

Azure Migrate

How to Assess Your Infrastructure and Know What
Moving to Azure Will Cost

MEET OUR PRESENTERS



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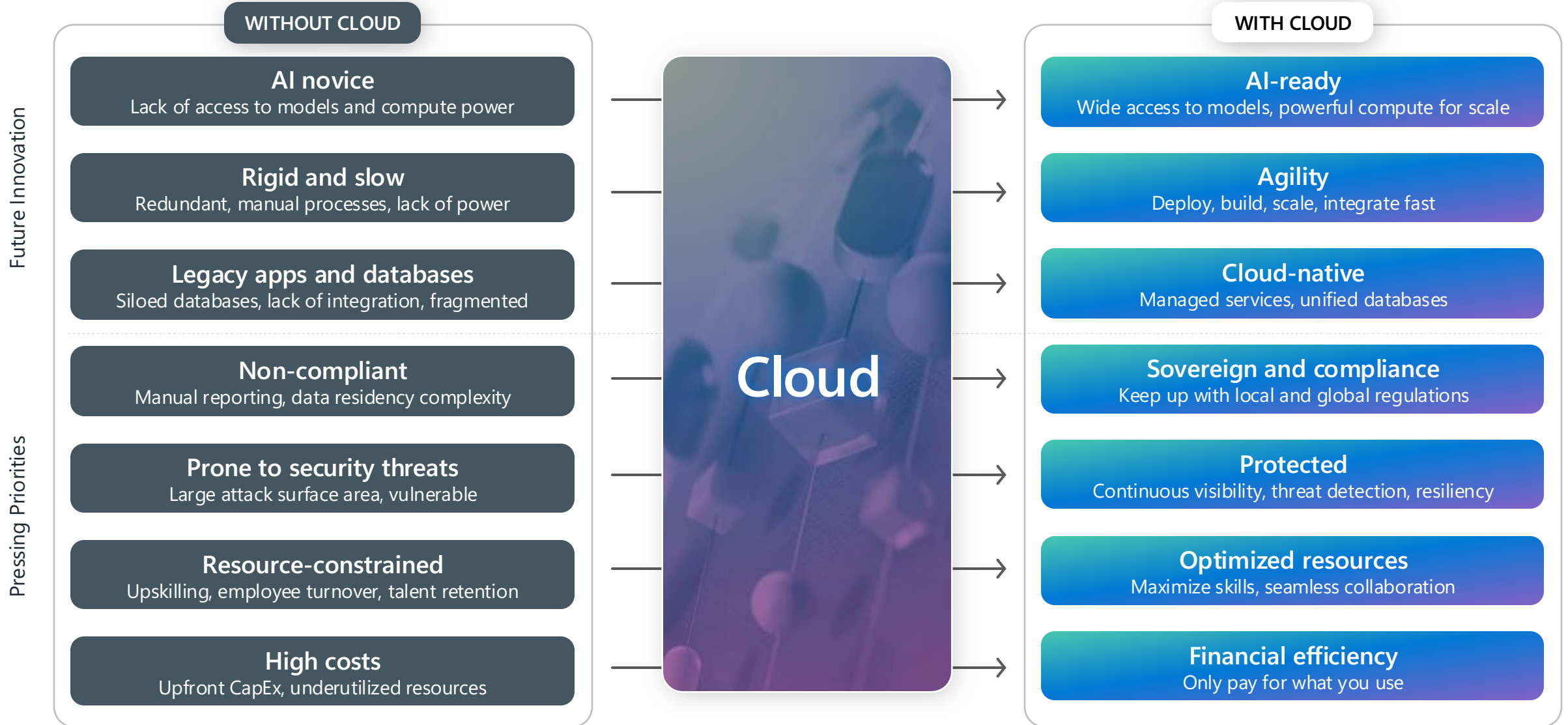
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Agenda

- 1 The Value of a Cloud Foundation
- 2 The Core Challenge
- 3 Azure Migrate: Purpose & Scope
- 4 Workflow & Live Demo
- 5 Cost Estimates & Funding
- 6 Next Steps & Key Takeaways

The value of a cloud foundation



Why Migration Decisions Stall

The real problem isn't technology — it's information.

Most modernization efforts slow down because decisions are made with:

1. Outdated or incomplete data
2. Spreadsheet-based cost estimates
3. Peak capacity assumptions vs. actual usage
4. Risk based on perception, not measurable impact

The result:



1. Projects stall
2. Leadership misalignment
3. Overly conservative (or risky) decisions



Shift the Approach: From Guesswork to Data

When decisions are backed by real data, everything changes:

- Clear, defensible cost projections
- Right-sized infrastructure (not over or under provisioned)
- Measurable risk instead of assumptions
- Better alignment across IT, finance, and leadership



What enables this shift?

Azure Migrate brings real environment data into the conversation.

BETTER DATA → BETTER DECISIONS → FASTER PROGRESS



What is Azure Migrate?

Azure Migrate is Microsoft's platform for migration discovery, assessment, and planning

Azure Migrate helps you understand:

- What you have today
- What it looks like in Azure
- What it will cost—and the risks involved

What it's NOT:

- Not a requirement to migrate
- Not forcing architectural decisions

What it enables:

- Lift-and-shift or phased migration
- Selective modernization
- Flexibility based on your strategy

Designed for low risk:

- Read-only discovery (e.g., VMware environments)
- No disruption to production systems



What the Assessment Tells You

“Can we migrate?” to “Here’s what makes sense and why.”



Readiness Insights

Which workloads are ready for Azure and which aren't
Clear visibility into dependencies and blockers



Right-Sizing Recommendations

Azure VM sizing based on actual usage
Avoid overprovisioning or underperformance



Cost Visibility

Estimated monthly Azure costs
Built from real performance data not assumptions



Confidence & Data Quality

Confidence ratings show how reliable the results are
Highlights where more data may improve accuracy



How Azure Migrate Works

Continuously inventory servers, apps, and dependencies
Capture real configuration + performance data

DISCOVER



ASSESS



DECIDE

Migrate, modernize, or defer
Align decisions with business and financial priorities

Evaluate cloud readiness and risks
Right-size resources based on actual usage
Generate cost estimates and recommendations



Azure Migrate Demo



What Your Azure Cost Estimate Includes

Right-Sized Cost Projection

- Cost calculated per recommended Azure resource (VM, storage, etc.)
- Based on actual utilization. Not current on-prem sizing.

Monthly Run Rate

- Estimated using hourly pricing × expected uptime
- Reflects real operating cost in Azure

Pricing & Savings Options

- Pay-as-you-go vs. Reserved Instances vs. Savings Plans
- Licensing options (e.g., Azure Hybrid Benefit)

Configurable Assumptions

- Region, currency, uptime, discounts
- On-Premises Cost assumptions
- Dev/Test vs. Production cost differences

Scope Awareness

- Costs shown only for workloads marked for migration
- Retained or retired systems = \$0 in Azure estimate



Azure Migration Funding Opportunities

Reduce the Cost of Your Azure Migration

Based on project scope and expected Azure consumption, Microsoft offers funding programs designed to offset the cost of:

- Azure migration assessments
- Planning
- Execution

These programs help organizations move to Azure faster while minimizing upfront investment.

How Much Funding Is Available?

Funding is tied to projected Azure consumption after migration and the outcomes of the migration assessment.

Funding amounts range from \$5,000 to \$125,000.

Depends on workload complexity, scale, and projected usage.

Simplified Qualification & Execution

ProArch manages the end-to-end funding process: qualification, submission, and engagement execution.

\$5K – \$125K

What to Do After Your Assessment

Review & Validate

Confirm readiness, sizing, and cost estimates

Check confidence ratings and data completeness



Align Stakeholders

Share findings with IT, finance, and leadership

Validate assumptions and priorities



Define Strategy

- Migrate now
- Phase over time
- Modernize
- Defer



Build the Plan

Group workloads into migration waves

Map dependencies and timelines



Refine Costs & Explore Funding

Adjust pricing scenarios (RI, Hybrid Benefit, etc.)

Find out if you qualify for Microsoft funding



Why Start Now

Organizations that move early gain cost advantages, reduce technical debt, and position themselves ahead of compliance deadlines.

30–50%

Potential Cost Reduction

Right-sizing based on actual usage typically eliminates overprovisioned resources and reduces monthly spend

4-8 Wks.

Typical Assessment Timeline

Low-impact, read-only discovery means you can have actionable data without disrupting production workloads

\$0

Azure Migrate Tool Cost

The assessment tool itself is free — plus funding programs of \$5K–\$125K can offset migration planning and execution costs

The Window Is Closing

Licensing changes, end-of-support timelines, and rising on-prem costs are accelerating. Organizations with data-backed migration plans are better positioned to negotiate contracts, secure funding, and avoid last-minute scrambles.



Your Next Steps with ProArch

01

Discovery Workshop

We review your current environment, priorities, and goals to scope the assessment and identify quick wins.

Duration: 1–2 hours



02

Azure Migrate Assessment

ProArch deploys Azure Migrate, collects real utilization data, and delivers readiness, sizing, and cost analysis.

Duration: 2–4 weeks



03

Roadmap & Execution

Together we build a phased migration plan, secure Microsoft funding where available, and begin execution at your pace.

Duration: Ongoing partnership

Adopt a Phased Migration Strategy

Prioritize workloads with the highest readiness and clearest ROI for your first migration wave. Use assessment confidence ratings to sequence remaining workloads, and revisit your cost model at each phase to capture savings from Reserved Instances and Azure Hybrid Benefit.

Questions?



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