



## Introduction



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- Jason Savers
  - ▣ Founder, CEO at Phidiaux
  - ▣ Sr Integration and Cloud Architect
  - ▣ Microsoft P-TSP
  - ▣ JasonSavers@phidiaux.com
  - ▣ @JasonSavers
  - ▣ @Phidiaux

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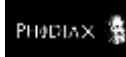
- Who is Phidrax?

## Phidrax

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- Microsoft System Integrator, Consulting
- Est. 2009, Denver Colorado
- Reputation
  - ▣ Subject-Matter Experts
  - ▣ Client / Vendor Partners, Trusted Advisor
- Consulting without Red Tape
  - ▣ Technologist, Clients, Culture





## PhidiAX – Proficiency, Focus, Industry

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- Microsoft Virtual Technology Specialist (VTS/P-TSP)
- Microsoft Most Valuable Professional (MVP)
- Microsoft Certified
  - ▣ MCP, MCSD, MCSA, MCSE
- Microsoft Gold
- Microsoft Managed (Azure, HLS, FedGov, Win10)
- BIF, PIE, COSA, AZDPS, DDPS
- Industry
  - ▣ Agnostic
  - ▣ Expertise
    - Healthcare
    - Pension
    - Hospitality
    - Financial, Banking, Investment
    - Manufacturing
    - State / Local Government, .edu
- Community
  - ▣ Blogs – PhidiAX.com, etc.
  - ▣ Conferences
    - AzureCon, Azure Global Bootcamp, Integration Summit, User Groups, etc.
  - ▣ Demo, Tech Talk, RFP



## What do we know?

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- Cloud
  - ▣ Assessment, Implementation, Migration
  - ▣ Hybrid Solutions
  - ▣ Office 365, Azure
- Integration
  - ▣ APIs, LogicApps
  - ▣ Connecting Systems
  - ▣ SOA/ESB
  - ▣ BizTalk, Web Services, WCF, REST, WebAPI
- Cloud Datacenter
  - ▣ Public / Private Cloud
  - ▣ Hybrid Infrastructure
  - ▣ System Center
  - ▣ DevOps
- Data and Visibility
  - ▣ SQL
  - ▣ BI
  - ▣ SharePoint
  - ▣ Portals



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- Why and How do I consider the Microsoft Cloud?

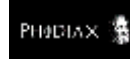
## Why should I consider the Cloud?



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- Organizational agility
- Streamlined offerings and services
- Cost effective solutions
- Improved time to provision
- Improved time to market
- Reduced maintenance requirements
- Competitive advantage
- Increase organizational focus

## How do I consider the Cloud?



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- Microsoft Office 365
  - ▣ Exchange, SharePoint, Dynamics 365, Skype for Business
- Microsoft Azure
  - ▣ Infrastructure as a Service
  - ▣ Software as a Service
  - ▣ Platform as a Service



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- As a vendor, PhidiAx, what do I care about?

## MSFT – PaaS



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- Building Immediate Value
- Pipelining Future Value
- Stepping stones into PaaS
  - ▣ Established SaaS, IaaS models
  - ▣ Rich, Mature
- Future of application development
  - ▣ Scalable
  - ▣ Affordable
  - ▣ Efficient
  - ▣ Secure
- Net New, Re-Architecture



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- How do I convince the powers that be?
  - ▣ Assessment Materials
  - ▣ Well-thought-out
  - ▣ Roadmap to solutioning
  - ▣ Feasibility



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□ How would I deliver a Microsoft Cloud Assessment?

## Cloud Assessment

Assess

Plan

Migrate

Implement

Support

- Ok, so breakdown the deliverable

## Determine Reach

- Broad
  - ▣ Organizational
  - ▣ Office 365
  - ▣ Infrastructure
  - ▣ Roadmap
- Targeted
  - ▣ Application PaaS Migration
  - ▣ EMS Implementation
  - ▣ Design





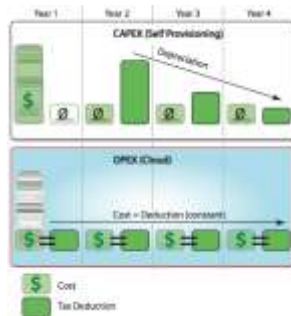
# Identify Targets



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## Targets

- ▣ Specified units of review
- ▣ Mini-proposals
- ▣ Value add
- ▣ CapEx vs OpEx



## Examples

- ▣ Office 365
  - Exchange
  - Skype for Business
  - SharePoint
- ▣ Infrastructure
  - Lift and Shift
  - Migration
  - DR, Backup
  - EMS
  - Azure AD
- ▣ Application
  - PaaS Migration

# Assessment Outline



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## Executive Summary

- ▣ Targets, Priority, Risk, Roadmap, Financials

## Targets – Overall

- ▣ Review
- ▣ Priority
- ▣ Risk
- ▣ Cost

## Per Target

- ▣ Current State
  - Business, Technical
- ▣ Proposed Future State
  - Business, Technical
- ▣ Design Approach and/or Architecture
  - Technical Feasibility
  - Security, Compliance
- ▣ Project Plan
  - Duration, Resourcing, Tasking
- ▣ Current vs Proposed Cost
  - TCO, ROI, 3-5 year Cost
- ▣ Estimation
  - Financials

# Assessment Composition



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- Executive Summary
  - ▣ Targets, Priority, Risk, Roadmap, Financials
- Targets – Overall
  - ▣ Identification
  - ▣ Priority
  - ▣ Risk
  - ▣ Cost
- Per Target
  - ▣ Current State
  - ▣ Proposed Future State
  - ▣ Design Approach and/or Architecture
  - ▣ Project Plan
  - ▣ Current vs Proposed Cost
  - ▣ Estimation



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- Lets see...



## Questions?



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