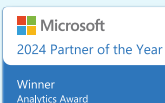


Azure VMware Solution Migration Services

Broadcom's licensing changes, rising operational costs, and aging infrastructure have made many VMware customers reconsider their options. Quisitive's **Azure VMware (AVS) Migration Services** allow you to run VMware workloads natively in Azure —without refactoring applications or retraining your teams.

Key Benefits:

- > **Minimal Downtime:** Leverage VMware HCX for live and bulk migrations with rollback and failback options.
- > **Preserve Investments:** Keep using your VMware tools, skills, and processes in Azure.
- > **Cost Optimization:** Shift from CapEx-heavy data center costs to a predictable OpEx model, with potential savings up to 61% vs. Broadcom pricing.
- > **Enhanced Security & Compliance:** Inherit Azure's security controls and certifications (HIPAA, PCI-DSS, GDPR, ISO 27001).
- > **Native Azure Integration:** Unlock Azure AI, analytics, backup, and disaster recovery services directly from your AVS environment.



Microsoft Specializations

- ▶ Migrate Enterprise Apps to Microsoft Azure
- ▶ Infra and Database Migration to Azure
- ▶ Cloud Security

Our Proven Migration Process:

1. Assessment & Planning

- Workload Assessment Workshops & Discovery sessions
- Azure landing zone architecture design & approval
- Success criteria, project plan, and migration roadmap

2. Deployment & Connectivity

- Terraform-based AVS deployment
- ExpressRoute configuration for secure hybrid connectivity
- Network and governance setup

3. Pilot Migration

- Select workloads migrated using VMware HCX
- Validation and performance testing
- Process refinement before full-scale migration

4. Production Migration

- Iterative migration waves
- Acceptance testing & optimization
- Risk mitigation through migration factory governance

5. Post-Migration Support

- Knowledge transfer workshops (up to 8 sessions)
- Infrastructure fine-tuning and optimization
- Optional managed services for ongoing operations

Business Outcomes:

- Retire costly on-premises hardware and data centers
- Rapidly scale workloads without procurement delays
- Improve disaster recovery and business continuity
- Integrate seamlessly with Azure-native services for modernization
- Maintain compliance while enabling innovation

Cost Range:

Low Complexity: ≈\$75K (6–8 weeks)

AVS deployment, small workload migration, KT sessions

Medium Complexity: \$75K–\$125K (9–13 weeks)

Expanded workload migration, additional environments

High Complexity: Custom Quote

Large-scale, multi-site migration, advanced integrations

Microsoft funding may be available to offset costs.

Average Engagement Duration:

8–13 weeks from kickoff to production cutover, depending on environment complexity.

Why Quisitive?

- > Microsoft Partner of the Year 2024 and Top .01% of partners globally
- > 18 Microsoft Advanced Specializations and 6 Solution Partner Designations
- > Proven track record in healthcare, finance, retail, and public sector migrations
- > Access to Microsoft funding programs for migration projects
- > Dedicated migration teams with repeatable, automated approach for reduced risk