



# 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.

Strategic Communications offers cloud migration services to help 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. We work with customers 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 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.



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## 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 \$10 - \$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  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 5-N days Fee Starting at \$3K

### Unparalleled Expertise

Our services are designed from the onset to help an organization achieve their goals at various stages on the cloud continuum — private, public, hybrid and software defined data center (SDDC). Armed with the best technology and extensive expertise, we work with you to meet your requirements at any stage of the cloud journey.

**Find out how you can get started on your Cloud migration journey.**

**Contact Blake Kelly at [bkelly@yourstrategic.com](mailto:bkelly@yourstrategic.com)**



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