

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 to the cloud 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 maximize the benefits of moving applications to Microsoft Azure and Amazon Web Services or from one cloud platform to another.

How It Works

Cloud migrations vary on scale, duration, cost and complexity. The Tech Data Cloud and Automation 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. The following engagement steps include:

Step 1: Discover Work with customer to define goals for migrating an existing on premise infrastructure or application workload to the cloud and then create a statement of work (SOW).

Step 2: Analyze Leverage tools and consulting experts to gather and assess infrastructure information; evaluate people, process and technology to uncover gaps; conduct proof of concept.

Step 3: Develop Create a plan with budget for the migration including cloud resources, network and storage considerations.

Step 4: Deliver Test, document the migration performed and provide integration between systems as necessary to eliminate any IT services disruption.

Benefits to Your Customers

- ✓ **Gain Visibility and Alignment:** Define business goals, identify gaps and document dependencies to move data, applications and other elements from onsite computers to the cloud, or moving from one cloud environment to another.
- ✓ **Reduce Complexity:** Rely on proven experts for guidance and technical skills with automated tools to simplify cloud migration.
- ✓ **Lower Risk:** Provide a comprehensive plan with financial information and define the implementation approach to optimize the cloud migration.

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.

Cloud Migration Services Overview

Migration	Overview	Duration/ Fee
On Premise Application to Azure and AWS 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. Fee is \$10K-\$20K.*
Amazon Web Services to Microsoft Azure (Lift & Shift)	Customers looking to migrate AWS test/dev or production applications to Azure cloud platform including elements such as Windows / Linux servers, Virtual Private Cloud (VPC) networks, NATs, Elastic Load Balancers, and WAFs as well as service management, Domain Name Services (DNS), Bastions, firewalls and ACLs, RDS databases and more.	Typically 5-N days. Fee is \$10K-\$20K.*
Microsoft Azure to Amazon Web Services (Lift & Shift)	Customers looking to leverage multiple cloud offerings, or would like to move specific workloads from Azure to AWS.	Typically 5-N days. Fee is \$10K-\$20K.*
Database to Database Migration including Old to New and Cross Platform (e.g. Oracle to SQL)	Database upgrade including old version of MS SQL to either Azure SQL or SQL on IaaS VM's. Database cross-platform migration moving data from an existing Oracle, MS SQL, CosmosDB, MySQL to another vendor's database type.	Typically 5-N days. Fee \$10K - \$20K.*
Source Data to Target Data Migration, Translation and Archival	Migration of on premise application data to Azure or hybrid cloud solutions, archiving for long-term retention of the data in those databases and includes utilizing backup technologies.	Typically 5-N days. Fee \$10K- \$20K.*
VMware to Microsoft Azure	VMware Virtual Machine Migration to Azure native workloads utilizing 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. Fee \$10K- \$20K.*
Azure EA/PAYG 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 5-N days Fee Starting at \$3K
Open Tokens to CSP		

Unparalleled Expertise

Tech Data Cloud and Automation team helps 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 contact us at
it-solutions-eims@techdata.com.

