

Microsoft Azure for Tech Pre-Sales Teams

➤ **Introduction Azure**

- Understand the Benefits of Azure

➤ **Windows Azure Capabilities**

- Execution Models
- Data Management & Storage
- Business Analytics
- Networking
- Messaging
- Caching
- Identity
- Mobile & Media Services

➤ **Scenarios & Solution**

- Highly Available Services
- Periodic Workloads
- Unpredictable Growth
- Workload Spikes
- Infrastructure Offloading
- Durability
- Resource Management
- Dynamic Scaling

➤ **Applications and Data that should Remain On-Premises**

- Businesses and governments regulate
- Low-volume application
- No projections for growth

➤ **Evaluate Architecture and Service Options**

- IaaS or PaaS?
- Hybrid Solutions
- State Management
- Storage Requirements
- Interoperability

➤ **Integration with Open source and other platform**

- Development tools & language
- Data service & storage option
- StorSimple
- Oracle software
- Share point

➤ **Security & Compliance**

- Design and Operational Security
- Security Controls and Capabilities
- ISO/IEC 27001
- SOC 1 and SOC 2 SSAE 16/ISAE 3402 Attestations
- Data Security Standards (DSS) Level 1

➤ **Sales aspects of Microsoft azure**

- TCO and ROI Overview
- Compete Overview
- License & Support