



# App to cloud

Evaluate the opportunity  
to modernize your application  
with Azure (App + Data)

Creative tech for Better Change





A leading Partner for  
Premium Consulting,  
Solutions & Managed  
Services for Microsoft.



Creative tech for Better Change



# Your preferred partner in EMEA

Sized for agility and trust



1200 specialists



17 countries of presence



2100 certifications

Global Managed Services  
(Azure and M365)



M Cloud Countries



Microsoft Skills present



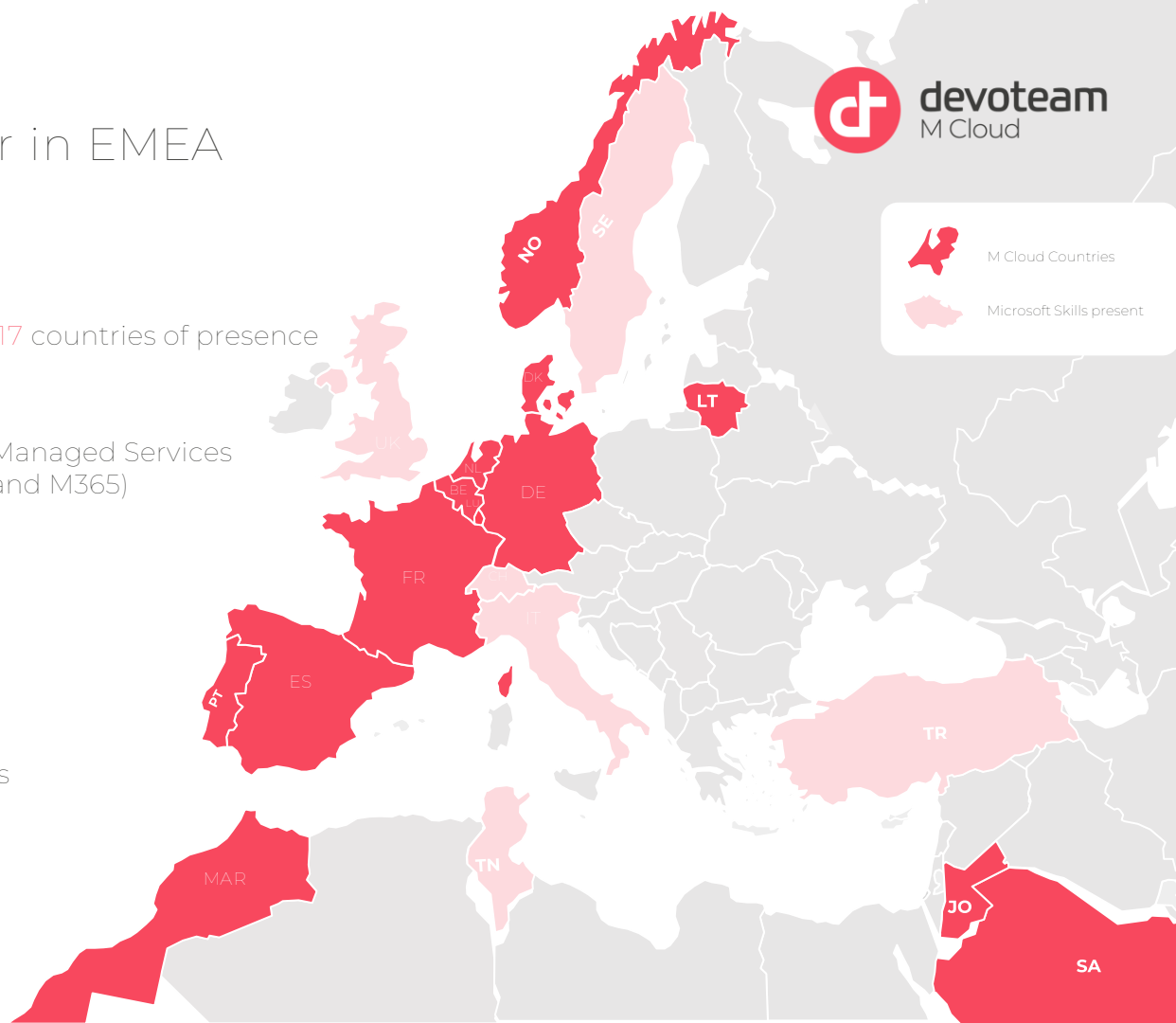
Partner of the Year 2019-2023

Azure expert MSP

18 Specializations

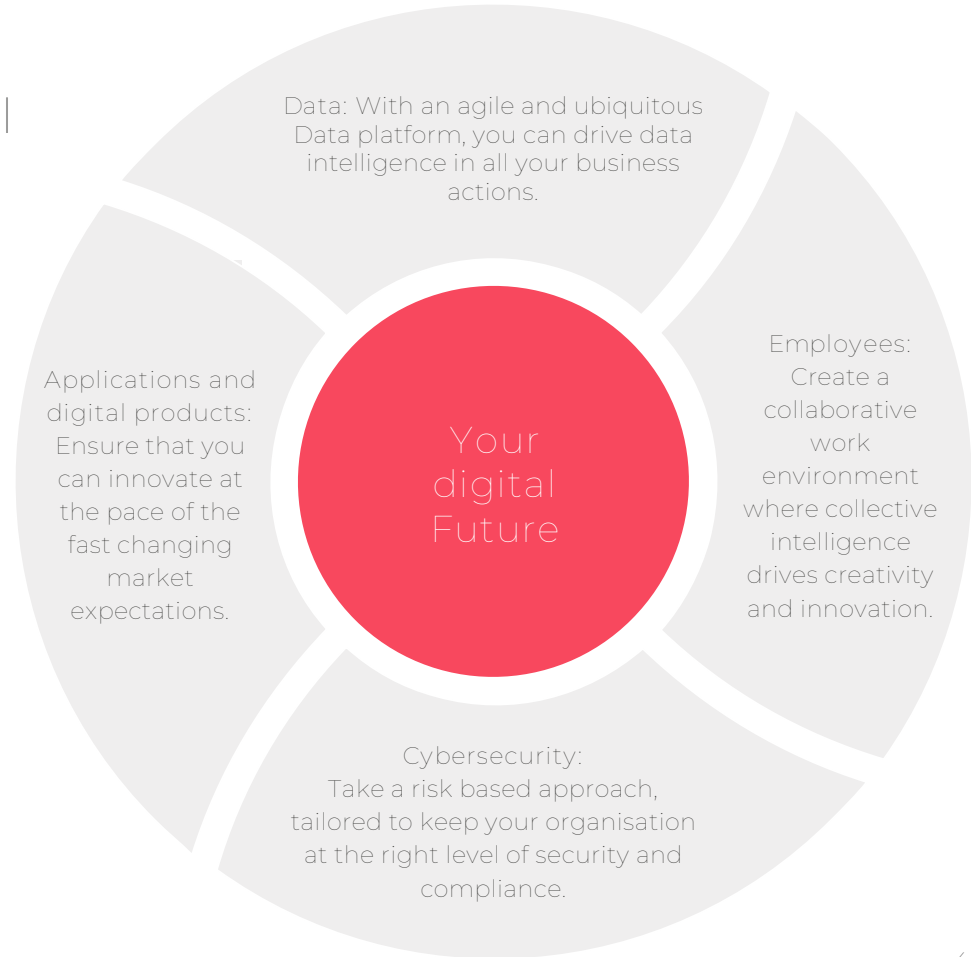
6 Partner Solution Designations

Global Partner



# What is our approach of digital transformation in partnership with you?

The goal of digital transformation is to use technology to make your organisation more productive, your employees more creative and your business more enchanting for customers while controlling costs at the same time.



## Our competencies

### The multidisciplinary holistic approach



#### Re-imagine & Co-design

What is your status quo? What is the right digital mix for your business?  
What is needed to achieve the desired business outcomes?



#### Enforce security & compliance

Rather than being a blocker, make security & compliance an enabler of your digital future by integrating security from the start.



#### Build & Migrate

Your new digital architecture requires a solid foundation and proven best practices to efficiently go from planning to successful migration



#### Adopt, Modernize & Innovate

Modernise your Apps and fully exploit cloud native capabilities to innovate your digital products faster than your competition.



#### Operate & Optimize

Manage your cloud estate to higher levels of performance and economies, while continuously leveraging cloud platform innovation.

initiate

define

transform

perform

## Our value propositions

# Expertise across all Microsoft Clouds.



### Speed up Cloud Innovation

- Enterprise Cloud Transformation
- Cloud-native Infrastructures & Apps
- Identity & Access Security
- Data Platform & AI
- Cloud Effectiveness & Optimization



### Digitize your Business Processes

- Enterprise-grade business applications
- Low code developments
- Business process digitization and optimization
- BI and visualization



### Harness Cloud-based Productivity

- Agile & Secure Modern Work
- Creative Team Work
- Knowledge & employee experience
- Compliance
- Firstline Workers

# The reason for hybridization between azure and netapp?



## DATA CENTERS

Expansion, reduction or retirement of data centers.



## CONTINUITY

Disaster recovery and business continuity.



## MIGRATION

Speed and simplification of the migration.



# Netapp backup can allow you to....



## MIGRATION SIMPLIFICATION

Reduce migration downtime... Minimize impact on resources and business.  
Extend/migrate on-prem environment to CVO without re-platforming.



## APPLICATION MODERNIZATION

Modernize existing applications  
Build new applications  
Leverage cloud-native services and marketplace - Access to Azure Cloud Services  
Hybrid applications



## DATACENTER LIFT AND SHIFT & EXTENSION

Dismantle  
Consolidate  
Footprint Expansion  
Capacity on Demand  
Dev/Test

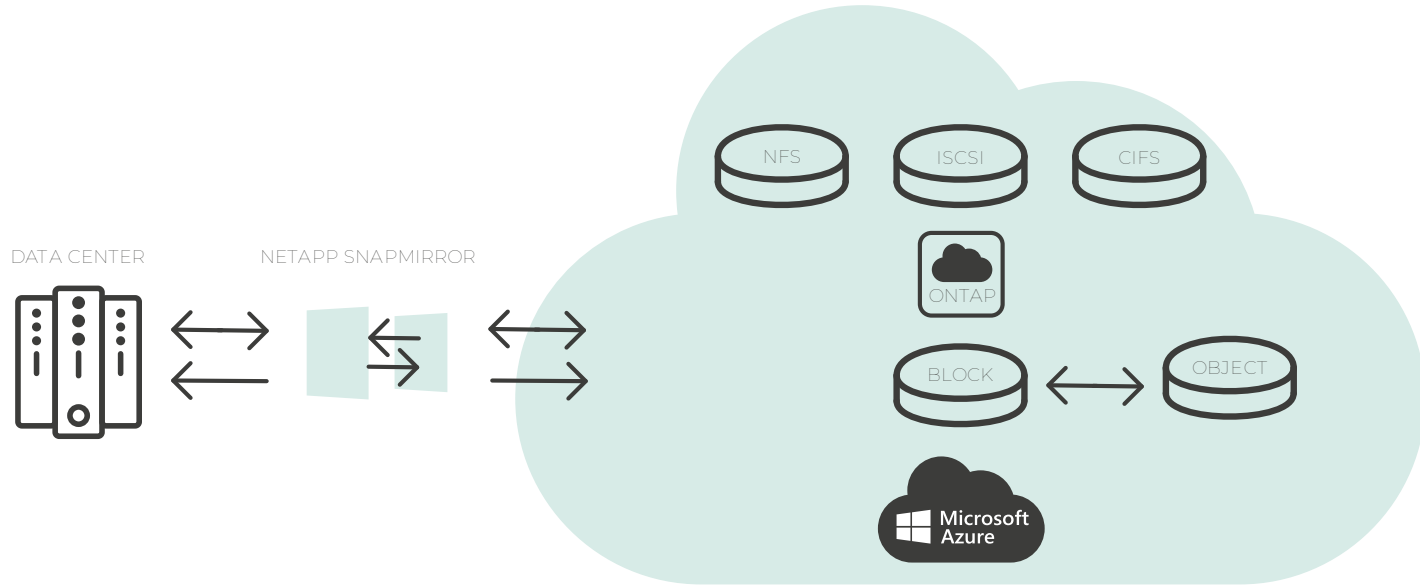


## DISASTER RECOVERY AND BUSINESS CONTINUITY

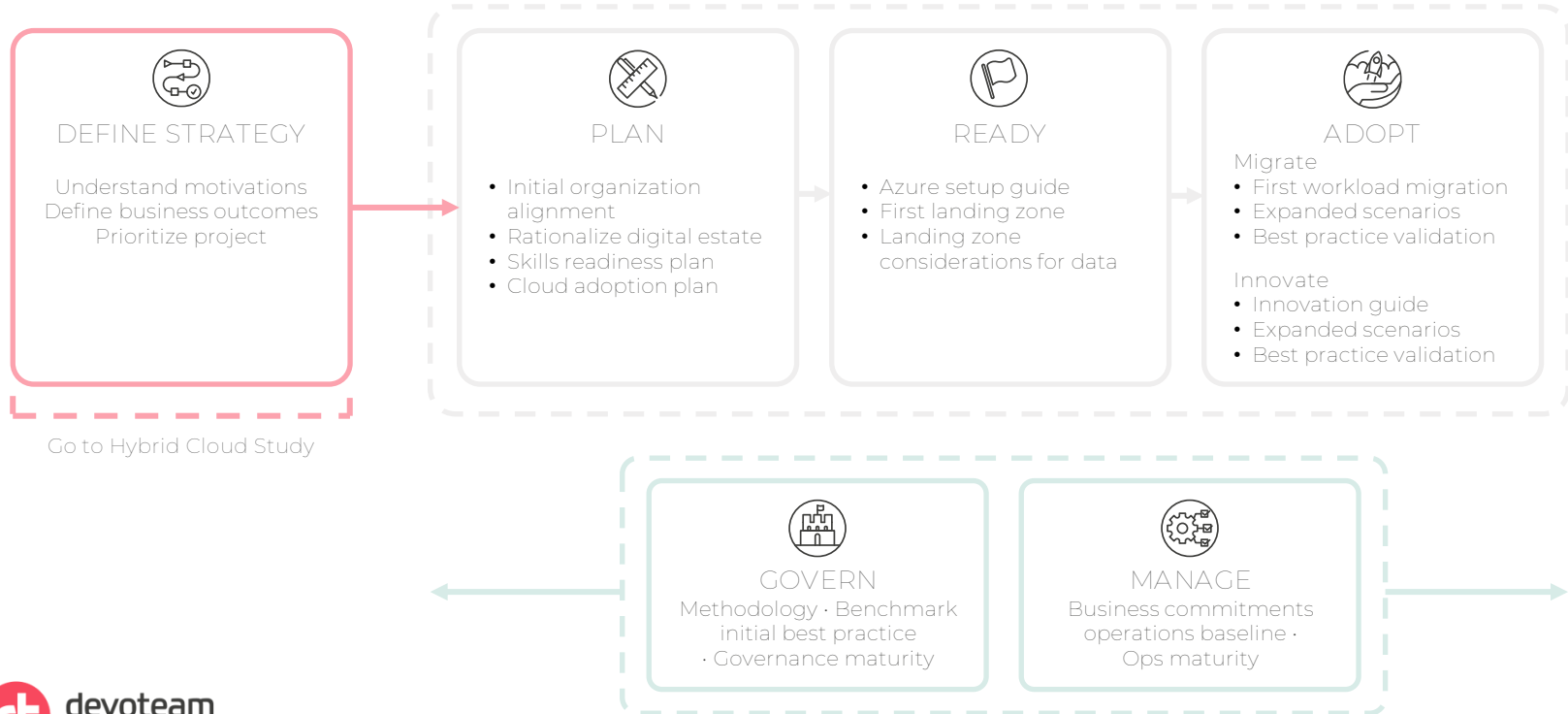
Create a new DR  
Replace an existing DR  
Complete an existing RfD



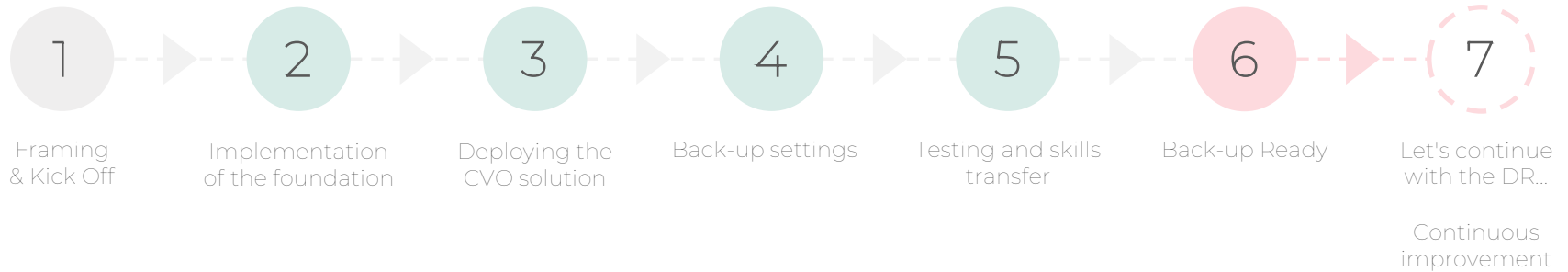
# Netapp cvo (cloud volumes ontap) a possible replication in azure



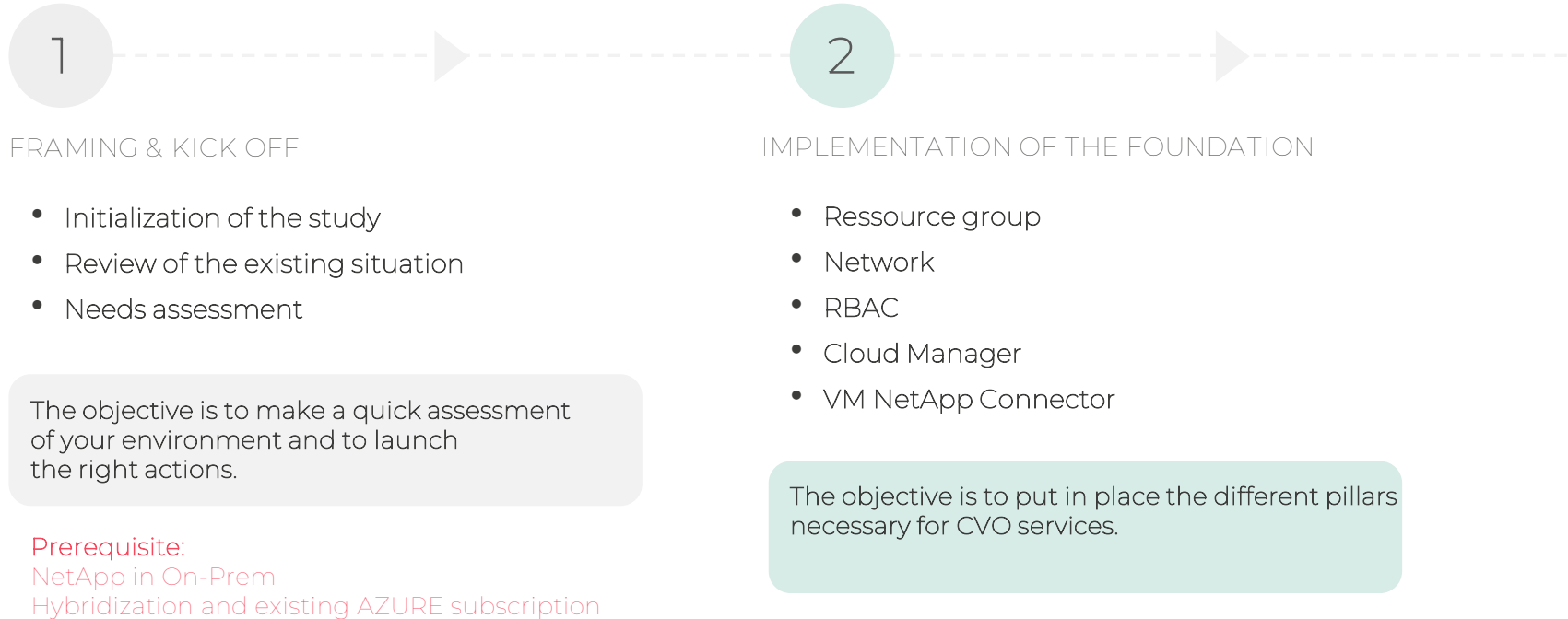
# A solution in line with the Cloud Adoption Framework



# A duplication in azure in a few steps...



# A duplication in azure in a few steps...



# A duplication in azure in a few steps...

3

## DEPLOYING THE CVO SOLUTION

- Setting up the bay in Azure

The objective is to deploy the CVO layer while respecting the internal configuration policy.

4

## BACK-UP SETTINGS

- Configuration of data replication

The objective is to parameterize the CVO base according to the expected services. With a follow-up of the replications (1 To POC).

# A duplication in azure in a few steps...

5

## TESTING AND SKILLS TRANSFER

- Simplified architecture and operation documents
- Presentation of the implementation and the functionalities of the solution
- Receipt of the solution and documentation

The objective is to present the implemented solution with the delivered documentation as support.

6

## NETAPP BACK-UP READY

# A duplication in azure in a few steps...

7

LET'S CONTINUE WITH THE PRA

- Configuration of the Backup / DRP policy including replication monitoring (10 To)
- Backup / DRP policy configuration including replication monitoring (100 To)
- Restore / DRP test on 1 volume
- Update of the documentation

The objective is to set up and test a first level of disaster recovery plan.

# Continuous improvement, the daily transformation!

## TAKE A LOOK AT THE FUTURE

### *Transformation project*

- Obsolescence management
- Architecture design
- Migration / Cloudification



## MANAGE DAILY LIFE

### *Managed Services*

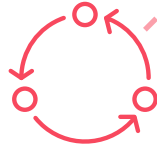
- Administration
- Operations
- Support



## LEAD THE CHANGE

### *Solution Adoption*

- Communication strategy
- Definition of use cases
- Training / Workshop
- Adoption & change kit



## BENEFIT FROM THE BEST

### *IT expertise and consulting*

- Governance
- Opportunity study
- Experience feedback
- Sharing of best practices





# Composition of the "continuous improvement" contract

## FRAMING & INITIALIZATION

- Taking into account the technical and functional environment.
- Recommendations
- Summary report

## RECURRING VISITS (minimum 4 points per year)

- Technical point: Interaction with a named business contact to collect/respond to expectations
- Business point: Interaction with a named business contact to collect/respond to expectations
- Intervention report with action plan and treatment of points

## CONSULTING & EXPERTISE (on a time spent basis - remotely (email/teams/phone) *(costing per 7 hours)*

## PLANNED EXPERT INTERVENTION ON SITE *(number of days to be defined)*

## SUPPORT 9AM - 6PM 5/7 *(costing per 5 hours of support)*

- Incident opening
- Treatment and escalation to first support



# "NetApp: Backup into the Cloud"

## Financial offer

| DETAILS   | DAYS     |
|---|----------|
| Kick off & Audit  | 1,5      |
| Implementation of prerequisites (Resource group, Network, RBAC, Cloud Manager & VM NetApp Connector...) | 1        |
| Deploying the CVO solution  | 1        |
| Configuration of the Backup / DRP policy including replication monitoring (1 To POC)                    | 1        |
| Documentations (DAT/DEX Simplifier)   | 1        |
| Skill transfer and restitution  | 0,5      |
| Total   | 5900€ HT |

# "PRA NetApp"

## Option

| PRA: Option  | DAYS |
|--|------|
| Configuration of the Backup / DRP policy including replication monitoring (10 To)  | 2    |
| Configuration of the Backup / DRP policy including replication monitoring (100 To) | 3    |
| Recovery / PRA test on 1 volume  | 1    |

Let's define your needs to specify a customized DRP offer.