# Ofertas Cloud and Hosting

## Ventajas generales de un servicio Cloud:

* On-demand | Self-Service | Convenient | Automated
* Flexible | Rapid elasticity | Instant Provisioning | Instant Release | Scalable | Agile | Fast
* Measured service | Pay as you Go (PayG) | OPEX vs CAPEX
* Ubiquitous | Broad Network access
* Resource Pooling | Multitenant

## Potenciales Ofertas/Soluciones/Escenarios:

* **Backup as a Service (BaaS | Cloud Backup)**:
  + Respaldo de archivos y carpetas para servidores y clientes Windows on-premise en la nube
* **Disaster Recovery as a Service (DRaaS)**:
  + Recuperación de desastres en Azure – Replicación de VMs Windows/Linux On-premise en Hyper-V (sin VMM) hacia Azure
  + Recuperación de desastres en Azure – Replicación de VMs Windows/Linux On-premise en Hyper-V (con VMM) hacia Azure
  + Recuperación de desastres en Azure – Replicación de servidor físico Windows/Linux On-premise hacia Azure
  + Recuperación de desastres en Azure – Replicación de VMs Windows/Linux On-premise en VMware hacia Azure
* **Database as a Service (DBaaS)**:
  + Base de datos individual administrada en Azure SQL (PaaS)
  + Instancia de SQL Server en máquina virtual de Azure (IaaS)
  + Hosted SQL Server vDedicated VM en Service Provider Datacenter
  + Hosted DBaaS en Service Provider Datacenter
* **Desktop as a Service (DaaS)**:
  + Hosted Desktops en Azure para publicación de aplicaciones cliente/servidor
  + Hosted Desktops en Service Provider Datacenter
  + Hosted Desktops en Service Provider Datacenter con desborde en Azure (Hybrid DaaS)
* **Identity as a Service (IDaaS)**:
  + Azure Active Directory domain services para autenticación de aplicaciones Cloud en Azure.
  + Azure Active Directory Application Proxy para publicación de aplicaciones en Azure
* **Cloud PBX (Cloud PSTN Voice)**:
  + PSTN Calling through 3rd party hoster with Skype for Business Cloud Connector and Cloud PBX
* **Device management and security**:
  + Device Management with System Center Configuration Manager
  + Device Management with Microsoft Intune
  + Device Management with Microsoft Enterprise Mobility and Security (EM+S)
  + Information Security Management with Azure Right Management Services (RMS)

# Backup as a Service (BaaS | Cloud Backup)

## Deployment Scenario: Respaldo de archivos y carpetas para servidores y clientes Windows on-premise en la nube

|  |  |
| --- | --- |
| **Tecnología principal**: Azure Backup | **Descripción**: **Simple** and **reliable** cloud integrated backup as a service |
| **Beneficios**:   * **Unified** solution to protect data on-premises and in the cloud. **Integrated** with System Center Data Protection Manager. **Wide support** for On-premise physical and Hyper-V/VMware virtual Windows Servers, Windows Clients, Azure Windows and Linux VMs, Applications like Exchange, SQL, SharePoint, and Files & Folders. **Centralized** monitoring and reporting if it is integrated with SCOM. * **Reliable** backup target alternative to tape. 3 to 6 copies Local or Geo-replicated backup store. 99.9% **availability** guaranteed. **Offsite** backup and **Long-term** retention for up to 99 years. * **Efficient** incremental backups, compressed and throttled network replication. **Cost-effective** with zero capital investment and minimal operational expense. **Simple** 10-minutes deployment. **Fast** Recovery times. **Automated** scheduling. Offline seeding. * **Secure**—data is encrypted in transit and at rest | **¿Cómo funciona?**:   1. Get an Azure Subscription (if you don’t already have one) 2. Create a recovery Services vault 3. Download the necessary files 4. Install and register the Recovery Services agent 5. Backup your files and folders   How to back up your Windows machine with Azure Backup  Step-by-Step: <https://docs.microsoft.com/en-us/azure/backup/backup-try-azure-backup-in-10-mins> |
| **¿Por qué Azure Backup?**: Azure Backup ofrece las siguientes ventajas frente a otras soluciones:   * Automatic storage management * Unlimited Scaling * Multiple storage option: GRS and LRS * Unlimited data transfer * Data encryption * Application-consistent backup * Long-term retention | * **Product info**: <https://azure.microsoft.com/en-us/services/backup/> * **Documentation**: <https://docs.microsoft.com/es-es/azure/backup/> * **Pricing**: <https://azure.microsoft.com/en-us/pricing/details/backup/> * **FAQ**: <https://docs.microsoft.com/es-es/azure/backup/backup-azure-backup-faq> |

**¿Cuánto cuesta?**: El precio de Azure Backup depende de 1) la cantidad y el tamaño de las instancias protegidas y 2) por el tipo y capacidad de almacenamiento utilizado:

* **1) Costo de la instancia protegida\***:

|  |  |
| --- | --- |
| **Data Stored Per Protected Instance Per Month** | **Price** |
| Instances up to 50GB of data | $5 per protected instance + Storage consumed |
| Instances between 50GB to 500GB of data | $10 per protected instance + Storage consumed |
| Instances greater than 500GB of data | Increments of $10 for each 500GB + Storage consumed |

* **2) Costo del almacenamiento utilizado\***:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **LRS** | | **GRS** | | **RA-GRS** | |
| **Cool** | **Hot** | **Cool** | **Hot** | **Cool** | **Hot** |
| First 100 TB / Month | $0.01 | $0.024 | $0.02 | $0.048 | $0.025 | $0.061 |
| Next 900 TB / Month | $0.01 | $0.0232 | $0.02 | $0.0463 | $0.025 | $0.0589 |
| Next 4,000 TB / Month | $0.01 | $0.0223 | $0.02 | $0.0446 | $0.025 | $0.0567 |
| Over 5,000 TB / Month | Contact Microsoft | | | | | |

**Ejemplos:**

* Respaldar un (1) servidor on-premise virtual o físico con 25GB de espacio ocupado en disco respaldado en un almacenamiento en Azure tipo LRS-HOT:
  + **Precio total a pagar por mes**: $5 x 1 instancia + 25GB x $0.024 = **$5.60**
* Respaldar un (1) servidor on-premise virtual o físico con 75GB de espacio ocupado en disco respaldado en un almacenamiento en Azure tipo LRS-COOL:
  + **Precio total a pagar por mes**: $10 x 1 instancia + 75GB x $0.01 = **$10.75**
* Respaldar dos (2) servidores on-premise virtuales o físicos con 1TB (1024GB) de espacio ocupado en disco cada uno respaldado en un almacenamiento en Azure tipo GRS-HOT:
  + **Precio total a pagar por mes**: $30 x 2 instancias + 2048GB x $0.048 = **$158.30**

**[Partner] Servicios administrados complementarios/adicionales potenciales:**

|  |  |
| --- | --- |
| **Servicio** | **Modalidad de cobro** |
| Instalación/Despliegue asistido de los agentes de backup en los servidores a proteger | Por servidor |
| Carga inicial rápida a la nube para grandes volúmenes de información por medio de enlaces rápidos temporales | Por GB cargado |
| Configuración asistida de los agentes y el servicio | Por servidor |
| Restauración asistida de copias de seguridad | Por GB restaurado |  Por servidor |
| Monitoreo del estado de las copias de seguridad | Por instancia protegida (servidor) |
| Soporte a servicio de respaldo | Por horas |  Cómo % del consumo total del servicio |  Por ticket de soporte |
| Infraestructura para ambiente de restauración (Recovery environment - VMs) en Azure o en Hoster Datacenter | Por VM, GB, Networking traffic |

# Pricing

## Planes

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Standard** | **Advanced** | **Premium** |
| Capacidad Máxima de Instancia Protegida | 50GB | 500GB | 1000GB |
| Storage | Hot Locally-redundant storage (LRS) x3 copies within same region | Hot Global-redundant storage (GRS) x6 copies 3 in one region; 3 in another region | Hot Read-Access-Global-redundant storage (RA-GRS) x3 copies 3 in one region; 3 in another region with Read Access |
| Included Storage Capacity | 50GB | 500GB | 1000GB |

## Add-ons

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Project Services** | **Managed Services** | **IP Services** |
| Assessment | Included |  |  |
| Analysis and Design | Included |  |  |
| Planning | Included |  |  |
| Installation | Included |  |  |
| Configuration | Included |  |  |
| Deployment | Included |  |  |
| Data Migration | Included |  |  |
| Testing | Included |  |  |
| Training | Included |  |  |
| Email Support 5x8 |  | Included |  |
| Phone Support 5x8 |  | Included |  |
| Availability Monitoring |  | Included |  |
| Updates and Patching |  | Included |  |
| Health Checks |  | Included |  |
| Security Monitoring |  | Included |  |
| Capacity Forecasting |  |  | Included |
| System Integration |  |  | Included |
| Automation |  |  | Included |