

## Extend your Microsoft Azure Cloud to on-premises

Dell Technologies Services for Microsoft Azure Stack HUB

### Essentials



#### Achieve your goals for Microsoft Azure Stack HUB

- Deliver modern applications
- Realize faster time to market for new applications
- Become an IT as a service broker
- Experience true application portability

#### Innovate and Thrive in today's digital economy

Application innovation is not only needed to meet the demands of rising customer expectations, but also to drive business growth for a competitive edge. In order to provide an environment to foster new innovation, organizations are embracing business initiatives, enabled by hybrid cloud platforms.

#### Reach your goals for Microsoft Azure Stack

Dell Technologies, the pioneer of fully engineered hybrid cloud platforms, has years of successful experience in designing, testing, deploying, upgrading and supporting customers' cloud journeys. Partnering with Microsoft, Dell Technologies has delivered an on-premises hybrid cloud platform built on the VxRack AS hyper-converged architecture. The Dell EMC Integrated System for Microsoft Azure Stack HUB is designed to deliver infrastructure and platform as a service with a consistent Azure experience both on-premises and in the public cloud.

If you are a new/existing Microsoft Azure customer looking to extend your hybrid cloud to on-premises with Azure Stack HUB, partnering with Dell Technologies Services will help you reach your business goals for the cloud.

#### Determine the right path for your business

These are disruptive times for many businesses and IT organizations, with multiple technology shifts happening simultaneously. Our ProConsult Advisory Services will help you align your cloud strategy to keep pace. Kick-off your IT modernization initiative by gaining IT leadership agreement on your strategic vision, guiding principles, issues and near-term priorities.

Your journey to a hybrid cloud should include a clear vision and a roadmap of how to get there. With ProConsult Advisory Services you will understand where you are today and be provided a future state vision, strategy and roadmap, with a benefits analysis of current, future and transformational costs and suggested timeframes.

If your business, like many other organizations relying on legacy applications, is finding it increasingly difficult to compete against organizations with agile application portfolios born in the cloud, maybe it's time to evaluate your portfolio and take the first step towards cloud native. Dell Technologies Services can assist you with a comprehensive approach to your portfolio and will help you determine: best fit applications for Pivotal Cloud Foundry, application investment recommendations, ROI expected, and any expected complexities during modernization efforts.

## Prepare for your cloud

Part of adopting the new cloud is making sure your team understands how to best support Azure Stack HUB. This could include evaluating your current IT roles and processes for any needed changes and creating an environment where Azure Stack HUB will be adopted and consumed. In addition, you can identify applications that are a good fit for moving to Azure Stack with minimal changes and determine any dependencies they have, before the cloud is deployed. Understanding application dependencies will save you time and reduce risk when it comes time to migrate them.

## Deploy your cloud

Your business and the type of Azure Public Cloud you need in your hybrid cloud strategy will dictate how you may need to implement Azure Stack HUB. For instance, if you are currently a Government Azure Cloud user, you might require an onsite consultant to install the Azure Stack software. If your business requires deploying and using applications on Azure Stack HUB without a connection to the Internet, then you need implementation for disconnected mode. Regardless of the method you prefer, Dell Technologies Services has you covered: remote, onsite or disconnected.

## Operationalize your cloud

Enhancing your team's readiness is key to the successful adoption of any cloud. Our Knowledge Accelerator Service provides an overview of what we feel are some of the most important features of Azure Stack HUB, giving your team the confidence to recommend a plan for implementing business objectives. Continue accelerating your implementation with ProConsult Flexible Services, where you can get a head start with an expert to work with you on areas most important to you. These can include someone skilled in implementing, managing and monitoring cloud platform architectures; application optimization including modernization; data analytics and data architecture; cloud native applications, architectures and DevOps methodologies, techniques and technologies.

## Add value to your cloud

There are many ways to add value to your cloud and a good place to begin is to make sure your environment is fully usable for deployment of IaaS/PaaS VMs for testing, POC or production. You might want to develop a plan to incrementally modify existing apps to become cloud native or improve the way that your people, processes, and technology work together. Next could be migrating cloud-ready or containerized applications to jumpstart adoption and consumption of the cloud, or move your SQL Server 2008 instances to Azure or Azure Stack HUB to extend security updates for an additional three years. Dell Technologies Services is here to help you with all of these, and more.

## Take the next step in your path to Microsoft Azure Stack

Dell Technologies Services offers a portfolio of consulting engagements to empower your teams and help you realize your business outcomes for your Microsoft Azure Hybrid Cloud. Speed your path to productivity and extend your Microsoft Azure environment to on-premises with the Dell EMC Integrated System for Microsoft Azure Stack HUB, delivering even more value to your business.



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