

## HYBRID CLOUD

# Microsoft Azure by Telefónica Tech

## HOW CAN TELEFÓNICA TECH HELP?

Our Telefónica Tech experts follow best practices in Azure, empowering your business and taking advantage of the most comprehensive offering of IaaS and PaaS services that Microsoft includes

**The adoption of the cloud has become a future insurance for companies** due to the agility, flexibility, and capacity for innovation that it provides. Digital transformation begins by taking the first step with the help of cloud experts.

**Telefónica Tech and Microsoft have strategic alliances in cloud** to give you quick and easy access to Azure services, **providing scalable and flexible solutions for managing your infrastructure (IaaS and PaaS).**

**Azure is Microsoft's public cloud that provides the most comprehensive offering of Microsoft IaaS and**

**PaaS services.** The only public cloud on the market with the option of **implementing hybrid environments with Azure Stack.** If you have Windows Server and/or SQL Server licenses, Microsoft allows you to reuse them in the cloud, making **Azure the best cloud for licensing cost.**

**Pay only for the Azure resources you use in your local currency.** You decide, with our advice, if you are going to use resources for a year or more, and if you acquire **Reservations or Saving Plans**, you can enjoy a **greater discount**, paying in advance or monthly.

## WHO IS THIS SERVICE FOR?



**Medium and large private and public organizations that require infrastructure capabilities and/or IT platforms** to obtain the benefits of the cloud: greater flexibility, agility, elasticity, security, robustness, and lower cost.



**Companies that already have IT infrastructure and want to evolve such infrastructure with their own internal IT capacity in the long term** in an agile and flexible way by opting to grow and learn from a trusted provider such as Telefónica Tech by using the Microsoft cloud.



**Companies in need of technological transformation** in their current systems and development teams, which require immediate resources in a flexible, efficient, and secure way.

## | OUR VALUE PROPOSITION

## Our service

Telefónica Tech has a large team of Azure experts certified in the most advanced skills. We offer a quality service under Microsoft's Cloud Solution Provider model or through an indirect Enterprise Agreement (SCE, Server and Cloud Enrollment).

We also provide specialized support in your language and contact Microsoft support if necessary. We offer you our Professional Services to help you in the process if you want to get on the cloud with Azure.

## What does it allow you to do?

This service will allow you to:

- › **Have great flexibility and reduced** operational costs by going digital with us.
- › **Provision yourself the Azure resources** you need or **have us do it for you.**
- › **Have Cloud Portal at your disposal as a tool to monitor** your Azure consumption.
- › **Track monthly consumption of the resources you use during the current month or see the detail of the use of resources** that we have billed you in **previous months.**
- › **Check monthly resource consumption** and see the **detail of the usage of the billed resources.**

## Benefits

### Flexible pricing structure

We offer the same flexible pricing structure in pay-per-use of Microsoft Azure and integrate the payment process of the resources you consume in your monthly bill with the rest of the contracted services.

### Maximum availability

Azure offers maximum availability of service deployment and infrastructure in different locations worldwide and the ability to scale your services as your business evolves, without the need of being an expert.

### Application development using the .NET platform on Azure

Azure has a developer guide that allows you to create smarter applications, through machine learning and artificial intelligence capabilities, and develop them using the .NET platform. The result is optimized applications, tailored on Azure and integrated with Azure Web Apps.

## Telefónica Tech's differential value



**We offer advanced specialized global monitoring and support** in your language and billing in local currency with our team of experts in multicloud services. If needed, we have support for the Microsoft cloud platform to escalate and prioritize any potential issues.



**We facilitate the management of your services** with exclusive access to our [Cloud Portal](#) tool. You will be able to view consumption and billing information, define alerts so that we can notify you when you reach the consumption threshold you decide and access articles and video tutorials about the service.



We have advanced professional services for migrations and implementations in Azure. Our team of experts advises you to migrate your applications to the cloud.

### EQUIPMENT, TEAMS, AND ACHIEVEMENTS

#### Our teams

- › **+1100 Azure Fundamentals Skills certifications**
- › **+600 Advanced certifications in Azure, of which**
- › **+300 are Azure Administration certifications**
- › **+80 are Azure Solutions Architects certifications.**

#### Achievements

- › Telefónica Tech is a Microsoft **Gold Partner**.
- › The most important and advanced Azure designation was obtained by Telefónica Tech in 2021: **Azure Expert MSP**.
- › We have a presence across the entire Telefónica footprint.

### RELATED PARTNERS



### BUSINESS MODEL

#### Advanced Modality

We provide you with everything you need to access the Azure console. This allows you to deploy and consume its services in any of the available locations or regions. There are also discounts on the consumption of certain resources for early booking (Reservations or Saving Plans) to assume a commitment of consumption for 12 or 36 months or monthly.

#### Managed Modality

The managed service we offer includes platform management, backup, monitoring, security, Advanced Support and FinOps services that can be expanded with its Extended version.

We offer various management services on your Azure infrastructure resources. We offer an optional management service for virtual machines and services deployed on them (databases, middleware...), allowing you to delegate to us the management of the infrastructure so you can focus your efforts on those tasks of greater value to your organization.

In order to ensure end-to-end management of your services and resources, we have the most appropriate and proven tools and procedures to meet this purpose, covering all aspects of management, from security to backup and including monitoring and reporting.

## RELATED SERVICES

### Capabilities

We facilitate your journey to the cloud with our Consulting, Cloud Professional Services and Multicloud Hybrid Services capabilities:

Cloud Consulting and Professional Services 

Multicloud Hybrid Services 

### Hybrid Cloud

We drive your growth with multicloud solutions from our partners:

AWS by Telefónica Tech 

Google Cloud Platform by Telefónica Tech 

Oracle Cloud Platform by Telefónica Tech 

We also offer the Telefónica Tech Cloud Platform service, an integrated Cloud solution from on-premises to our Data Center and Edge, with multiple telco connectivity alternatives and local nodes in 7 countries:

Telefónica Tech Cloud Platform 

### Cybersecurity

We help you keep visibility and control of your multicloud environments with cyber security solutions:

Cloud Security 

Contact us to start the digital transformation of your organization.

