Microsoft Azure

Azure Partner Community Meeting!

November

Partnerorganisationens Azure Community!

Per Malmqvist
Partneransvarig

Johan Nordberg
Partner Solution Architect

Julia Henriksen
Azure Success Manager

Roger Morell
Partner Technology Strategist

Sofia Andersson
Partner Solution Sales

Håkan Forsberg
Partner Solution Architect

Adam Palm
Partner Technology Strategist

Karl Young
Partner Solution Sales

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Azure

Agenda

- **Cloud Migration Factory** – Allt du behöver veta och kunna för att göra ditt första CMF-project
- **Evigt lärande** – viktigt I en föränderlig bransch, vad erbjuder vi för skilling-möjligheter?
- **Azure Updates från Ignite!** Roger langar de senaste nyheterna från förra veckans Ignite!

Mats Dannetun
Cloud Solution Architect
Microsoft Customer Succes Unit

Jenny Långström
Training Program Manager

Roger Morell
Partner Solution Architect

CMF | Workloads & Execution Focus

Jumpstart Azure journey for Microsoft Cloud Workloads through Microsoft delivery at no cost

Migrations
Jumpstart

WS & Linux Migration + AVS+ Windows Arc Enablement	RDS to AVD Migration	SQL Migration & SQL Arc enablement	NoSQL & OSS Databases	App Migration (PaaS)	Security	Analytics	AI
• Rehost of Windows and Linux servers From On-prem, AWS, GCP, To: Azure VMs • Azure VMware Solution: Factory to migrate servers, apps, and DBs into AVS • Azure Arc Enabled deployment (ESU + Windows Server Management)	• Modernize on-prem RDS to AVD • Migrate on-prem Citrix to AVD	• Rehost/Refactor migration From SQL Server On-prem, AWS, GCP; To: Azure SQL MI, Azure SQL DB, SQL Server on Azure VMs • Automated scripts for SQL Arc Enabled deployment	**NoSQL:** • On-prem Cassandra to Azure MI for Apache Cassandra • On-prem MongoDB to Azure Cosmos DB for MongoDB **(vCore)** **OSS Databases:** • MySQL/PostgreSQL to Azure DB for MySQL/PostgreSQL • Single Server to FlexServer	• .NET, Java Apps On-Prem to PaaS • Containerized workloads On-Prem to AKS/ACA • Apps/Self Hosted K8's running on Azure VM's to PaaS • WordPress migration to App Service • Other Cloud providers to Azure: AWS EKS, ECS to AKS & ACA • OpenShift to ARO migrations	**Defender for Cloud** • Cloud Security Posture Management (CSPM) • Cloud Workload Protection (CWP) **Sentinel** • Accelerate Sentinel adoption with proven best practice use cases • Accelerate migration from Splunk to Sentinel	• Lakehouse deployment (Data migration, Buil d MVP for initial use case) • SQL Server Reporting Services to Power BI • SSAS/Analysis Services to Power BI • P SKU to F SKU migration • Real-Time Analytics	• Deployment of AOAI use cases: Conversational AI/Search, Virtual Assistant, Doc Intelligence, Personalized content, LLMOps, Agentic Workflows, Image Analysis • POC, Architecture Design, Landing Zone for AOAI, Prod deployment, Solution Optimization

Lift & Shift (rehost) of dependent applications to Azure VMs or App Service (no refactoring/code change)

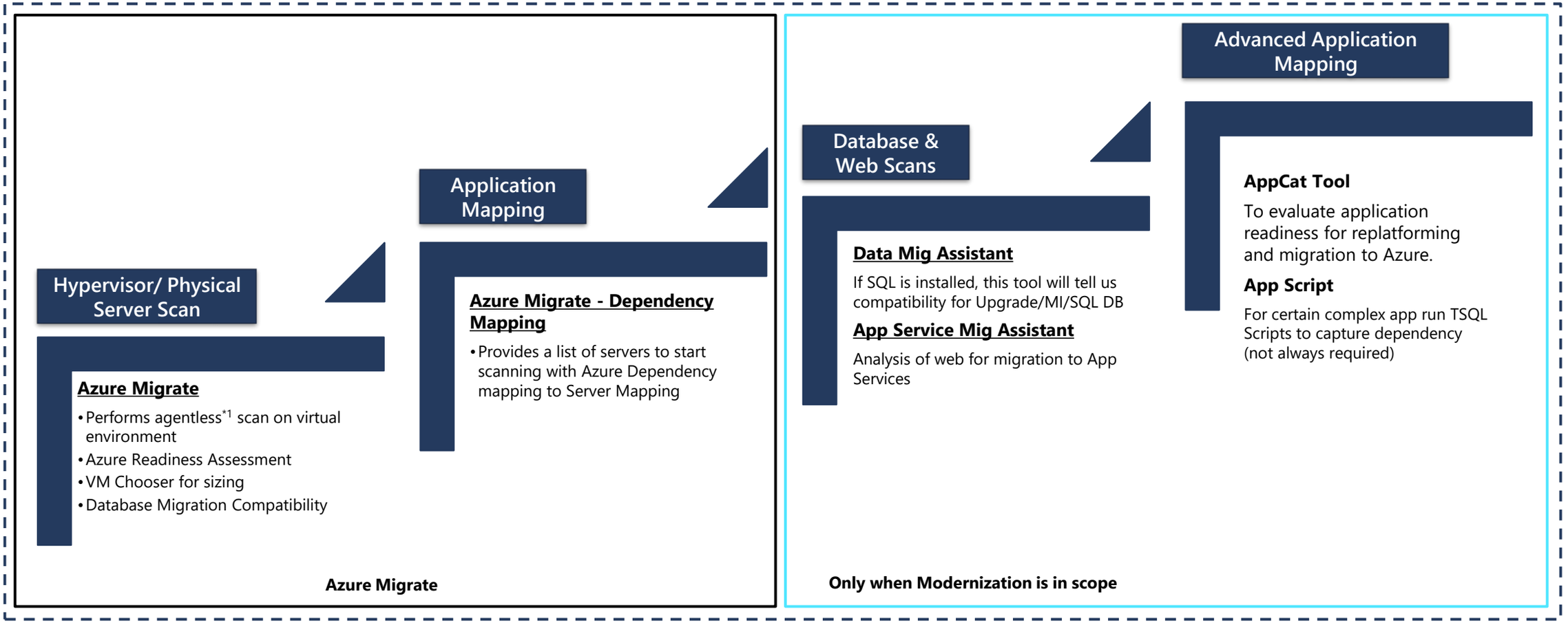
Current localized coverage:

All Time Zones:	English
ASIA:	Chinese, Japanese
EMEA:	Germany, French
LATAM:	Spanish, Portuguese

Nomination Acceptance Criteria:

- Customer Sponsorship secured
- Scope is confirmed and aligned with CMF scope
- All customers, any size Migration (**no minimum** size)
- Execution Method (Hands-on-Keyboard or Screen-Share guidance)

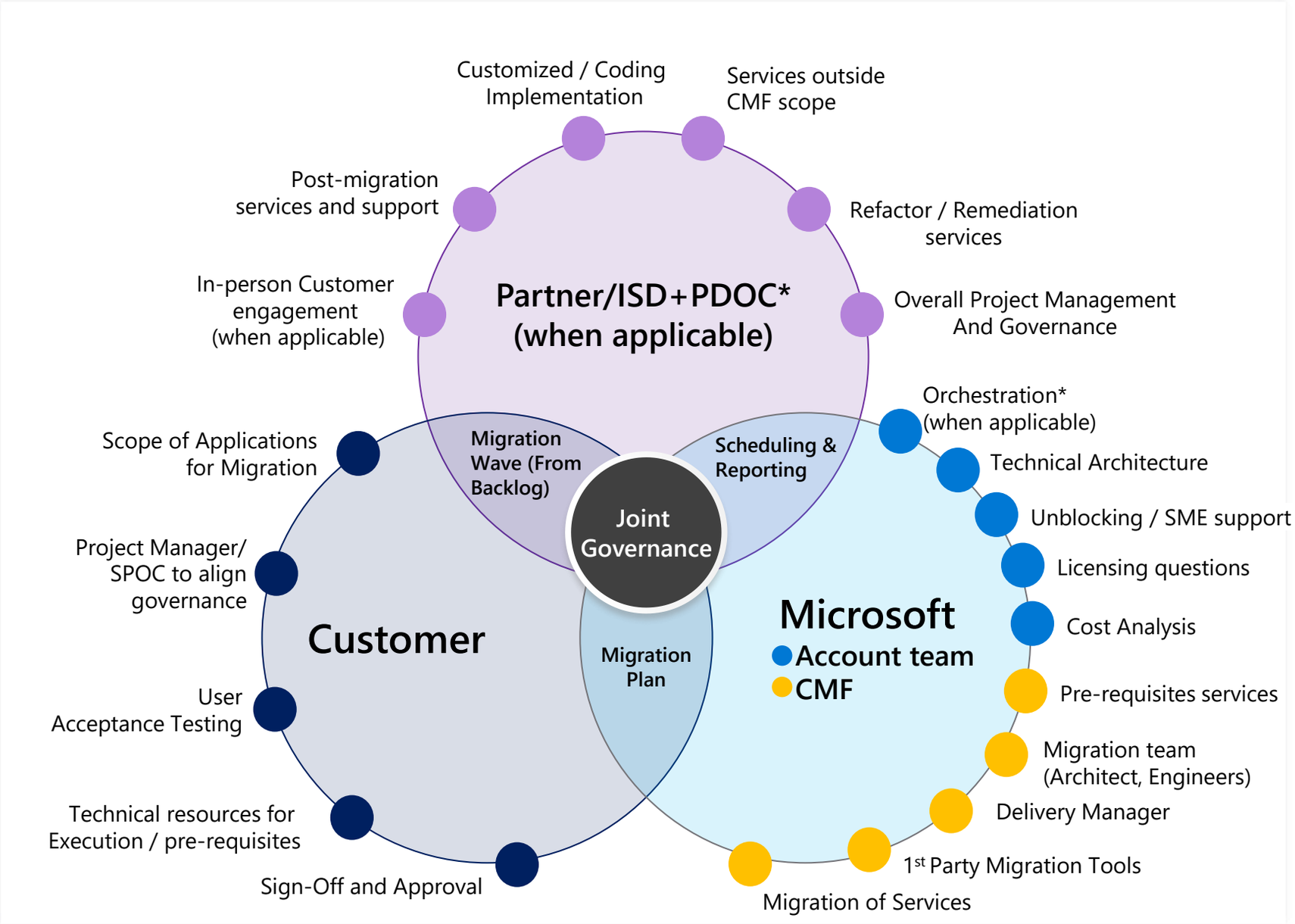
CMF | Tooling for pre-migration assessment & migration



*1 – Agent if environment is Physical servers or Xen Citrix.

CSU Migration Factory supports first party tools/services for migration only.

CSU Migration Factory Model – Shared Responsibility



*** Partners/ISD+PDOC:** Partner/ISD+PDOC owns overall cloud journey engagement; Factory delivers migration scope under Partner/ISD+PDOC Project Manager.

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CMF | P+F engagement model

Partner or CMF
Based on each project

Decision is made by partner depending if CMF services are enough for the project:

- ALZ – Portal Accelerator and no customization (for Azure Native) and HCX setup only (for AVS)
- Assessment – Azure Migrate assessment (DB, Application Mapping and code) only

Existing

Backlog of Applications & Services

Waves of Applications or Services 2-to-4-week sprints

- Migration Project Governance
- Change Management
- Architecture Design & Whiteboard Sessions
- Migration Planning & Resourcing (joint with CMF)
- Assessment (Technical)
- Migration (pre-requisites, test and cutoff)
- Validation (servers & services running)
- Application Config/Test
- Post Migration Services (Load Balancing, DR, Backup, Clean up, Consolidation and Perf. Testing, etc.)
- Landing Zone (portal accelerator)
- Cloud Enablement & Training
- Network and Security Services (DNS, Firewall, Domain Controllers and User credentials, etc.)

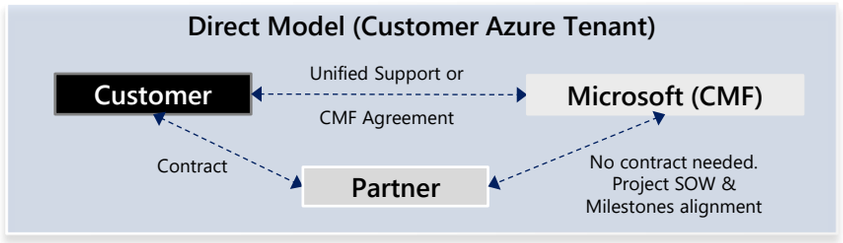
Partner | CMF

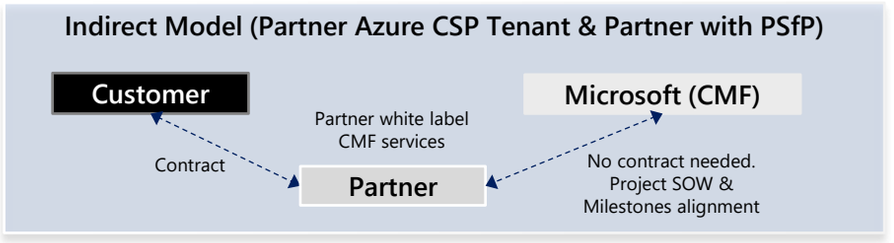
All partner services are eligible for Microsoft funds incentives!

Azure
(or Arc Connected)

Migrated Applications & Services

Contract Engagement framework





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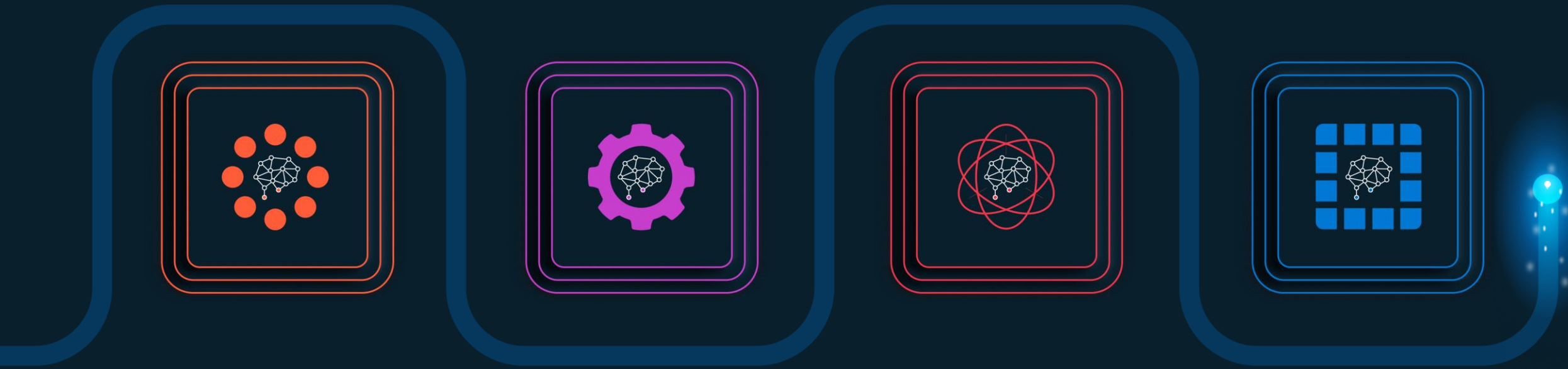
A skills-first approach to AI

upskill across every business function

The AI learning journey



Understanding AI

Preparing for AI

Using AI

Building AI solutions

A functional perspective to AI learning

to help develop, deploy, and make use of new AI solutions, all organizations must upskill their entire workforce in AI

Enable AI strategy across leadership teams

Help ensure that **business leaders** have the knowledge to develop cohesive AI strategies

Prepare IT to enable IT systems

Help ensure that **technical teams** have the skills to train and deploy new solutions

Train developers to build new solutions

Help ensure that **developers** have the skills to customize and build new AI solutions

Empower AI utilization and use cases across the organization

Help ensure that **business users** have the skills to utilize these new tools

Microsoft Learn
- a source of skilling resources

Skilling Playbook to Get Started

Microsoft Learn for Organizations

Microsoft Events Catalog

Microsoft Applied Skills Credentials

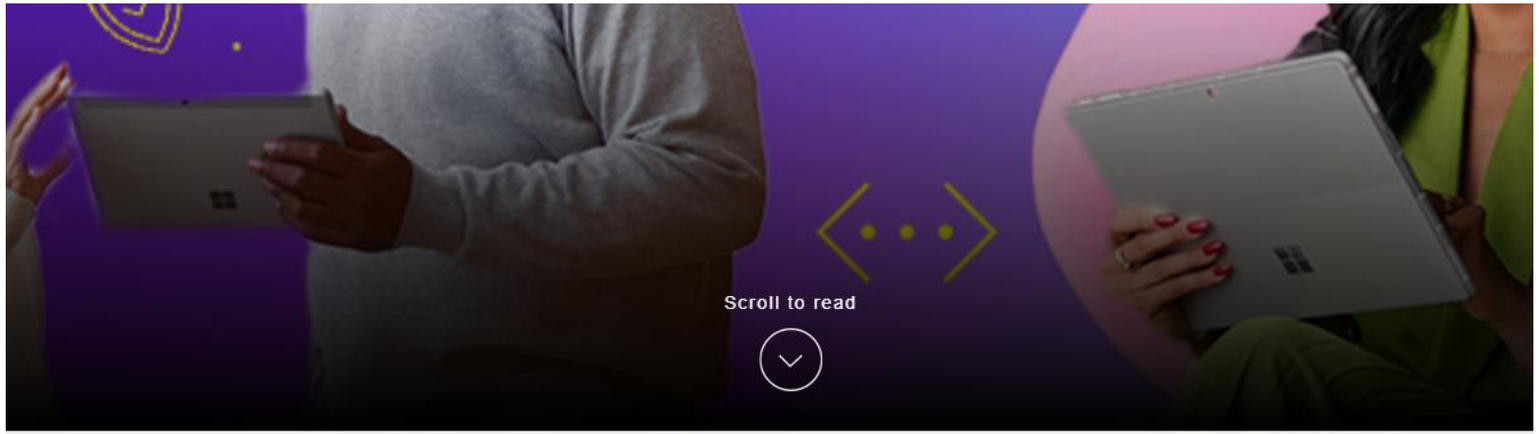
Microsoft On-Demand Instructor-Led Training

Microsoft Learning Rooms

Microsoft Certification Credentials

Nyheter från Ignite

Microsoft Ignite 2024 Book of News



MICROSOFT IGNITE 2024

BOOK OF NEWS

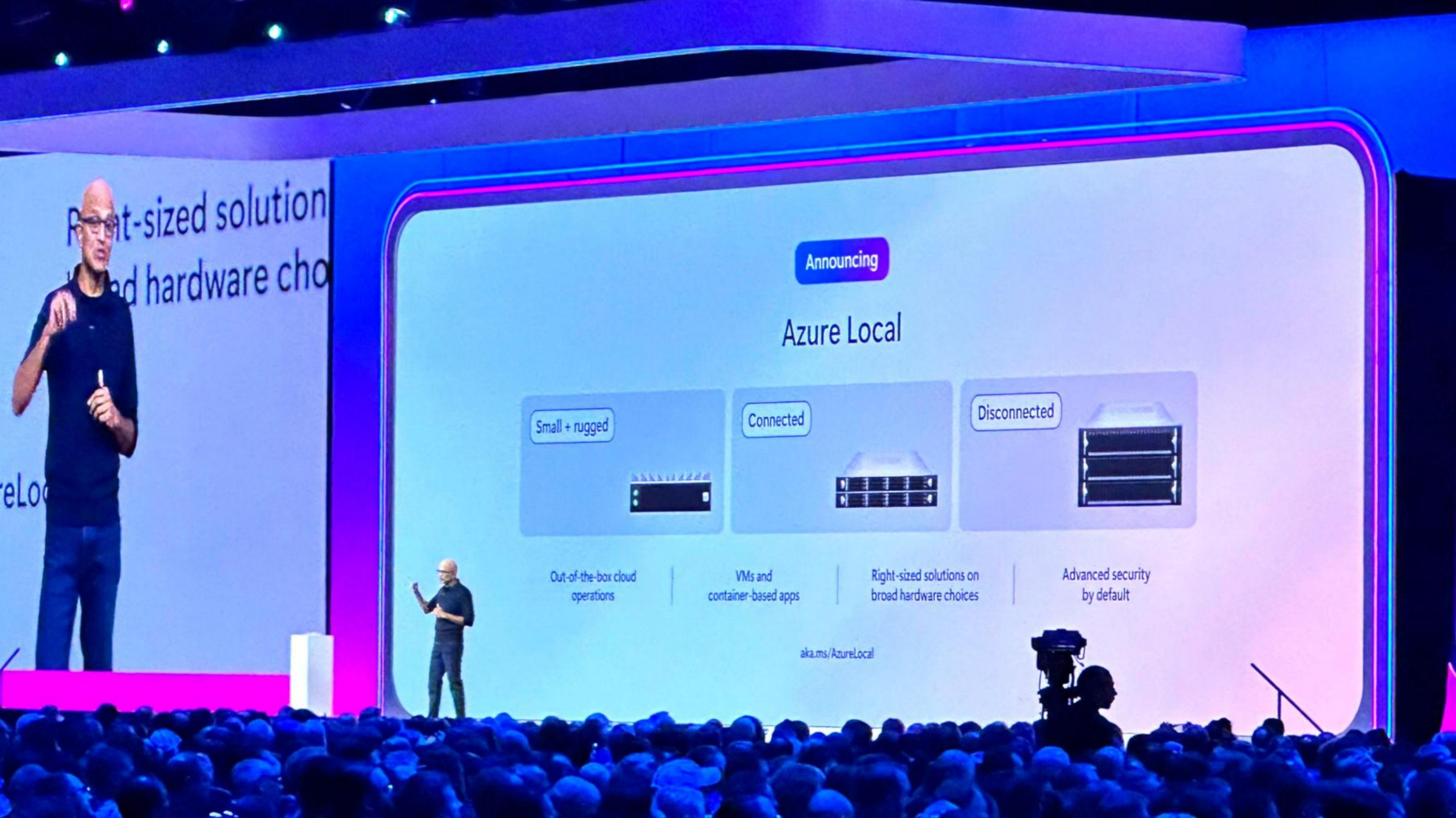
November 19 - 21, 2024

Welcome to Microsoft Ignite, our annual event that spotlights the updates and creations that enable customers, partners and developers to unleash the full potential of Microsoft's technology and change the way people

FORE

[Introducing Azure Local, cloud infrastructure for distributed locations enabled by Azure Arc]

AZURE ARC BLOG — 11 MIN READ


Announcing
Azure Local
Small + rugged
Connected
Disconnected
Out-of-the-box cloud operations
VMs and container-based apps
Right-sized solutions on broad hardware choices
Advanced security by default
aka.ms/AzureLocal

Deploy Azure Local

Instance details

Instance name * Contoso-01

Region * (US) East US 2

Select the machines to use and validate

Selecting more than one machine creates a multi-node instance. How do I add a machine?

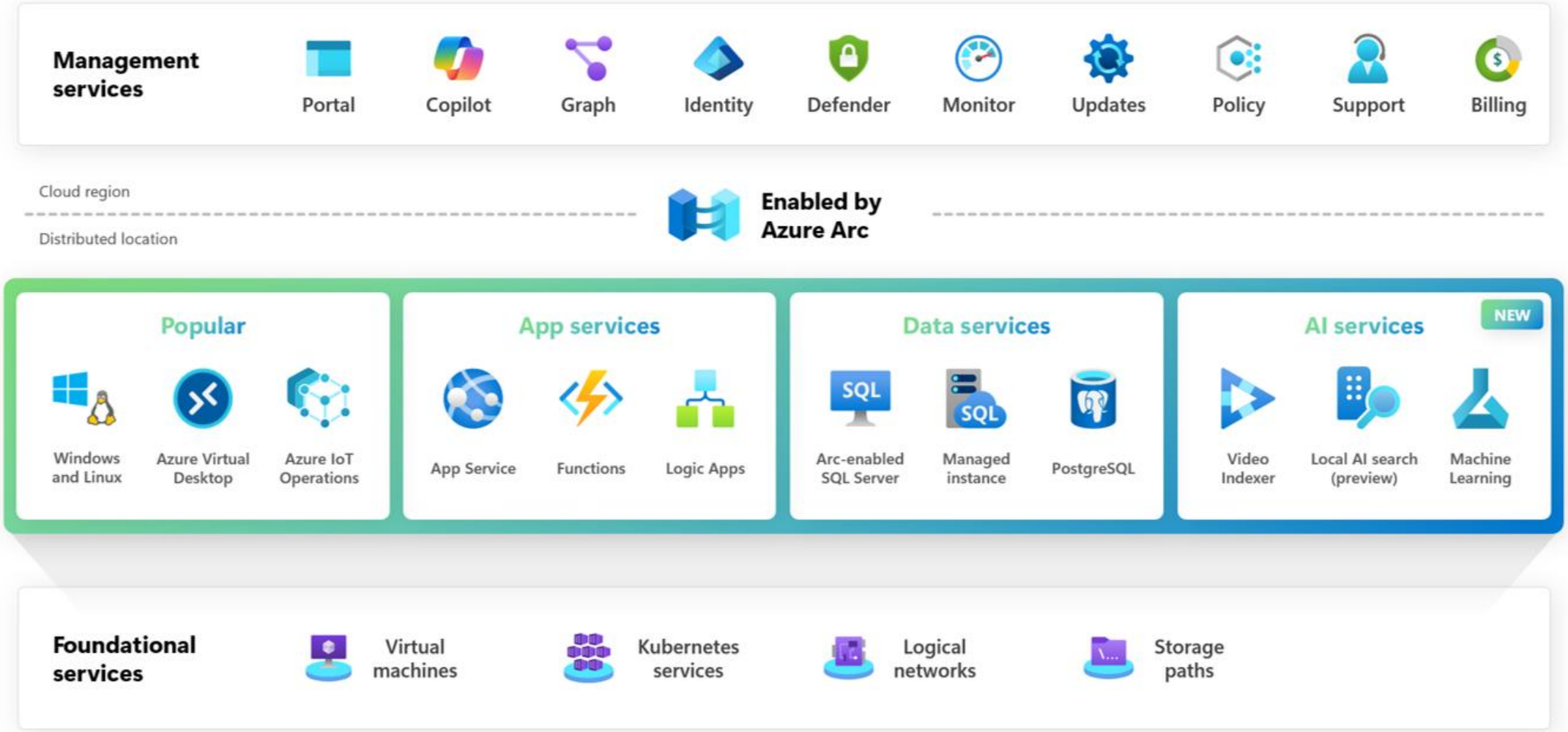
Add machines Refresh

Name	Status	Operating system	Model
Store-771-Node1	Ready	Azure Stack HCI	Lenovo ThinkAgile MX455v3
Store-771-Node2	Ready	Azure Stack HCI	Lenovo ThinkAgile MX455v3

Install extensions | Validate selected machines

Identity provider

Identity provider for instance * Active Directory


Management services
Portal
Copilot
Graph
Identity
Defender
Monitor
Updates
Policy
Support
Billing
Cloud region
Distributed location
Enabled by Azure Arc
Popular
Windows and Linux
Azure Virtual Desktop
Azure IoT Operations
App services
App Service
Functions
Logic Apps
Data services
Arc-enabled SQL Server
Managed instance
PostgreSQL
AI services
NEW
Video Indexer
Local AI search (preview)
Machine Learning
Foundational services
Virtual machines
Kubernetes services
Logical networks
Storage paths

Disconnected operations for Azure Local overview (preview) - Azure Local | Microsoft Learn

Disconnected operations for Azure Local (preview)

Article • 11/21/2024 • 2 contributors

Feedback

In this article

Overview
Why use disconnected operations?
Supported services
Prerequisites
Show 2 more

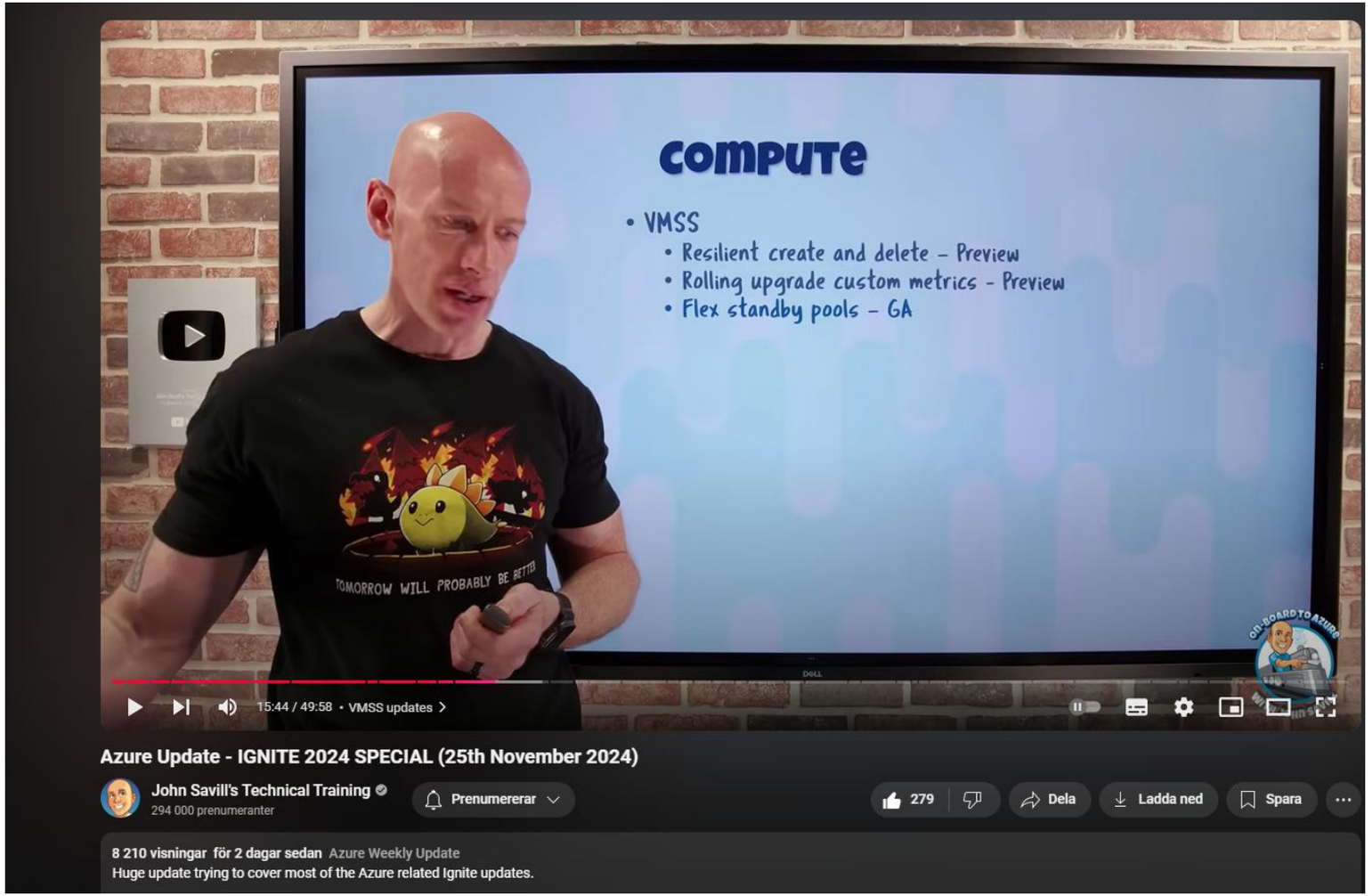
Applies to: Azure Local, version 23H2, release 2411 and later

This article describes disconnected operations and how they can be used in the deployment and management of your Azure Local.

Important

This feature is currently in PREVIEW. See the Supplemental Terms of Use for Microsoft Azure Previews.

https://youtu.be/DwnAd_UE8n4?si=f_12q78oozuwdnxt



Azure Skilling

Azure Certification Week!

2-6 December

För dig som föredrar lärarledda sessioner

[Microsoft Partner Skilling Hub - Certification Week for Microsoft AI Cloud Partner Program - Azure]

Microsoft Partnerpodden

Microsoft

★ 4,7 (23) • Affärsliv • Teknologi

Följer

• **Bästa AI-tjänsten på Azure du inte visste fanns**
Microsoft Partnerpodden

När man byggt och skalar AI-lösningar stöter man sannolikt på ett specifikt problem, nämligen att slå i taket för rate limits och hur många requests man kan göra under en viss tid. Ett sätt att hantera detta är att ha flera instanser av AI-modellerna och växla mellan dom. I det här avsnittet pratar jag med Simon Kurtz om hur GenAI Gatewa...

Sep 30 • 31 min 19 sec

RISE & AI
Microsoft Partnerpodden

RISE - Research Institute of Sweden - är ett forskningsinstitut med många grenar och expertområden. I det här avsnittet zoomar vi in specifikt på AI-området och pratar med Johan Sanneblad och Sverker Janson om AI, svensk AI och självkörande bilar. Hosted on Acast. See acast.com/privacy for more information.

Sep 23 • 48 min 54 sec

Copilot för Security
Microsoft Partnerpodden

Copilot för Security är släppt och vi har hjälp av Sebastian Trumstedt och Björn Axell från Microsoft för att lära oss mer om vad den kan hjälpa till med. Hosted on Acast. See acast.com/privacy for more information.

Sep 9 • 51 min 44 sec

Död åt alla lösenord! Nu pratar vi Entra, Passkeys och Verified Id
Microsoft Partnerpodden

Vi pratar Entra, Entra Id, varför lösenordet borde dö, passkeys, verified id och förbättringar av Entra External Id (tidigare Azure AD B2C) Hosted on Acast. See acast.com/privacy for more information.

Sep 2 • 46 min 46 sec

FastTrack för M365
Microsoft Partnerpodden

Visste du att Microsoft och Partners kan hjälpa dig att komma igång att använda alla tjänster som ingår i din M365-licens? Beskrivning av FastTrack-förmånen: FastTrack Center Benefit for Microsoft 365 - FastTrack – Microsoft 365 | Microsoft LearnMer detaljerad beskrivning av vilket stöd som ingår Products and Capabilities - FastTrack –...

Aug 26 • 41 min 16 sec

Nästa Partner Community Call

Djupdykning i Azure AI med Håkan Forsberg
och Joakim Åström