Avanade Solution for Microsoft Azure Stack Top 10 FAQ

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1. **What is Microsoft Azure Stack?**
   Azure Stack, an extension of Azure to on-premises environments, is a new hybrid cloud platform delivered as an appliance that enables a true hybrid IT cloud model. Azure hybrid capabilities include uniformity across identity, security and management, data, and application platforms.

2. **When would I use Azure Stack vs. Azure?**
   Examples of real-world use cases for Azure Stack include:
   • **Edge and disconnected solutions** where customers can address latency and connectivity requirements by processing data locally in Azure Stack and then aggregate in Azure for further analytics, with common application logic across both.
   • **Modern applications across cloud and on-premises** where customers can apply the same Azure web and mobile app services, containers, serverless and microservice architectures to update legacy applications with Azure Stack, using a consistent DevOps process across on-premises and cloud.
   • **Cloud applications that meet every regulation** where customers can develop and deploy applications in Azure, with full flexibility to deploy on-premises with Azure Stack to meet regulatory and policies requirements, with no code changes needed.

3. **Can I install Azure Stack on my existing hardware?**
   Azure Stack is only available as a turnkey appliance from Microsoft approved vendors. This is to ensure the best possible consistent performance and reliability of Azure Stack. You can only install the development single node version of Azure Stack on existing hardware if it meets the minimum recommended specifications.

4. **Does Azure Stack support running Docker containers?**
   Yes

5. **What is the Avanade Solution for Microsoft Azure Stack?**
   It is a complete solution (hardware + software + full managed services), which offers a Azure-consistent experience at a competitive price point. To meet unique industry and flexibility needs, Avanade can deliver Azure Stack on-premises at the client site, at remote locations or hosted in Avanade's data centers. This will allow companies to benefit from the Microsoft Cloud in the environment and combination of deployment models best suited to their needs.

6. **How is Avanade's Azure Stack solution different from what other providers offer?**
   Avanade is a global systems integrator with more Microsoft and Azure certified employees than any other Microsoft partner. As Microsoft worldwide Azure Alliance Partner of the Year for 2017, we have the knowledge and experience to help clients get to hybrid cloud in a way that makes sense for their business.

   We sell hybrid, not hardware.
   • We run and manage the fabric/infrastructure, providing a true Azure experience.
   • We provide a complete Azure Stack solution under a single contract (one throat to choke).
   • We provide expanded services around Azure and Azure Stack.

   We have the people and expertise.
   • Avanade/Accenture are the most highly certified Azure partner (Microsoft Azure Alliance Partner of the Year 2017).
   • We can show you how to best use Azure Stack with Azure (better together).
   • We are a services company with experts in cloud transformation and operations.

   We tailor to client needs.
   • We offer vertical industry targeted solutions and we can help with hybrid complexities.
   • Our solution is built on commodity hardware.
   • We provide detailed billing/charge back and can leverage other tools we've built for Azure.

7. **What is provided with Avanade's Azure Stack Managed Services?**
   Our Azure Stack Managed Service is a core component of our Azure Stack Solution and covers management of the Azure Stack infrastructure. The purpose of this service is to provide an Azure-consistent experience to Azure Stack users. This managed service also provides a single point of contact for clients, including a service delivery manager. The following services are included:
   • Hardware monitoring
   • Hardware break/fix
   • Azure Stack software monitoring (fabric, capacity, events, etc.)
   • Azure Stack software issues
   • Azure Stack patching/updates (released by Microsoft quarterly)
   • Administration of Azure Stack (plans, quotas, gallery, resource provider updates, etc.)
   • Reporting
   • Backup services
   • Billing

8. **Who manages workloads deployed on Azure Stack?**
   As is the case with Microsoft Azure, the client can manage its own workloads (IaaS/PaaS) on Azure Stack, or can engage Avanade Managed Services (AO/IO) to run these workloads for them. This service is optional and over and above the management of the Azure Stack platform.

9. **Will the Accenture Cloud Platform (ACP) support Azure Stack?**
   Yes. Clients will be able to connect to and manage resources on Azure Stack using ACP the way they do with other supported ACP cloud platforms.

10. **How do clients purchase and license this solution?**
    Clients purchase the Azure Stack Solution from Avanade – this includes hardware, installation and configuration services, and our managed service. The software itself is licensed from Microsoft through an Azure consumption model, but the hardware, managed service, etc. are all purchased up front (unless the client chooses to leverage a finance solution that will be available).

For more information please visit: https://www.avanade.com/en/technologies/azure-stack