

# Preparing for Your Cloud Journey with Microsoft

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Cloud Solution Architect - 2023

# Agenda

- CAF overview
- Programs / co-selling
- Q&A

Going from Jernbanetorget to Ekebergparken



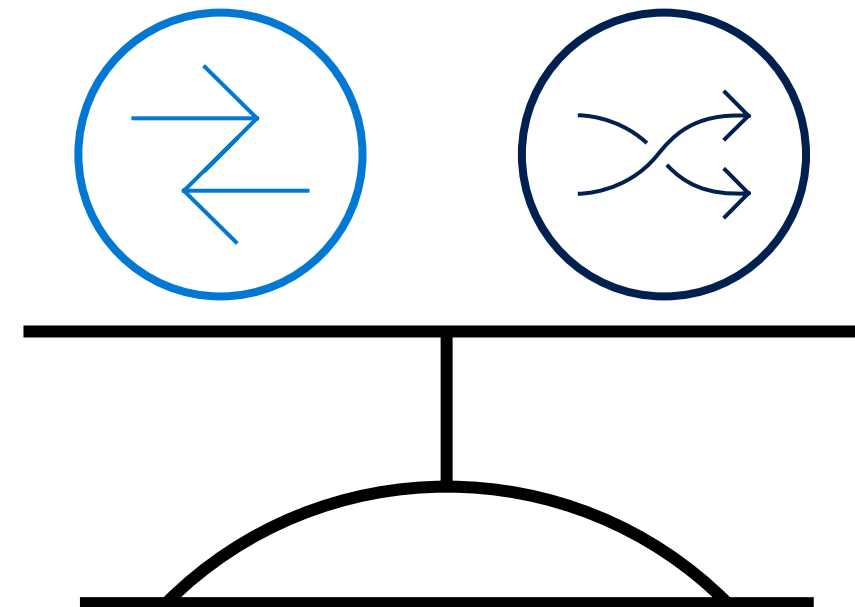
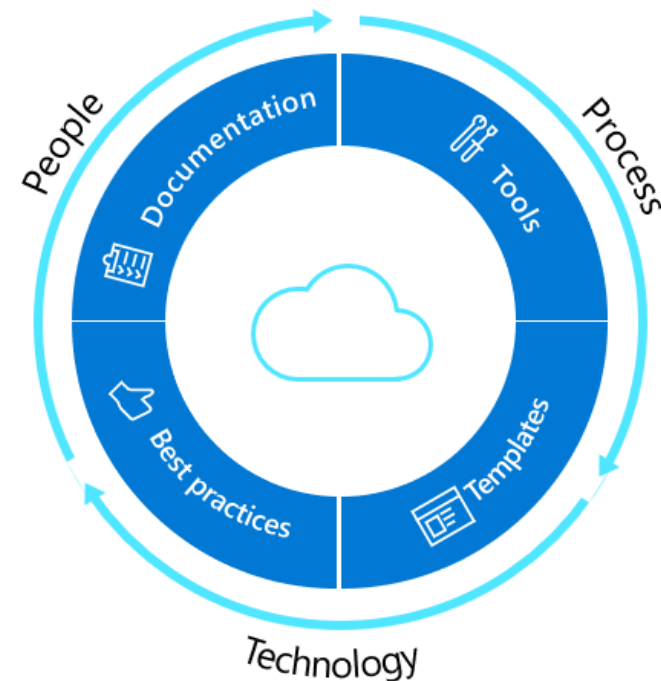
# Trikk Tram

- ▶ Stoppested bare i pilretningen  
Stop in direction of arrow only
- Begrenset driftstid, se tidtabellen  
Restricted service, consult the timetable
- Ⓣ Overgang T-bane  
Metro interchange
- 🚂 Overgang tog  
Railway interchange
- 🚢 Overgang båt  
Boat interchange
- 20 Overgang høyfrekvent bybusslinje  
High frequency city bus line interchange
- 🚌 Regional bussterminal  
Regional bus terminal

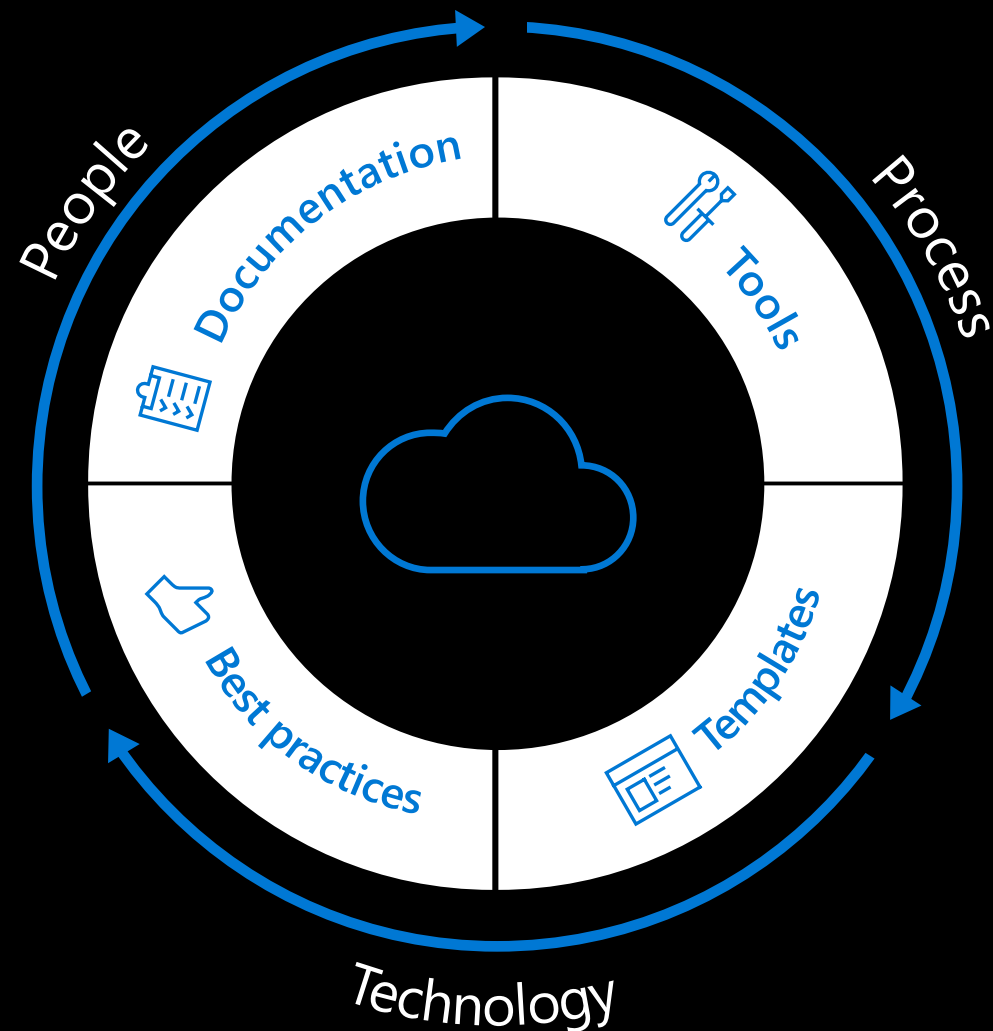


# Why was Cloud Adoption Framework (CAF) created?

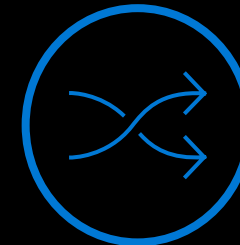
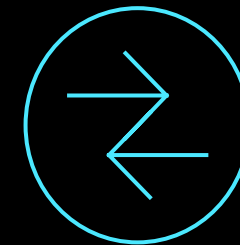
- The goal of CAF is to provide unified One Microsoft customer guidance for Azure adoption aligned to their motivations and expected outcomes.
- CAF is a framework which is designed to span the customer's entire cloud adoption lifecycle. The framework contains multiple methodologies and processes.



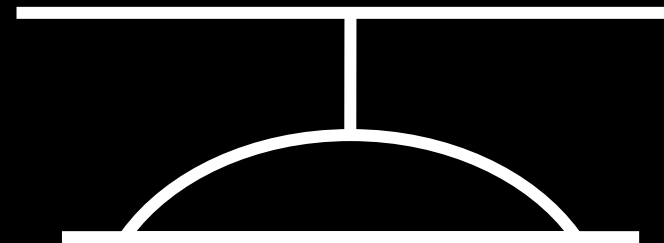
# Achieve balance. Deliver modernization



Control &  
Stability



Speed &  
Results

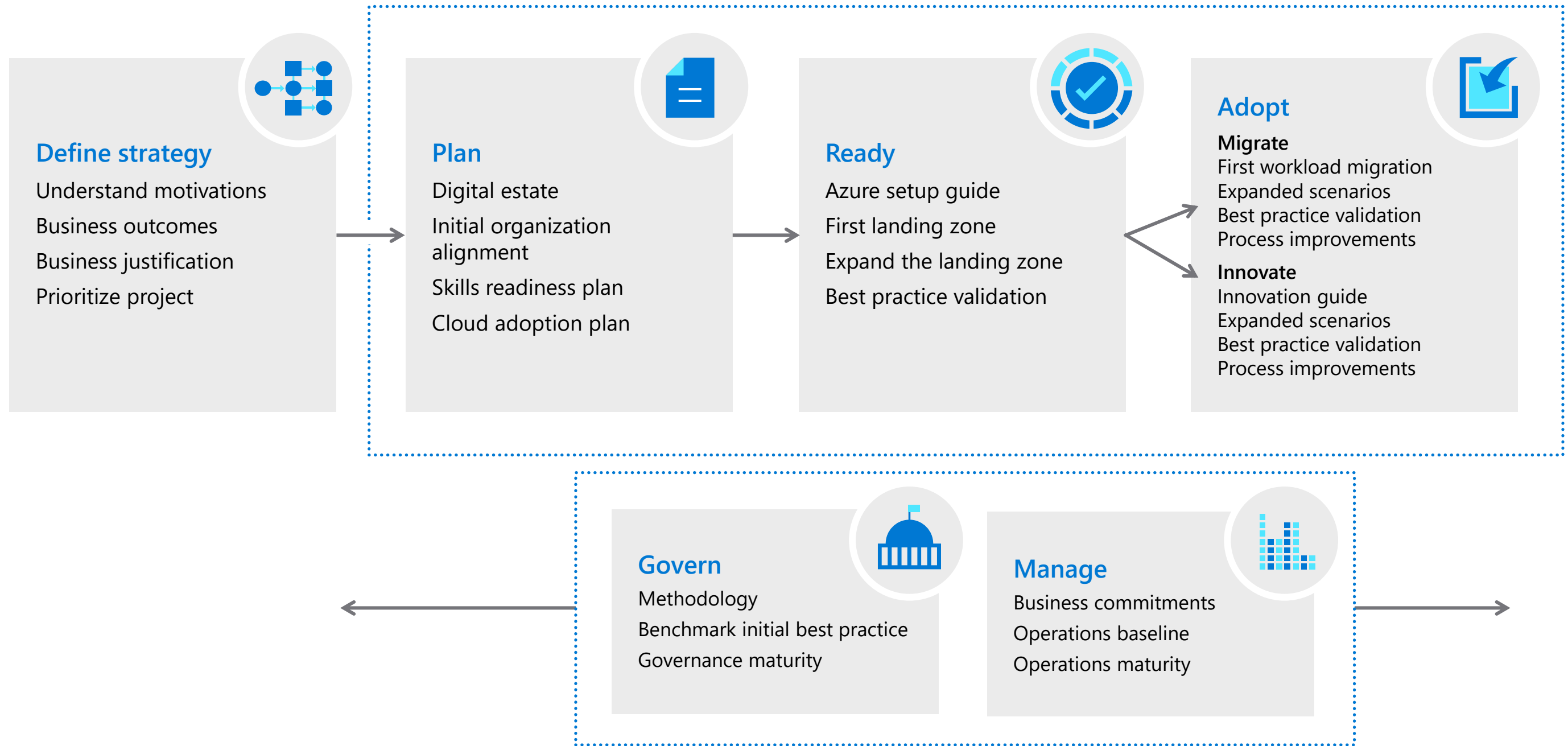


**Align**—business, people and technology strategy.

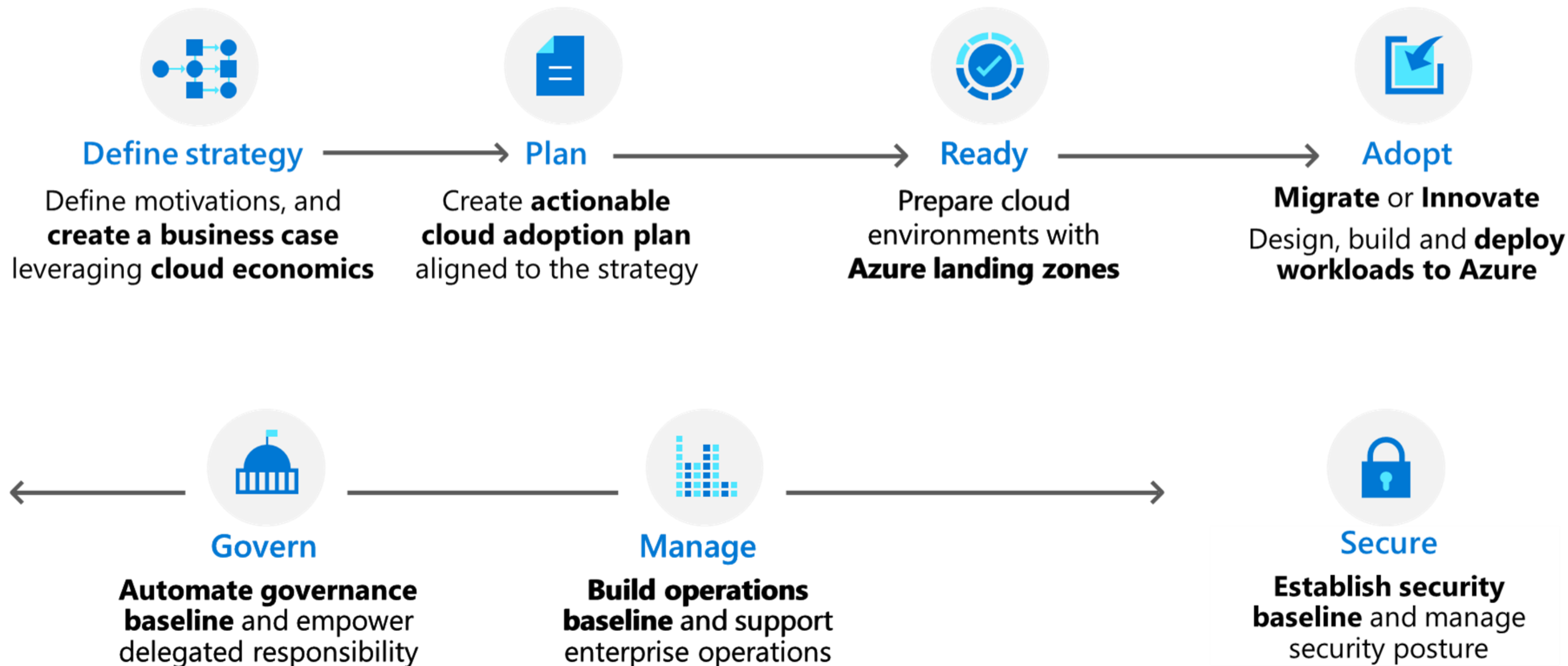
**Achieve**—business goals with actionable, efficient, and comprehensive guidance.

**Deliver**—fast results with control and stability.

# Microsoft Cloud Adoption Framework for Azure



# Microsoft Cloud Adoption Framework for Azure





An iterative process  
that supports your  
business ... as it evolves





## Strategy

The cloud journey starts with defining the strategy by understanding motivations, identifying the business outcomes, evaluating the financial and technical considerations, and creating a business case for moving to the cloud. This stage is about understanding the 'why' behind your cloud adoption journey.



Define motivations  
for moving to the cloud



Identify and document  
business outcomes



Evaluate financial & technical  
considerations



Create a business case

## Plan

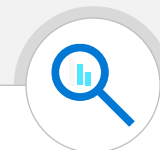
This stage is about understanding 'who' in your organization will be leading the efforts, developing the right organizational structure, including a Cloud Center of Excellence and other readiness teams. This is also where you define the backlog of work including what workloads are going to move in the short, medium and long term and build that into an actionable cloud adoption plan.



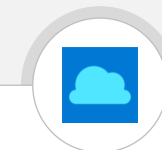
Rationalize digital estate



Initial Organization Alignment



Identify skills gap  
and define readiness plan



Define cloud adoption plan

# Before you begin.....

Let's take a few minutes to capture the current state of your cloud adoption using the

["Cloud Journey Tracker"](#)

The screenshot displays a dashboard titled "Your cloud adoption journey" with a grid of six cards. Each card represents a stage in the cloud adoption process, including its proficiency level, a brief description, and a list of associated resources or tools. A link at the bottom of the dashboard allows users to view a summary of their answers.

### Your cloud adoption journey

- Define Strategy** (PROFICIENT)  
Defining business justification and expected outcomes ahead will set you up for success.  
| [Drivers for moving to the Cloud](#)
- Plan** (FOCUS)  
Align actionable technology projects to business outcomes.  
| [Azure DevOps Plan Generator](#)  
| [Lightweight Initial Organization Alignment](#)  
| [Template for planning cloud adoption](#)  
[Show more](#)
- Adopt** (FOCUS)  
Prepare the people, culture and environment for change.  
| [Migrate Decision Guide](#)  
| [SRs of Rationalization](#)  
| [Innovation Template](#)  
| [AMP survey](#)  
| [Migration Tooling](#)  
| [Best Practices Under Migrate](#)  
[Show less](#)
- Operate** (PROFICIENT)  
Govern and manage resources, people, business processes.  
| [Process for Long Term Org Alignment](#)  
| [Starting an internal Cloud Strategy Team](#)
- Ready** (RECOMMENDED)  
Align actionable business outcomes.  
| [Learning M...](#)  
| [Quickstart](#)  
| [Ready - Re...](#)
- Base Card**  
Govern and manage resources, people, business processes.  
| [Process for Long Term Org...](#)  
| [Starting an internal Cloud...](#)

[View a summary of your answers](#)

# Define Strategy

Document your cloud strategy to help stakeholders understand the business outcomes the organization is pursuing by adopting the cloud

1

## Motivations

Understand motivations to move to cloud

2

## Business Outcomes

Engage stakeholders to document specific business outcomes

3

## Business Justification

Develop a business justification that supports your motivations and outcomes

4

## Identify First Project

Leverage business and technical criteria to choose your first project

# Cloud Adoption Motivations

Engage stakeholders across business and technology to understand your motivations for cloud adoption



## Critical Business Events

- Data center exit
- Mergers, acquisition or divestiture
- Reductions in capital expenses
- End of support for mission critical technologies
- Regulatory compliance, data sovereignty requirements
- Reduce disruptions and improve IT stability



## Migration Motivations

- Cost Savings
- Reduction in vendor or technical complexity
- Optimization of internal operations
- Increase business agility
- Prepare for new technical capabilities
- Scale to meet market demands
- Scale to meet geographic demands



## Innovation Motivations

- Prepare for new technical capabilities
- Build new technical capabilities
- Scale to meet market demands
- Scale to meet geographic demands
- Improve customer experiences / engagements
- Transform products or services
- Disrupt the market with new products or services

# Prioritize project

Choose the first project by using a clearly defined criteria and business outcomes to achieve



## First Project Criteria

- Should align with your motivations for cloud adoption
- Should demonstrate progress towards a defined business outcome



## First Project Expectations

- Project is a source of learning.
- It might result in production deployments, but it will probably require additional effort first.
- The output of this project is a set of clear requirements to provide a longer-term production solution.



## First Project Examples

*for each motivation category*

- **Critical business events:** Use Azure free HA/DR benefits of SQL Server Software Assurance to stand up a DR location in Azure.
- **Migration motivations:** Start with a noncritical workload and use Azure readiness guide and the Azure migration guide for guidance
- **Innovation motivations:** Creation of a targeted dev/test environment can be a great first project.

# Demo – Cloud Journey Tracker



# Putting together your plan





# Plan

Cloud adoption plans convert the aspirational goals of the cloud adoption strategy into actions. It will help guide technical efforts, in alignment with the business strategy.

**1. Rationalize Digital estate**  
Rationalize your digital estate to determine best approach to cloud adoption

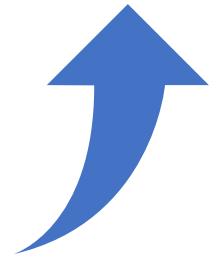
**2. Initial org alignment**  
Align governance and cloud adoption to mitigate risks

**3. Skills readiness plan**  
Get your people ready by identifying skills gap and plan

**4. Cloud adoption plan**  
Create an actionable cloud adoption plan that aligns to your business strategy

# Rationalize digital estate

Cloud rationalization is the process of evaluating assets to determine the best approach to hosting them in the cloud (public or hybrid).



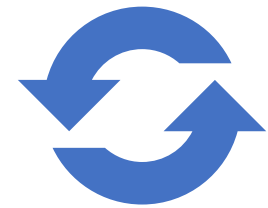
## Rehost

*Moves a current state asset to the chosen cloud provider, with minimal change to overall architecture, aka lift and shift*



## Refactor

*Modernize to platform-as-a-service, creating significant savings in application and data management and administration*



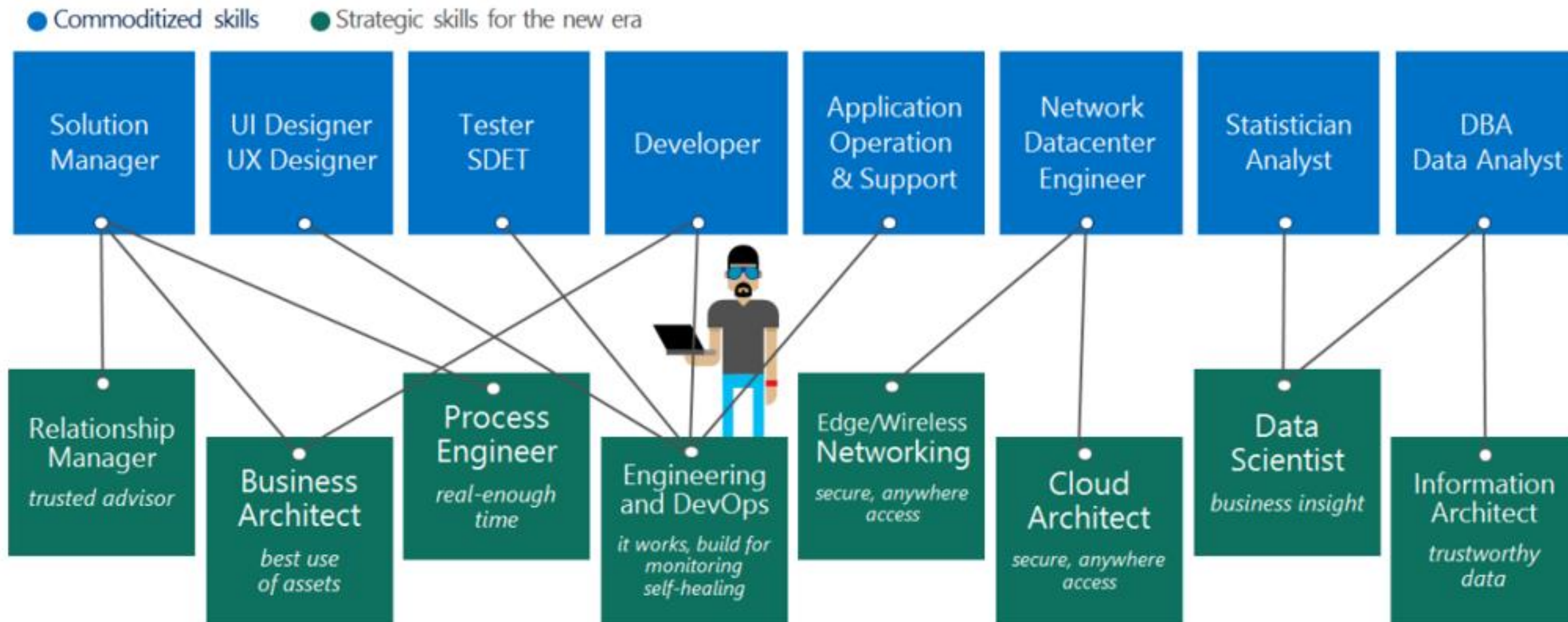
## Retire

*Retiring assets can produce significant savings in annual operating costs and up-front migration efforts*

- **High level rationalization** simplifies decision making to answer the key question about an asset – to rehost, refactor or retire? More detailed rationalization with 5R(s) happens in the 'Adopt' phase
- While cloud adoption team executes first workload migration, the cloud strategy team uses the **Incremental approach** or 'Power of 10' where they select the first 10 applications to migrate

# Plan | Skills Readiness Plan

Cloud computing is a technology shift and a new set of skills are required to support cloud solutions



1. Identify the gaps

2. Look across teams

3. Create an org-wide learning plan

# Plan | Cloud Adoption Plan

Translate strategy and effort into an actionable cloud adoption plan

- **Prerequisites:** Confirm that all prerequisite steps have been completed before you create your plan.
- **Define and prioritize workloads:** Prioritize your first 10 workloads to establish an initial adoption backlog.
- **Align assets:** Identify which assets (proposed or existing) are required to support the prioritized workloads.
- **Review rationalization:** Review rationalization decisions to refine adoption-path decisions: Migrate or Innovate.
- **Define iterations and releases:** Iterations are the time blocks allocated to do work. Releases are the definition of the work to be done before triggering a change to production processes.
- **Estimate timelines:** Establish rough timelines for release planning purposes, based on initial estimates.

# Azure DevOps Cloud Adoption Plan Generator

Leverage Azure DevOps to log and track your cloud adoption plan

<https://azuredevopsdemogenerator.azurewebsites.net/>

Epic	>	👑 Cloud Adoption Strategy
Epic	>	👑 Cloud Adoption Plan
Epic	>	👑 Cloud Ready
Epic		👑 Cloud Innovation
Epic	∨	👑 Cloud Migration
Feature	>	🏆 First Workload
Feature	>	🏆 First Host
Feature	∨	🏆 Workload Template
User Story	>	📄 Prerequisites
User Story	>	📄 Assess the workload
User Story	>	📄 VM - UX Server
User Story	>	📄 VM - Middle Tier
User Story	>	📄 VM 3 - SQL Server
User Story	>	📄 Test Workload
User Story	>	📄 Optimize Workload Assets

📌 TASK 142

## 142 Migration tool choice(s)

📧 Unassigned 💬 0 comments Workload Template ✕ +

State	● New	Area	Cloud Adoption Plan Master
Reason	🔒 New	Iteration	Cloud Adoption Plan Master

---

**Description**

Evaluate the approach to migrate the workload based on future state architecture decisions <https://docs.microsoft.com/en-us/azure/architecture/cloud-adoption/decision-guides/migrate-decision-guide/>

**Planning**

Priority  
2

Activity

# Strategy & Plan Workshop Flow

## Session 1:

Suggested time: 2-4 hours

### Define your cloud strategy

- Introduction to Cloud Adoption Framework
- Deep Dive on Strategy
  - Assess current state with Cloud Journey Tracker
  - Understand motivations & business outcomes
  - Evaluate financial & technical considerations
  - Define a business case

### Output:

- Documented cloud strategy including
  - Prioritized motivations & objectives
  - Key applications/workloads identified for cloud adoption

### Suggested Participants

- Strategy Team
- IT and Business Leadership
- Cloud Center of Excellence / Central IT

### Tools and Assessments:

- [Cloud Journey Tracker](#)
- [Strategy and Plan Template](#)

## Session 2:

Suggested time: 2-4 hours

### Define the cloud adoption plan

- Recap of session 1
- Deep dive on Plan
  - Rationalize digital estate
  - Stakeholder alignment
  - Readiness & Skills
  - Build & operationalize a cloud adoption plan through DevOps

### Output:

- Completed strategy and plan document capturing:
  - Prioritized workloads
  - Skills readiness plans
- Documented Cloud adoption plan

### Suggested Participants

- Strategy Team
- IT and Business Leadership
- Cloud Center of Excellence / Central IT

### Tools and Assessments:

- [Strategic Migration Assessment & Readiness tool](#)
- [Azure DevOps plan generator](#)

## Final Outcome:

### Actionable Strategy & Plan Document

[Your organization Name]

#### Microsoft Cloud Adoption Plan

[Date]

#### Executive Summary

[Overview of your business priorities, timelines and milestones in the upcoming year for successful cloud adoption. Also include prioritized projects and criteria for such projects.]

#### Define Strategy

##### Motivations and drivers

Why do you want to adopt the cloud? Are there critical business events driving your decision? Do you have specific business [motivations](#)?

[Understand and describe business situation, implications and details on business events driving the move to the cloud]

##### Business outcomes

What are the expected [business outcomes](#) from adopting the cloud? Collect them in the corresponding table below, organized by priority.

##### High Priority

Stakeholder:	Outcome:	
Business Drivers	KPI	Capabilities
List any business drivers	List success metrics	List necessary capabilities

##### Mid Priority

Stakeholder:	Outcome:	
Business Drivers	KPI	Capabilities

Or, Deployable [Azure DevOps plan templates](#)

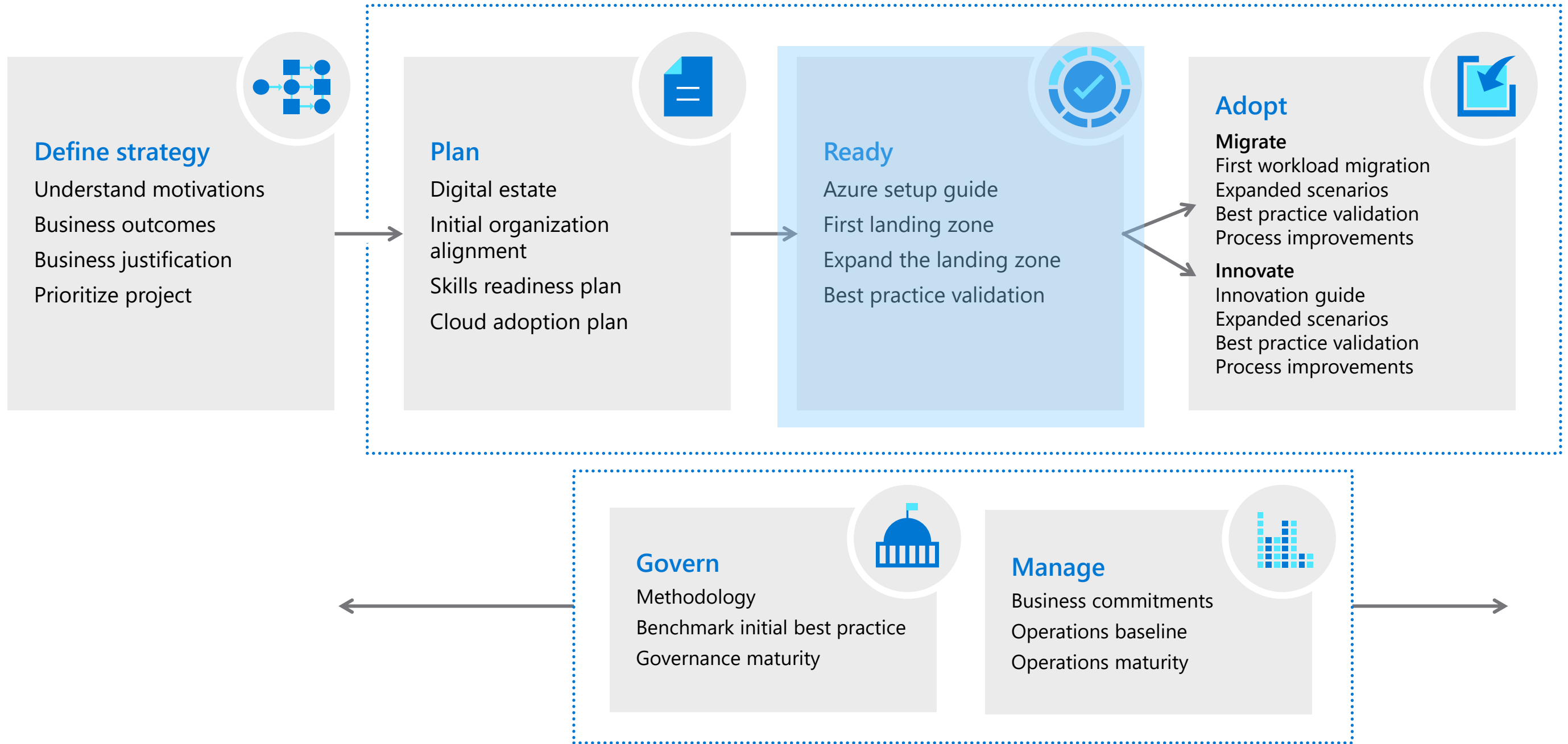
\*This workshop excludes solution architecture related discussions and is focused primarily on business and strategy

# Demo – ADO plan



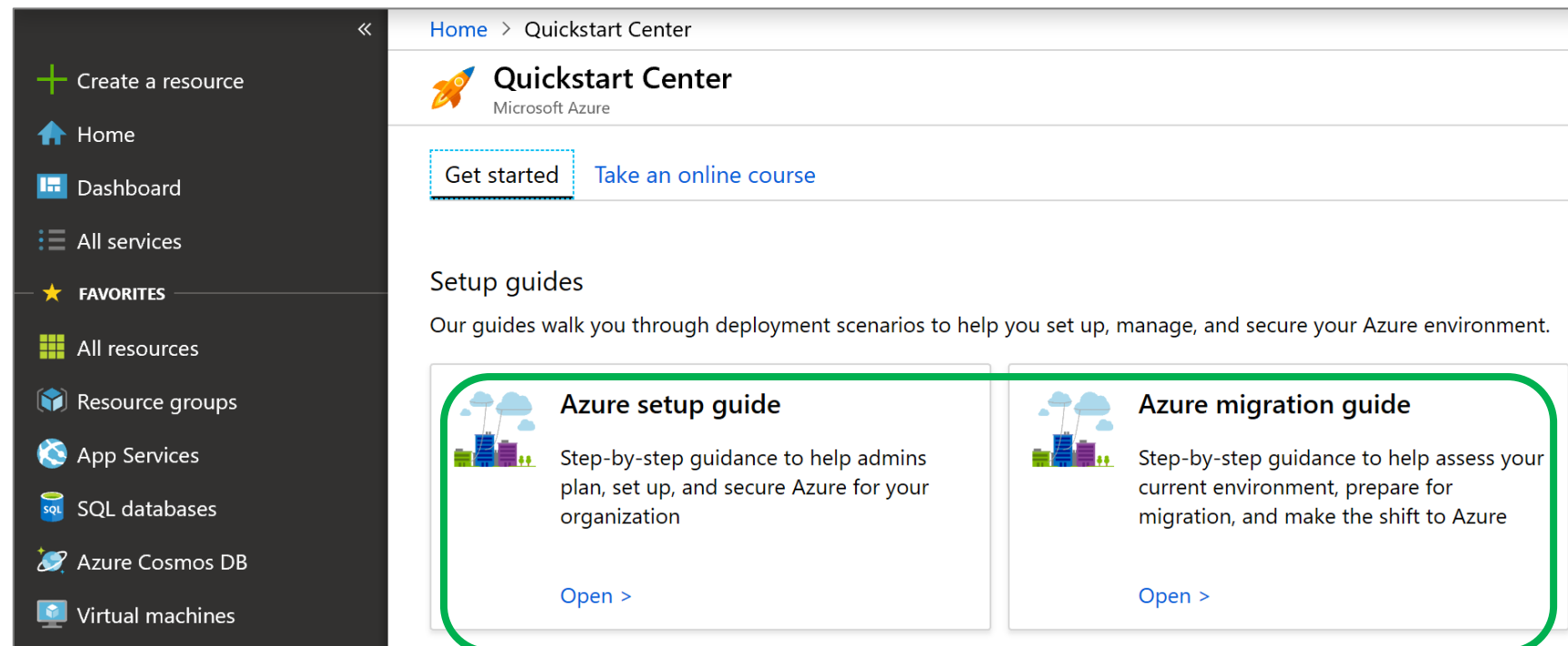


# Microsoft Cloud Adoption Framework for Azure



# Ready | Azure Setup Guide

- Prepare the cloud environment before building and deploying solutions using Azure services
- The Azure Setup Guide provides guidance on how to organize resources, control costs, and secure and manage your organization helping you create your landing zone in Azure

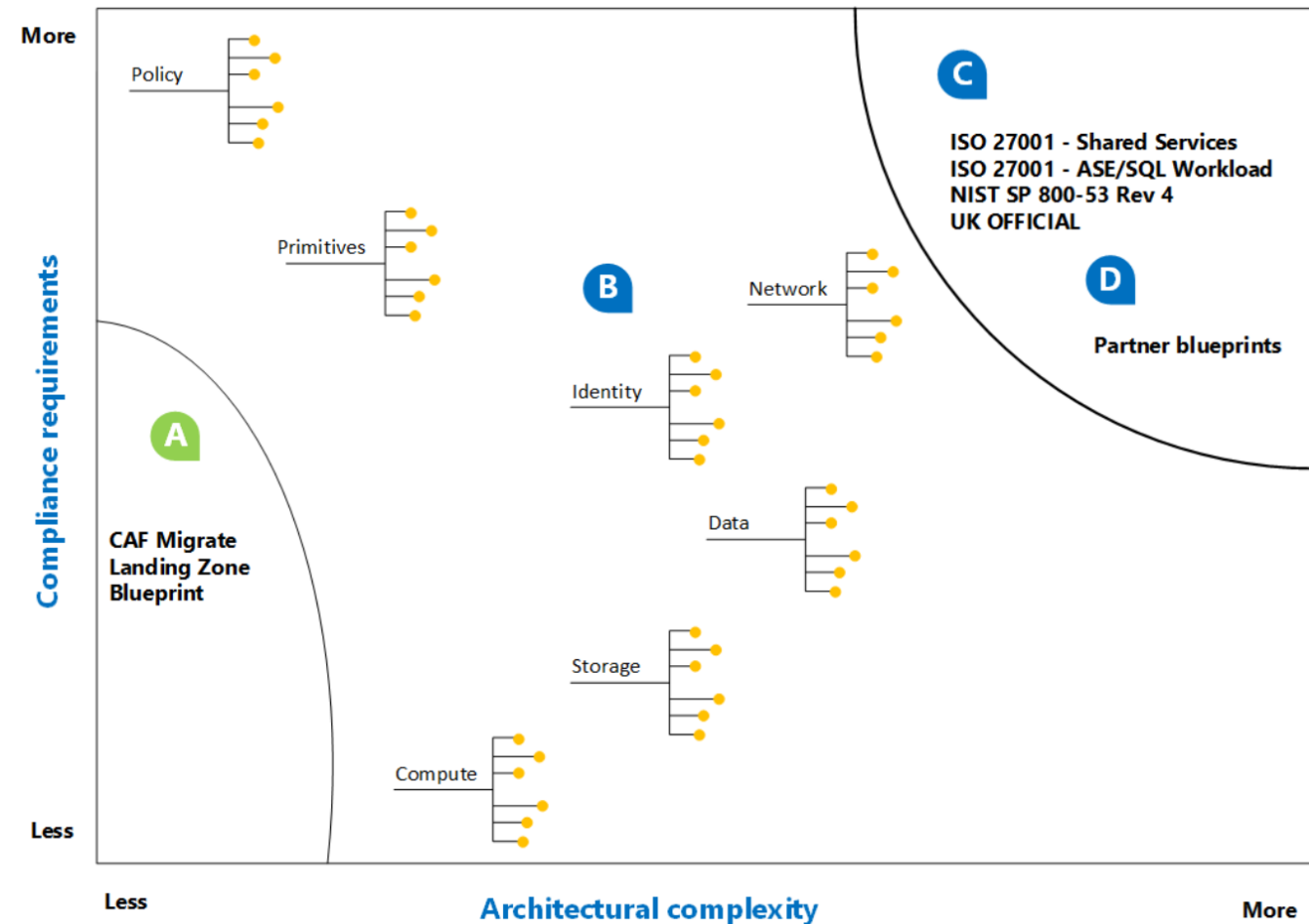


The guide is also published in the **Azure Quickstart Center** [Aka.ms/aqc](https://aka.ms/aqc) within the Azure Portal

# Prepare first landing zone

Landing zone is the environment that is provisioned to host workloads being migrated from an on-premises environment into Azure.

- The [Cloud Adoption Framework migrate landing zone blueprint](#) creates a base landing zone which can be customized to meet your specific needs.
- Or your own **Landing Zone IP**
- **2 approaches:**
  - Start small and expand
  - Enterprise scale
- [Start VS Align VS Enhance](#)
- Various landing zone accelerators available for use.



# Ready | Recommended Practices

Leverage best practices in Cloud Adoption Framework to help your teams establish and prepare the Azure environment. These include guidance in the areas of:

- [Azure fundamentals](#)
- [Networking](#)
- [Identity and Access Control](#)
- [Storage](#)
- [Databases](#)
- [Cost Management](#)

# Governance



# People and Culture

> Define People and Culture

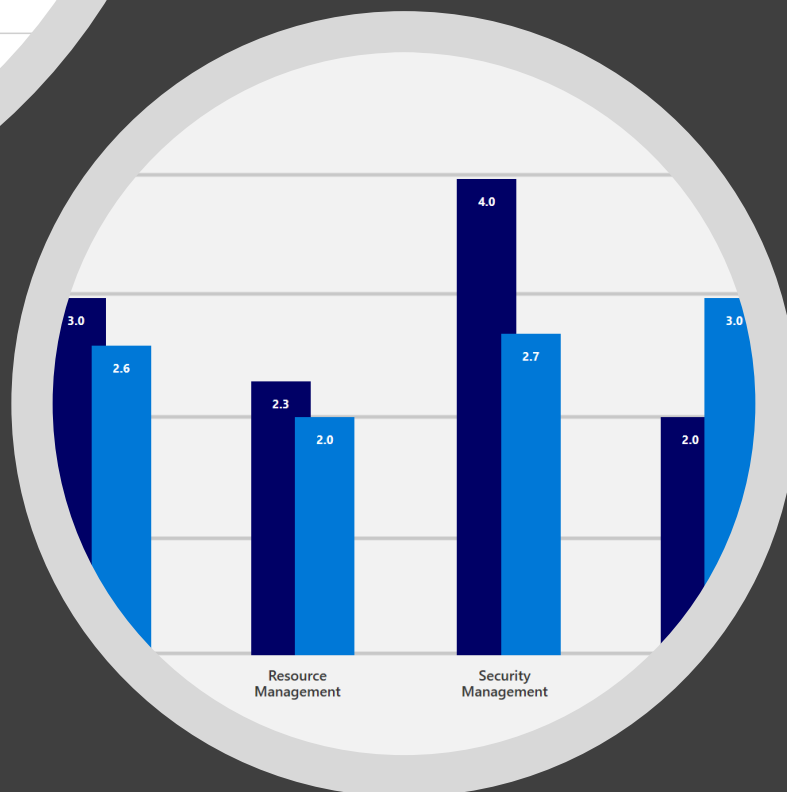
Evaluate your organization against each of the following statements.

	Does not exist	Exists, but not consistent	Generally consistent
We have an established structure with representation from Business, Finance, and IT to advocate, support and influence across the company.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
We have a dedicated Cloud Strategy team that consists of influencers from Finance, impacted Line of Business units, and Technical Architects.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
We have a dedicated Cloud Governance team that consists of SMEs from Security, IT Ops and Business decision makers to assess business risks and tolerance levels.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
We have a dedicated Cloud Migration team that consists of SMEs that have strong awareness of current technical estate.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
We have top down support and push to adopt the cloud.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
We have training for our developers to ensure they are building safe applications, including Cross Origin Resource Sharing, Script injection, and other security best practices.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# Assess your current state of governance

## Use the Governance Benchmark

<http://aka.ms/adopt/gov/assess>



In the following, which of the following is most important to accomplish?

Optimizing operations and reduce costs  
Engaging customers and improve digital experiences  
Transforming operations and driving new revenue

Which of the following best represents the most relevant business strategy focus?

Growing market share  
Retaining customers  
Improving physical/digital experiences

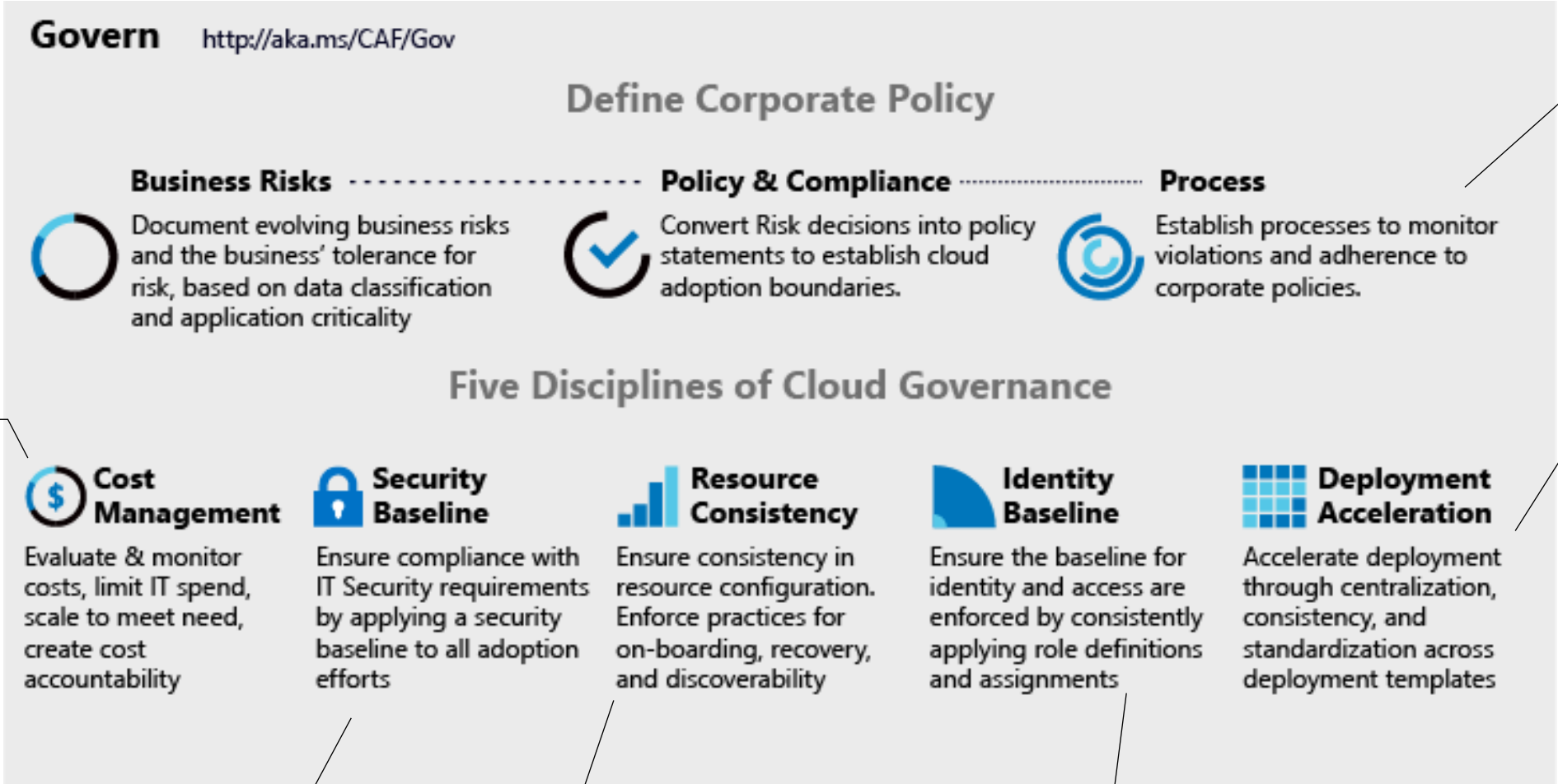
Which of the following is most important to project success?

Hitting a critical business timeline (Exit a data center or launch an app)  
Stabilizing or improving performance of an application  
Improving governance positioning  
Adopting new technologies

What will you consider technical success?

Moving applications to the cloud  
Building net new cloud native applications  
Launching new data and ambient intelligence solutions

# Making Governance Actionable with Native Tools



**Azure Monitor**

- **Azure Blueprints**
- **Azure Policy**
- **Azure Cost Management**
- **Azure Advisor**
- Azure Portal
- Azure EA Content Pack

- **Azure Blueprint**
- **Azure Policy**
- **Resource Grouping & Tagging**
- **Resource Manager Templates**
- **Azure Advisor**
- Azure DevOps
- Azure Site Recovery
- Azure Backup
- Azure Automation

- **Azure Blueprints**
- **Azure Policy**
- **Azure Security Center**
- **Azure Sentinel**
- Subscription Design
- Encryption
- Hybrid Identity
- Azure Networking
- Azure Automation

- **Azure Blueprints**
- **Azure Policy**
- **Azure Monitor**
- **Azure Advisor**
- Resource Manager Templates
- Resource Graph
- Management Groups

- **Azure Blueprints**
- **RBAC**
- Azure AD
- Azure AD B2B
- Azure AD B2C
- Directory Federation
- Directory Replication



# Governance MVP Considerations

## Resource Organization

Build only what you need, add as the requirements are needed.

## Management Group Hierarchy

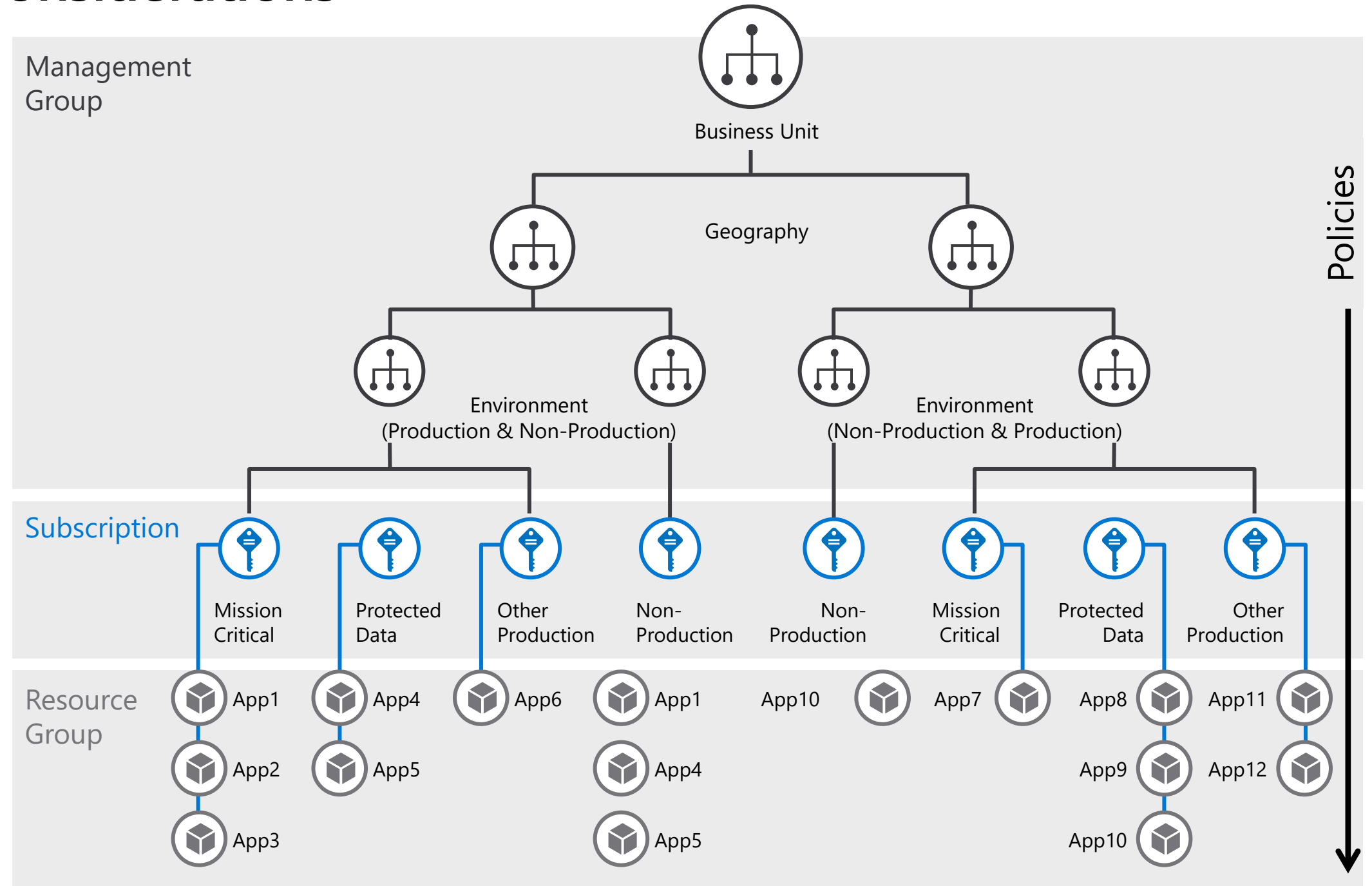
- Business Unit
- Geography
- Environment

## Subscription

- Per Application Category
- Pre-production
- Dev environments
- Production

## Resource Groups

- Per Application



# Ready & Govern Workshop Flow

## Session 1:

Suggested time: 3-4 hours

### Design and implement your landing zones

Introduction to Cloud Adoption Framework

Deep Dive on 'Ready':

- Understand Operation models
- Azure landing zones overview
- Review design areas
- Evaluate [implementation options](#):
  - Azure landing zones accelerator
  - Other implementation options - Start small approach, Partner offers for landing zones

### Output:

- Azure landing zones MVP

### Suggested Participants

- Cloud Architects
- Risk and compliance teams
- Security team
- Identity team
- Operations team
- Cloud adoption team

### Tools and Assessments:

- [Azure landing zones accelerator](#)

## Session 2:

Suggested time: 3-4 hours

### Define Governance MVP

Deep Dive on 'Govern'

Recap of session 1

- Deep dive on Resource Consistency
- Deep dive on Cost Management
- Deep dive on Identity Baseline
- Deep dive on Security Baseline
- Build Deployment Acceleration to operationalize governance

### Output:

- Cloud Governance MVP

### Suggested Participants

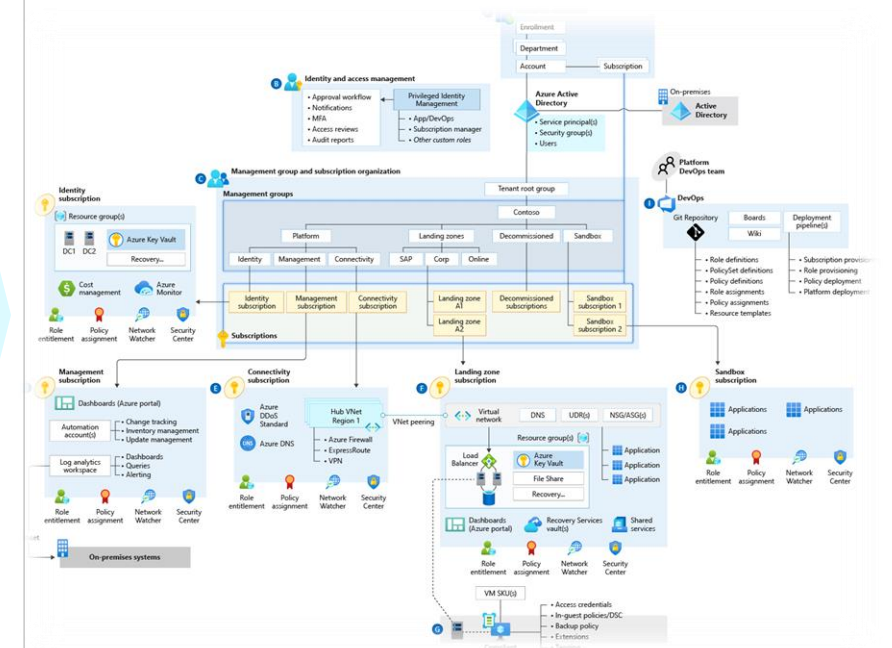
- Strategy Team
- IT and Business Leadership
- Cloud adoption team
- Governance Teams
- Operations Lead
- Finance

### Tools and Assessments:

- [Governance Benchmark](#)

## Final Outcome:

Azure environment that accounts for scale, security, governance, networking, and identity and enables application migration, modernization and innovation at scale in Azure.



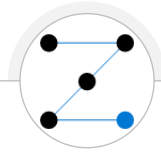
\*There may be additional deep dive sessions needed on networking, security, identity depending on customer need

## Adopt

This methodology of the Cloud Adoption Framework provides guidance on an iterative process of *assessing* workloads, *deploying* workloads and *releasing* workloads to production. It also covers specific tools and approaches for migrating Microsoft and third-party technologies such as SAP, Java apps, PHP apps, Linux and open-source databases and more.



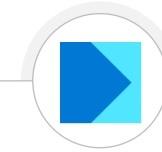
Migration guide to understand Azure migration tools.



Tools and approaches to act on specific migration scenarios.



Address common migration needs with best practices.



Architect workloads using Well-Architected

## Manage

The manage methodology provides guidance on setting up an operations management baseline in alignment with business commitments. It also includes advanced operations and design principles for platforms or workloads that may require a deeper architecture review to deliver on resiliency and reliability commitments.



Define business commitments



Establish management baseline



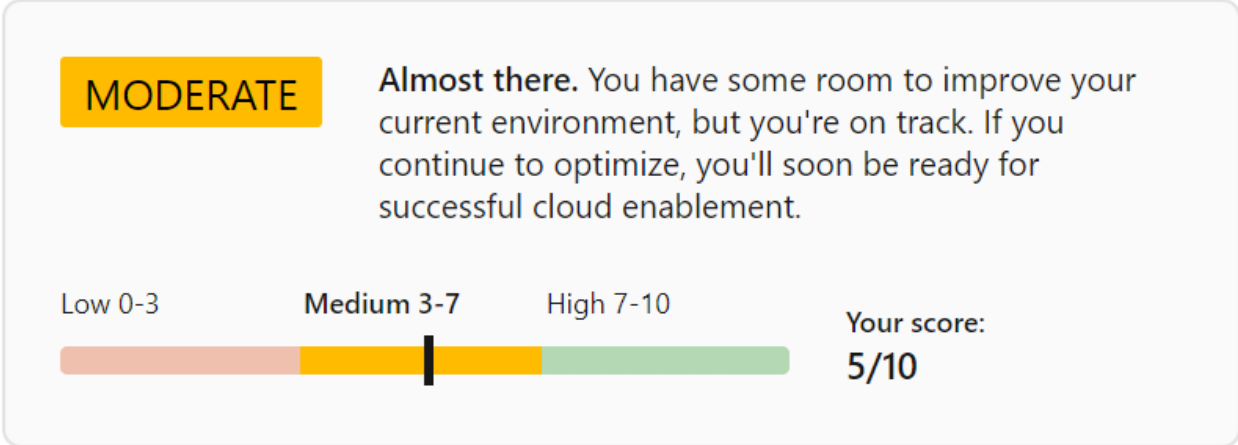
Expand management baseline



Advanced operations with Well-Architected

# Assess your migration readiness

## Your overall score



## Categories that influenced your score

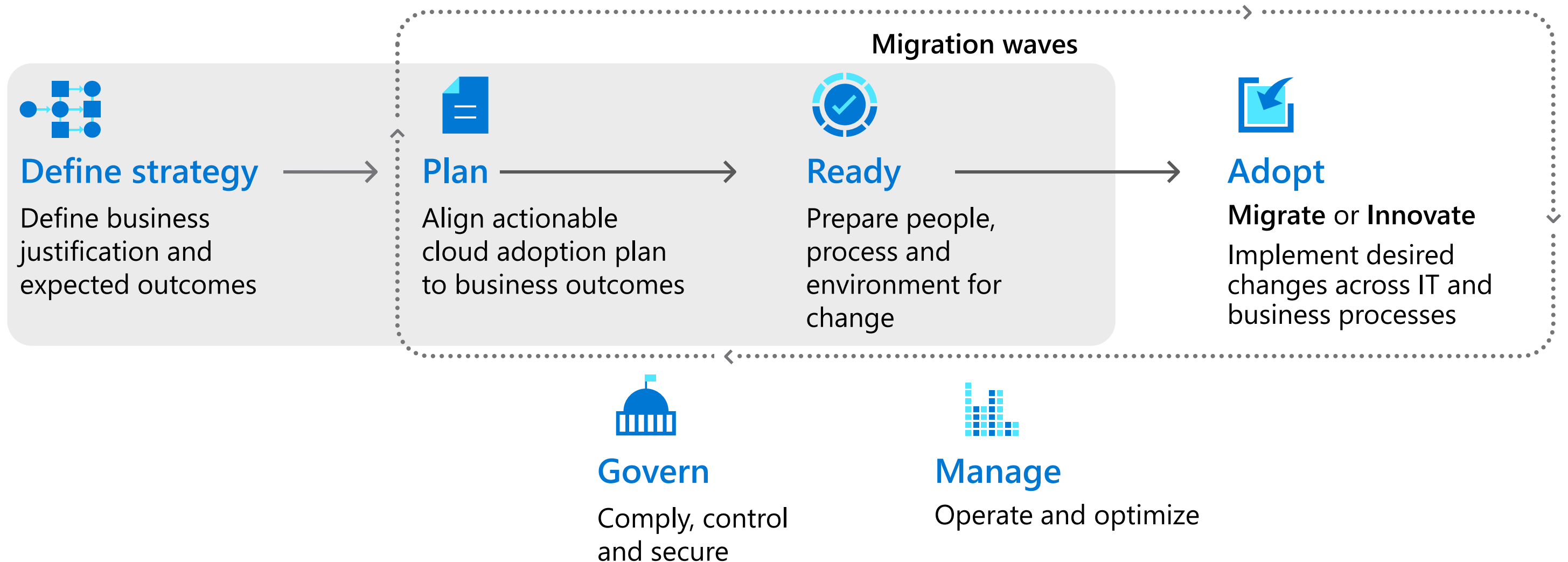


You can find out how to improve on individual categories by reviewing the [recommendations](#) below in the report.

Use the [Strategy Migration Assessment and Readiness tool](https://aka.ms/smarttool) across 10 readiness areas: [aka.ms/smarttool](https://aka.ms/smarttool)

# Migration: pre-requisite steps

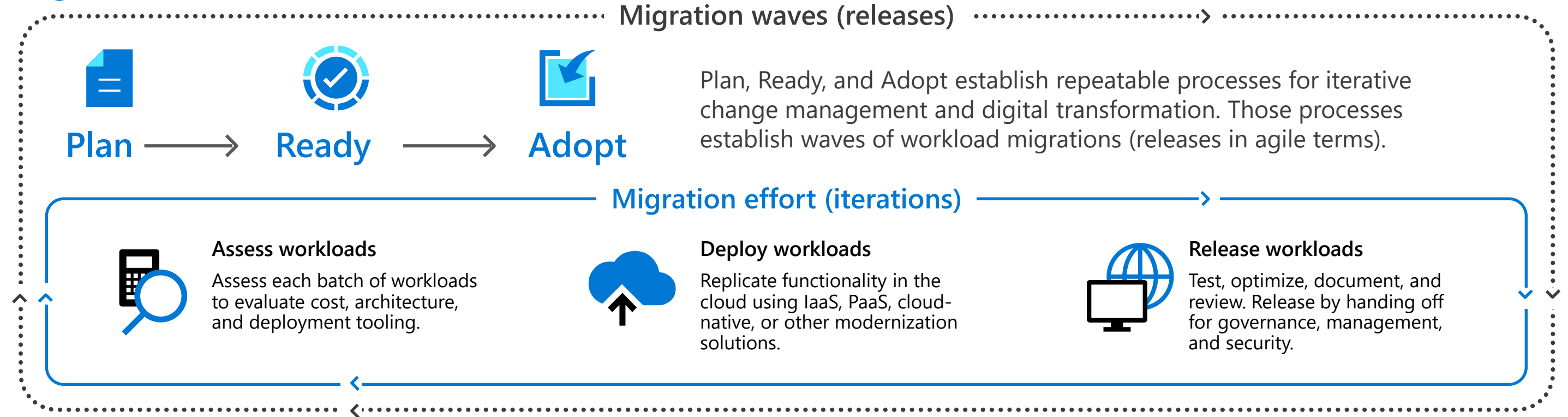
Before proceeding with migration execution, it is required that all the upstream steps of Strategy, Plan and Ready are completed. Key deliverable assets include – the [Cloud Adoption Plan template](#) and a [landing zone configuration](#).



Assess migration readiness: <https://aka.ms/smarttool>

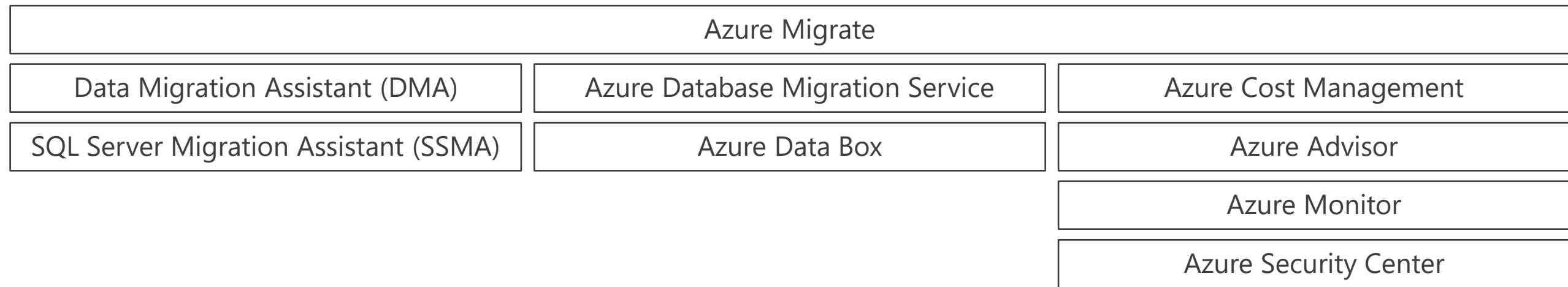
# Adopt migration execution

## Migrate

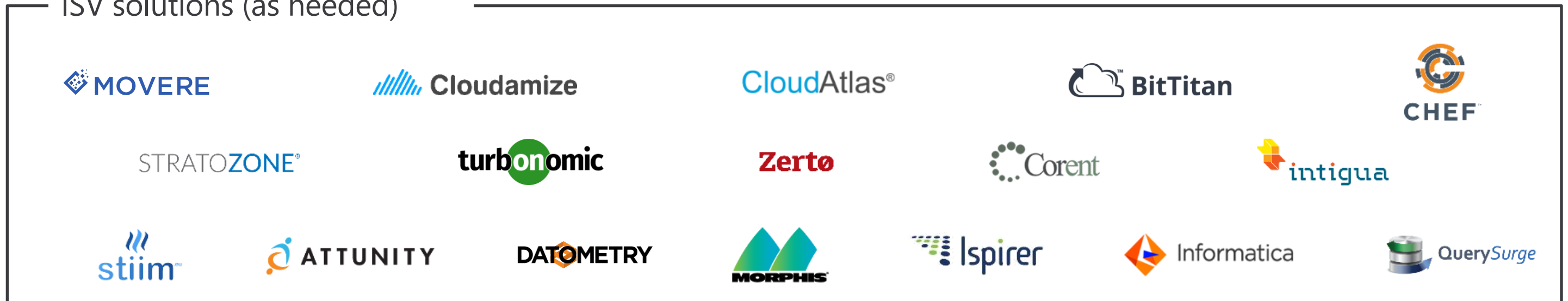


- ✓ Assess each workload and finalize architectural decisions about migration options.
- ✓ Initiate the migration of the environment using native tools, third-party tools, and project management tools.
- ✓ Workloads should be tested, optimized, documented, and released for ongoing operations.
- ✓ Review the migrated workloads and hand them off to governance, operations management, and security teams for ongoing support of those workloads.

# Migration tooling options

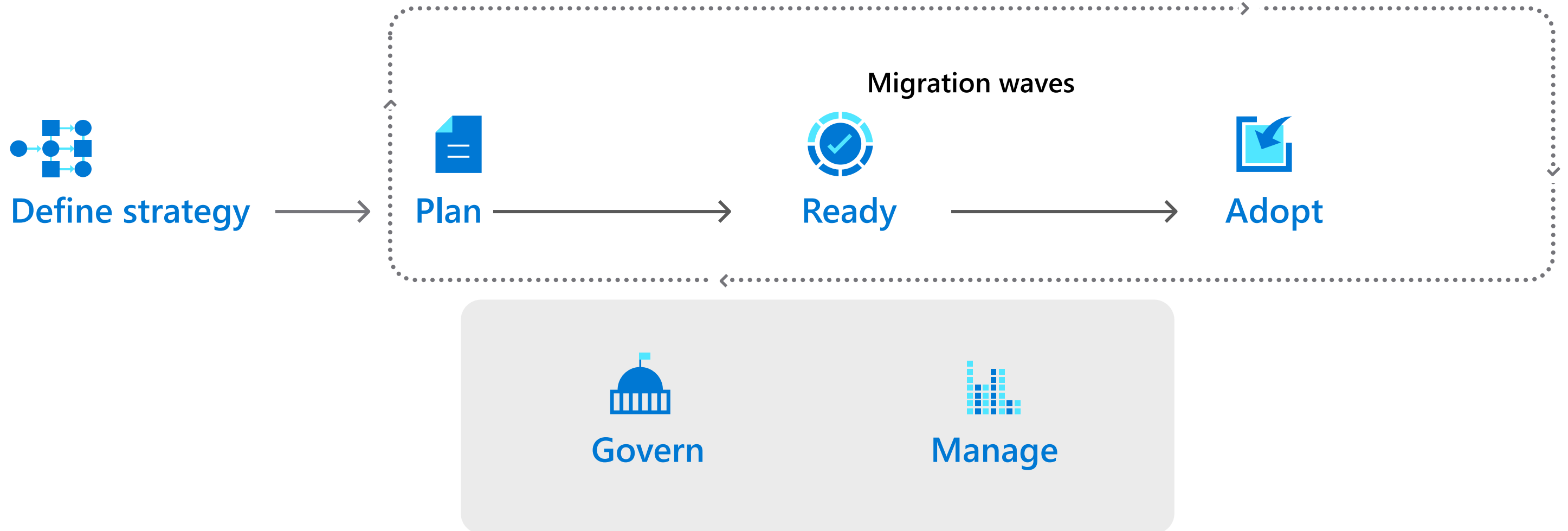


## ISV solutions (as needed)



# Govern and manage migrated workloads

After a successful workload migration, the adoption team should hand off to governance and operations teams to ensure the workload is well-governed and optimized.





# Adopt & Manage Workshop Flow

## Session 1: Migration overview

Suggested time: 2-4 hours

### Part 1: Adopt | Migrate methodology

- Migration process overview: Assess workloads, Deploy workloads, Release workloads
- 'One Migration' scenarios to address specific first and third-party technologies
- Best practices to address common needs

### Part 2: Architect solutions with Well-Architected

- Overview of Well-Architected Framework
- Well-Architected Review assessment

### Output:

- Commit to a go-forward plan to migrate the first wave of workloads, commonly represented in a finalized Migration Azure DevOps backlog

### Suggested Participants

- Cloud architects
- IT operations
- Developers
- Cloud adoption team
- Operations lead

### Tools and Assessments:

- [Azure Migrate](#)

## Session 2: Setup operations mgmt.

Suggested time: 4-6 hours

### Part 1: 'Manage' methodology

- Manage methodology deep dive
- Define business commitments
- Establish management baseline
- Advanced operations and Well-Architected

### Part 2: Optimize workloads with Well-Architected

- Overview of Well-Architected Framework
- Well-Architected Review assessment

### Output:

- Commit to operations management testing, transition, accountability, & processes for post-migration workloads.
- Updated operations management planning workbook

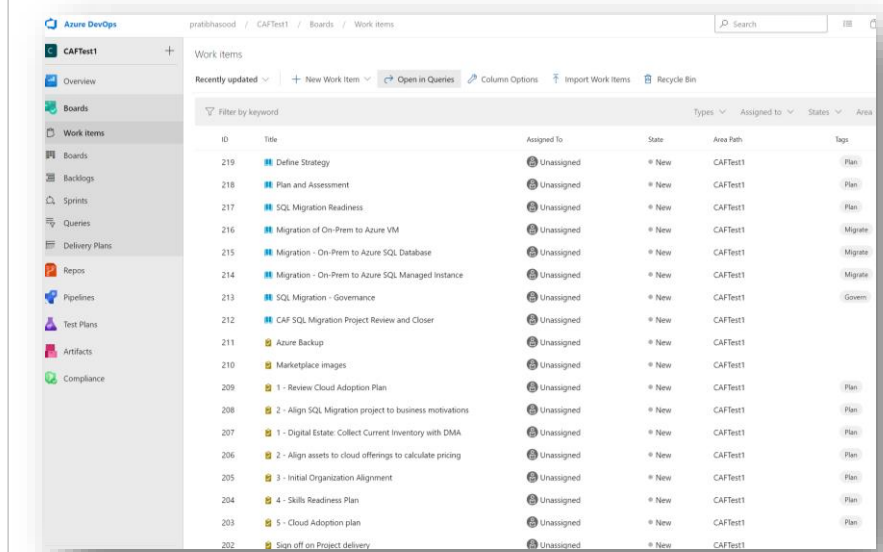
### Suggested Participants

- Strategy team
- Enterprise Architects
- Governance team
- Cloud adoption team
- Operations lead
- Developers

### Tools and Assessments:

- [Operations Management planning workbook](#)

## Outcome:



Migration ADO backlog

The screenshot shows an Excel spreadsheet titled 'Microsoft Cloud Adoption Framework for Azure'. It contains a table with columns for Workload, Criticality, Time/Value impact, Commitment Level, Composite SLA, Monthly Cost, Est. Outage, Standard Commitment, Comparison basis, and Annual ROI. The table lists various workloads such as SAP, Logistics, eCommerce, Payroll, Marketing, and multiple workload items (workload 6-24) with their respective financial metrics and commitment levels.

Workload	Criticality	Time/Value impact	Commitment Level	Composite SLA	Monthly Cost	Est. Outage	Standard Commitment	Comparison basis	Annual ROI	
SAP	Mission Critical	\$ 1,000,000.00	High Availability Comm	99.999%	\$ 100,000.00	0.00876	\$ 8,760,000	\$ 8,760,000	\$ 8,751,240.00	629%
Logistics	Mission Critical	\$ 1,000,000.00	High Availability Comm	99.999%	\$ 30,000.00	0.08760	\$ 8,760,000	\$ 8,760,000	\$ 8,672,400.00	2309%
eCommerce	High	\$ 200,000.00	Platform Commitmen	99.990%	\$ 1,000.00	0.87600	\$ 1,752,000	\$ 1,752,000	\$ 1,576,800.00	13040%
Payroll	Medium	\$ 10,000.00	Platform Commitmen	99.950%	\$ 1,000.00	4.38000	\$ 87,600	\$ 43,800.00	\$ 43,800.00	265%
Marketing	Medium	\$ 10,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 87,600	\$ 87,600.00	\$ 87,600.00	7200%
workload 6	Medium	\$ 10,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 87,600	\$ 87,600.00	\$ 87,600.00	7200%
workload 7	Medium	\$ 10,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 87,600	\$ 87,600.00	\$ 87,600.00	7200%
workload 8	Medium	\$ 5,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 43,800	\$ 43,800.00	\$ 43,800.00	3550%
workload 9	Medium	\$ 5,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 43,800	\$ 43,800.00	\$ 43,800.00	3550%
workload 10	Medium	\$ 5,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 43,800	\$ 43,800.00	\$ 43,800.00	3550%
workload 11	Medium	\$ 5,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 43,800	\$ 43,800.00	\$ 43,800.00	3550%
workload 12	Medium	\$ 5,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 43,800	\$ 43,800.00	\$ 43,800.00	3550%
workload 13	Low	\$ 1,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 8,760	\$ 8,760.00	\$ 8,760.00	630%
workload 14	Low	\$ 1,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 8,760	\$ 8,760.00	\$ 8,760.00	630%
workload 15	Low	\$ 1,000.00	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ 8,760	\$ 8,760.00	\$ 8,760.00	630%
workload 16	Mission Critical	\$ 1,000.00	Standard Commitmen	99.900%	\$ 20,000.00	8.76000	\$ 8,760	\$ 8,760.00	\$ 8,760.00	-96%
workload 17	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 18	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 19	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 20	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 21	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 22	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 23	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%
workload 24	Low	\$ -	Standard Commitmen	99.900%	\$ 100.00	8.76000	\$ -	\$ -	\$ -	-100%

Updated Ops management workbook

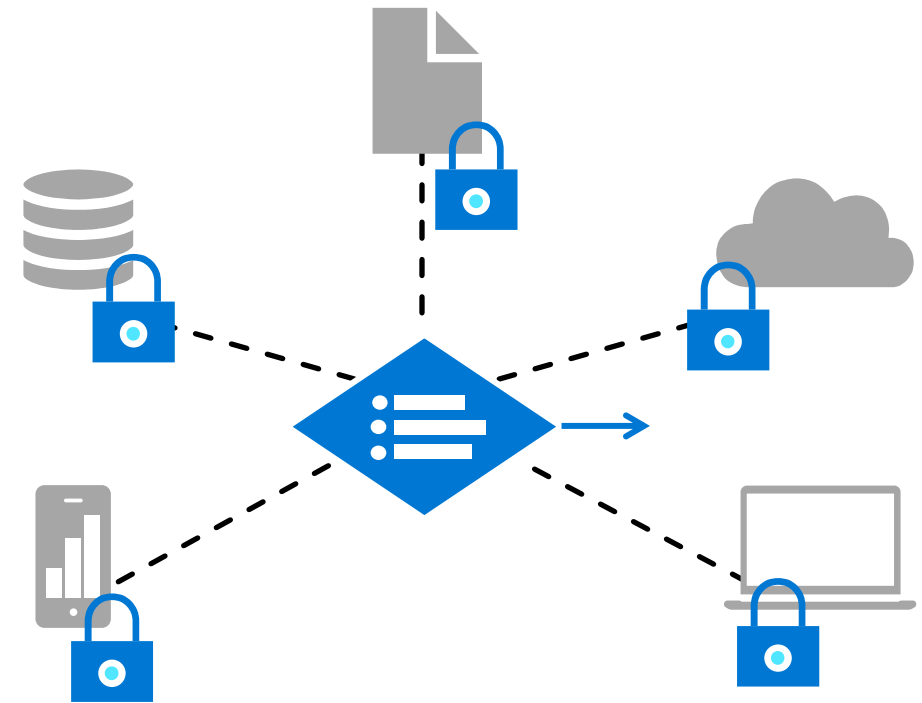
# Microsoft Cloud Adoption Framework: Where is security?

# Access control

Simplify security—and make it more effective



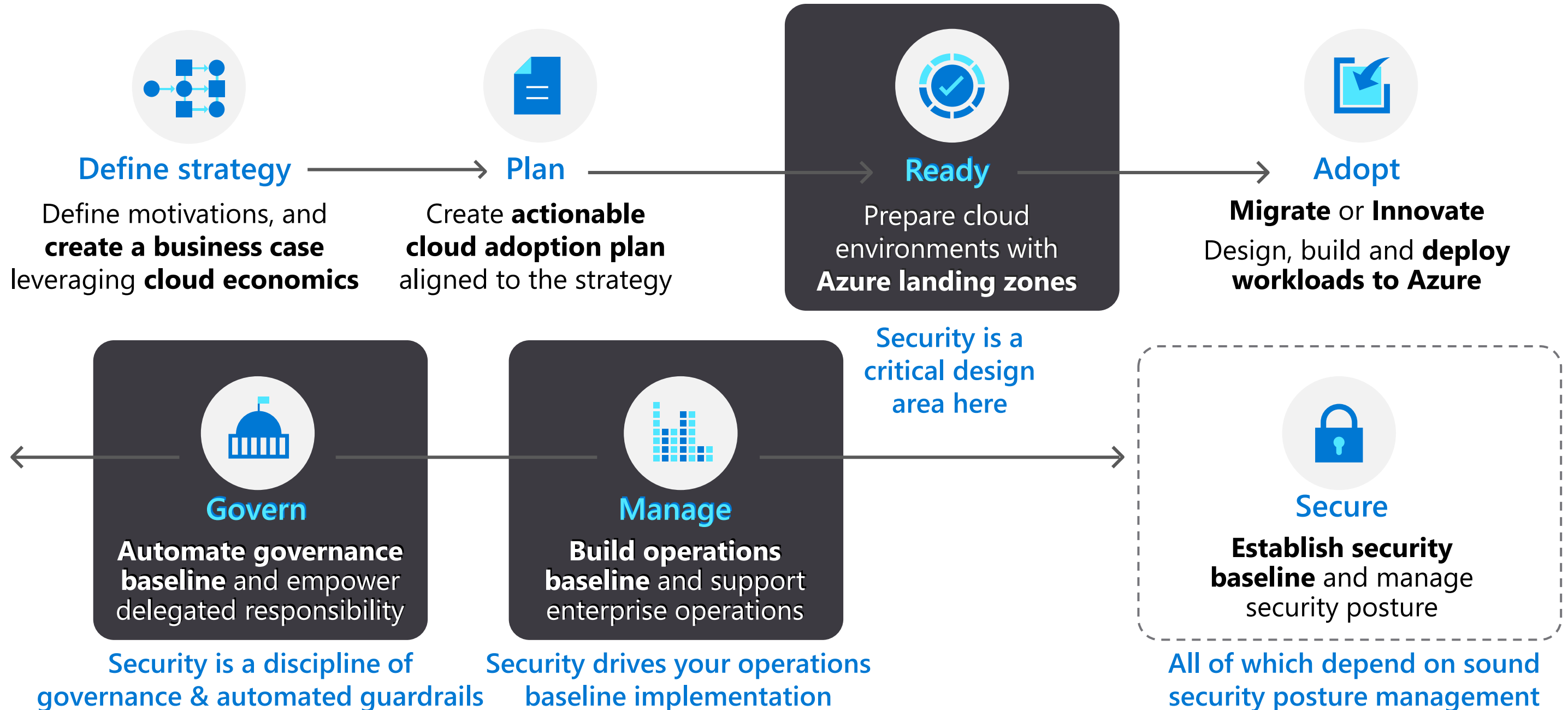
**Classic approach**  
Restrict everything  
to a secure network



**Zero trust**  
Protect assets anywhere  
with central policy

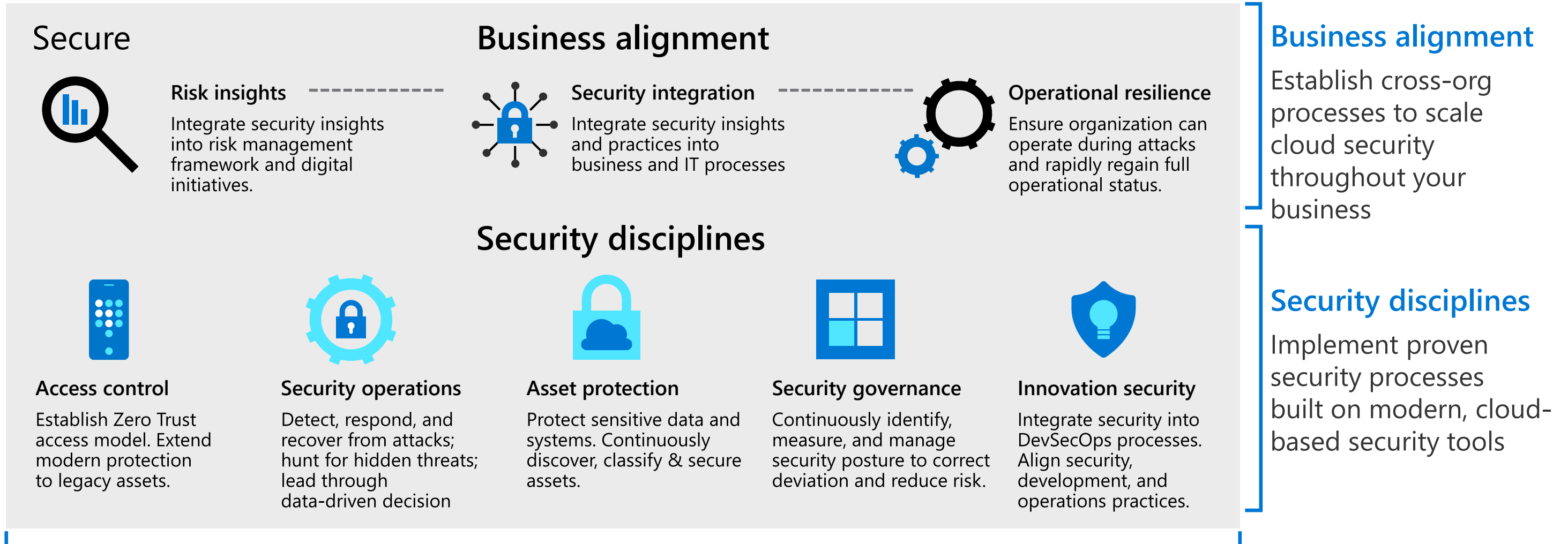
# Microsoft Cloud Adoption Framework for Azure

Security is a discipline you practice along your entire cloud adoption path



# Cloud Adoption Framework – Secure methodology

## End state for managing your overall security posture



### Cloud security team

Establish team with expertise and experience for security and cloud. Often a cross-functional security team(s) that includes members of security team, cloud center of excellence (CCoE), Cloud operations, IT operations, and others.

# Establish a security foundation

Don't try to learn every security tool today.  
Take a balanced approach to implementation—audit, learn, then apply.

## Security foundation

Start small. Establish processes that quickly evolve as cloud adoption and cloud security mature.

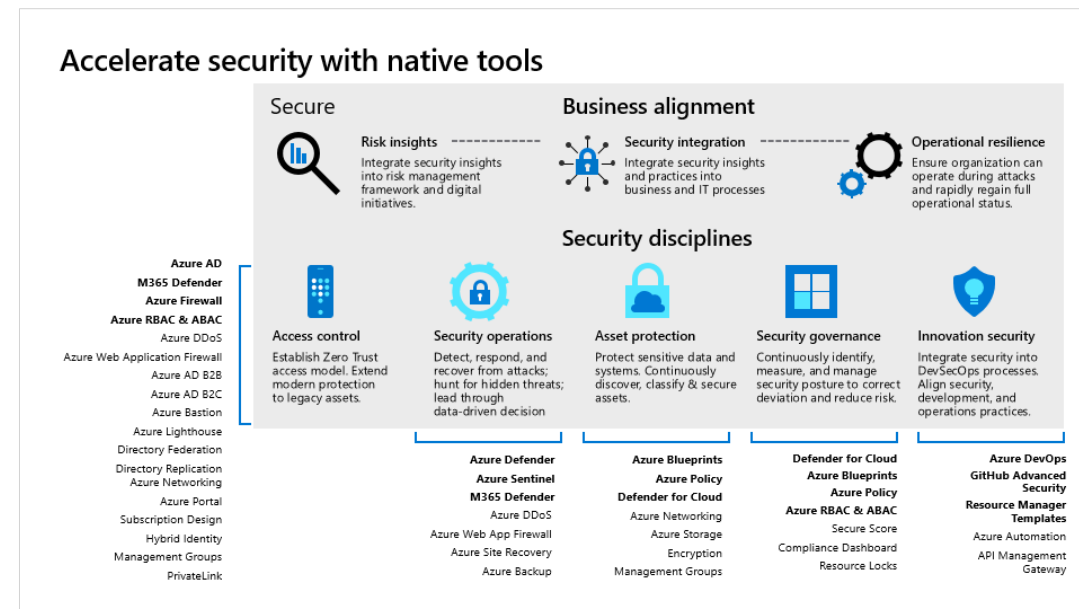
Improve your security posture based on risks identified in the cloud adoption plans.



## Continuous improvement

As additional iterations of cloud adoption are planned, the risk profile will change.

Incrementally expand processes for each security discipline, which will require expertise in additional tools.



# Accelerate security with native tools

## Secure



### Risk insights

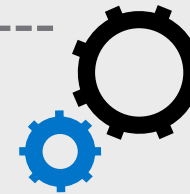
Integrate security insights into risk management framework and digital initiatives.

## Business alignment



### Security integration

Integrate security insights and practices into business and IT processes



### Operational resilience

Ensure organization can operate during attacks and rapidly regain full operational status.

## Security disciplines



### Access control

Establish Zero Trust access model. Extend modern protection to legacy assets.



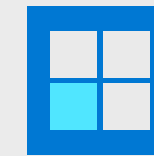
### Security operations

Detect, respond, and recover from attacks; hunt for hidden threats; lead through data-driven decision



### Asset protection

Protect sensitive data and systems. Continuously discover, classify & secure assets.



### Security governance

Continuously identify, measure, and manage security posture to correct deviation and reduce risk.



### Innovation security

Integrate security into DevSecOps processes. Align security, development, and operations practices.

- Azure AD**
- M365 Defender**
- Azure Firewall**
- Azure RBAC & ABAC**
- Azure DDoS
- Azure Web Application Firewall
- Azure AD B2B
- Azure AD B2C
- Azure Bastion
- Azure Lighthouse
- Directory Federation
- Directory Replication
- Azure Networking
- Azure Portal
- Subscription Design
- Hybrid Identity
- Management Groups
- PrivateLink

- Azure Defender**
- Azure Sentinel**
- M365 Defender**
- Azure DDoS
- Azure Web App Firewall
- Azure Site Recovery
- Azure Backup






- Azure Blueprints**
- Azure Policy**
- Defender for Cloud**
- Azure Networking
- Azure Storage
- Encryption
- Management Groups

- Defender for Cloud**
- Azure Blueprints**
- Azure Policy**
- Azure RBAC & ABAC**
- Secure Score
- Compliance Dashboard
- Resource Locks

- Azure DevOps**
- GitHub Advanced Security**
- Resource Manager Templates**
- Azure Automation
- API Management
- Gateway

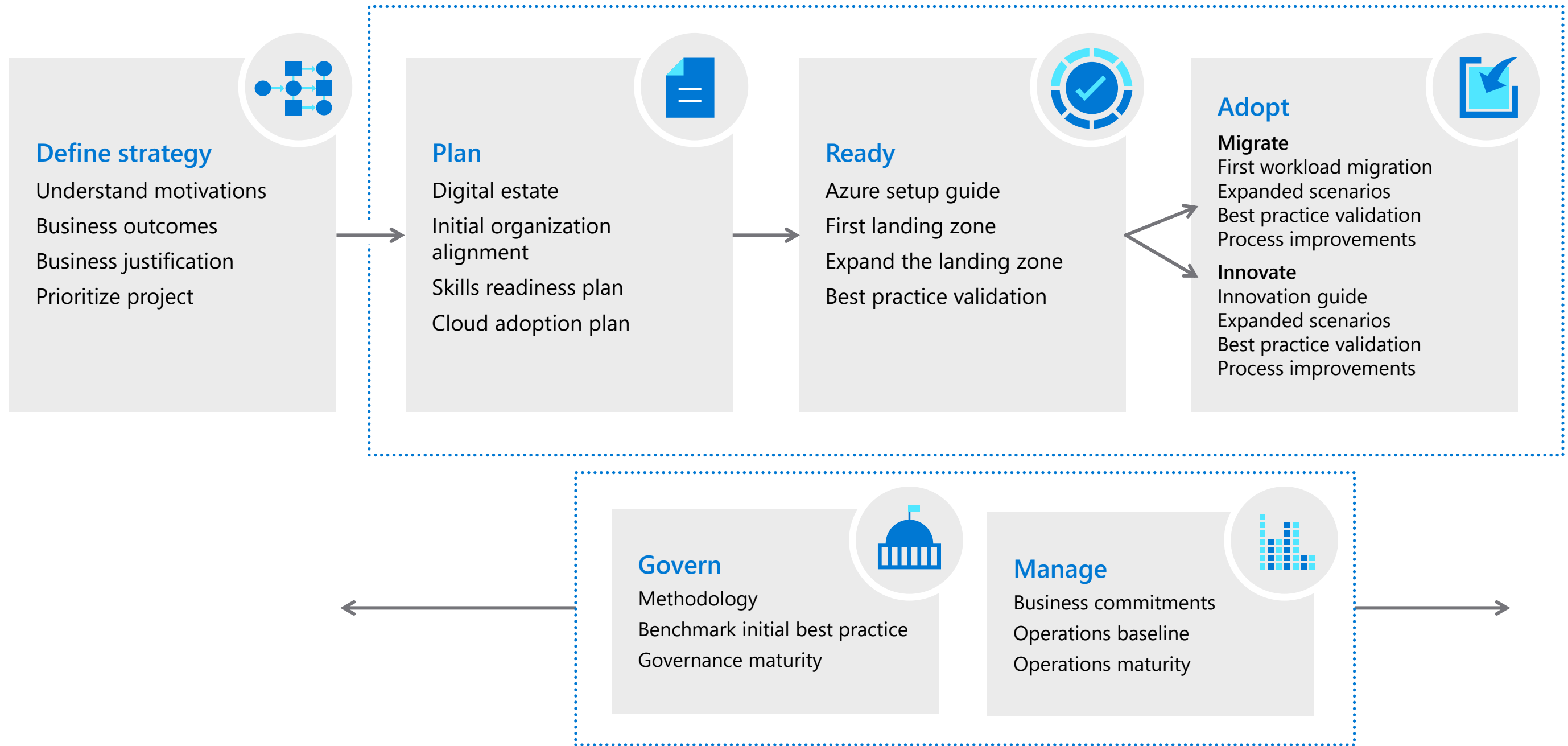


# Security best practices - [Cloud Security & Zero Trust – Norge Cloud Champion](#)

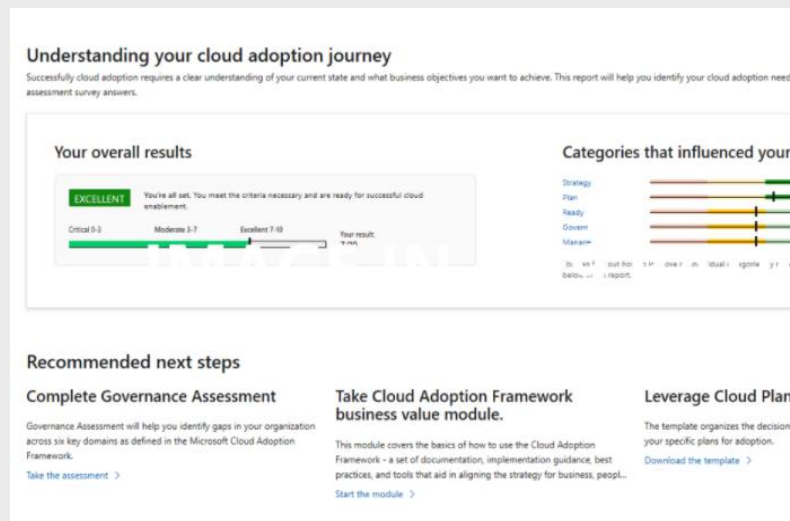
	<b>Access control</b>	RBAC controls, Identity, NSGs, Firewalls, WAF, Gateways, Encryption, ...
	<b>Security operations</b>	Sentinel (SIEM/SOAR), BCDR
	<b>Asset protection</b>	Azure Policy, encryption, backup
	<b>Security governance</b>	Defender for Cloud, Blueprints, Management Groups
	<b>Innovation security</b>	Security architect, secure DevOps, secure development practices



# Microsoft Cloud Adoption Framework for Azure

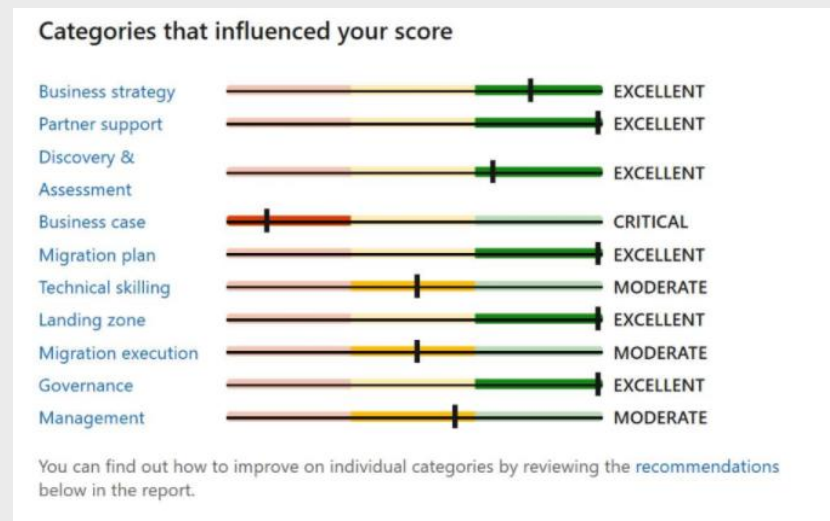


# Evaluate your cloud readiness using Microsoft Assessments



## Cloud Journey Tracker

Identify your cloud adoption needs and find recommendations for your unique cloud journey.



## Strategic Migration Assessment & Readiness Tool

Understand your organization's preparedness to implement a cloud migration at scale.



## Governance Benchmark

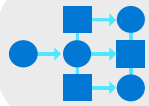
Identify gaps in your organization's current state of governance and get curated guidance on how to get started.

# Other tools, templates, and assessments

## Define strategy

[Cloud journey tracker](#)

[Business outcome template](#)



## Plan

[Azure DevOps demo generator](#)

[Cloud adoption plan template](#)



## Ready

[Azure setup guide](#)

[Readiness checklist](#)

[Naming and tagging tracking template](#)

[Landing zone blueprints](#)



## Adopt

[Strategic migration assessment and readiness tool \(SMART\)](#)

[Azure migration guide](#)

[Azure innovation guide](#)



## Govern

[Governance benchmark](#)

[Governance process template](#)

[Cost Management process template](#)

[Deployment acceleration process template](#)

[Identity process template](#)

[Resource consistency process template](#)

[Security baseline process template](#)



## Manage

[Microsoft Azure Well-Architected Review](#)

[Best practices source code](#)

[Operations management workbook](#)



# Key Deliverables and Outcomes

## 1. CAF-ready Partners

Co-sell Prioritized & Co-sell Ready

**10<sup>th</sup> MAGNITUDE**

### Where are you on your cloud transformation journey?

The Microsoft Cloud Adoption Framework provides technical guidance for Microsoft Azure. The Cloud Adoption Framework offers enterprises a reliable methodology designed to help create and implement the business and technology strategies necessary for an organization to succeed in the cloud. For enterprise customers still in the process of choosing a cloud vendor, 10th Magnitude will help guide key decisions throughout the various stages of enabling cloud adoption and establishing operations for cloud technologies.

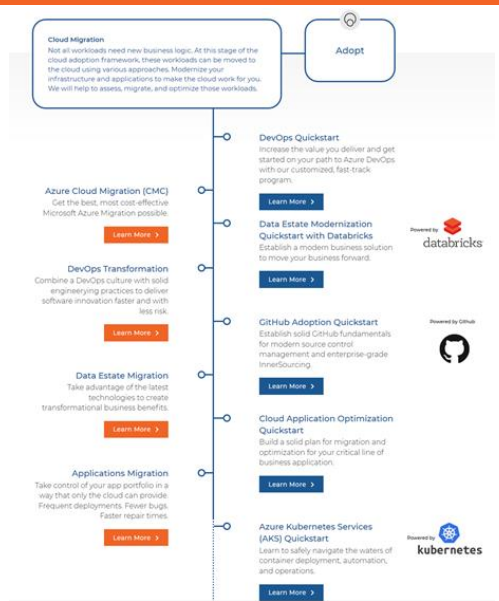
**SMART QUESTIONS**

Thinking of... **Secure Compliant Agile**

### Building a Digital Operating Model with the Microsoft Cloud Adoption Framework for Azure?

Ask the Smart Questions

By Dan Scarfe, Sean Morris, Frank Bennett and Ray Bricknell



## 2. CAF-aligned Offers

Marketplace listings

Azure Marketplace > Consulting Services > Cloud Adoption Framework (CAF) Roadmap:8-Wk Assmnt

**Cloudreach Inc**

With the Cloud Adoption Framework, our expert Cloud Consultants and Strategists help organizations develop their cloud vision and principles that align with their business strategy.

Adopting cloud does not just involve technology. Organizations must adapt their people, process, technology, and operations to support the new world of Agility, IT Efficiency and Innovation.

**\$65,000** (Estimated)

[CONTACT ME](#)

[SAVE FOR LATER](#)

Publisher: Cloudreach Inc

Service type: Assessment

Gold competencies: Cloud Platform, Application Development, Data Analytics

Solution Areas: Data Platform, Migration, Security

Industries: Financial Services, Healthcare + Life Sciences, Manufacturing, Retail + Consumer Goods

### Cloud Adoption Framework (CAF) Roadmap:8-Wk Assmnt

The Cloud Adoption Framework roadmap always follows the same three step process.

**Agenda**

- Discovery (1-2 weeks)
- Analysis (2-3 weeks)
- Roadmap Build and Presentation(s) (4 weeks)

**Deliverables**

- Cloud Operating Model Roadmap (Diagram)** - High level summary of key cloud adoption milestones, work streams and timelines.
- Executive Summary (Slide Deck)** - High level summary of findings and recommendations.
- Detailed Analysis and Recommendations (Document)** - More detailed information about analysis of current state and recommendations for future state.
- Supporting Documents** - Any additional assessment tooling used, such as RACI Skills Assessment, etc.

Azure Marketplace > Consulting Services > Azure Governance: 2-Day Workshop

**BrainScale**

Workshop to understand your governance requirements and present the overall Cloud governance pillars and dive deeper and finally present an implementation plan.

Cloud governance is a journey not a destination. With several years of experience and proven track record of industry leading Azure governance implementations for some of the largest Azure consumers, we consider ourselves leaders in this space. With this consulting offering, we bring to you wealth of our experience, backed by solid recommendations and real examples to accelerate your Azure governance journey.

**\$5,000**

[CONTACT ME](#)

[SAVE FOR LATER](#)

Publisher: BrainScale

Service type: Workshop

Gold competencies: Application Development, Cloud Platform

Solution Areas: Datacenter Management, DevOps, Security

Industries: Financial Services, Government, Healthcare + Life Sciences, Manufacturing, Retail + Consumer Goods

### Azure Governance: 2-Day Workshop

Along with an introduction to what governance is and why it's important, outlined here are the topics for the workshop. For a detailed breakdown of the topics please look at the attached brochure.

**Day 1:** 1. Introduction to Governance, Compliance and Verification 2. Technology Run-down 3. Governance at the Management Plane 4. Governance at the Network Plane

**Day 2:** 5. Governance at the Infrastructure Plane 6. Governance at the Data Plane 7. Billing & Chargeback 8. ACoP - Governance platform

Each of the items above will be discussed with emphasis on automation and compliance with standards such as HIPAA, FEDRAMP, SOX and more.

The format of the workshop consists of presentations, demos and white-boarding.

[Learn more](#)

[Workshop Agenda](#)

## 3. CAF customer & partner success stories

Stories published & amplified



"With the Cloud Adoption Framework for Azure, we could master issues like authentication, security, and performance and still switch on new services and features at a rapid pace."  
David Flashman: Head of Technology  
Belmont Green

"We can optimize the technologies we want on Azure, and with the Cloud Adoption Framework, we can align implementation to our long-term strategy—and hit the ground running."  
Tommy Wight: Director of Strategy, IT and Change  
Belmont Green



<https://customers.microsoft.com/en-us/story/753908-belmont-green-banking-capital-markets-azure>

Thank you

