APTLY TECHNOLOGY

Migrate and modernize your VMware workloads to VMware on Azure with Aptly expert Cloud Migration Services

Agenda

Why Aptly

Our core values are the root of our growth. To our customer that means,

- We keep our word and do what is right.

- We take responsibility for the decision we made as an individual and as a team.

- We are transparent with respect to privacy and confidentiality.

- We make our intention and goals clear and invite for suggestions.

- We believe process and automation improvement never stop.

- We recognize mistake is part of learning.

- We own our mistake and drive to correction and improvements.

- We treat each other with decency and respect.

- Your success is our success!

APTLY CORE VALUES

HIGH INTEGRITY
WE ARE HONEST, ETHICAL, AND TRUSTWORTHY.
Trust is built when we keep our word and do what we know is right, even when it's hard, when we are under stress and when no one is looking.
We are transparent while respecting confidentiality.
We tell others the truth with care.

ACCOUNTABILITY
WE ACCEPT FULL RESPONSIBILITY FOR OUR DECISIONS, ACTIONS, AND THE RESULTS.
Credibility is created when we take ownership for what we say & do and for the outcomes we create.
We make our intentions and goals clear and invite input from others on how we are doing.
We are accountable to drive the result as a team.

GROWTH MINDSET
WE EMBRACE CHALLENGES, REMAIN RESILIENT THROUGH DIFFICULTIES, LEARN FROM CONSTRUCTIVE CRITICISM, AND SEEK INSPIRATION FROM THE SUCCESS OF OTHERS.
We believe in human potential, and we strive to realize our own potential and to help others realize theirs.
We believe in our team, I contribute to the success of others, my result build on the work, ideas of others.
My accomplishments contribute to team, business and customer results.

RESPECT & SUPPORT
WE RECOGNIZE THAT THE THOUGHTS, FEELINGS, AND BACKGROUNDS OF OTHERS ARE AS IMPORTANT AS OUR OWN.
We are open to perspectives that differ from our own and we listen sincerely.
We treat each other with decency and respect.
When disagree, we provide constructure feedback and do so without diminishing each other.

WHEN WE MAKE MISTAKES
MISTAKES ARE WHERE WE LEARN, WHERE WE CAN IMPROVE, AND WHERE WE WILL BE BETTER.
When others are not at their best, we should reach out, offer support and seek to understand.
When we are at fault, we listen, we seek suggestions, and we ask how we can make things right.
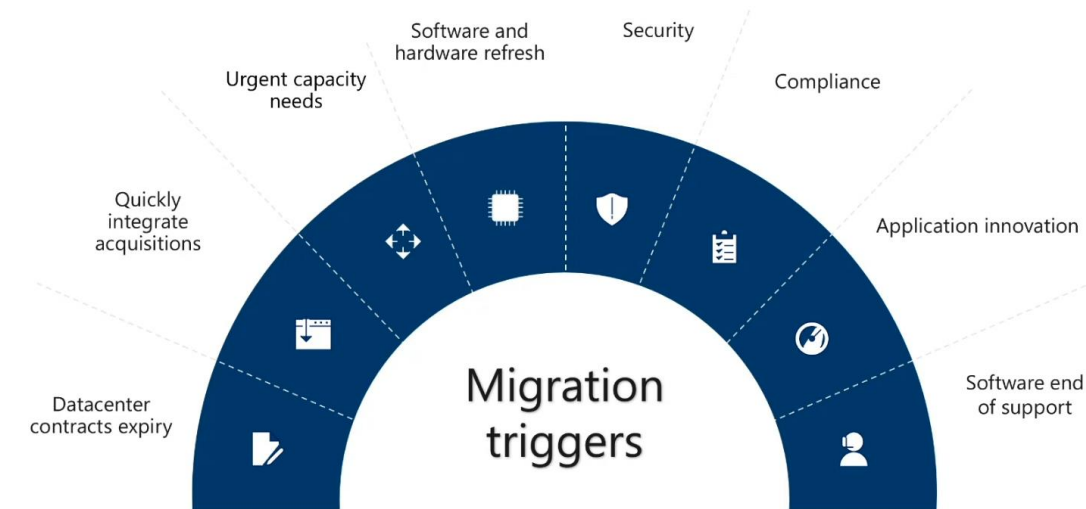
AVS Migration Assessment

Summary ->

Aptly's AVS migration Assessment is a free service offering consulting and advisory services on landscape design with Azure or hybrid cloud models for a distributed system architecture.

Description ->

- Aptly's robust and proven migration process starting from discovery & assessment phase involving customer workshops , workload validations, actual migration Cycle and post-migration validation ensures zero risk to customer workload and delivers high quality migration accuracy.

- With Aptly's specialist Azure VMware Solution (AVS) Services and Product Capability team, Customers can expect scale,   automation and fast provisioning for their VMware workloads on global Azure infrastructure

- Customers get flexibility to manage their existing environments with the same VMware tools they already know while modernizing their applications with Azure native services.

- **Assessment service** for enterprises looking to migrate their VMware workloads on to AVS includes :   • Review clients IT environment, current landscape, network, bandwidth & security. • Gain an understanding of customer requirements with high availability, backup & disaster recovery. • Ensure customer cloud readiness to migrate to the Azure cloud.
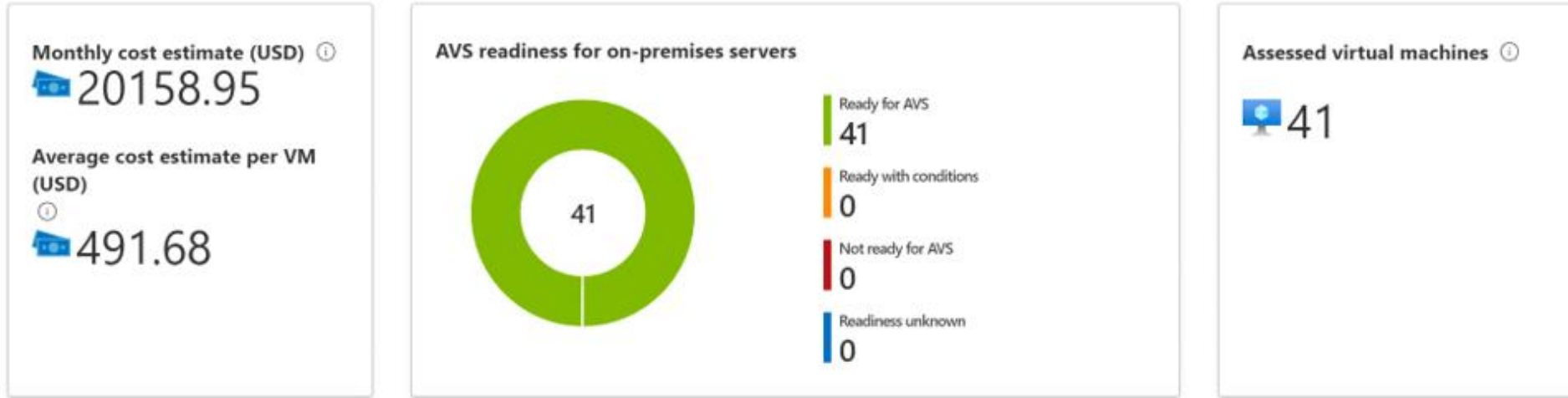

Migration triggers

- **Deliverables** include a comprehensive Assessment Report on existing infrastructure & readiness of your organization to migrate VMWare workloads to AVS. The Assessment Report will provide: • A high-level strategy for deployment of Azure/cloud migration, scheduled phases and milestones. • Azure deployment model & migration efforts with cost and estimates. • Providing a blueprint for digitalization and measuring success metrics for growth
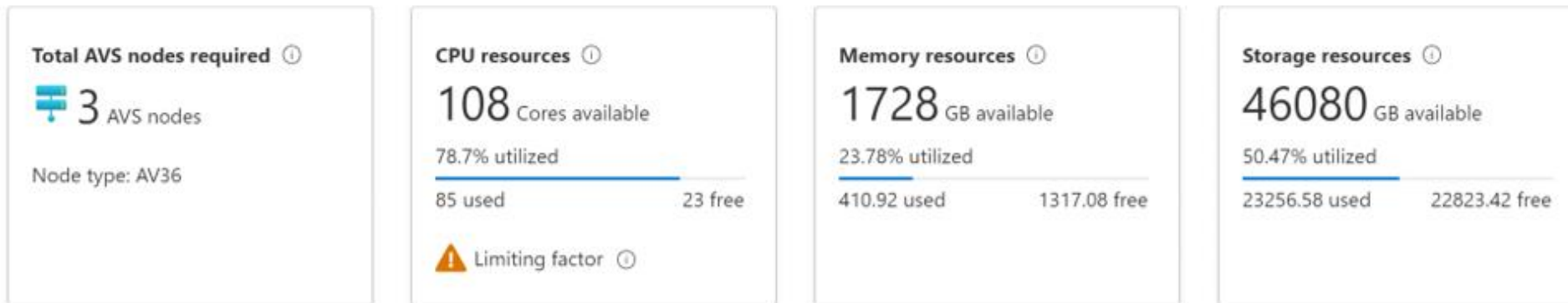
Assessment Report Outcome (Example)

Gold
Microsoft Partner

■■ Microsoft

Cost and readiness

Monthly cost estimate (USD) ⓘ
💵 20158.95

Average cost estimate per VM (USD)
ⓘ
💵 491.68

AVS readiness for on-premises servers

41

Ready for AVS
41

Ready with conditions
0

Not ready for AVS
0

Readiness unknown
0

Assessed virtual machines ⓘ
🖥️ 41

Utilization across AVS nodes 💡 Sizing assumptions

Total AVS nodes required ⓘ
⊟ 3 AVS nodes

Node type: AV36

CPU resources ⓘ
108 Cores available

78.7% utilized

85 used   23 free

⚠ Limiting factor ⓘ

Memory resources ⓘ
1728 GB available

23.78% utilized

410.92 used   1317.08 free

Storage resources ⓘ
46080 GB available

50.47% utilized

23256.58 used   22823.42 free

ⓘ The recommendations provided in this assessment are an estimate and should not be taken as a guarantee of the actual price and number of nodes. Estimates can change during migration as datapoints become clearer. Once customers exceed the available space of 75% storage, Azure VMware Solution will monitor and send out communication to recommend adding more node(s) as accordance with stated SLA terms and conditions.

AVS Migration POC

Summary ->

Aptly's Azure VMware Solution (AVS) proof of concept (POC) is a VMware validated solution running natively on Azure. Providing a range of Azure services including enhanced security, Azure Active Directory, Azure management, Data Retention and backup, all provisioned and managed by Aptly's experienced technical team.

We utilize a 3-node trial cluster for the POC to demonstrate connectivity to an on-premises environment and will share our discovery and migration experience to move some test workloads into AVS.

The objective of this service is for decision makers and technically focused Infrastructure and Operations individuals to feel comfortable in the value of AVS and understand the benefits it can offer.
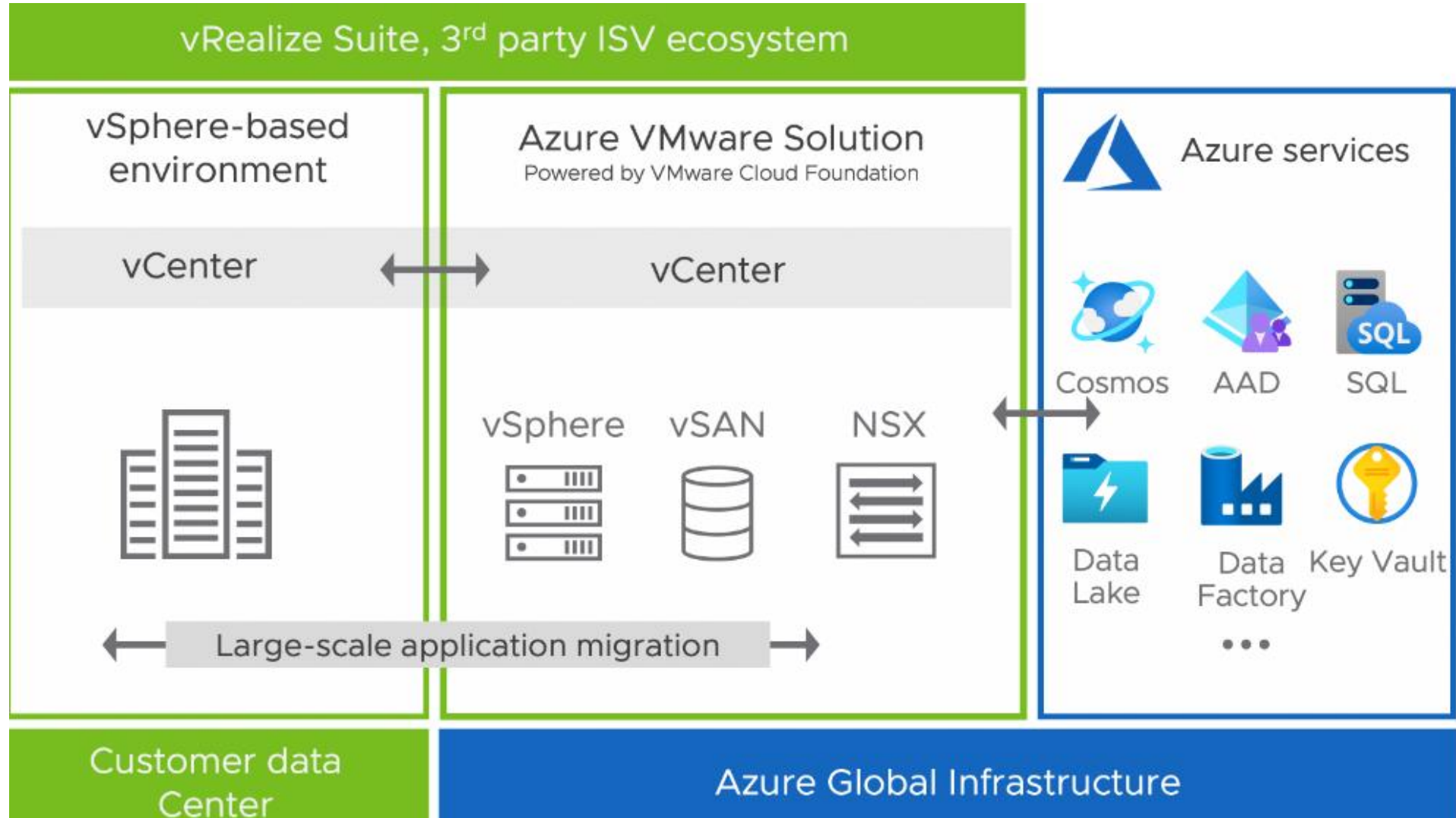
Description

The POC is a 3-stage process;

1. Plan the deployment This is critical for a successful production-ready environment for creating VM's and migration.
2. Deploy Azure VMware solution & connect to on-premise environment Once we've planned your deployment we'll deploy and configure your Azure VMWare solution private cloud. The planning phase will have defined whether we use an existing or new ExpressRoute virtual network gateway. We'll then connect your on-premise environment to your AVS private cloud.
3. Test & Review We'll test the connectivity and review the test cases to validate the solution. We can then put steps in place to move you from a POC environment to the full solution.

As a Microsoft Gold Partner, Aptly Technologies Cloud has extensive cloud migration experience in both the public and private sector. Aptly's tailored migration approach allows seamless move of VMware-based workloads from customer datacenter to Azure and integrate their VMware environment with Azure. Customers get flexibility to manage their existing environments with the same VMware tools they already know while modernizing their applications with Azure native services.
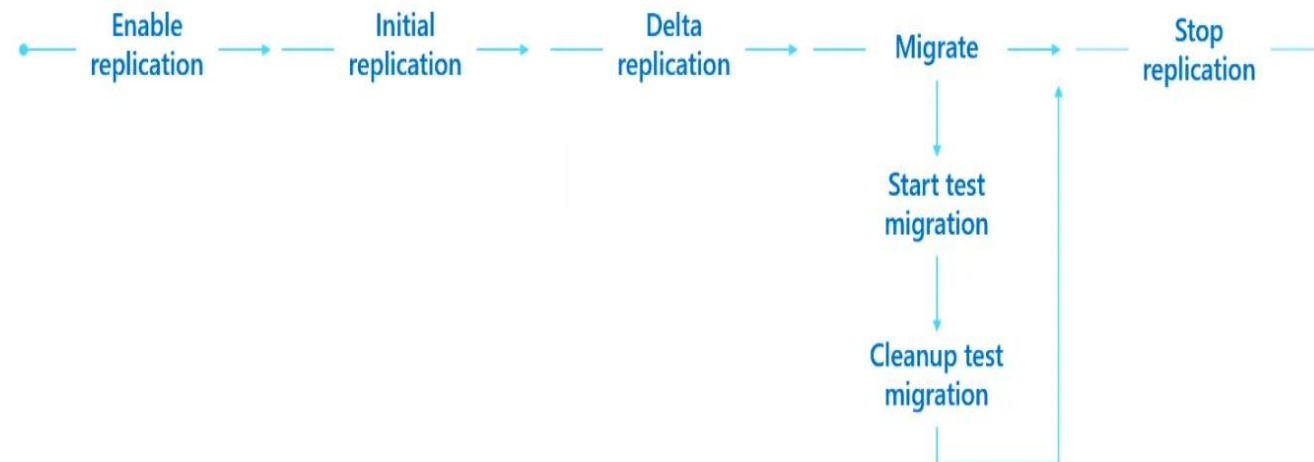
AVS Migration POC
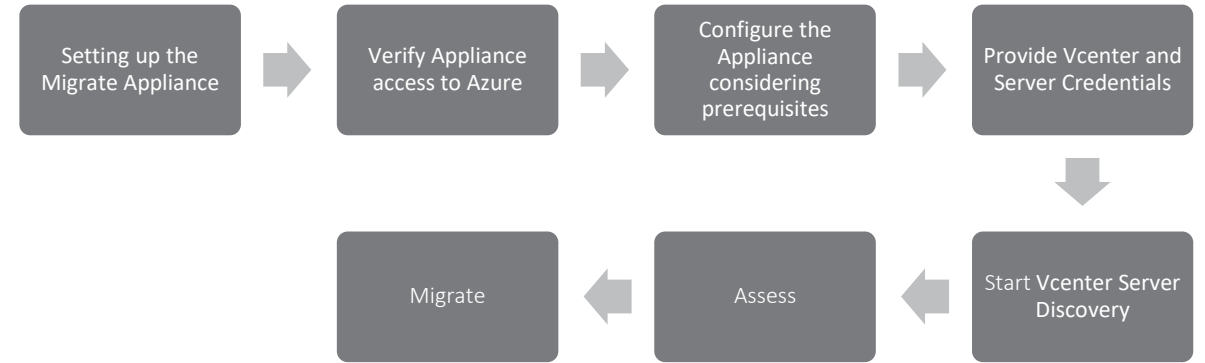
AVS Migration Implementation

Summary ->

Aptly offers a broad range migration services that helps customers reduce the time, cost and risk associated with moving physical, virtual and cloud-based workloads into and between public or private clouds. Aptly migration implementation approach is tailored to align to customer specific technical requirements and AVS use case objectives.

Implementation • Deploy the AVS platform • Work with Client staff to configure connectivity between the on-premises environment and AVS • Migrate online VMs from On-Prem to AVS • Platform Testing • As-Configured documentation and knowledge transfer

To enable your business to migrate its workloads to the cloud in the most efficient and cost-effective manner, Aptly offers three unique AVS migration options to suit the needs of your business:

- Aptly recommends Azure Migrate : Best in Class Tool for migration to AVS

- End to End Visibility : Centralized migration repository delivering end-to-end tracking and insights

- Diverse capabilities : Comprehensive discovery, assessment, and migration capabilities powered by Azure and third-party tools

- Centralized migration repository delivering end-to-end tracking and insights.

Setting up the Migrate Appliance → Verify Appliance access to Azure → Configure the Appliance considering prerequisites → Provide Vcenter and Server Credentials

Migrate ← Assess ← Start Vcenter Server Discovery

Enable replication → Initial replication → Delta replication → Migrate → Stop replication

Migrate → Start test migration → Cleanup test migration
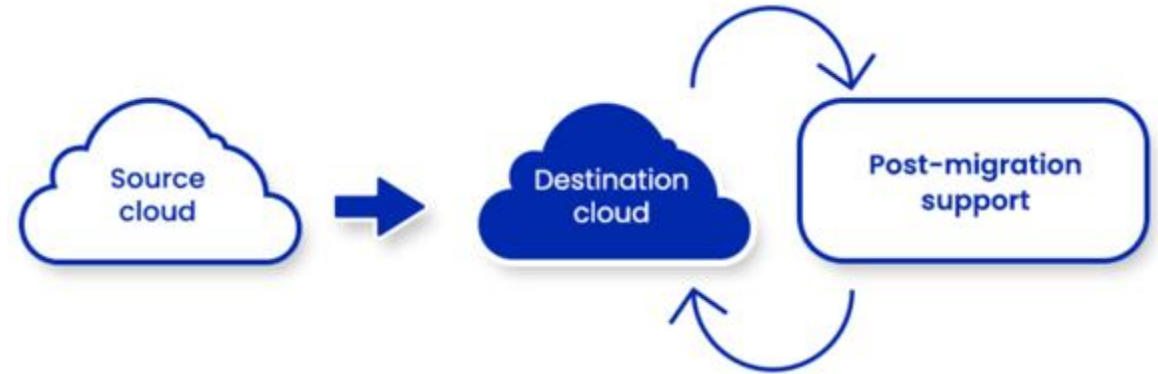
AVS Post Migration Support

Summary ->

Aptly Technology works diligently to ensure that post migration client experience is still optimal, and the relationship is maintained appropriately. Aptly provides ongoing support to customers until the changes made are stabilized and client expectations are met..

- Verify that machines are connected to the correct networks and storage locations.
- Tests for individual VMs such as network reachability and performance checks.
- Validate AD connectivity and AD logins successfully
- Validate VMs network access East-West and North-South
- Validate VMs with all installed application/Database are working fine and data is accurate.
- Validate backup policy has been resumed/enabled on migrated VMs on AVS as per policy.

Description ->

We realize that there are many more areas that the client can look to increase their Return on their investment (ROI) whether it be via technology, processes, or some combination of the two. We are here for you and your needs.

Some of the services to consider Post Migration are listed below:

1. Remote Monitoring or 24*7 Support
2. Remote Help Desk Escalation Experts to facilitate resolution of technical and functional issues
3. Remote Assessments (Performance)
4. Patching, Upgrades and Installations
5. Solution Manager Installation and configuration (Monitoring, CHARM, tec.)
6. Client Technology Workshops to address new Product and/or technology Trends
7. Performance Testing
8. Security Assessments
9. Network Bandwidth Testing
10. Disaster Recovery Assessment and Recommendations

It is important to note that there are many unique services associated with a Client migration. We at Aptly technology have the ability to deliver on each of these unique services individually as per client requirements.