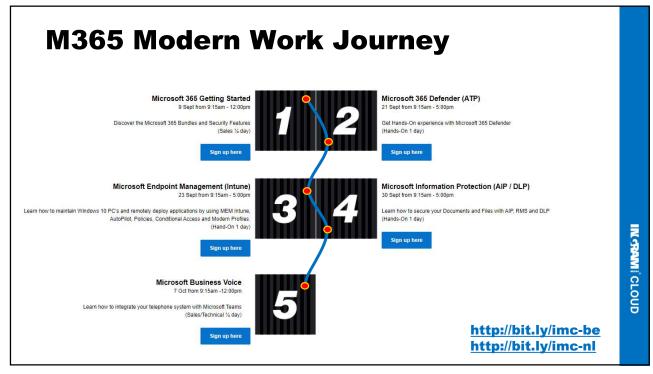


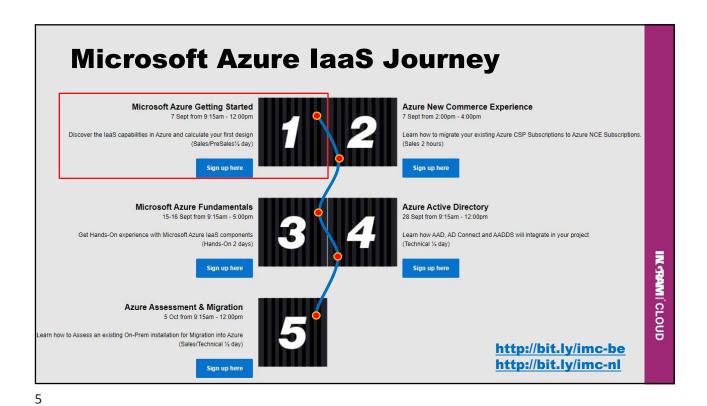


Diego Lens

- 20 Years working in Distribution
- Cloud Enablement
- · Technical Trainings
- Microsoft Azure
- Microsoft 365
- · Windows Virtual Desktop
- diego.lens@ingrammicro.com
- · linkedin.com/in/diegolens iii







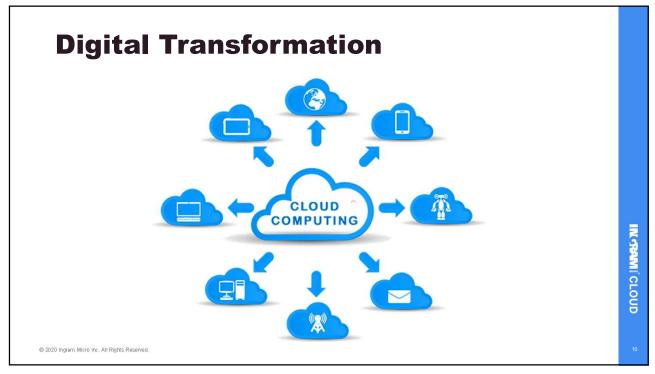
Azure Virtual Desktop Journey Azure Virtual Desktop : Sales Update 28 Oct from 2:00pm - 4:00pm Azure Virtual Desktop: Setup a POC Learn the sales opportunities of AVD and how to pitch to your custo Learn how to setup a AVD Proof of Concept for your customers, how to estimate a correct AVD ricing and how to do a correct design for a future installation Sign up here Azure Virtual Desktop Advanced Azure Virtual Desktop Automated Deployment & Management Learn how to setup a AVD Spring Update 2020 infrastructure, describe the new features of a pring update, build your own Image Management solution and migrate an existing installation to Learn how to deploy, adapt and maintain an AVD installation using Azure Virtual Machine Scale IN TRAIN CLOUD Sets (VMSS) (Technical 1 day) Sign up hen Sign up here http://bit.ly/imc-be http://bit.ly/imc-nl



Course Overview

What is Cloud Computing
Microsoft Azure
Azure Resource Manager
laaS in Azure
Azure Availability Options
Azure Active Directory
Paas Services in Azure
Windows Virtual Desktop
Azure Pricing Calculator
What's Next?





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Benefits of Using Cloud

- High Availability
- Scalability & elasticity
- Agility, Flexible
- Fault Tolerance & Disaster Recovery
- Capital expenditures versus operations expenditures (Capex Opex)
- Consumption/Subscription Based Model

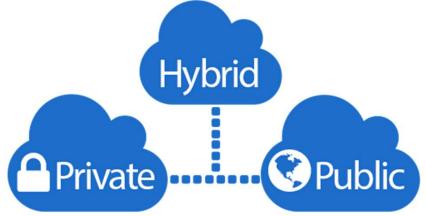


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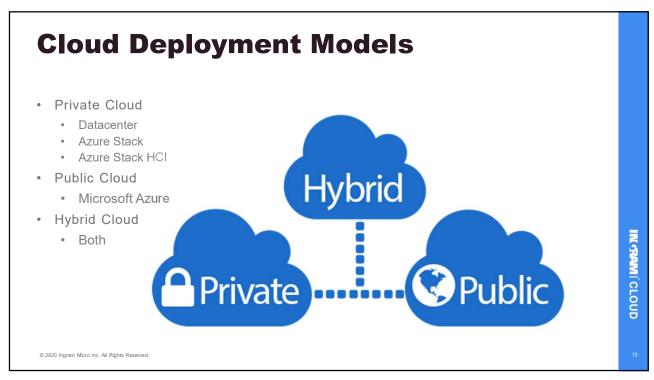
Cloud Deployment Models

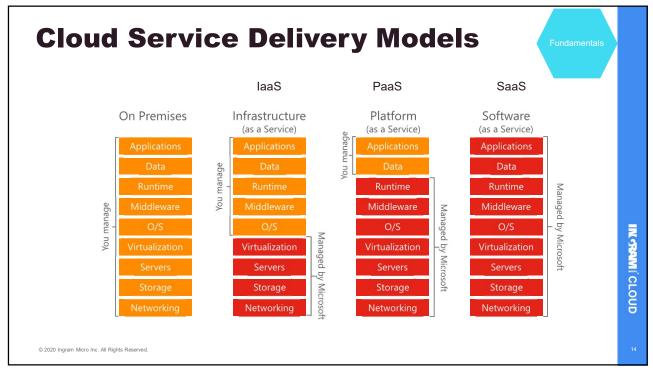
- Private Cloud
- Public Cloud
- Hybrid Cloud



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Azure Datacenter

- Physical Buildings
- Located all over the globe
- House a Group of networked Computer Servers





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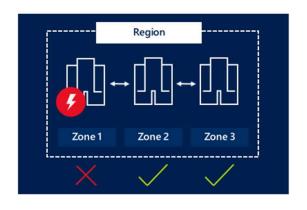
Unique Physical Locations within an Azure region

Offer High Availability to protect Applications and Data from Datacenter Failers

Each zone is made up one or more datacenters

Independent Power, Cooling, Networking

Zone Redundant Services



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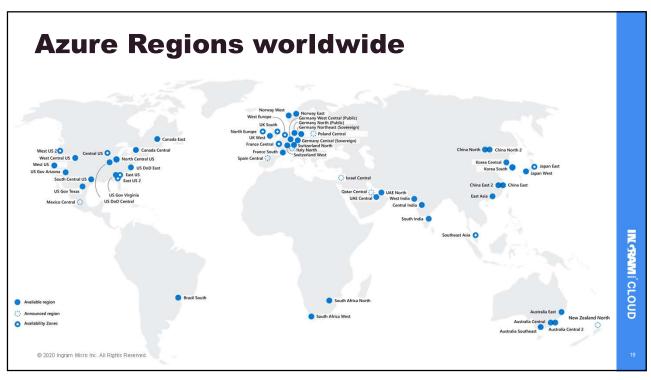
17

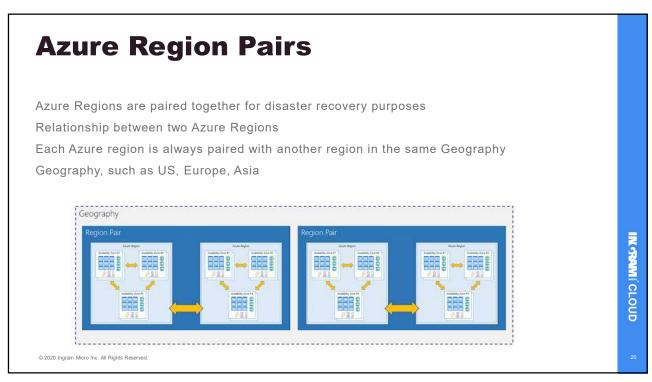
Azure Regions

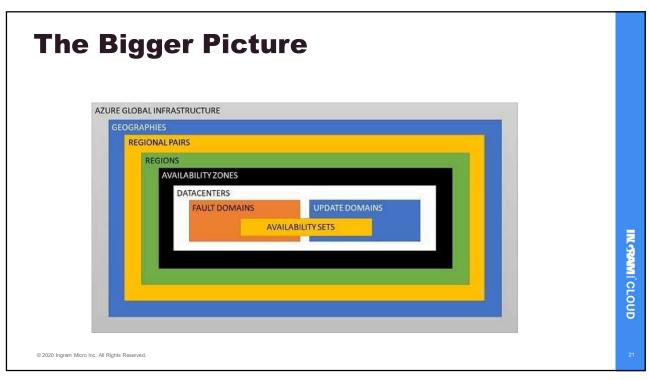
- Today 60+ Azure Regions around the world
- A Set of Availability Zones
- Deployed in latency-defined perimeter
- Connected through dedicated low-latency network

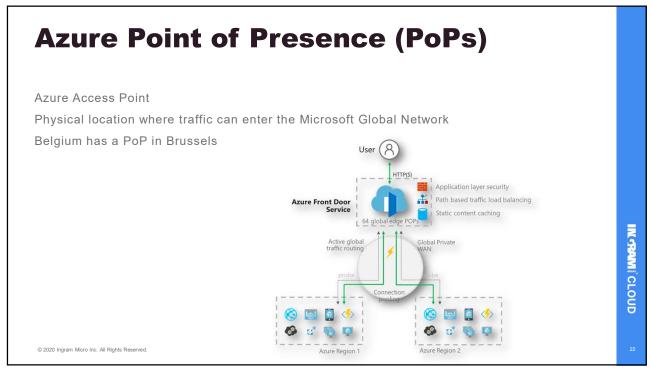
Own Service Availability an Pricing



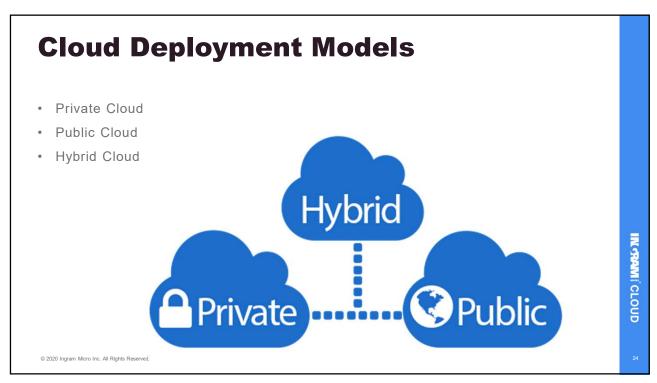


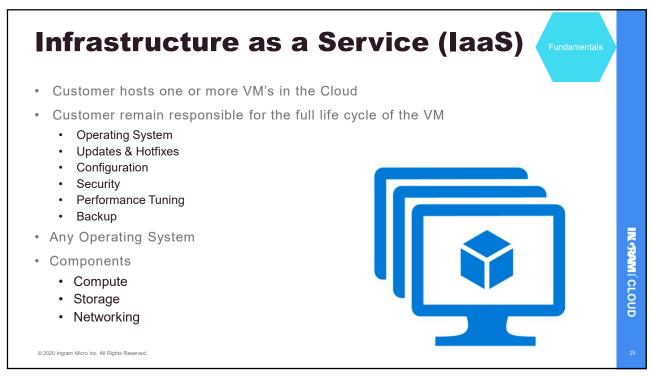


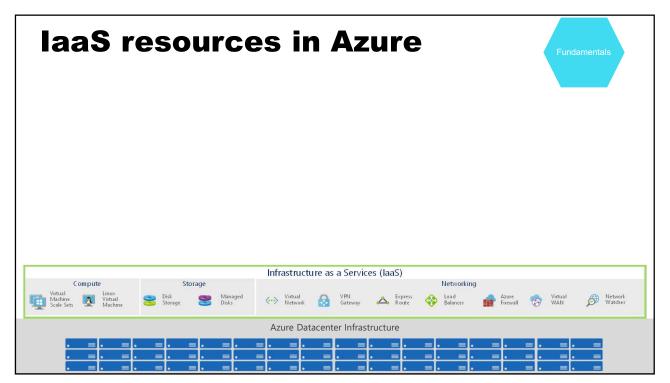












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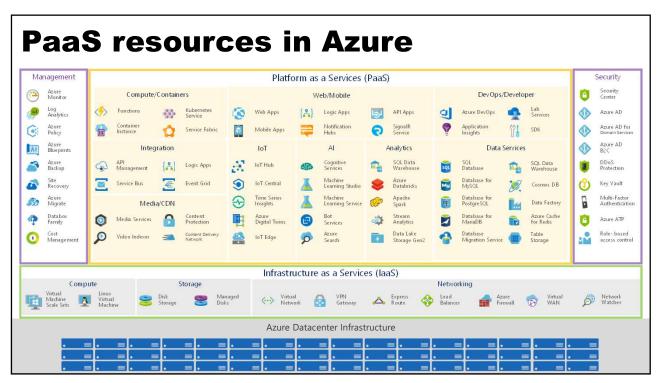
Platform as a Service (PaaS)

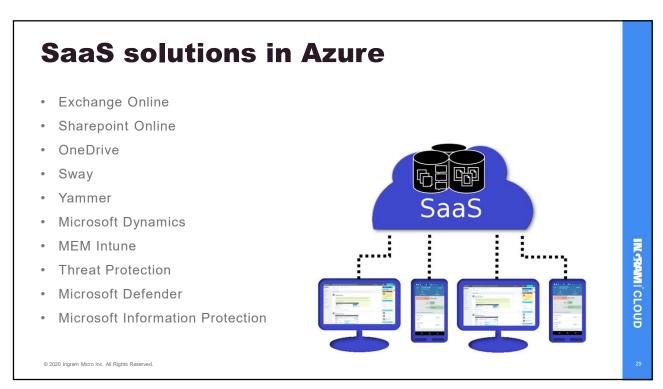
- · No need to install and maintain Operating System an Middleware
- · Flexibility of controlling the Application
- Often the cost effective Choice
- Develop Platforms more easily

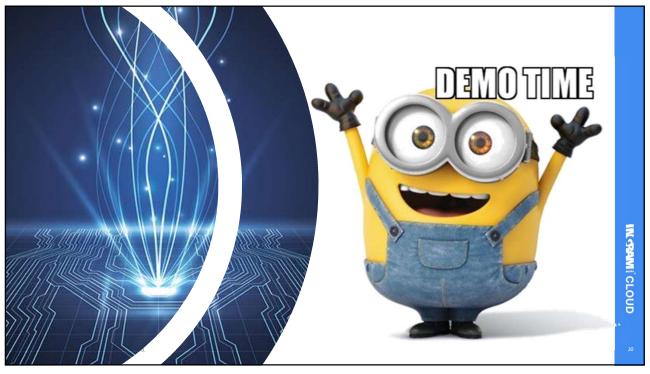


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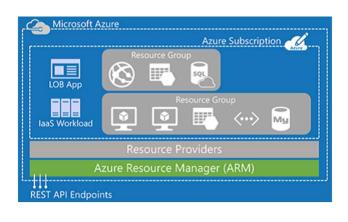






What is Azure Resource Manager (ARM)

- Referred as Control Planes
- · Works with Resource Groups
- Template-driven (JSON)
- Faster Compared to PowerShell
- User Rights (RBAC)
- Resource Tags
- multi-region
- https://portal.azure.com



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Azure Tenant & Domain



Tenant

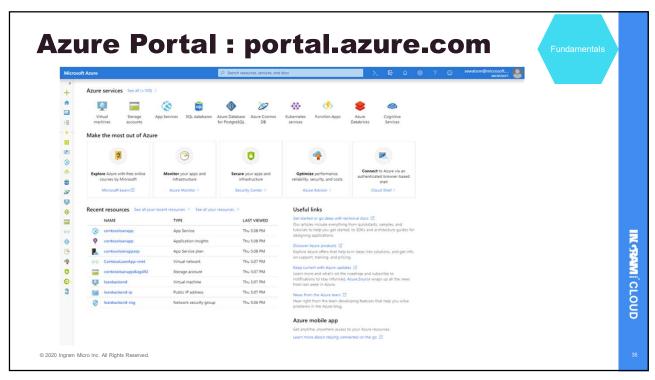


company.onmicrosoft.com

- A Tenant is an Instance of Azure Active Directory
- Unique Name
 - Tenant did exist already (Office 365 / Dynamics)
 - Created with Ingram Micro Cloud Marketplace
 - Free Azure Tenant : https://azure.microsoft.com/en-us/free/

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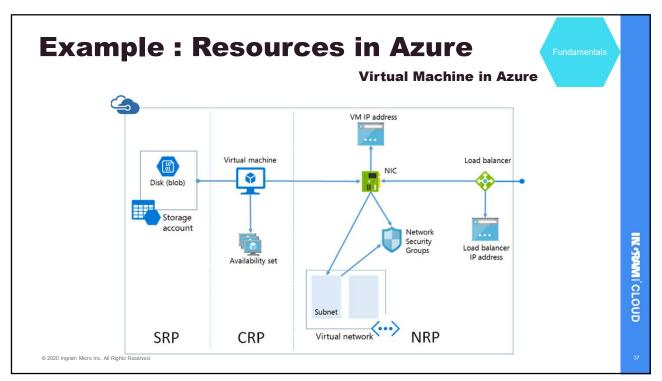
Resources and Resource Groups

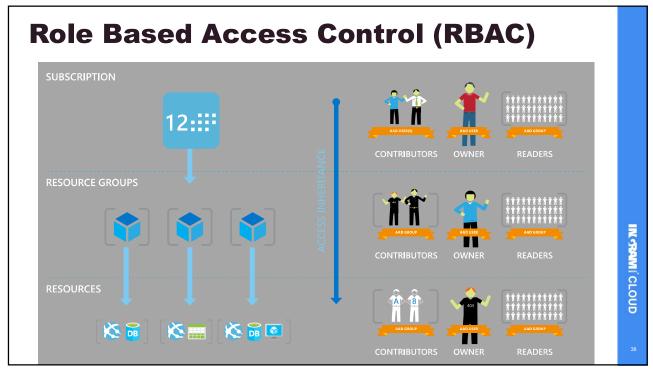
Fundamentals

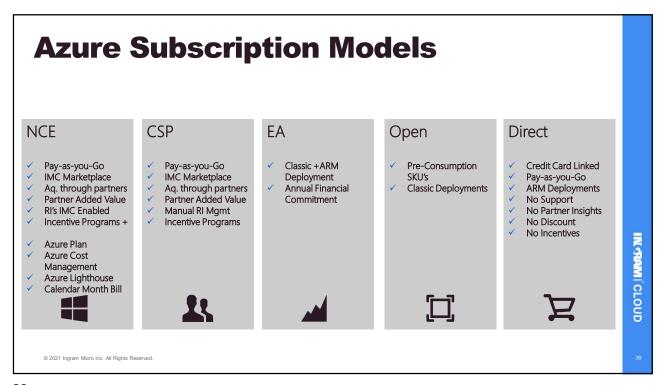
- Resource
 - A manageable item available through Azure. VMs, web apps, databases, etc.
- · Resource group
 - · A container that holds related resources
 - · You decide how to allocate resources to groups

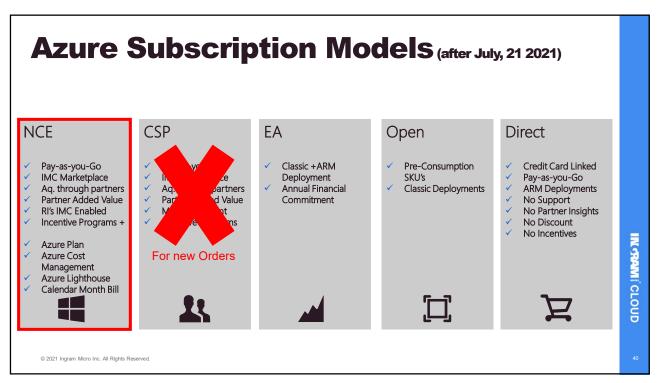
IN GRAW! CLOUD

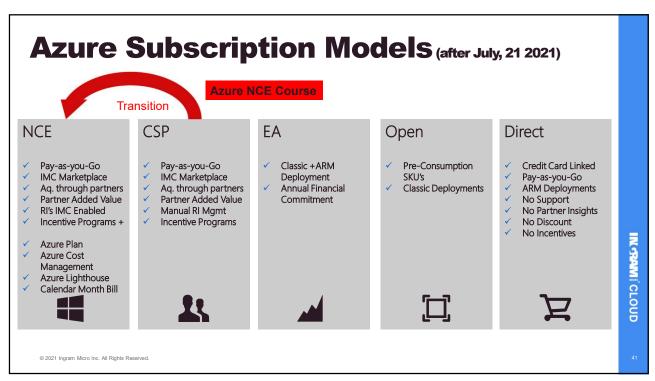
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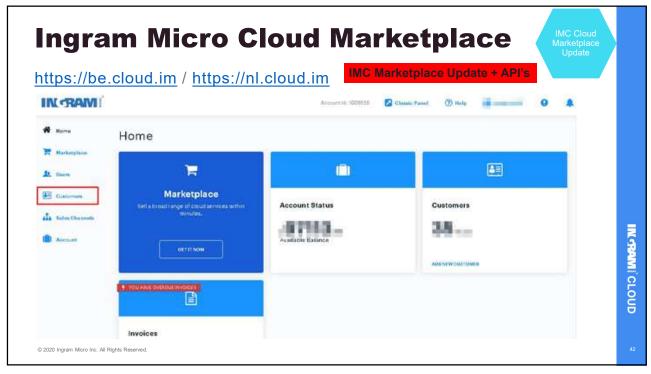


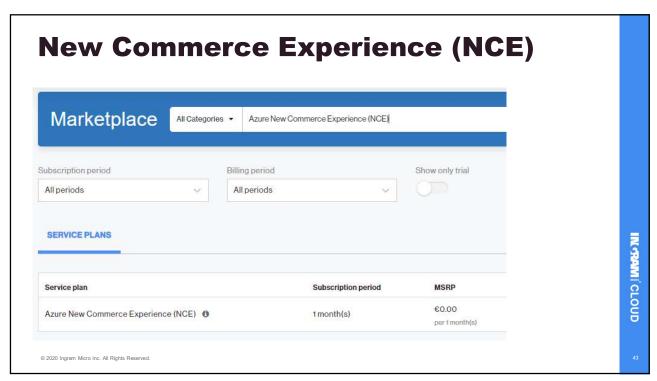


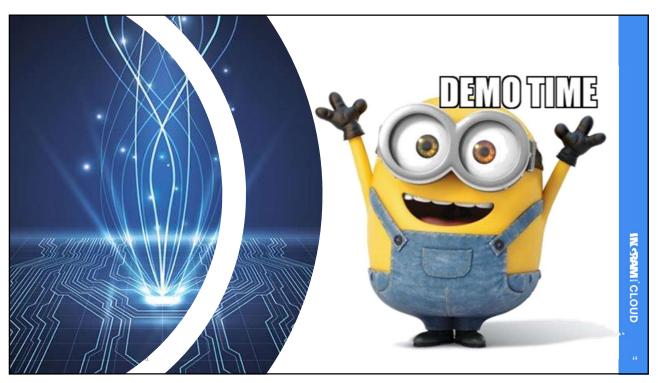












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New Commerce Experience for Azure

Public Cloud:

Azure NCE Subscriptions

- Will replace the Legacy Subscriptions
- Launched in November 2019
- Also called Azure Plan
- Streamline and improve customers buy and consume Azure services
- · Consistent view of Azure Pricing over all Subscription Models
- At this moment both Azure CSP and Azure NCE Subscriptions available
- Calendar Month Billing Periods
- New Incentives structure
- Azure Cost Management Tools

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NEW

"Azure plan"

Microsoft Customer Agreement

Partner Center then Azure Portal

1 Plan with Multiple Subs thru Azure Portal

Not Available at this time

Manual via MS FORM request until available on CMP

Available for customers and partner w/ Sub access

List price with Partner Earned Credits (PEC)

Azure Plan Pricing PL

month

Availability, Billing Frequency, Ordering
15. RI CANCELLATIONS / EXCHANGES

12. PRICE LIST

16. INVOICE DATES

1. OFFER TRANSACTED

2. DISCONTINUATION TIMEFRAME

5. CREATION OF SUBSCRIPTIONS

6. NO. OF SUBSCRIPTIONS

8. TRANSFER: CSP TO CSP

10. PARTNER ACCESS/AOBO

9. AZURE COST MANAGEMENT

AGREEMENT FOR INDIRECT RESELLERS/PARTNER
 AGREEMENT FOR END CUSTOMERS

7. TRANSFER: AZURE LEGACY TO AZURE PLAN (NCE)

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New Features in Azure NCE

Azure CSP and Azure NCE

OLD

"Microsoft Azure"

Q1/Q2 2021 Calendar Year

Microsoft Cloud Agreement

Partner Center

Multiple Subs thru PC

Not Applicable

Available

Not Available

Standard discount off the list price

Microsoft Azure Reserved Price Instances PL

currencies

Microsoft Partner Agreement

Internal FX rates used to calculate Azure prices in local Thomson Reuters FX Rate applied to all purchases in a

SAME

SAME

Issued on partner billing date for previous 30 days

Issued by 8th of month for previous calendar month

- Azure Cost Management
 - · Demo during this workshop
- · Azure Lighthouse
 - · Upcoming Workshop later on this year



Azure Cost Management



Azure Lighthouse

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Upcoming Azure NCE Workshop

- Transitioning an existing Subscription to Azure NCE
 - From Azure CSP (Ingram Micro) to Azure NCE (Ingram Micro)
 - From Azure CSP (Other CSP Provider) to Azure NCE (Ingram Micro)
 - From Azure NCE (Other CSP Provider) to Azure NCE (Ingram Micro)
 - From 'Pay as you Go' to Azure NCE
 - From 'EA' to Azure NCE
- · Reserved Instances (RI) in Azure NCE
 - Order RI's via Ingram Micro Cloud Marketplace
- Enabling AOBO (Administer On Behalf Of)



Diego Lens Cloud Technology Strategist Ingram Micro

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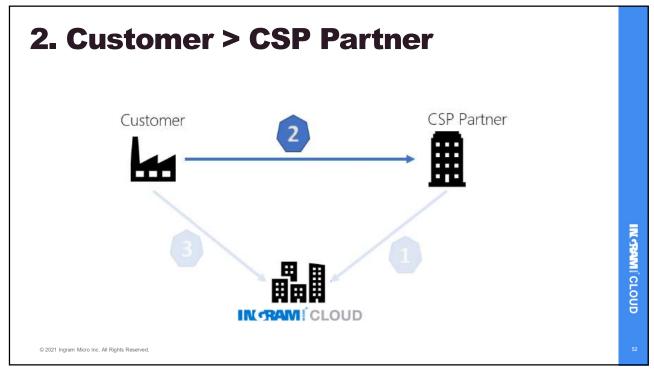




1. Enroll an Organization in the Microsoft Partner Network

- 2. Onboard as a CSP Indirect Reseller
- 3. Sign Microsoft Partner Agreement

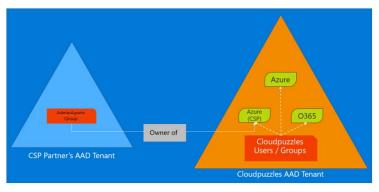
Aicrosoft Partner Center workshop



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AOBO Rights (Foreign Principals)

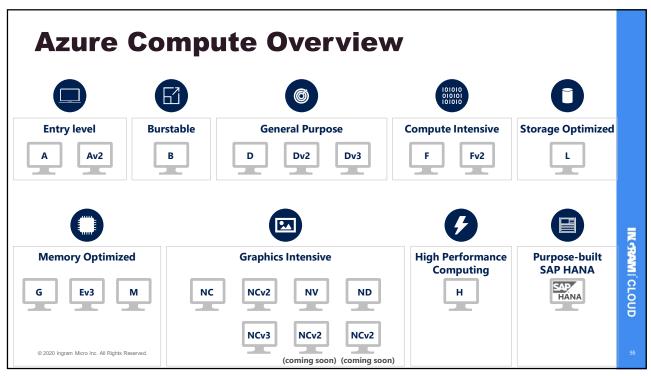
- · Admin on Behalf Of
- Admin Agents Group Members in the Partner Center have Owner Access to Customer's Azure Subscriptions

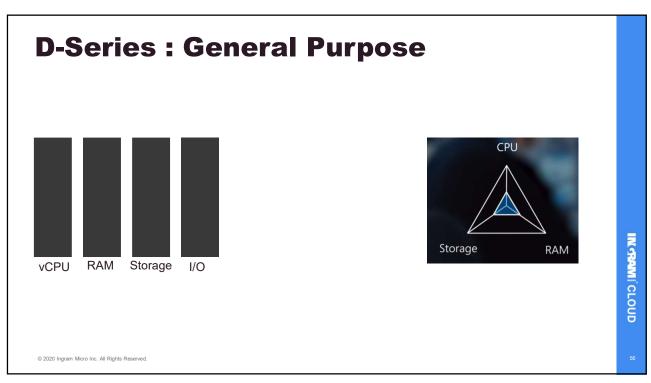


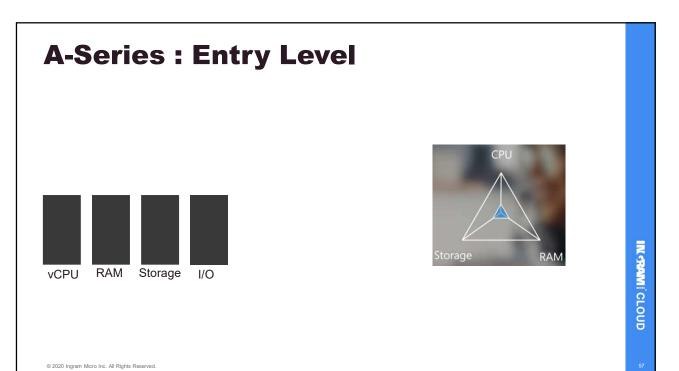
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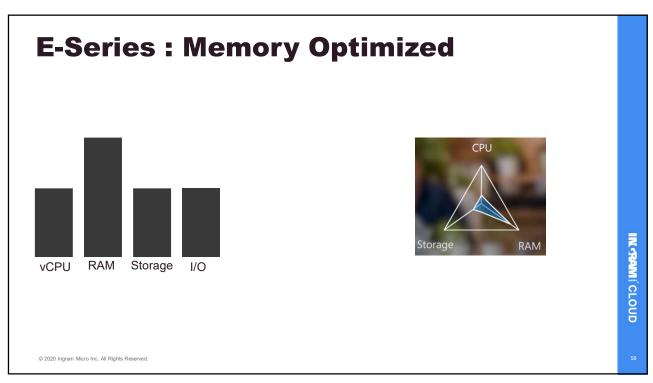
https://docs.microsoft.com/en-us/partner-center/azure-plan-manage

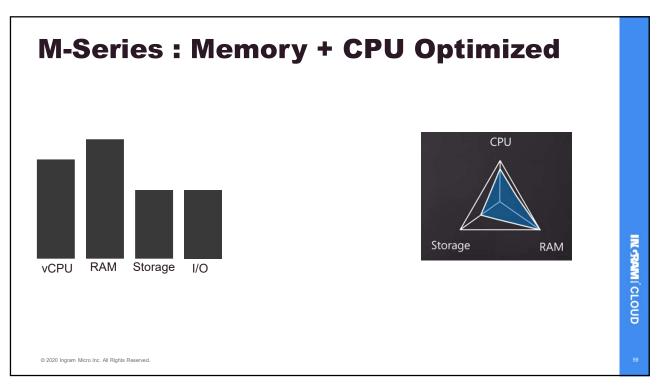


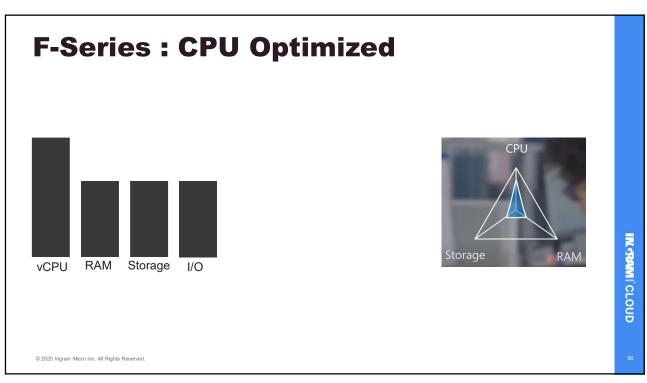


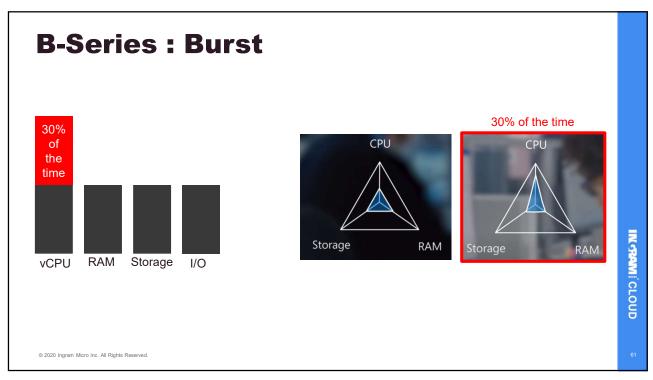


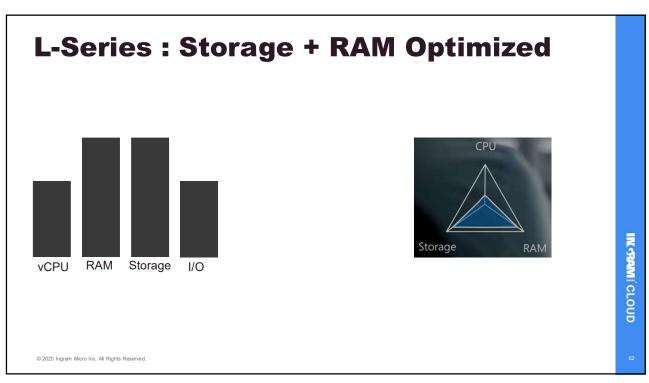


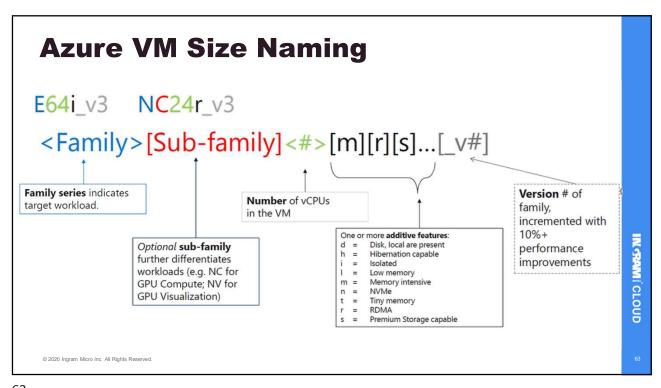












Reserved Instances (RI's)

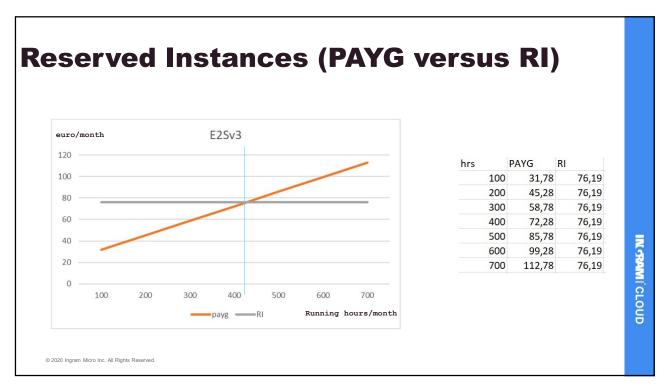
Pay only for the virtual machines (VMs), storage, and networking consumed when your users are using the service

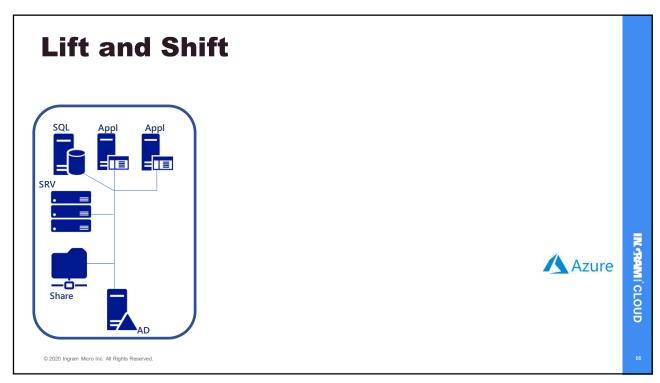
You have the flexibility to pick any VM and storage options to match your use cases

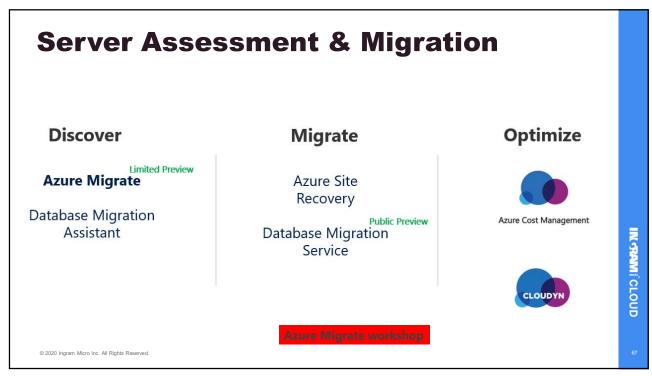
Take advantage of options such as <u>one-year or</u> three-year Azure Reserved Virtual Machine Instances, which can save you up to 72 percent versus pay-as-you-go pricing. Reserved Virtual Machine Instances are flexible and can easily be exchanged or returned

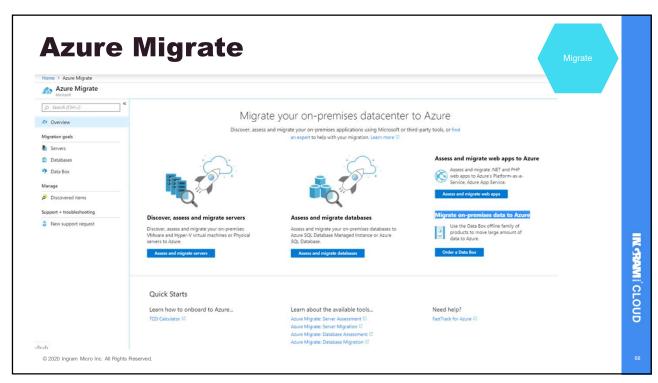


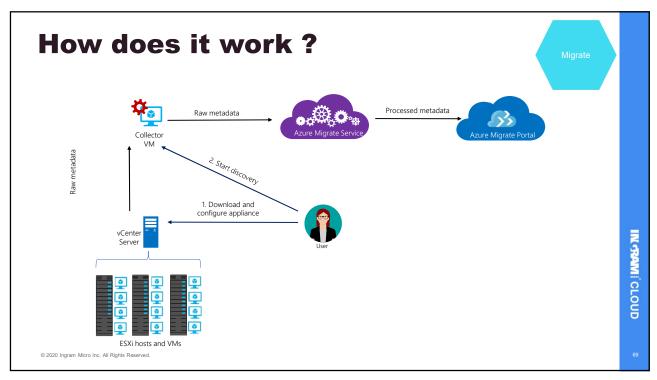
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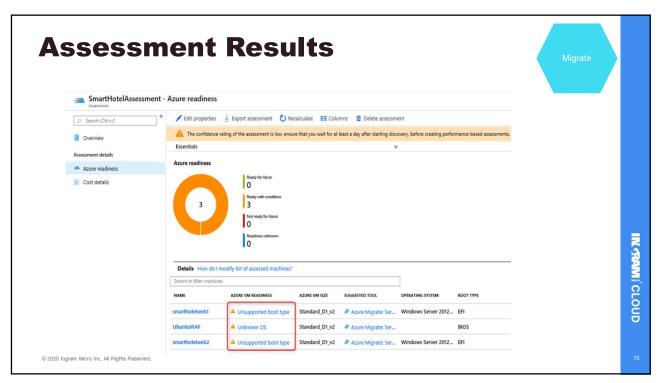


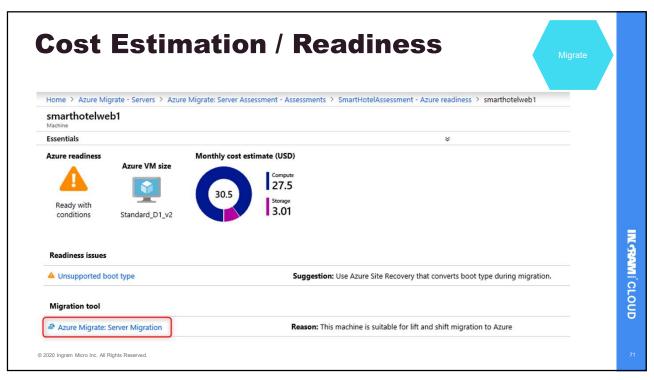


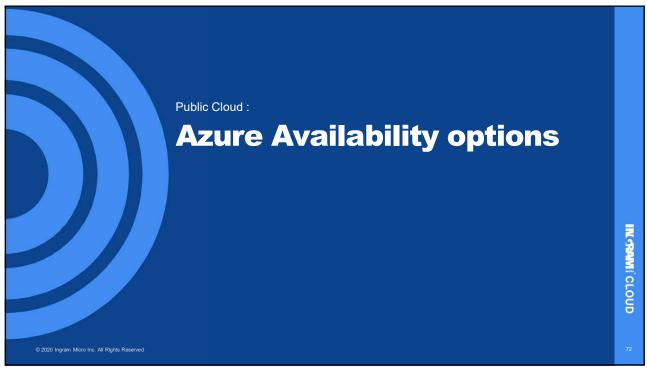


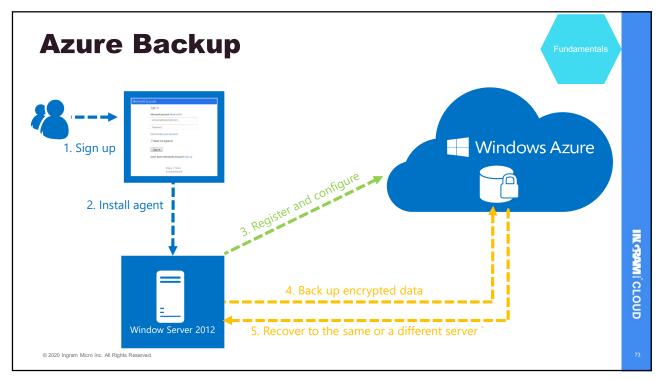


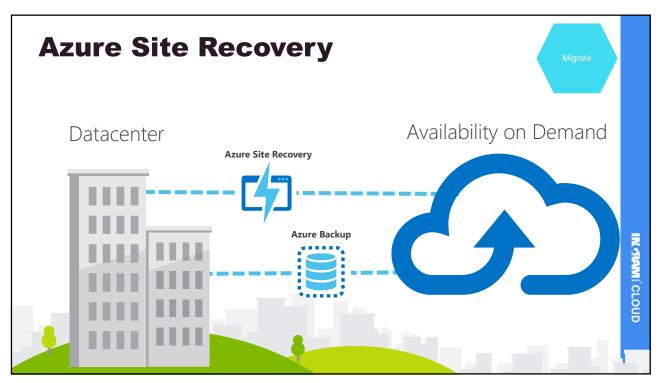


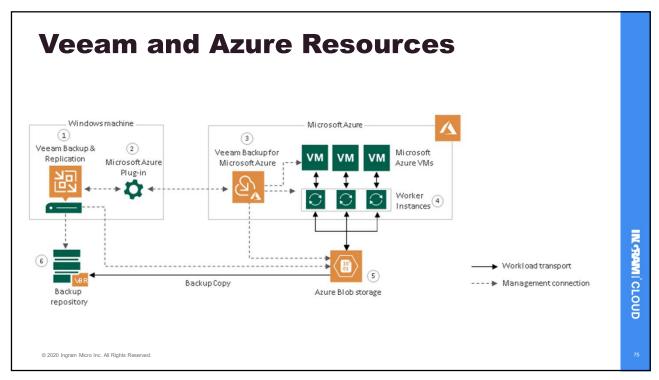


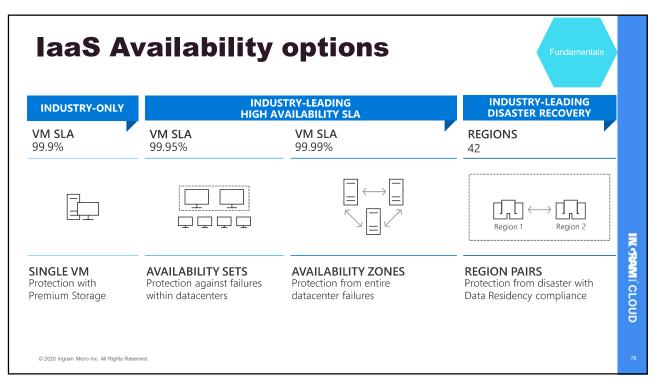


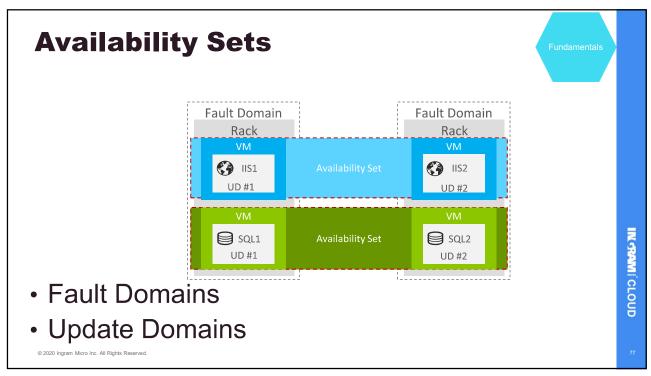


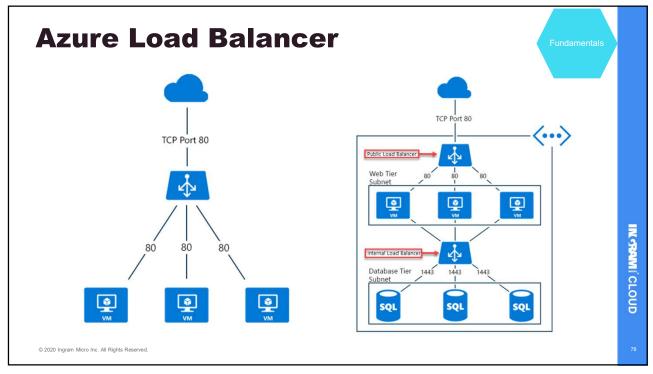












Azure VM Scale Set

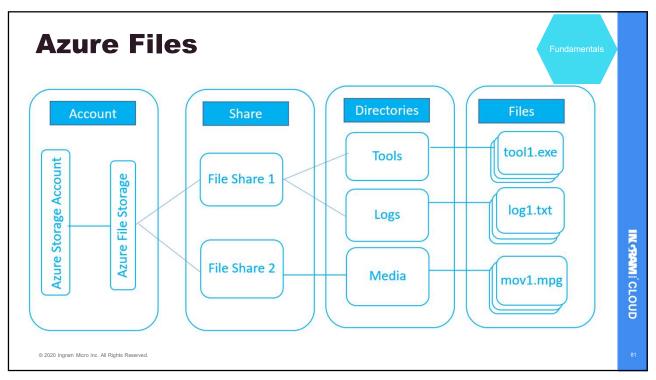
- · Create thousands of identical virtual machines in minutes
- · Quickly scale your big compute and big data applications
- · Rely on integrated load balancing and auto-scaling
- · Azure Virtual Desktop

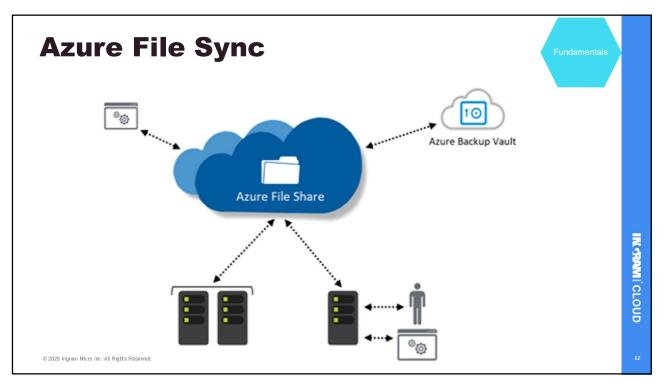


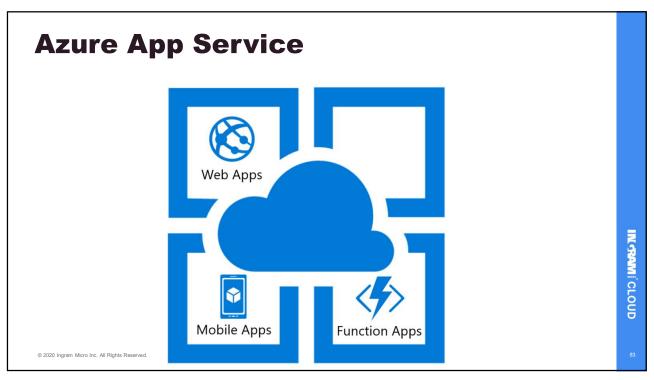
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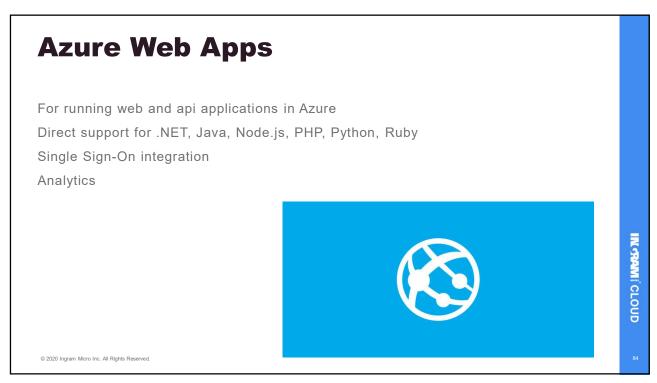
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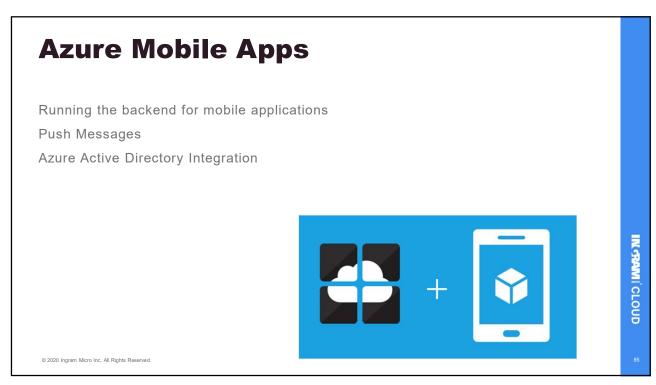


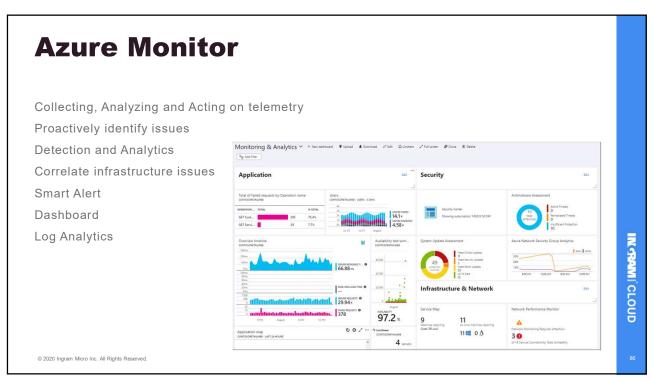


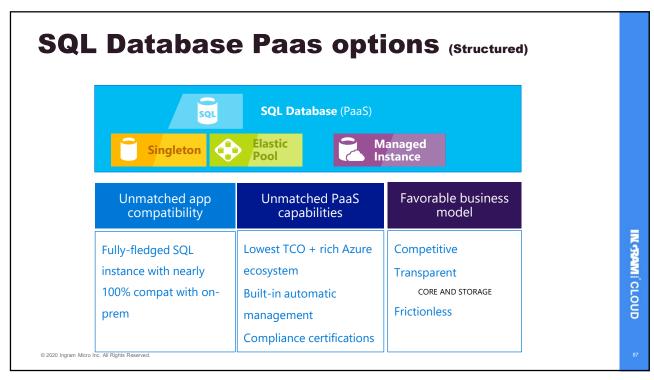


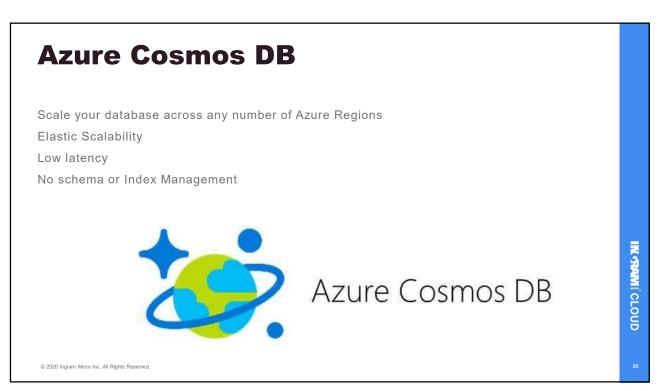








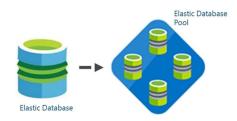




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SQL Elastic Pool

- Multiple SQL Instances in the same Pool
- All Resources are shared
 - CPU
 - 10
 - Memory
- Share Compute Power between Database resources



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