

CDW - AN AZURE EXPERT MANAGED SERVICE PROVIDER



Bringing you best-in-class knowledge, skills, and services at a global level

At CDW, the customer experience is at the heart of everything we do. We pride ourselves on our dedication, expertise and knowledge to help customers on their cloud journey.

Now we have taken that expertise to the next level with a new accreditation – Azure Expert Managed Service Provider (MSP).

This status is only awarded to a small number of Microsoft's top partners, globally. This is because becoming an Azure Expert MSP is an exhaustive process that only the most skilled – and dedicated – partners undertake. It involves both a pre-audit assessment and on-site audit, and hundreds of hours of effort requiring expertise from across the business.

Microsoft therefore recognises that CDW has gone above and beyond to demonstrate the highest degree of knowledge, skill, services capabilities and focus on customer service at a global level.

Bringing together expertise from across our global organisation, CDW has demonstrated:

- Consistency in process, tools, skills and technology to ensure successful delivery of repeatable, complex solutions based on Microsoft Azure
- End-to-end expertise in cloud design, migration, cost optimisation, security, governance & management at scale with our comprehensive portfolio of services
- CDW's Cloud Management Platform, which provides customers with catalogue-based automation and insightful reporting to their cloud environments.



What does Azure Expert MSP mean for customers?

CDW becoming an Azure Expert MSP has some huge benefits to our customers.

One of the biggest is **access to Microsoft funding programmes** to help support the cost of customers' migration to the cloud as part of their modernisation plans. That could be refactoring applications to make them cloud ready or shifting entire workloads to Azure. Funding can be applied to several different instances to help support those types of projects.

For example, it can help fund:

Windows Virtual Desktop (WVD) deployments

WVD is the only virtual desktop that delivers simplified management, multi-session Windows 10, optimisations for Office 365 ProPlus, and deploys in minutes.

.NET Migrations

Azure offers the only end to end hosting platform designed to manage .NET applications with Azure App Service and Azure SQL.

Wherever you are with your migration plans, CDW's status as an Azure Expert MSP means we can continually support and accelerate your cloud journey.

Other benefits to customers include:

- Priority access to Microsoft, guaranteeing a direct response to queries and ensuring any support requests are escalated quickly.
- Special access to specific tools, resources and Microsoft Engineering teams.
- Dedicated technical training programmes which help to bridge any skills gaps within a customer's organisation, whether at a technical or foundational level.
- As one of only a handful of organisations globally to be recognised as an Azure Expert MSP, customers can be confident they are in the best hands when it comes to their Azure services engagement.

In Microsoft's own words:

"When you see the Azure Expert MSP logo, you can be confident that you are connecting with one of our most capable and high-fidelity Azure Managed Service Providers. Whether you are working on mission-critical apps, entire datacenter footprints, or hybrid environments, Azure Expert MSPs have proven their capabilities to be able to help you"

So how does it work?

CDW's Azure Services Portfolio provides the platform and capability for long-term success. This may include helping you from the early stages of establishing your foundation in Azure as a platform all the way through accelerating and optimising your applications and data for marketplace digital velocity. Working with you to leverage the 4,000-plus features in Azure for your unique needs requires a process.

1. Establish the Foundation

The first step is assessing your on-premise environment to determine the right targets and workloads for the public cloud. Our tools, reports and consultants will get this done as quickly as possible to determine the costs involved so you can make decisions on the next steps with the right data and information at hand.

From there CDW can work with you to establish a governance strategy. This will ensure you control costs and have the right administration and security postures for success.

Through our pilot or Jumpstart services, you can quickly enable your first workloads to skill up quickly, learn the ropes from experts and ensure you are ready for your first enterprise level migrations.

2. Migrate and Grow

Once you've established your foundation, and you've got your governance strategy and the experience to expand your flexibility and reach, our migration services will help you achieve more at scale. There are several phases to a migration that we may use to minimise disruption and accelerate your deployment, including planning and discovery, server and application assessment, migration plan, landing zone, Infrastructure as a Service (IaaS) migration, and tenant-to-tenant migration.

3. Accelerate and Optimise

CDW will work with you on a custom approach to accelerate your vision for digital transformation through automated infrastructure, practical DevOps and modern software architecture patterns and practices.

We will work with you to understand your business needs and define a solution using the power of the cloud with modern practices, ensuring true transformation that will help you save money and create a differentiator for you.

Speak with your CDW account manager or [contact us here](#) for more information about Azure Expert MSP and how we can help you on your Azure cloud journey.

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