



Migrate to innovate

with Xpress and Microsoft Azure



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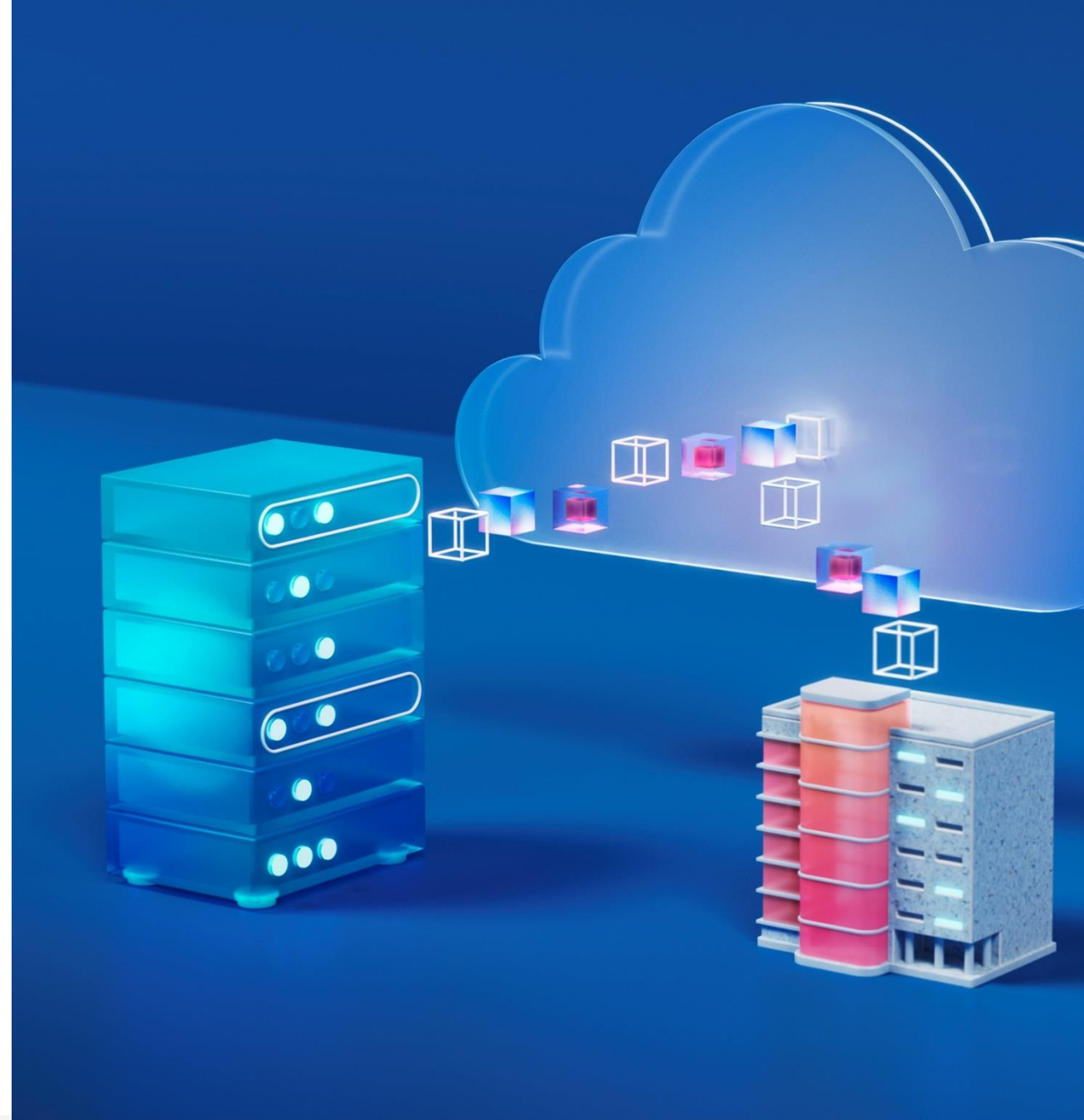
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Introduction

Organizations today want the agility of the cloud with the ability to harness the power of responsible AI.

On-premises AI solutions, however, require significant infrastructure investments, high maintenance, and workforce skills.

Xpress and Microsoft Azure meet you where you are in your cloud journey with the agility to innovate and fully embrace AI.

Azure is purpose-built for every workload—from applications and databases to operating systems and infrastructure—and secure from code to cloud.

Azure also has strategic partnerships for your largest third-party workloads such as VMware, SAP, Oracle, NetApp and Citrix.

Xpress is a Microsoft Cloud Solutions Partner, expert in Azure migration, management and support.

1. [Flexera State of the cloud 2023](#)

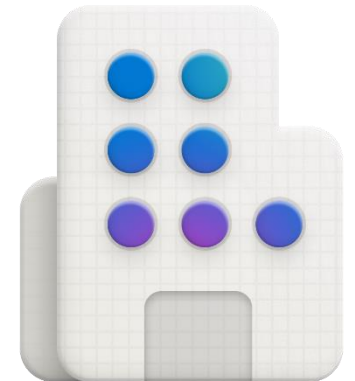
**Enterprises
are accelerating
digital
transformation**

72%

of surveyed organizations reported that the pace of digital transformation has been accelerating¹

87%

of surveyed enterprises are embracing a hybrid or multicloud strategy¹





Up to 80%

savings over standard pay-as-you-go rate of on-premises Microsoft Windows Server and Microsoft SQL Server licenses with Azure Hybrid Benefit²

Why migrate?

Migrating to Xpress and Azure holds huge potential for organizations looking to incorporate AI by providing the computational power needed to train sophisticated AI models. You also get a high return on investment (ROI) through improved performance and resilience and the ability to migrate at your own pace.

Benefits include:



Cost

Only pay for the resources and services you consume



Built-in protection

Get industry-leading, comprehensive, multilayered security



Time to market

Bring new products and services to your customers at an accelerated pace



Resiliency

Gain business continuity with disaster recovery and other backup strategies



Sustainability

Report on your IT carbon emissions so you can track progress on your sustainability goals



Scalability

Easily meet surges in customer demand without straining your infrastructure or budget

2. <https://azure.microsoft.com/en-gb/pricing/hybrid-benefit/#overview>

AI ready

Xpress and Azure helps you become AI ready with Azure AI and Copilot for Security. You gain low latency to run apps faster and more efficiently with the agility needed to scale with your AI solutions.

The three primary steps to be AI ready are:

1. Co-location to run all your workloads in a single location with the agility needed to scale your AI solutions.
2. Infusion of services such as AI and Copilot for Security to maximize value.
3. The application of secure and responsible AI principles throughout the AI adoption lifecycle.

1. [The Total Economic Impact™ Of Migration For AI-Readiness June 2024, commissioned by Microsoft](#)

Azure AI versus on-premises AI



increased work output with Azure AI

75%

reduced barriers to AI/machine learning

2x

easier to innovate with AI

Secure from code to cloud

Security is a top priority for businesses as they face increasing risk from constantly changing threats. Xpress and Microsoft offer built-in security, powered by AI, that gives you code-to-cloud protection, reducing risk within hybrid and multicloud environments. Foundational security provided by a team of experts and physical datacenters deliver multilayered security across cloud workloads.

Foundational security

10,000+

full-time security professionals

USD20 billion

in security investment over the next five years

65 trillion

global signals daily

100+ compliance certifications—

The most in the cloud industry

Built-in security



Microsoft
Defender for
Cloud



Microsoft Sentinel



Azure
network security



Confidential
computing



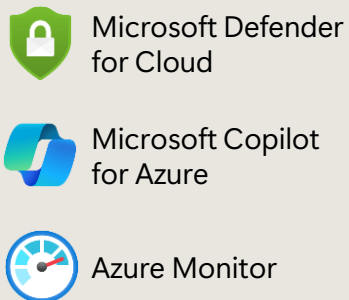
GitHub
Advanced Security

Cloud agility anywhere

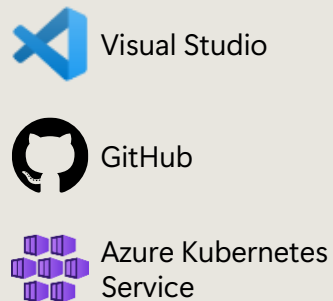
Enabling cloud agility is not a one-size fits all proposition. Xpress and Azure meets you where you are with an adaptive cloud approach to migrate on your terms—whether it's moving to Azure infrastructure as a service (IaaS), platform as a service (PaaS), or the edge. Regardless of the path you choose, you receive a consistent way to manage all your infrastructure and apps no matter where they reside.

Azure has a breadth of services to apply your adaptive approach

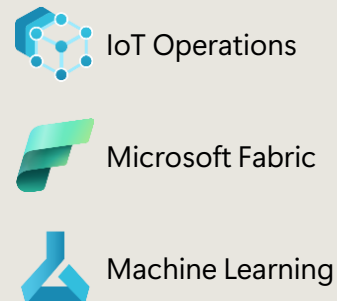
Operate with AI-enhanced central management



Rapidly develop and scale applications across boundaries



Cultivate data and insights across physical operations



Azure meets you where you are with an adaptive cloud approach

Migrate apps, data, and infrastructure

Easily migrate to IaaS or flexible PaaS services for industry-leading performance, availability, and reliability

Extend to hybrid, multicloud, and edge

Unify siloed teams, distributed sites, and sprawling systems into a single operations, security, application, and data model with Azure Arc

Purpose built for all workloads

Xpress and Azure is purpose-built for your workloads, providing scalable storage, unmatched uptime, strategic partnerships, and native integrations to maximize performance. Azure is the only cloud provider that has a partnership with Oracle to run OCI workloads in Azure datacenters. And with SAP, we offer 139 SAP-certified virtual machines for HANA, significantly more than any other provider.



Strategic partnerships



- Only cloud provider to run Oracle Cloud Infrastructure (OCI)
- VMware workloads can be moved to Azure for an identical VMware environment in the cloud with Azure VMware Solution (AVS)



Linux and PostgreSQL



- A purpose-built platform for Linux and open-source software with flexible licensing options such as Azure Hybrid Benefit for Linux
- The best TCO on Azure (versus any other cloud)



Windows Server and SQL Server



- Significant cost-savings with Azure Hybrid Benefit
- Free Extended Security Updates for end-of-support workloads
- Simplified VM management with Azure Automanage

80%

Reduction in datacenter spend¹

1. A commissioned study conducted by Forrester Consulting/The Total Economic Impact™ Of Red Hat Enterprise Linux On Microsoft Azure, 2024



Getting started

Azure meets you where you are in your cloud journey by enabling you to respond to pressing priorities and innovate with AI. Purpose-built for all workloads, with security from code to cloud, Azure can help you realize amazing value, with strategic partnerships that help maximize ROI.

When it comes to migration, experience and expertise matter. We know the ins and outs of integrating and migrating to Azure services.

Utilizing Azure migration tools and best practices ensures a smooth transition. Our customization capabilities help address and support your specific needs.

We offer

- **Comprehensive management and monitoring services.**
- **Expert guidance and planning through an assessments of your current environment.**
- **Ongoing support and management to help monitor, maintain, and support your Azure solution and optimize performance.**
- **Cost optimization with tools to track and manage cloud spending efficiently.**
- **Setting up high availability and disaster recovery solutions ensures business continuity.**



Customer:

Greggs

Industry:

Consumer goods

Size:

Corporate (10,000+ employees)

Country:

United Kingdom

Products and services:

Microsoft Azure

Microsoft Azure Arc

Microsoft Defender

Cloud App Defender

Defender for Cloud

[Read full story here](#)



“Azure Arc supports us by freeing up our time from the day-to-day activities of the technical team and focusing on the customer value-add activities. It helps us to make sure that services are always on at the right time for the customer.”

—Scott Clennell, Platform and Infrastructure Services Manager, Greggs

Situation

Greggs had a complicated and disparate IT landscape to manage. It wanted to move most of its infrastructure to the cloud. It needed a way to understand and manage migration and integration.

Solution

The company began with Log Analytics Workspace Insights, using the mapping feature to understand the status of its 500 Azure Arc-enabled servers. It gained centralized management with Azure Arc and added Defender for Endpoint and Defender for Cloud.

Impact

Greggs gained significant security benefits—like Microsoft Secure Score, compliance scoring, and assessments. The central aggregation of logs shows if a security event occurs across multiple devices, so IT can pinpoint causes.



Customer:
Sentara

Industry:
Healthcare

Size:
Corporate (30,000+ employees)

Country:
United States

Products and services:
Microsoft Azure
Azure VMWare Solution



“We were one of the first major health systems to go fully cloud. We ended up leveraging Azure VMware Solution to put it in cloud.”

—Matt Douglas, Chief Enterprise Architect, Sentara



Situation

Sentara is one of the main health systems between North Carolina and Washington, DC. To protect health data records against growing threats, the healthcare system wanted to move to the cloud while ensuring access to on-premises apps.

Solution

Sentara chose Azure VMware Solution to move legacy applications to the cloud, which enabled it to retain full access and meet regulatory compliance.

Impact

Using Azure VMware Solution, Sentara was able to gain the security of the Azure cloud and move entirely to a cloud-based model. It also moved workloads using automation tools, eliminating the time and cost of manual migration.



Customer:

NTT Ltd.

Industry:

Other

Size:

Corporate (10,000+ employees)

Country:

United Kingdom

Products and services:

Azure
Azure Backups
Azure Monitor
Azure Site Recovery
Azure Virtual Machines
Azure VMware Solution
Microsoft 365
Microsoft Cloud
Microsoft Power Platform

[Read full story here](#)



“Azure helps us consolidate through decommissioning applications and workloads by up to a third. In a central operating model, we no longer need decentralized support, helping us achieve an operational cost reduction of roughly 30 percent.”

—Pascal Weiss, Regional Chief Information Officer for Asia Pacific, NTT Ltd.



Situation

Global IT infrastructure and services company NTT Ltd. faced challenges managing a complex network of on-premises digital environments. Constraints resulted in the inefficient allocation of resources and difficulties in governance and financial processes.

Solution

NTT Ltd. initiated an organization-wide migration to Microsoft Azure to centralize and optimize digital operations. Learnings from a successful initial APAC datacenter migration resulted in the creation of a playbook to facilitate migration on a global scale.

Impact

Benefits include consolidation and centralization of security, support, and operations, resulting in accelerated time-to-market capabilities, a reduction of operational cost within IT by 30 percent, and overall cost savings of up to USD5 million.



Customer:
Chevron

Partner:
SAP

Industry:
Energy

Size:
Corporate (10,000+ employees)

Country:
United States

Products and services:

Microsoft Azure
Microsoft Azure Active Directory
Microsoft Azure Backup
Microsoft Azure DevOps
Microsoft Azure Monitor
Microsoft Azure NetApp Files
Microsoft Azure Site Recovery
Microsoft Power BI
SAP on Azure

[Read full story here](#)



“Between cyberthreats, divestitures, and acquisitions, SAP on Azure and the Microsoft Cloud gives us the reliability, agility, and scalability to stay responsive to business needs.”

—Paul Brody, Digital Core Technical Platform Product Manager, Chevron

Situation

Chevron is undertaking a transformation initiative that includes the migration of its on-premises environment and a multiple-year greenfield implementation of SAP S/4HANA to realize greater value through increased scale, agility, and data.

Solution

The company migrated its on-premises enterprise resource planning system from a relational database management system to SAP HANA on Azure to maintain business continuity and extend asset life cycles.

Impact

With SAP on Azure, Chevron is gaining enhanced flexibility, scalability, and reliability. And by developing more data- and automation-driven processes, the company is responding to business requirements faster and more easily.



Customer:
Georgia Banking Company

Industry:
Banking and capital markets

Size:
Medium (50–999 employees)

Country:
United States

Products and services:
Azure
Azure Active Directory
Azure Backup
Azure Virtual Desktop
Azure VPN Gateway
Dynamics 365
Microsoft 365 Defender
Microsoft 365 E5
Microsoft Defender for Cloud
Microsoft Intune
Microsoft Purview Data Loss Prevention
Microsoft Sentinel
Microsoft Teams
Microsoft Teams Phones
SharePoint
Surface
OneDrive
Windows Hello for Business

[Read full story here](#)



“Rebuilding enterprise-grade datacenters would have cost us USD1.6 million. Migrating to Azure costs USD12,000 per month, and after five years, our total cloud spend would be around USD720,000. For half the cost of datacenter refresh, we have better usability, scalability, and visibility.”

—Neil Natic, Chief Information Officer, Georgia Banking Company

Situation

Georgia Banking Company needed a security solution that would keep customer data as safe while also gaining cost and management advantages of vendor consolidation.

Solution

The bank went all in on Microsoft Security solutions, beginning with Microsoft Entra and Intune to support its Zero Trust strategy. It closed its datacenters to embrace Azure and replaced other solutions with Microsoft Sentinel, Defender for Cloud, and Microsoft 365 Defender.

Impact

Georgia Banking Company is now 100 percent cloud-based, with a tightly coordinated security and productivity tool set that has significantly lowered costs and management efforts. Thanks to the resulting efficiency, GBC onboarded 38 employees in one day. And the bank has improved its customer service and its prominence in the community.



Ready to migrate to innovate with Azure?

Let's discuss your Azure migration strategy and help you unlock the full potential of the cloud. Reach out today to get started.

Contact Us

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