Migrate and Modernize with Microsoft Azure | SMB

Move your Windows Server, SQL Server, and Linux estates to the cloud

xpress ®
Cloud Solutions for the Modern Business

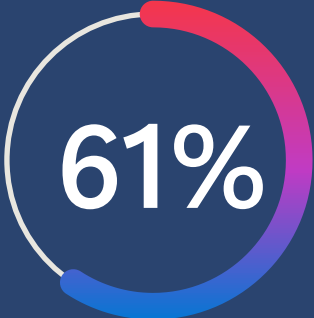Microsoft Azure

Table of contents

Introduction

We're a technology partner to small- and medium-sized businesses (SMBs) like yours. Our expertise and experience simplifies the work we do with our customers modernizing infrastructures, migrating to and expanding the use of the cloud, and driving digital transformation.

We understand that you want your business to grow and that there's no single cure-all to get there. Our goal is to guide you through your journey, so you can focus on all the benefits the cloud has to offer, such as advanced security and AI capabilities, to help you become more efficient and drive your success.

The cloud is a need more than a want. You can't optimize your agility, innovate for the future, or maintain a competitive edge without it. To truly thrive in this dynamic landscape, you need to not only overcome pressing priorities but also embrace forward-thinking strategies that help you succeed.

We believe in an optimized cloud platform that fully embraces AI while maximizing ROI and delivering performance and resilience.

That's why we recommend Microsoft Azure.

xpress ®
Cloud Solutions for the Modern Business

Microsoft Solutions Partner
Modern Work

61%
Of surveyed SMBs are cloud adopters*

50%
Of surveyed SMBs already use AI in some form **

SMBs are moving to the cloud

SMBs have made cloud adoption and expansion a top strategic initiative. That makes finding the right cloud platform so important.

The best cloud providers deliver services that meet their needs.

- **Cost-effectiveness:** A cloud provider must offer desired features that fit within budget constraints and provide a clear ROI.

- **Scalability:** A cloud provider must provide products and services that can grow with and adapt to a business.

- **Security:** A cloud provider needs to improve endpoint protection, network security, and identity and access management.

- **AI readiness:** A cloud provider needs to incorporate built-in AI to improve efficiency and results.

- **Ease of use:** A cloud provider must provide familiar, user-friendly platforms that let people focus on key business initiatives.

Talk to Xpress to beign your own cloud journey

1. IDC FutureScape: Worldwide Small and Medium-Sized Business 2024 Predictions
2. Flexera 2023 State of the Cloud Report
3. Microsoft AI and SMBs: An Analysis of Their Adoption and Impact, 2024

80%
Of surveyed SMBs list managing cloud spend as their top priority[1]

73%
Of surveyed SMBs list security as a top priority[2]

78%
Of surveyed SMBs are currently seeking to adopt AI[3]

Why modernize with Azure?

When it comes to cloud providers for SMBs, Azure stands out as a leader, capable of adapting to your unique needs and business style. Not only do you get the best experience with Azure infrastructure and the highest levels of cloud security, but your employees also get a familiar experience that optimizes use of your existing productivity tools.

Benefits

1. **Business growth and cost savings:** Boost productivity, reduce costs, and streamline operations with an AI-powered platform.

2. **Unmatched security:** Stay protected with multiple layers of security, from code development to workload management.

3. **AI ready:** Maximize performance and ROI with a platform that fully embraces AI.

4. **Cloud agility:** Rapidly develop and scale apps and cultivate insights across operations using AI enhancements.

4. Forrester, The Total Economic Impact™ Of Microsoft Azure AI April 2023
5. Forrester, The Total Economic Impact ™ Of Migration For AI-Readiness June 2024, commissioned by Microsoft

Up to 284%

Increase in ROI with Azure AI Services[4]

77%

Of survey respondents agree that Azure makes it easy to innovate with AI/ML[5]

Business growth and cost savings

Azure lets you rapidly respond to shifting market demands with reliable remote access and unlimited scalability. AI-powered tools streamline operations and free up resources for innovation. Seamless integration with Microsoft 365 helps your employees get more done and your products get to market faster.

Azure is also the most cost-efficient platform to handle your Windows Server, SQL Server, and Linux workloads. The cloud service offers significant cost-saving options, including unmatched price performance and the ability to reuse Windows Server and SQL Server licenses.

Benefits

1. Enhanced productivity
2. Unmatched price performance
3. Seamless, automated migration, integration, and operation

Up to 406%

Three-year ROI moving SQL Server workloads to Azure SQL[6]

60%

Reduction in costs versus on-premises solutions[7]

6. IDC report, The Business Value of Microsoft Azure SQL Database and Azure SQL Managed Instance Workloads, IDC #US51073123, August 2023
7. Forrester, The Total Economic Impact™ Red Hat Enterprise Linux On Microsoft Azure January 2024

72%

Reduction in likelihood of a breach[8]

80%

Reduction in incidents with Copilot for Security[9]

Secure from code to cloud

Microsoft offers industry-leading cloud security with Microsoft Defender for Cloud that reduces risks and improves workload protection across hybrid and multicloud environments. AI-powered threat protection and intelligence detects and mitigates attacks in real time, while high availability ensures your systems run smoothly. Enterprise-grade security, built-in controls, and automation help keep your business protected and give you peace of mind.

Benefits

1. A unified cloud-native application protection platform
2. The largest compliance portfolio of any cloud provider
3. Confidential computing
4. Server, data, and file protection regardless of location

8. Forrester, The Total Economic Impact™ Of Microsoft Security February 2023
9. Microsoft internal research

AI ready

Azure helps you scale AI adoption by accelerating the reliability, security, and ongoing performance of your AI and cloud investments. Migrating to Azure gives you an optimized platform to fully embrace AI, without disrupting your current environment. A purpose-built AI supercomputing infrastructure improves AI performance and accelerates innovation, helping drive value faster while shaping the future of your business for success. And because Azure unifies data, apps, and infrastructure in the cloud for optimal latency, you gain cost-savings and a path to effectively infuse AI into your organization.

Benefits

1. Data collection and analysis from multiple sources
2. AI-enhanced central management
3. Rapid app development and scalability

10. Forrester, The Total Economic Impact ™ Of Migration For AI-Readiness June 2024, commissioned by Microsoft

81%
Of surveyed businesses said Azure increased their ability to change and improve AI[10]

2x
The simplicity to innovate with AI[10]

Cloud agility anywhere

Azure meets you where you are in your cloud journey with an adaptive approach that puts you in control of your migration pace. No matter the type of workloads—Windows Server, SQL Server, or Linux—Azure simplifies integration across hybrid, multicloud, and edge environments. The centralized platform connects your teams, sites, and systems, enabling secure and streamlined operations regardless of how complex your IT landscape may be.

Benefit

1. Best cloud for Windows Server and SQL Server
2. Proven platform for Linux
3. Strategic partnerships

Up to 150%

Increase in work output with Azure AI[11]

295%

ROI using Azure Integration Services[12]

11. A commissioned study conducted by Forrester Consulting/ The Total Economic Impact ™ of Microsoft Azure AI," April 2023
12. Forrester, The Total Economic Impact ™ Of Microsoft Azure Integration Services July 2023

Getting started

Every business has different needs. Xpress and Azure align to yours by offering a modern solution with the flexibility to mirror your business and goals. Your people get the tools they need to help them get more done and to help your business grow. Your data stays safe with industry-leading security. And whether you want to incorporate AI into your infrastructure today or tomorrow, Azure is ready when you are.

We offer

- **Consulting**

- **Proof of Concept**

- **Migration & deployment**

- **Security solutions for your cloud**

- **Cloud Managed services**
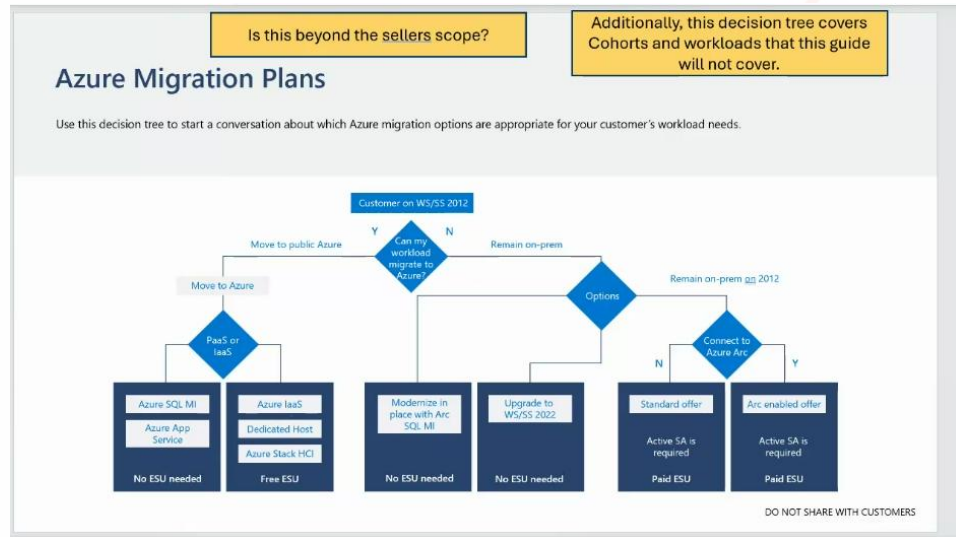
Not ready to migrate?

If you are not ready to migrate

We recommend upgrading to the latest version of Windows Server. This will provide you with the latest Windows Server features—including the latest security features—and deliver the best performance.

If you have workloads that cannot yet be migrated

We recommend Azure Arc, a bridge that lets you connect and operate hybrid resources as native Azure resources. Azure Arc provides the best way to modernize your heterogenous environments, while creating opportunity for future cloud migrations. You also get enhanced management, governance, and security across your on-premises and multicloud environments.

For customers with Arc-enabled Windows Servers and SQL Servers, Azure Arc also simplifies and streamlines their cloud migration as well.

Microsoft Azure

Single control plane with Azure Arc

Infrastructure

Connect and operate hybrid resources as native Azure resources.

Azure Arc-enabled infrastructure

Services

Deploy and run Azure services outside of Azure while still operating it from Azure.

Azure Arc-enabled services

Arc Server · K8s · Windows · SQL Server · SQL DB · PostgreSQL · Web Apps · Functions · Logic Apps · Machine Learning

Multicloud · Datacenter · Edge

paytronix

> " Microsoft has been crucial in our mission to build lasting relationships between brands and guests through data insights and technology. "
>
> —Jeff Hindman, CEO, Paytronix

Customer:
Paytronix

Industry:
Retailers

Size:
Medium (50–999 employees)

Country:
United States

Products and services:
Azure
Azure AI
Azure AI Studio
Azure Machine Learning

Read full story here

Microsoft Azure

Situation

Paytronix supports more than 1,800 customer brands, 700 clients, and 250 million unique customer profiles. The company wanted to find ways to improve scalability, performance, and reliability in order to position itself for growth.

Solution

Paytronix turned to Microsoft and, after a six-month planning process, completed the migration to Azure in under two hours. The solutions helps the company grow its business and operations at record speeds while saving on costs and benefiting from improved security.

Impact

The solution helps Paytronix provide a seamless data migration experience to 250 million unique users. It supports millions of daily client transactions with response times in milliseconds. The company has also experienced 20% faster processing times for bulk emails.

> **"** The financial world is based on legacy technology, and we are using the serverless cloud capabilities that the Microsoft platform provides to support a low-cost, real-time integration that is not possible with legacy server systems. **"**

—*Alex Tilcock, Chief Technology Officer, Treasury Curve*

Customer:
Treasury Curve

Industry:
Banking and Capital Markets

Size:
Small (1–49 employees)

Country:
United States

Products and services:
Azure
Azure SQL Database
FastTrack for Azure
Microsoft Entra ID
Power BI

Read full story here

Microsoft Azure

Situation

Treasury Curve, a fintech provider of treasury management solutions, realized its on-premises cloud platform would not support the company's anticipated growth.

Solution

Treasury Curve chose to move to Azure. Since migrating to Azure, the company is benefiting from an enhanced security posture and improved customer service and is better positioned for growth.

Impact

The company is saving 33% on server costs. It also has better price predictability and safeguards for valuable financial data. The solution has also positioned the company to easily scale with future growth.

Ready to move your workloads to Azure?

Let's discuss!

Contact Us

sales@xpress.co.in

Xpress.co.in [

Tel : 022 66122000