

REVIEW-05

Azure Strategy Review

DURATION

5 working days
remote

FORMAT

Remote, cross-check of a concept, offer
or migration plan, written opinion ·
German or English

AUDIENCE

Executives and IT leadership who have a cloud concept, an
exit plan or an offer on the table and want a second opinion
before signing. The way you ask a second doctor before
major surgery.

Certification anchor: No exam focus. The result is a written counter-opinion with a risk traffic light, independent of vendor and system integrator.

OUTCOMES

- ▶ Assumptions, figures and gaps of the concept checked point by point
- ▶ Cost model recalculated: licenses, operations, people, egress, hidden follow-up costs
- ▶ Risk traffic light for security, sovereignty, operations and timeline
- ▶ A clear recommendation: sign, renegotiate or rethink

AGENDA

Day 1	Review the documents: concept, offers, contracts, cost export, inventory
Day 2-3	Technical and commercial examination, recalculation, comparison with market prices and reference architectures
Day 4	Write the opinion: twelve pages, risk traffic light, recommended actions
Day 5	Readout: 90 minutes with executives and IT leadership, questions, next steps

**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.

€9,900 plus VAT

Fixed price for one concept or offer up to 200 VMs, including written opinion and readout. Result within ten working days of receiving the documents.

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