

EXIT-01

Azure Exit-or-Stay Workshop

DURATION**1 day****FORMAT**

On site at the customer, one day with all stakeholders, advance analysis included · German or English

AUDIENCE

IT leadership, executives and business units of a company with 20 to 200 VMs in Azure that wants to know in one day what staying, hybrid or the way back to its own data center costs over five years.

Certification anchor: No exam focus. The result is a decision matrix with five-year costs per scenario that holds even when the answer is: stay.

OUTCOMES

- ▶ Azure as is, Windows Server in your own data center, Azure Local with Arc and an EU provider as four scenarios with five-year TCO side by side
- ▶ Assess the dependencies that no move resolves: identity, Microsoft 365, backup, licenses, people
- ▶ Sovereignty, the Data Act and vendor lock-in as weighted criteria instead of gut feeling
- ▶ Decision matrix and roadmap for the next 90 days, fit for the executive board

AGENDA**Advance**

Cost export and inventory are evaluated, stakeholder questions collected

Morning

Current state with all stakeholders: workloads, users, requirements, sensitivities. Market situation: repatriation, Data Act, Windows Server 2025, Azure Arc

Afternoon

Calculate four scenarios: cost, risk, people, migration effort. Decision matrix, recommendation, 90-day roadmap

**YOUR TRAINER****Dino Bordonaro**

Microsoft MVP for eight consecutive years (award categories Microsoft Azure and Cloud and Datacenter Management), Microsoft Certified Trainer, almost 30 years in IT. Trains Microsoft partners, among others for the ADN distribution. His strength: he connects sales and technology. Pricing models, objections and architecture in a language that decision makers and engineers both understand. More than 800 professionals trained, every concept proven in his own enterprise lab in a TÜV-audited datacenter.

€8,990 plus VAT

Fixed price for the on-site workshop day with up to 12 stakeholders, including advance analysis of your Azure cost export. Travel expenses as incurred.

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