



# APAC Azure Specialization Workshop: Module B - Infra and Database Migration to Microsoft Azure Specialization

March 10, 2023



# Agenda

- Overview of Azure Specializations and Audit Process
- Overview of Module B - Infra and Database Migration to Microsoft Azure specialization
- Checklist walkthrough of Module B - Infra and Database Migration to Microsoft Azure specialization
- Best practices, tips and resources
- Questions & Answers



# Infra and Database Migration to Microsoft Azure Specialization



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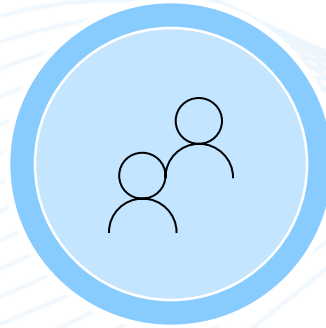


# What's In It For Specialization Partners?



## Prioritization with Microsoft customers and sales teams

Differentiated positioning on Microsoft digital properties, and priority placement with Microsoft sales teams



## Competitive differentiation

Third-party audit against Microsoft's highest technical standards helps you stand out against other providers and earn confidence with customers



## Exclusive access to customer programs and incentives

Gain exclusive access to Microsoft flagship customer programs and financial incentives

 **Microsoft**  
Solutions partner  
Data & AI  
Azure

**Specialist**  
AI and Machine Learning  
Data Warehouse Migration  
Windows Server and SQL Server Migration

 **Microsoft**  
Solutions partner  
Infrastructure  
Azure

**Specialist**  
Linux and Open Source Databases Migration  
Azure VMware Solution  
SAP on Azure

 **Microsoft**  
Solutions partner  
Digital & App Innovation  
Azure

**Specialist**  
DevOps with GitHub  
Hybrid Operations and Management with Azure Arc  
Modernization of Web Applications

# Specializations: Program Access and Benefits

*Azure specialization is a pre-requisite for consideration (but does not guarantee access) to these locally-driven programs*

AZURE SPECIALIZATION	<u>Immersion Workshops</u>	<u>AMMP</u> (Assess & Plan Offers + Migrate & Modernize Offers)	Other Benefits & Incentives (applies to all Azure Specializations)
<p><a href="#">Infra and Database Migration to Azure</a></p>	<ul style="list-style-type: none"> <li>Infrastructure Migration</li> <li>Data Modernization</li> </ul>	<p>Infra and Database Migration in AMMP</p>	<p><b>PRODUCT BENEFITS (NEW)*:</b></p> <p>Per Azure Specialization:</p> <ul style="list-style-type: none"> <li>Azure credits (bulk): \$12,000 per year (bulk)</li> <li>Azure Dev/Test Credits: \$24,000 per year (bulk)</li> <li>Visual Studio Subscriptions: 10 visual studio subscriptions</li> <li>M365 Users: 30 M365 users</li> </ul> <p><small>* Max stacking of 5 specializations across all Azure specializations and expert programs (shared across Solutions partner for Infrastructure, Data &amp; AI, and Digital &amp; App Innovation designations).</small></p> <p><u><a href="#">To learn more, see the benefits guide here -</a></u></p> <p><b>FINANCIAL INCENTIVES:</b></p> <ul style="list-style-type: none"> <li><u><a href="#">Acquisition &amp; Nurture Incentive</a></u></li> <li>AIW Delivery Partner Incentive Eligibility (\$1000 per workshop)</li> </ul> <p>(Applies to all Azure Specializations)</p>



Get Start in [Partner Center](#)

# Infra and Database Migration to Azure

## Program Requirements<sup>1</sup>

<sup>1</sup>As of [Jan 2023](#). View your Partner Center dashboard for most current requirements.

### Solution Partner competency

- Must have a current Infrastructure OR Data & AI Solutions Partner designation

### Azure consumed revenue (ACR)

- USD 10,000 monthly average Windows Server (Virtual Machine) VM ACR aggregated from 3 or more customers from the last 3 months AND
- USD 5,000 monthly average Linux Server (Virtual Machine) VM ACR aggregated from 3 or more customers from the last 3 months AND
- USD 3,000 monthly average ACR from any of these services aggregated from 3 or more customers from the last 3 months:
  - SQL Server VM (IaaS)
  - SQL Database
  - SQL Managed Instance
  - Azure Cosmos DBWith at least \$1,000 ACR from SQL Managed Instance or SQL Database required
- USD 1,500 monthly average ACR from any of these services aggregated from 3 or more customers from the last 3 months:
  - Azure Database (DB) for MariaDB
  - Azure DB for PostgreSQL
  - Azure Cosmos DB
- Your company should achieve ACR through Digital Partner of Record, Partner Admin Link, or Cloud Solution Provider.

### Azure certifications

- Your organization must have at least 3 individuals that pass the following certifications (each certification listed is held by at least one individual):
  - Microsoft Certified: Azure Administrator Associate
  - Microsoft Certified: Azure Data Engineer Associate
  - Microsoft Certified: Azure DevOps Engineer Expert



***Above pre-requisites must be met before proceeding to audit***

### Independent audit

- Pass an independent audit of your Infra and Database Migration practices. [View the latest audit checklist here.](#)



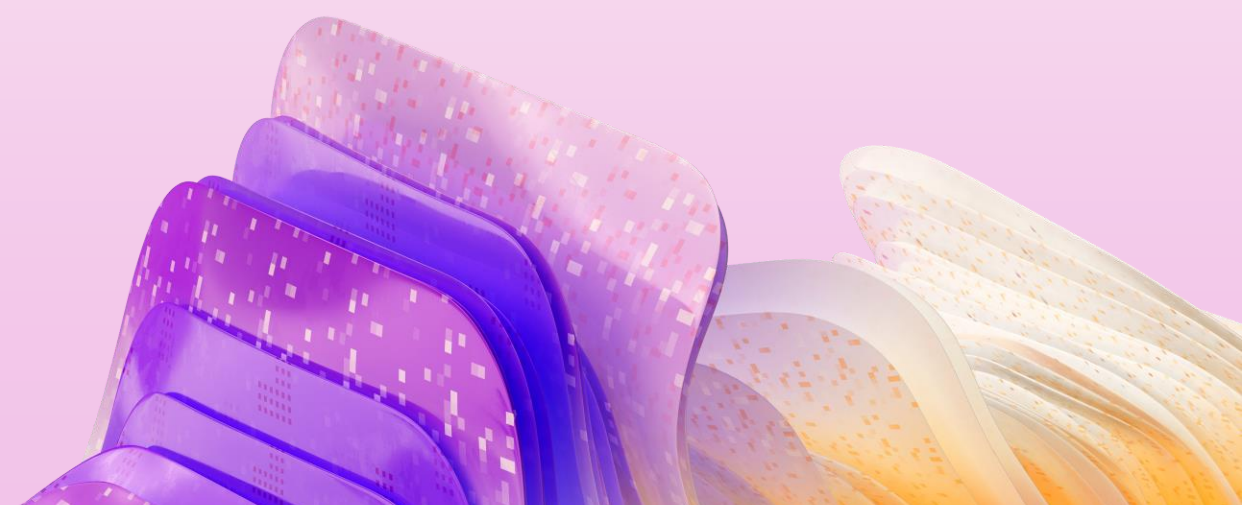
# Module B - Infra and Database Migration to Microsoft Azure Specialization



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ISSI (Information Security Systems International)



# Q & A



धन्यवाद

धन्यवाद நன்றி

Salamat

អរគុណ Thank you 감사합니다

Microsoft partners make more possible

Cảm ơn bạn

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Terima kasih

