

# Migrate your VMware workloads with **Microsoft Azure**



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# Executive summary

Every company's digital transformation journey and cloud adoption are unique. At DataArt, we understand the importance of offering flexible solutions that cater to these diverse needs, enabling organizations to modernize at their own pace. With over 25 years of experience in the market and more than 400 leading clients, we have built a reputation for delivering exceptional technology solutions. Our team of Azure-certified experts brings deep expertise in cloud strategy and implementation across the Azure stack.

In partnership with VMware, we have developed Azure VMware Solution (AVS), a powerful tool that enables organizations to efficiently and cost-effectively migrate their VMware applications to Azure.

This e-book emphasizes the advantages of AVS, highlighting how it allows organizations to leverage their existing VMware skills and processes, effectively reducing migration complexities. It discusses how organizations can alternatively modernize VMware workloads with native Azure IaaS or PaaS services. Either option takes advantage of the Azure management, security, and compliance services, enabling a smooth migration process and minimal disruption to ongoing operations.

Let this e-book serve as a resource to guide your organizations through a successful VMware migration process so that you can leverage the full potential of Azure while preserving operational continuity.



# Introduction

In today's rapidly evolving digital landscape, organizations are recognizing the critical importance of embracing cloud technologies as part of their digital transformation initiatives. Digital transformation has become a top priority for enterprises seeking to enhance their business agility, streamline operations, deliver exceptional customer experiences, and drive innovation through the launch of new products and services.

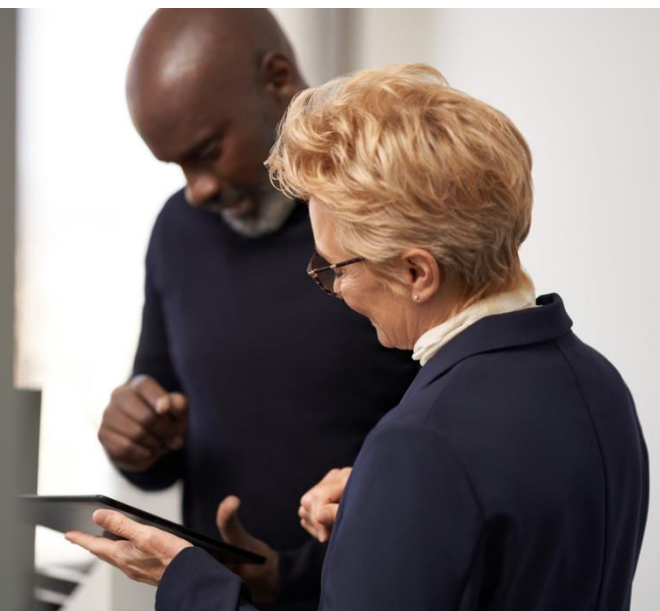
We understand that cloud migration has many considerations: upcoming datacenter changes, evaluating how to modernize your applications and workloads, potential impacts for operational consistency, and more. What if there was an easy route to help you move to the cloud now and continue supporting your business growth targets?

With DataArt and Microsoft Azure, there is. Businesses can modernize their VMware workloads with native Azure IaaS or PaaS services and take advantage of many cloud benefits and existing licenses, or they may join the many organizations that found the fastest path to the cloud is migrating VMware workloads "as is" with Azure VMware Solution (AVS). Either option takes advantage of Azure's management, security, and compliance services. Both options can be used in various configurations across Azure and on-premises workloads – an excellent choice for hybrid cloud management.

DataArt has partnered with Microsoft to deliver comprehensive Azure migration services for companies at any stage of cloud maturity seeking to migrate their VMware workloads to Azure. With Microsoft's Cloud Adoption Framework for Azure and DataArt's human-centered approach, our expert engineers will guide your organization in choosing the optimal migration path that aligning with your unique business needs.



**Before 2025, around 70% of workloads will be on the cloud.<sup>1</sup>**



<sup>1</sup>Gartner® Research, "Approaches to Avoid Common Cloud Strategy Pitfalls," October 2022.

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# Meeting you where you are

Every organization is at a different place in its migration and modernization journey. Before, cloud adoption might have signaled an investment to fuel business growth. Now, more organizations are taking advantage of the cloud's cost, capacity, and savings benefits to make it easier for employees to work remotely or to shift critical applications to the cloud to ensure business continuity.

While many business leaders want to take advantage of some of the more advanced uses of the cloud, like AI or machine learning apps, the reality is that business leaders must undertake some foundational work before advancing cloud projects.

Companies still rely on apps and workloads running in datacenters, and plenty of these legacy apps are essential to business. In some cases, it may not be financially viable for a business to modernize these apps, even if it could benefit from the scale and flexibility of a cloud model. Companies have spent years investing in these technologies and the skillsets required to operate and manage them.

Just "moving everything to the cloud" is not as simple as pressing a button. Or is it? With the Azure VMware solution, it can be. You can free up your teams to work on higher-value projects while Azure handles ongoing patching, provisioning, and maintaining your solution environment.

A pragmatic approach to using technology to advance your business objectives may be to continue getting value from your existing technology investments and licenses by modernizing to native Azure IaaS or PaaS. This option puts your business on the path to take advantage of more cloud benefits.

The best next step will depend on your unique business needs. While you may be hearing that you need to build new apps in the cloud, why not take advantage of your existing investments by moving your apps "as is" to the cloud and using the familiar tools and technology you already know and love?

DataArt and Microsoft want to support you in this significant move. We created solutions to simplify migrating VMware and Microsoft-powered apps to the cloud and can meet you wherever you are on your migration journey.

<sup>23</sup>IDC, "The Business Value of Migrating and Modernizing to Microsoft Azure," sponsored by Microsoft Azure, #US49665122 Published September 2022.

<https://azure.microsoft.com/en-us/resources/idc-white-paper-the-business-value-of-migrating-and-modernizing-with-azure/>

<sup>4</sup>GigaOm, "Costs and Benefits of .NET Application Migration to the Cloud," 2022.

## 16%

Average savings of direct infrastructure-related costs with Azure<sup>2</sup>

## 37%

Average three-year costs savings when you run equivalent workloads on Azure<sup>3</sup>

## 54%

Potential total cost of ownership savings on Azure vs. running on-prem<sup>4</sup>

# Accelerate the journey to cloud

Executives are more focused on security than ever, especially in light of employees working remotely and accessing critical apps outside of traditional domains. By moving workloads to the cloud, you gain a greater level of security through native Azure security services. In addition, for companies that are already relying on Windows Server or Microsoft SQL Server, a move to Azure can enable a significant reduction in CapEx costs by taking advantage of savings available from Microsoft.

## 89%

of enterprises have a multicloud strategy.<sup>5</sup>

## 70%

of today's application are being run in the corporate datacenter and private/hybrid clouds.<sup>6</sup>

## Migrate and modernize VMware in Azure

- Save with consumption-based licensing.
- Stop overprovisioning hardware.
- Gain business and IT agility.
- Access global scale and elasticity.
- Increase security and resiliency.
- Use hybrid cloud options, if needed.



### Migrate existing assets as-is

You can accelerate the value you receive from the cloud by replicating existing IT systems, apps, and workloads natively in Azure (also known as a "lift and shift" migration) without needing to change them beforehand.



### Reducing your datacenter footprint

Another option for organizations is to use the scale of Azure as a way to enable decommissioning legacy infrastructure, once resources have been brought over into the cloud.



### Disaster recovery and business continuity

You can also deploy VMware resources on Azure for a primary or secondary on-demand recovery site to provide business continuity for your existing on-premises datacenter resources.



### Modernization

Lastly, you can take advantage of Azure tools and services to modernize your datacenter and applications, at the pace that's right for your business. With Azure, you'll be able to lay the foundation for your development teams to build new cloud-based applications or modernize existing resources to align with your digital strategies.

<sup>5</sup>Flexera, "Cloud computing trends and statistics: Flexera 2023 State of the Cloud Report," April 2023. <https://www.flexera.com/blog/cloud/cloud-computing-trends-flexera-2023-state-of-the-cloud-report/>.

<sup>6</sup>Techspot, "Survey: New research shows it's a hybrid and multi-cloud world," January 2020. <https://www.techspot.com/news/83539-opinion-new-research-shows-hybrid-multi-cloud-world.html>.

# Choose your migration path

Many customers find that migrating VMware workloads “as is” to Azure VMware Solution is the fastest path to the cloud.

- The same VMware technology used on-premises is offered in an Azure service.
- Includes all VMware licenses—bundled with Azure compute costs—in an easy monthly subscription (no more on-premises licenses required).
- Customers continue to leverage their familiar VMware skills—this is an excellent option for customers with low cloud skills. No refactoring of applications is required.

The other option is modernizing your workloads with native Azure IaaS or PaaS services.

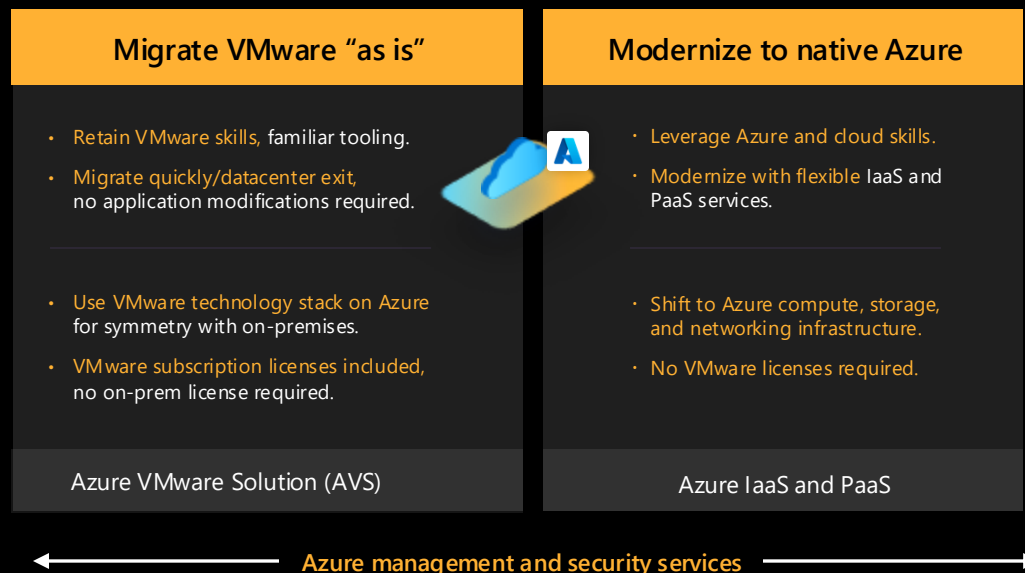
- Moving to Azure compute, storage, and networking services means no more VMware licenses are required.
- This option puts you on the path to more cloud benefits, like converting your VDI environment to Azure Virtual Desktop or databases to SQL Database for a fully managed service in Azure.

Both options can take advantage of the Azure management, security, and compliance services, and many of these services work across both Azure and on-premises workloads – an excellent option for hybrid cloud management.

Choose one, or a combination of both, and migrate on your terms with DataArt and Microsoft.

## Azure options for VMware workloads

Choose one, or use a combination.



# Helping you save


Moving to the cloud has clear economic benefits. The AVS route lets you convert upfront capital expenditures into operating expenditures and pay as you consume. Running your VMware environment in Azure allows you to scale up and down to meet demand.

Reduce datacenter costs with benefits available to Microsoft customers. **Save by bringing existing licenses to Azure**, lock in pricing for predictable workloads, and protect older Windows Server and SQL Server workloads in Azure at no cost.

As part of the migration to Azure, you'll have access to the Azure Hybrid Benefit and Azure Reservations. Azure Hybrid is a licensing benefit exclusive to Azure, enabling you to use your on-premises Software Assurance-enabled Windows Server and SQL Server licenses on Azure. When combined with Azure Reservations and exchange options, you can meet your budget goals while planning for long-term success.

**Save up to 80%** when you combine Azure Reservations with Azure Hybrid Benefit.

## Optimize licensing costs and get predictable pricing on Azure

Get predictable pricing	+	Save with existing licenses	+	Speed your migration
<p><b>Hourly Pay-As-You-Go</b></p> <ul style="list-style-type: none"> <li>Use PAYG billing</li> </ul> <p><i>Or</i></p> <p><b>Lock in pricing and discounts for 1 or 3 years</b></p> <ul style="list-style-type: none"> <li>Reserved Instances (RIs) for IaaS or AVS</li> <li>Azure Savings Plan for IaaS</li> </ul> <p> <b>Avoid potential price increases with predictable pricing</b></p>	<p><b>Azure Hybrid Benefit</b></p> <ul style="list-style-type: none"> <li>Use Windows Server and SQL Server on-premises licenses with Software Assurance to save on Azure</li> </ul> <hr/> <p><b>Free Extended Security Updates</b></p> <ul style="list-style-type: none"> <li>Up to 3 years free security updates on Azure for Windows Server and SQL Server 2008, 2008 R2, and 2012</li> </ul> <hr/> <p><b>Use VMware licenses to save on Azure VMware Solution</b></p> <ul style="list-style-type: none"> <li>Use AVS Credit Offer, or</li> <li>VMware Cloud Universal Credits (VMCU)</li> </ul>	<p><b>Fast migration option with Azure VMware Solution and VMware skills</b></p> <ul style="list-style-type: none"> <li>Build on existing VMware skills and processes.</li> <li>Work in a familiar operational environment.</li> <li>Migrate your datacenter fast and seamlessly.</li> <li>Achieve symmetry across environments for seamless hybrid IT operations.</li> <li>Minimize business disruption by migrating without any downtime while keeping your existing IP addresses.</li> </ul>		

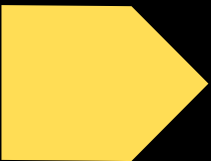


# Next steps in your journey

As you look to the cloud to turn your vision into impact, finding ease and simplicity may initially seem challenging. There are various routes to the cloud, let us help you with a solution that will enable you to accelerate your cloud migration at your own pace.

Allow us to introduce Azure VMware Solution (AVS) as it compares to native cloud migrations.

Azure VMware Solution gives you and your team the ticket to accelerate your VMware cloud migration, enabling you to continue to pursue your evolving business priorities. With platform symmetry between on-premises and Azure—and the ability to retain your familiar VMware environment and investment in people skills—there's a direct route to migration, on your terms, at whatever speed fits your operational model.



Together, DataArt and Microsoft are helping organizations get more value from their technology assets while paving a path to digital transformation. Connect with us today at [partnership.Microsoft@dataart.com](mailto:partnership.Microsoft@dataart.com).



"DataArt was a fantastic partner in our project. Together, we were able to take our inexperience with Azure Cloud and turn it into an opportunity to develop and implement an entire DevOps methodology from scratch. In large part, that was possible because of DataArt's ability to listen and hear the client's needs as well as the cohesiveness of the joint team."

—**Kirill Soldatov**  
Head Process Improvement, PSI



"DataArt brought to bear expertise, knowledge, and qualified resources to help us realize the goals of this and other projects. They also have been our venue into Microsoft."

—**Adrian Iosifescu**  
CTO, CIFC Asset Management LLC

# Continuing the conversation

Join DataArt as you embark on your digital transformation journey. We understand that every organization's adoption journey is unique, so no matter what level of cloud maturity you're at, we can help. Let our team provide valuable insights and guidance on leveraging your existing VMware skills, infrastructure, and processes, and reduce migration complexities.

We look forward to discussing how migrating your VMware workloads to Azure is your ticket to accelerating your digital transformation.

Contact us

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