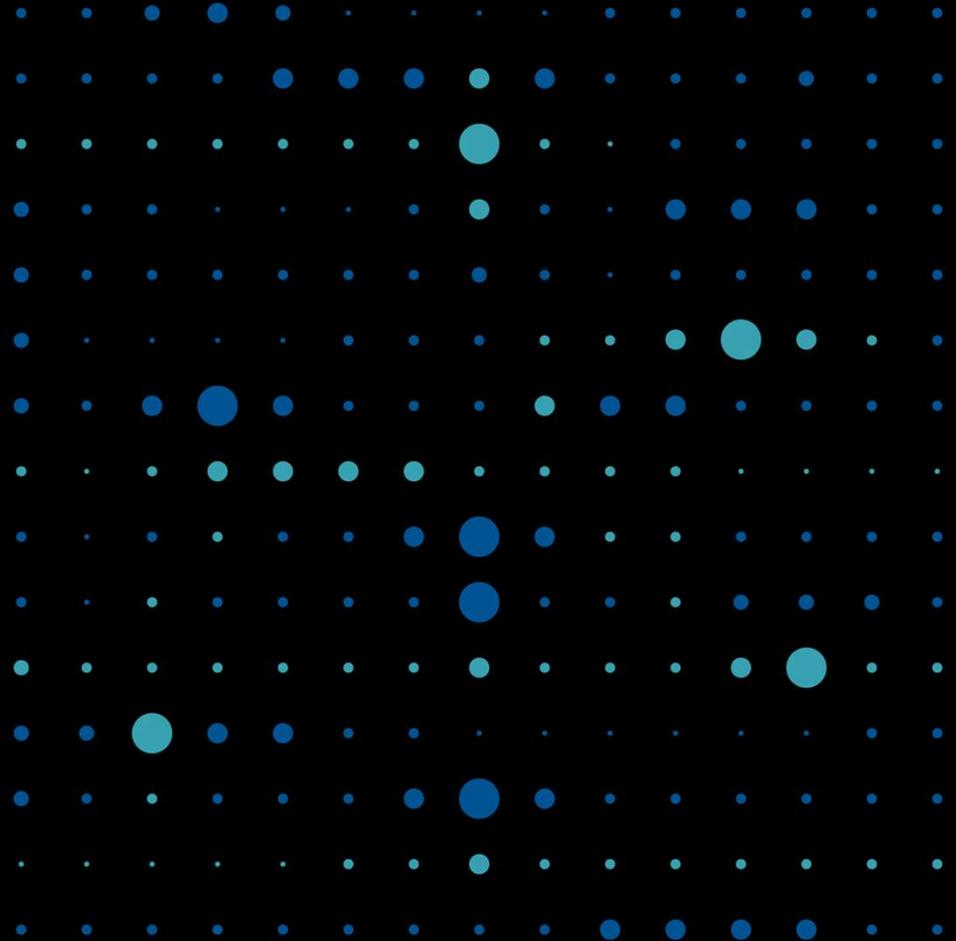
**#2**

Microsoft Azure  
Distributor AU



# Azure Stack HCI

The best infrastructure for hybrid and data modernization



# Durable customer reality

90%

of enterprises will  
continue to utilise  
hybrid

> 93%

of enterprises have a  
multi-cloud strategy

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## Key Drivers for Hybrid:

- Legacy systems / custom requirements
- Regulations and data sovereignty
- Latency and technical hurdles
- Consequence of no proactive strategy

# Extending the cloud opportunity everywhere

## (Azure Arc is the enabler)

Large TAM; millions of on-premises servers, double digit growth in containers

### Cloud and infrastructure

~12m on-premises physical servers growing to ~15 million by 2024<sup>1</sup>  
~50-70m on prem virtual machines growing to 80-90m by 2024<sup>2</sup>

### Cloud-native apps

Use of containers growing from 70% to ~90%<sup>3</sup>  
Large enterprises shift to containers

### On-premises data

Steady \$28B on-premises RDBMS revenue from 2020 to 2024<sup>5</sup>  
75% of enterprise data will be created on the edge by 2025, up from <20% today<sup>4</sup>

### Hyperconverged

The total HCI Market is currently growing at ~9% YoY and is expected to be \$13B by 2023

# Reasons for a hybrid and multi-cloud strategy



Regulatory and data sovereignty



Low latency and edge workloads



Application and datacenter modernization



Business continuity and resilience



Freedom to use more than one public cloud

# Azure Hybrid

Innovation anywhere with Azure



Single control plane with Azure Arc



Bring **Azure services** to any infrastructure

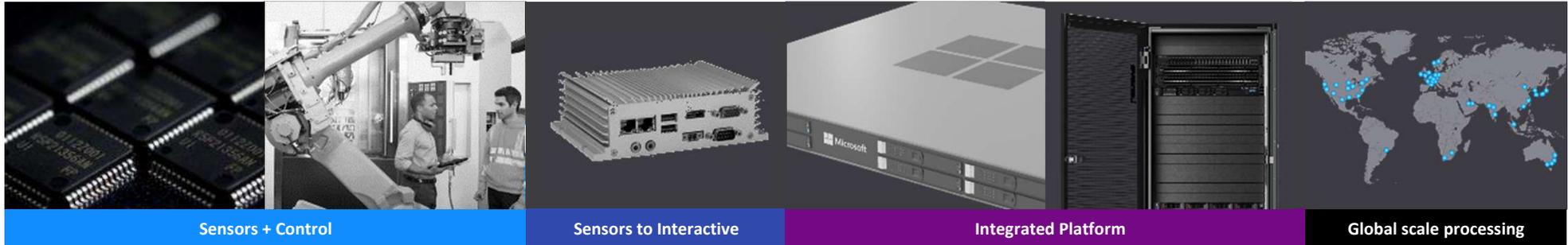


Modernize datacenters with **Azure Stack**



Extend to the edge with **Azure IoT**

# Use Cases for Hybrid : The Intelligent Cloud & Intelligent Edge Continuum



## Microcontroller Azure Sphere

- Security add-on to Microcontrollers on critical systems – gas pipelines, nuclear reactors, lift control, industrial refrigeration
- Emerging in consumer electronics e.g. smart homes, printers, Wi-Fi routers

## IoT Devices Azure IoT Device SDK

- Temperature, humidity, vision, audio, air quality, water telemetry endpoints programmed for Azure IoT ecosystem

## Edge Devices Azure IoT Edge

- Factory production monitoring, farming water sensors, livestock tracking, transport weight management, traffic flow

## Edge Appliances Azure Stack Edge

- At edge spatial and image analysis for factory quality control, production, workplace safety
- At edge data analysis, compute for rapid decision making supported with local machine learning

## Hybrid Cloud Azure Stack HCI

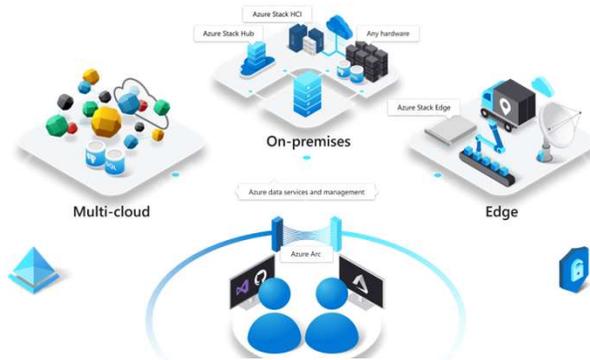
- Branch office resilience supporting traditional OS workloads and Kubernetes – back-office accounting, kiosk support, local POS, factory SCADA applications, Bank branch
- Local VDI to address latency
- Ruggedized from backpack to in vehicle for command control / emergency services
- Small Business Server replacement supporting SQL Server in regional locations

## Hybrid Cloud Azure Stack Hub

- Disconnected scenarios such as cruise ships, defense (e.g. submarines)
- Regulatory requirements data sovereignty with higher fidelity for Azure Services
- Multi-tenant (many different customers) on same cluster

## Hyperscale Cloud Azure Regions

- At massive scale applications (airlines res, bookings, elections, SAP HANA, banking, retail)
- Mission critical in Region, in Zone, around the world
- Protected Status (Government, Health Care, BFSI, ..)
- Modern Application support (e.g., \$x per y,000 transactions)
- Azure VMware Solutions (AVS) for enterprise workloads at scale with cloud economics and VMware management



Azure Arc



# Hybrid Cloud Use Cases

		Use Case and licensing
<b>Azure Stack Edge</b>	<b>Intelligent Edge</b> Small footprint, mobile, IoT, Cognitive Services	<ul style="list-style-type: none"> <li>• Factory floor quality control, SCADA, water monitoring, video analysis,</li> <li>• Licensed per device per month via CSP</li> </ul>
<b>Azure Stack HCI</b>	<b>Intelligent Edge</b> Local processing, resilience to network faults, migration from old hardware, Integrated BCDR, Kubernetes support, predominantly IaaS	<ul style="list-style-type: none"> <li>• POS, Kiosks, Mining, factory remote back office, retail, rugged FF, new hardware, 300+ options</li> <li>• IaaS and Kubernetes and VDI and High-Performance SQL</li> <li>• Licensed via CSP per core per month on your Azure bill</li> </ul>
<b>“Windows Server” HCI</b>	<b>Intelligent Hosting</b> Multi-tenancy support, migration from old hardware that supports SPLA and new CSP-Hoster	<ul style="list-style-type: none"> <li>• Hosting providers, multi-tenant IaaS, VMs of Windows Server and Linux, Shared RDS / VDI farm</li> <li>• Licensed with SPLA, Open Value, EA, CSP</li> </ul>
<b>Azure Stack Hub</b>	<b>Intelligent Edge</b> Not an IaaS “vending machine” Where Azure isn’t available and disconnected scenarios Closer to Azure w/ PaaS capabilities	<ul style="list-style-type: none"> <li>• Disconnected like cruise ships, submarines, harsh environments, unreliable networks</li> <li>• High fidelity with Azure for regions without Azure and need for Data Sovereignty</li> <li>• PaaS services (Logic Apps, Functions)</li> <li>• IaaS Services for Windows Server and Linux</li> <li>• Licensed via CSP for metering or EA for disconnected. Add SPLA for multi-tenant.</li> </ul>
<b>Azure VMware Solution</b>	<b>Enterprise VMware</b> VMware on Azure with Azure Hybrid Benefits and free Extended Security Updates	<ul style="list-style-type: none"> <li>• Redeploy and extend on-premise VMware-based enterprise workloads to Azure.</li> <li>• Run native VMware environments at scale in Azure. Innovate with Azure’s capabilities, scale, and economics. No support for multi-tenancy.</li> </ul>
<b>Azure Arc</b>	<b>Intelligent Management</b> Extend management and services from Azure to any infrastructure	<ul style="list-style-type: none"> <li>• Manage databases, containers, security and more across on-premise, hybrid, and cross-cloud / multi-cloud infrastructure</li> </ul>
<b>Azure Lighthouse</b>	<b>Intelligent MSP</b> Extend management and services from Azure to any infrastructure, any licensing construct across many customers	<ul style="list-style-type: none"> <li>• Built for Managed Service Providers seeking to manage data, storage, compute, applications, security and more across many customers regardless of customers licensing construct – MCA, EA, CSP, Self Service</li> </ul>

# What is Azure Stack HCI

Modern subscription for flexible, familiar hyperconverged infrastructure



Azure hybrid by design



Enterprise scale and price performance



Familiar management and operations



Choice of deployment options

# When to use **Azure Stack HCI**

Run virtual machines on-premises and easily connect to Azure hybrid services



**Modernize and  
secure  
your datacenter**



**Affordably  
modernize  
branch offices**



**Industry-best  
performance  
for SQL Server  
databases**



**Virtual desktops  
infrastructure  
with edge-local  
access**

# Azure Stack HCI & Hybrid

## Extend on-premises into Azure

- Offsite backup and disaster recovery
- Extend on-premises capacity

## Centrally manage from Azure

- Centralized update management
- Cloud-based monitoring
- Security and advanced threat protection
- Centralized governance across environment

### Azure Stack HCI host



Azure Site Recovery



Cloud Witness

### Guest VMs



Azure Backup



Azure File Sync



Azure Monitor



Azure Security Center



Azure Update Management

# Multiple Form Factors from various vendors for any environment



## ROBO

Tower form factor-for no rack environments



## Edge Compute Scenarios

Super small footprint for edge scenarios-can be ruggedized



## Datacenter Modernization

Industry rack mounted servers in various height-for datacenter modernization



## Workload Flexibility

Composable architecture and blade server for ultimate in provisioning and workloads flexibility

# Azure Stack HCI | What's new at a glance

A new hyperconverged infrastructure host operating system delivered as an Azure service

	<b>1 Standalone HCI Host software stack</b>	<b>2 Delivered as an Azure Service</b>	<b>3 Arc enabled</b>	<b>4 In depth integration with hybrid management services</b>
<b>Customer Value</b>	<ul style="list-style-type: none"><li>Secure virtualization for VM</li><li>Proven industry performance with Storage Spaces Direct</li><li>Built-in high availability and disaster recovery with Stretch Cluster – New feature</li><li>No cost extended support for Windows Server 2012/R2</li><li>New integrated system form factor</li></ul>	<ul style="list-style-type: none"><li>Native integration with Azure Portal and Azure Resource Manager</li><li>Only pay per core, not socket</li><li>Unified billing process</li><li>Always up to date software with new features as available</li><li>Monitor cluster fleet at scale</li><li>Customer can leverage existing Azure support plan</li></ul>	<ul style="list-style-type: none"><li>Create VMs on HCI through Azure Portal (future Arc enablement)</li><li>Manage VMs in Azure leveraging cloud integration</li><li>Leverage in IoT Edge VM to run Azure Cognitive Service</li></ul>	<ul style="list-style-type: none"><li>New deployment GUI through Windows Admin Center for HCI clusters</li><li>Natively monitor, secure and backup to cloud</li></ul>

# Azure Hybrid Partner Training & Resources

Get your team ready with sales & technical training

[Hybrid Cloud Asia Partner Summit](#)

[Hybrid Cloud Infrastructure E-book | Microsoft Azure](#)

[Hybrid and Multicloud Resource Kit | Microsoft Azure](#)

[Azure Stack HCI | Azure service for hybrid, familiar hyperconverged infrastructure](#)

[Azure for Partners](#)

[Azure for Hosting Providers](#)

# Microsoft Learning Paths

Learn new skills and discover the power of Azure Stack HCI with step-by-step guidance



## Azure Stack HCI Foundations

### Modules:

- [Introduction to Azure Stack](#)
- [Introduction to Azure Stack HCI core technologies](#)
- [Plan and deploy Azure Stack HCI](#)
- [Integrate Azure Arc and Azure Stack HCI](#)



## Operate and Maintain Azure Stack HCI

### Modules:

- [Manage Azure Stack HCI clusters](#)
- [Integrate Azure services with Azure Stack HCI](#)
- [Manage Azure Stack HCI virtual machine workloads](#)
- [Manage Azure Kubernetes Service on Azure Stack HCI](#)

# Azure Arc Jumpstart

1. Provide a “zero to hero” scenarios for multiple environments and deployment type using as much automation as possible
2. Create a “supermarket” experience by being able to take “off the shelf” scenarios and implement it
3. Create an Azure Arc Sandbox Environment – Azure Arc Box



**Check the Azure Arc Jumpstart YouTube Channel**

<https://aka.ms/AzureArcJumpstart>

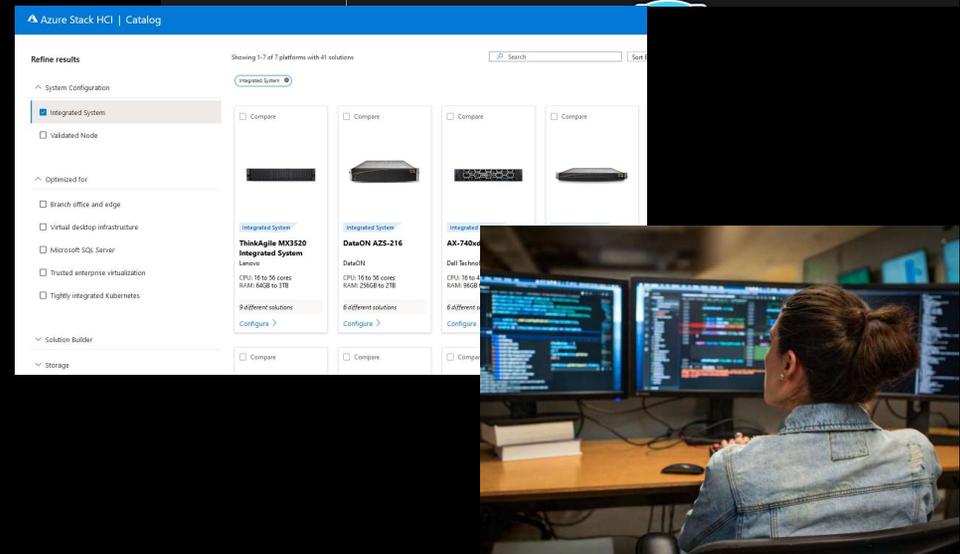
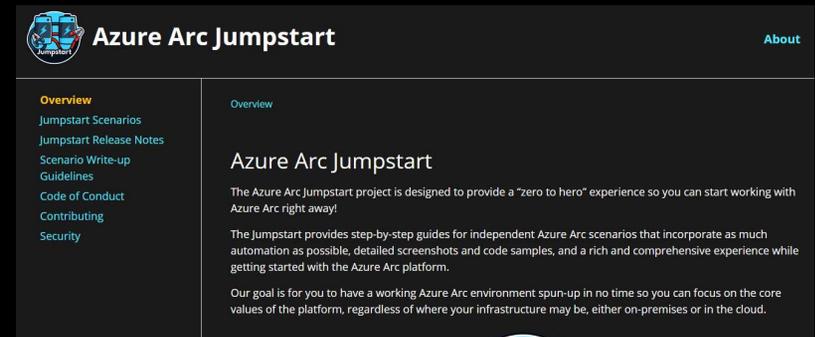
# Related Advanced Specializations

[Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI](#)

[Hybrid Operations and Management with Microsoft Azure Arc](#)

# Next Steps

- Determine where Azure Arc and Azure Stack HCI fits in your practices as new sources of revenue
- Start identifying and qualifying hybrid infrastructure opportunities
- Get skilled up and earn the [Azure Hybrid Advanced Specializations](#)
- Talk to Dicker Data for more information about the Azure Stack HCI hardware options



Hybrid Cloud Infrastructure with Microsoft  
Azure Stack HCI Advanced Specialization

# Fireside Chat

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Business Manager - DDNZ



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Manager - Lenovo ISG -  
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# Resources

## Read

**Azure Stack HCI Product Page** [azure.com/hci](https://azure.com/hci)

**Azure Stack HCI Announcement Blog** [aka.ms/azurestackhcipreviewblog](https://aka.ms/azurestackhcipreviewblog)

**Azure Stack HCI Overview Whitepaper** [aka.ms/azurestackhcioverview](https://aka.ms/azurestackhcioverview)

## Watch

**Video: Discover the new Azure Stack HCI** [aka.ms/discoverazurestackhci](https://aka.ms/discoverazurestackhci)

**Azure Stack HCI Inspire Sessions (On Demand)** [inspire.microsoft.com](https://inspire.microsoft.com)

**Azure Stack HCI Ignite Session (On Demand)** Coming soon!

## Do

**Evaluate Azure Stack HCI Preview** [aka.ms/evaluate-hci](https://aka.ms/evaluate-hci)

**Visit [Tech Docs](#)** to see how it all works

**Visit the Azure Stack HCI Catalog** [aka.ms/azurestackhccatalog](https://aka.ms/azurestackhccatalog)

Microsoft Ignite – October 12-14

<http://ignite.microsoft.com>



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Thank you for attending  
our Azure Stack HCI  
Partner Webinar

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OnPoint website for more  
information

