

Cloud Migration Services

Businesses are embracing the cloud to gain scalability, agility and cost efficiencies and as a result, looking to migrate existing applications and data to new cloud environments. Moving enterprise applications and data outside the data center or between cloud platforms is no easy task. Expertise, tools and planning help ensure all bases are covered including costs, security, governance and staff training.

Tech Data offers cloud migration services to help your customers maximise the benefits of moving applications to Microsoft Azure, Amazon Web Services and IBM Cloud or from one cloud platform to another.

How It Works

Cloud migrations vary on scale, duration, cost and complexity. The Tech Data team works hand-in-hand with partners to provide the necessary level of expertise and tools for the migration services. A combination of third-party automated discovery tools, Tech Data integration products and proven processes are used to cost-effectively speed migration projects.

These services can be delivered either on-site or remotely depending on your customer's requirements.

A pre-requisite of this Cloud Migration service is a Tech Data Cloud Assessment. This includes an assessment and migration planning exercise which determines Total Cost of Ownership and develops a migration plan which can then be executed.

Tech Data will perform and document the migration for each workload and provide integration between systems as necessary to eliminate any IT services disruption.

Benefits to You

- ✓ **Portfolio Expansion:** Your customers may lack the time, staff, or expertise to migrate applications and data to fully embrace the cloud. Partners gain instant access to expertise, resources and tools to help customers.
- ✓ **Instant Expertise:** Customers expect partners to be cloud experts. Leverage our experience with 200+ cloud projects successfully completed to date.
- ✓ **Greater Profitability:** Enjoy higher margins with the ability to white-label as your own value-added services while enhancing "trusted advisor" status with your customers.

Benefits to Your Customers

- ✓ **Reduce Complexity:** Regardless if your customer is moving to or between Microsoft Azure, AWS or IBM Cloud, they can rely on proven experts for guidance and technical skills with automated tools to simplify and speed the cloud migration whilst improving business continuity.
- ✓ **Lower Risk:** Execute the defined implementation approach to optimise the cloud migration.



Cloud Migration Services Overview

| Migration | Overview | Duration/ Fee |
|---|---|---|
| On Premise Application to Microsoft Azure, AWS and IBM Cloud Platforms | Customers looking to migrate their on-premises infrastructure or application workloads to the cloud, or would like to have a combination of some workloads on-premises and some workloads in the cloud. | Typically 5-N days. On-site/remote delivery. Fee is €4500-€30K. |
| Microsoft Azure to AWS (Lift & Shift) or vice versa | Customers looking to leverage multiple cloud offerings, or would like to move specific workloads from Microsoft Azure to AWS or vice versa. | Typically 5-N days. Remote delivery. Fee is €4500-€30K. |
| VMware to Microsoft Azure | VMware Virtual Machine Migration to Microsoft Azure native workloads utilising technologies such as Azure Site Recovery (ASR) 3rd party tools and Tech Data tools, to automate and orchestrate the migration process. | Typically 5-N days. Remote delivery. Fee is €4500-€30K. |
| Azure EA/PAYG to CSP Open Tokens to CSP | Migrate Azure workloads from Enterprise / Pay-as-you-go model to a CSP model that provides consolidated billing and management for the partner. | Typically 2-5 days. Remote delivery. Fee Starting at €2500. |

Unparalleled Expertise

Tech Data provides insights and the option to white label solutions to our partners - to help you to identify, deliver, and expand IT opportunities.

Our focus is to help Business Partners build profitable revenue streams and create a community of happy customers. Armed with the best technology and extensive cloud development and integration expertise, we work with our partners to provide the right blend of public, private and hybrid cloud capabilities to accelerate business growth.

For more information about the Cloud Migration Services, get in touch with Tech Data's IT services team on biz-sol.emea@techdata.com

