



Seamlessly move your VMware workloads with Azure VMware Solution

Get started →

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Driven by the need to innovate and boost agility, organizations continue to migrate their business operations to the cloud—and the rise of AI presents yet more compelling reasons to move to a cloud model.

However, businesses must also navigate other priorities: rising costs, economic uncertainty, security threats, compliance, and the ever-increasing IT sprawl. As a Microsoft partner, we know the value of migrating to Azure. We see how it provides our customers with the optimized platform they need to fully embrace AI, while also maximizing ROI, and delivering performance and resilience.

Running VMware in the cloud can help solve these challenges—and Azure VMware Solution (AVS) is a great way to simplify moving your VMware and Microsoft-powered apps to the cloud.

AVS can also help protect your pricing from one to five years, and you can get both Azure and VMware licenses with one single contract through Microsoft.*

Microsoft wants to support you in this significant move. We've created solutions to simplify moving VMware and Microsoft-powered apps to the cloud. And we will meet you wherever you are on your migration journey.

In this ebook, we'll be covering your migration options, how you can move quickly without having to reskill, and how you can lock in pricing by shifting your licenses to Microsoft.

**Special offer: One year and five-year RI for AVS ends on June 30, 2025*



Migrate on your terms with Azure VMware Solution (AVS)

AVS is the simplest way to modernize your VMware services. It's a lift and shift that gets you up and running quickly. When you're ready, move fully to the cloud with Azure IaaS and PaaS services.

You'll also be able to take advantage of the Azure management, security, and compliance services, and many of these services work across both Azure and on-premises workloads—an excellent option for hybrid cloud management.

Microsoft is ready to help you get started.

1

Move VMware "as is"

- Retain VMware skills, familiar tooling
- Migrate quickly/datacenter exit, no application modifications required
- Use VMware technology stack on Azure for symmetry with on-premises
- VMware subscription licenses included, for vSphere, vSAN, NSX-T, and HCX—no on-prem license required.

Azure VMware Solution (AVS)

2

Modernize with Azure

- Leverage Azure and cloud skills
 - Modernize with flexible IaaS and PaaS services
-
- Shift to Azure compute, storage, and networking infrastructure
 - Build new experiences with 200+ cloud-native services

Azure IaaS and PaaS

← Azure management and security services →



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Compelling cost savings for VMware customers

As a Microsoft partner, we know that moving to the cloud delivers clear economic benefits. For instance, using AVS enables you to convert upfront capital expenditures into operating expenditures and pay as you consume, while running VMware in Azure makes it simple to scale up and down to meet demand. Additionally, there are many offers and incentives available—and we can make sure you’re getting the most savings possible.

When you combine Azure Hybrid Benefit with Azure Reservations, you can save up to 80%.

Optimize licensing costs and get predictable pricing on Azure

Get predictable pricing	+	Save with existing licenses	+	Get migration assistance	+	Speed your modernization
Lock in pricing and discounts for one, three, or five years - Reserved Instances (RIs) for AVS lock in pricing and can convert to IaaS - Additional 20% off the one-year RI for a limited time for IaaS or AVS		Azure Hybrid Benefit - Use Windows Server and SQL Server on-premises licenses with Software Assurance to save on Azure Free extended security updates - Get up to three years free security updates on Azure for Windows Server and SQL Server 2008, 2008 R2, and 2012* Use VMware licenses to save on Azure VMware Solution - Use AVS Credit Offer, or - VMware Cloud Universal Credits (VMCU) <i>*Most competitive WS/SQL Server pricing on Azure</i>		Azure Migrate and Modernize - Use the Azure Migrate and Modernize program for migration funding and comprehensive resources Cloud Migration Factory - Streamline migration with Cloud Migration Factory		Fast adoption and integration - Build on existing VMware skills and processes - Work in a familiar operational environment - Migrate your datacenter fast and seamlessly - Achieve symmetry across environments for seamless hybrid IT operations - Minimize business disruption by migrating without any downtime while keeping your existing IP addresses

A fast migration using the skills you already have

As a technology partner to many businesses like yours, we have deep knowledge of both VMware and Azure and keep an eye on future product developments. That enables us to ensure your migrations are aligned with best practices.

We find that migrating VMware workloads “as is” to AVS is the fastest and most seamless path to the cloud. AVS is VMware-verified and enables you to work in a familiar operational environment. Then, when you're in Azure, you'll get better security and performance, along with access to AI and 200+ other cloud-native services to build new and innovative experiences.

Seamlessly move existing assets

When you quickly replicate existing IT systems, apps, and workloads in AVS you don't need to change them beforehand.

Use your existing VMware skills

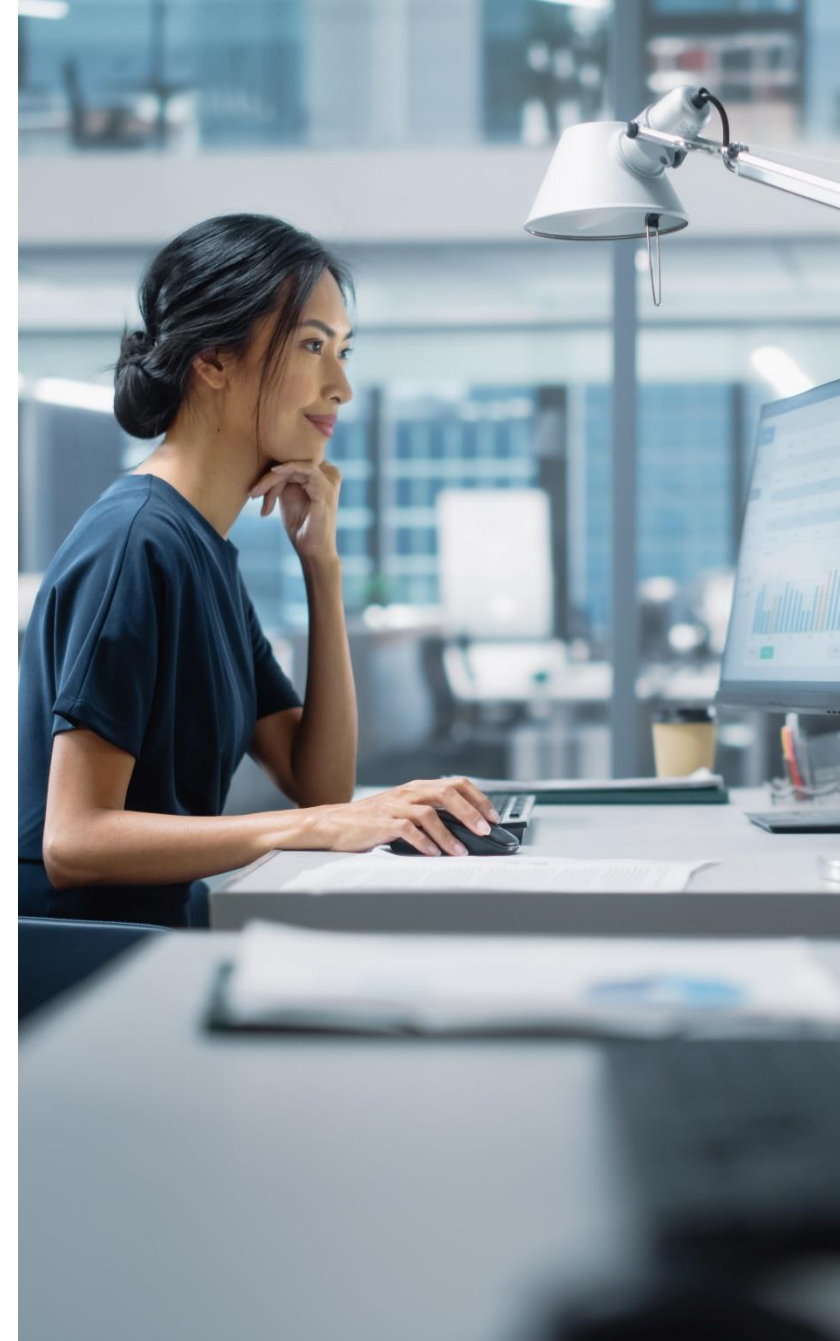
VMware in the cloud works the same way it does on-premises, so you can continue working with your existing skillset while you take advantage of Azure services and build cloud skills.

Reduce your datacenter footprint

Another option for organizations is to use the scale of Azure as a way to enable decommissioning legacy infrastructure, once resources have been brought over into the cloud.

Meets you where you are

By using Azure Arc, a consistent multicloud and on-premises management platform, you can easily connect your VMware cloud environments to each other—as well as with lifecycle operations and management services. This consistency means it's easier to build off of AVS.



Built-in speed, scale, and security with modern infrastructure

With AVS, you can benefit from cloud services faster, without refactoring, while also gaining a greater level of security through native Azure security services. The result is a modern infrastructure designed to grow with your business.

Get started quickly

Use familiar skills and tools to quickly migrate or extend VMware workloads to the cloud with AVS and Azure Arc-enabled VMware vSphere.

Reduce pricing risk of older on-premises workloads

Running your VMware workloads in Azure helps you reduce on-premises management and mitigate potential pricing increases. You'll also benefit from greater security in Azure along with the ability to choose from a variety of connectivity options, including Azure ExpressRoute to encrypt your data.

Continue using the tools you're familiar with

You can keep using the VMware functionality you're used to, like VMware VDI services. And if you want to move the back-end VDI into the cloud, simply use Azure Virtual Desktop for distributed datacenters, powerful hardware, world-class security, and fast networking.

Free security updates for Windows Server

If you're one of the many businesses running Windows Server in VMware, you can bring your existing licenses to Azure and get [free security updates for older Windows Server workloads](#).

Azure is a code to cloud security platform

Foundational security designed to protect your workloads

10,000+

full-time security professionals

65 trillion

global signals daily

\$20 billion

in security investment over the next 5 years

100+ **compliance certifications**

leader in the cloud industry



Access to innovative services to evolve apps over time

When you use VMware on AVS, you can transform and modernize on your terms. With AVS, you'll be able to lay the foundation for your development teams to build new cloud-based applications or modernize existing resources to align with your digital strategies.

Position your business for more advanced use of the cloud

If you're like most businesses, you're probably actively exploring advanced AI and machine learning. Moving VMware to AVS is a great foundation for advancing cloud projects because you can reduce latency in the cloud, unify disparate systems, and mitigate the high costs of on-premises hardware.

Reduce the cost of AI solutions

With Azure, you don't need to build out AI on your own. It provides the robust infrastructure, machine learning services, and data analytics capabilities to accelerate your AI initiatives, develop intelligent applications, and gain valuable insights from your data.

Disaster recovery and business continuity

You can also deploy VMware resources on AVS for a primary or secondary on-demand recovery site to provide business continuity for your existing on-premises datacenter resources.

Realize AI ambitions faster with Azure

Compared to on-premises, customers were able to achieve...

17%

Lower costs to deploy AI in Azure vs. on-premises

Ability to change and improve AI

81%

On Azure

25%

On-premises

3x more

Ease to innovate with AI in current environment

77%

On Azure

34%

On-premises

2x more

The Total Economic Impact™ Of Migration For AI-Readiness June 2024, commissioned by Microsoft.

// [By having data, infrastructure, and AI co-located], it's easier for us to incorporate that data into an environment and then use an LLM... the access to resources has helped us to significantly speed up the build and make it a much easier, simplified process."

CIO

manufacturing company



Success story: Cloud journey takes flight

The Azure VMware Solution has provided organizations across many different industries a way to rapidly scale their infrastructure without large upfront costs. That flexibility can provide an invaluable edge to organizations, especially in industries where changing capacity needs and agility is required.

Well-known South American airline Avianca enjoys a reputation in the travel industry built on more than a century of superb service, safety, and punctuality.

Much of the company's success rests on its capacity not only for meeting regulatory demands and managing through the unpredictability of the air travel market, but also for its continual innovation.

To protect its entire estate, maximize security, and deliver productivity enhancements, the company envisioned a technological "magic wand"—a solution that could overcome the limitations of older systems and form a digital beachhead for modernization.

With multiple applications already running on VMware hypervisors on-premises, the company turned to Azure VMware Solution for the managed private cloud and clusters and elasticity the solution offers. By transforming its operations, Avianca ensures that every process, internal and external, is efficient as possible.

“Microsoft solutions are driving our digital transformation. Maximizing security and lowering operating costs for existing applications is a critical part of the journey, and with Azure VMware Solution, we were able to migrate these to Azure cost-effectively, easily, and quickly.”

Juan Pablo Sanchez Gandur
Cloud Platform Manager, Avianca

