Application Innovation AKS Offer
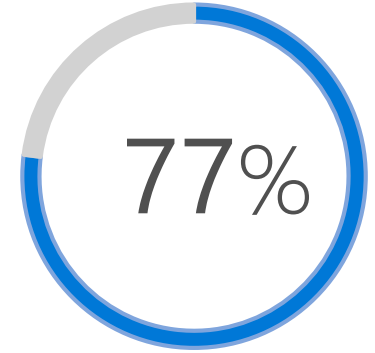
Sample Partner offer

Containers and Kubernetes momentum

"By 2020, more than **50%** of enterprises will run **mission-critical, containerized cloud-native applications** in production."
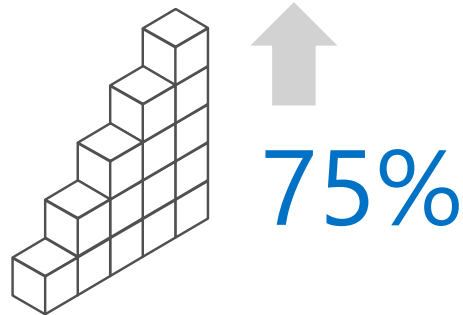
Gartner

Half of container environment is orchestrated.[1]

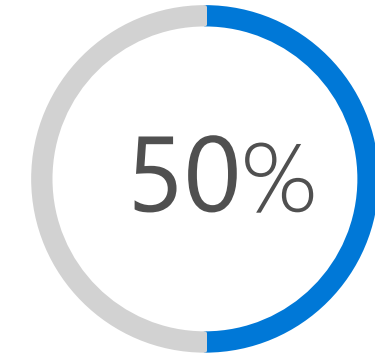**77%** of companies[2] who use container orchestrators choose Kubernetes.

77%

The average size of a container deployment has grown 75% in one year. [1]

75%

Larger companies are leading the adoption.[1]

Nearly **50%** of organizations[1] running 1000 or more hosts have adopted containers.

50%

1: Datadog report: 8 Surprising Facts About Real Docker Adoption
2: CNCF survey: cloud-native-technologies-scaling-production-applications

Azure

Overview

Challenges

- Application Innovation is complex
- VM based application platforms are slow and costly
- Governance and Security

Solution

- Engage XXX to empower your organization modernize your applications with low risk

Benefits

- Cost savings
- Faster time to market
- Reduced risk
- Increased scalability

Activities

Week 1

- Kubernetes platform training via hackfests.
- Application Portfolio Assessment .
- Review Governance and Security requirements.
- Identify pilot application.
- Review pilot application requirements.
- Review application architecture (tiers, database(s), other connected systems and current hosting platforms).
- Catalog third-party dependencies.
- Diagram deployment steps.

Week 2

- Deploy Kubernetes cluster in Azure subscription using Azure Kubernetes Service (AKS) with Azure Resource Management (ARM) templates.
- Configure cluster to support monitoring, security, logging and storage best practices.
- Integrate cluster into Azure Active Directory (AD) for authentication and authorization.
- Configure additional Azure components as necessary (storage, network, VPN, etc.).
- Configure Azure governance and Security templates.
- Help configure developer workstations to facilitate container-based development.
- Containerize chosen application.
- Migrate data into container or Azure platform-based database.
- Perform initial deployment of application containers to new AKS cluster.

Week 3

- Validate app functionality
- Create and configure Azure Container Registry
- Create automated DevOps processes
- Set up/configure CI/CD pipelines

Deliverables

Week 1

- App architecture diagrams
- Azure Governance Blueprints, policies and security
- Application portfolio migration plan
- Application Pilot Deployment flow diagram

Week 2

- Fully configured Kubernetes cluster in your Azure account
- A Pilot app deployed and running in the cluster
- Capability to containerize and deploy additional apps

Week 3

- Pipeline to build and deploy containerized apps
- Private container registry to store all of your images

Collateral for Offering

1) Customer presentation
2) Customer success story
3) 2 to 3 customer wins