

WELCOME

We'll get started in just a few seconds!



Housekeeping

- Today's discussion will run approximately 30 minutes in duration with time at the end for Q&A.
- Submit questions in the chat window to the right of the screen.
- We have several resources for you in the Handouts tab. Make sure to check them out!
- This session is being recorded, and everyone who registered will receive a copy afterward.

Introductions

Our Expert Panel:



Roger Veach

President and CEO, AxiaTP

Roger has over 30 years of experience providing IT solutions for various industries, including MLB, Professional Motorsports, Construction, Manufacturing, Healthcare and Transportation. He has a proven track record in business and technical strategy development, systems architecture and design, product management, and deployment.

Roger has had executive responsibility for multi-million dollar IT budgets and staff ranging from 30-500 employees.



Stephen Greco

Lead Product Category Manager, AxiaTP

Stephen Greco is a seasoned product management professional with extensive experience spanning startups, venture-funded companies, and Fortune 100 enterprises. Currently serving as Lead Product Category Manager at Axia Technology Partners, he previously spent over seven years at ADESA in roles including Group Product Manager and Senior Product Manager, where he led global software and hardware initiatives for the automotive auction industry.



Agenda

- The 5 Steps to Unlock the Power of Azure and AI
- How a Microsoft Certified Partner Can Help
- Q&A

5 Steps to Unlock the Power of Azure and AI

**Ground your
strategy in the
fundamentals**



**Evaluate where
your tech stands
today**



**Move smartly to
the cloud**



**Start small
with AI**



**Put guardrails in
place to stay
safe and cost
effective**



Step 1: Ground Your Strategy in the Fundamentals

What is Cloud Computing

- **Cloud computing** means accessing computing resources over the internet, servers, storage, databases, networking, software, instead of owning physical hardware.
- **Azure** is Microsoft's cloud platform, trusted by businesses worldwide.



Why Azure

- **Scalable:** Use only what you need, when you need it.
- **Flexible:** Supports hybrid environments, mix cloud and on-premises.
- **Cost-effective:** Pay-as-you-go pricing reduces upfront capital expenses.



Cloud Infrastructure Options



There are three basic ways to approach cloud infrastructure:

- **Public cloud** (like Azure) offers shared, secure resources managed by Microsoft
- **Private cloud** is typically hosted on-prem or in a dedicated environment
- **Hybrid cloud** blends the two, allowing you to keep certain systems or data local while taking advantage of cloud scalability and innovation

What is AI

- **AI is more than automation**, it enables systems to learn, adapt, and make smarter decisions.
- **Examples:** Chatbots, predictive analytics, intelligent process automation.



So What's the Connection?



AI runs best in the cloud. That's where the processing power, scalability, and access to real-time data come from.

Azure isn't just a place to store files or run virtual machines. **It's the platform that enables you to take advantage of AI tools that can automate tasks, uncover insights, and improve decision-making.**

Without a cloud foundation, AI becomes harder to implement and more expensive to maintain.

With it, you can tap into powerful tools that grow with your business, and you don't need a big IT team to make it work.

Our Microsoft certified staff helps clients figure out how to align their cloud setup with their AI goals so both work together to deliver real business value.

Step 2: Evaluate Where your Tech Stands Today



Before You Jump In With AI

- Understand your existing IT landscape before migrating.
- Identify outdated or inefficient systems draining resources.
- Uncover security gaps and compliance risks.

Ask These Questions



It's critical to assess your current environment prior to any migrations or AI adoption. Ask yourself:

- Are we using outdated servers or tools?
- Are we paying for services we no longer need?
- Is our data secure and backed up?
- Can our network handle what's coming next?

Readiness Roadmap

- A clear roadmap to optimize spend, improve efficiency, and enable growth.
- Avoid surprises and costly mistakes during migration.



We Can Help



What we handle:

- ✓ Assessment & Planning
- ✓ Cloud Provider Selection
- ✓ Migration Strategy
- ✓ Data & App Migration
- ✓ Testing & Deployment
- ✓ Security & Compliance
- ✓ Cost Optimization
- ✓ Ongoing Managed Cloud Support

Step 3: Move Smartly to the Cloud

Azure Cloud Strategy



Moving to the Cloud must be strategic.

- **Cloud savings aren't automatic.** If no one's watching, you could end up paying for resources you're not even using.
- **It's not all or nothing.** Choose the architecture that works best for your business (on-premises, public cloud, or hybrid)
- **Using a Microsoft Certified Partner** can help you put a plan in place that is best for your business.

Cost Optimization Strategies

- Pay-as-you-go pricing model, no wasted resources.
- Right-sizing resources to match workload demands.
- Automated scaling during peak times to save costs.

CATEGORY	BEFORE OPTIMIZATION	AFTER OPTIMIZATION
Always-on Virtual Machines	\$1,200/month	\$400/month
Unused Storage Resources	\$600/month	\$100/month
Overprovisioned Databases	\$800/month	\$300/month
Licensing & Misc. Services	\$400/month	\$200/month
Total Monthly Spend	\$3,000	\$1,000
Annual Savings	—	\$24,000

“By turning off idle virtual machines, cleaning up storage, and right-sizing resources, this client saved over \$24,000 in the first year and without sacrificing performance.”

Step 4: Start Small with AI

Start Small & Scale



'There has to be a better way to do this.'

- Identify manual, repetitive tasks in your processes
- Choose a pilot project to validate ROI without heavy upfront investment.
- Scale aligned with business needs.

Real-World AI Use Cases



Examples:

- ✓ Invoice processing
- ✓ Customer communication
- ✓ Quote Generation

What this means for you:

AI helps you do more with the team you already have. Higher productivity, lower operational costs, and more time to focus on growing your business instead of managing daily tasks.

Benefits of AI Adoption

- **Boost Efficiency Without Hiring:** AI helps you do more with your existing team by automating repetitive tasks like invoice processing, customer support, and quote generation.
- **Smarter Decisions, Faster:** AI uncovers patterns and insights from your data, helping you make informed business decisions quickly.
- **Scales Easily with the Cloud:** When paired with a cloud platform like Azure, AI becomes more accessible, affordable, and scalable, so you can start small and grow strategically.



Step 5: Put Guardrails in Place to Stay Secure and Cost-effective

Avoiding Costly Breaches & Penalties

- Security breaches can lead to fines, reputation damage, and downtime.
- Compliance failures carry heavy financial consequences.



Security and Compliance for AI in Azure



Security You Can Trust

- End-to-end encryption for data in transit and at rest
- Role-based access & multi-factor authentication
- AI-powered threat detection with Microsoft Defender for Cloud
- Isolated environments for sensitive AI workloads

Compliance You Can Count On

- § 100+ global & industry certifications (HIPAA, SOC, ISO, GDPR, FedRAMP)
- § Control over data residency & sovereignty
- § Built-in responsible AI governance tools
- § Continuous audit & compliance reporting with Azure Policy



MSP Role in Security & Cost Management

- Continuous monitoring and patch management.
- Proactive threat detection and response.
- Helping manage cloud spend while maintaining security posture.

Recap

To recap, here are the five steps to help your business spend less and grow more:

- Step 1: Ground your strategy in the fundamentals
- Step 2: Assess where your tech stands today
- Step 3: Migrate to the cloud, strategically
- Step 4: Start small with AI
- Step 5: Put guardrails in place to stay safe and cost-effective

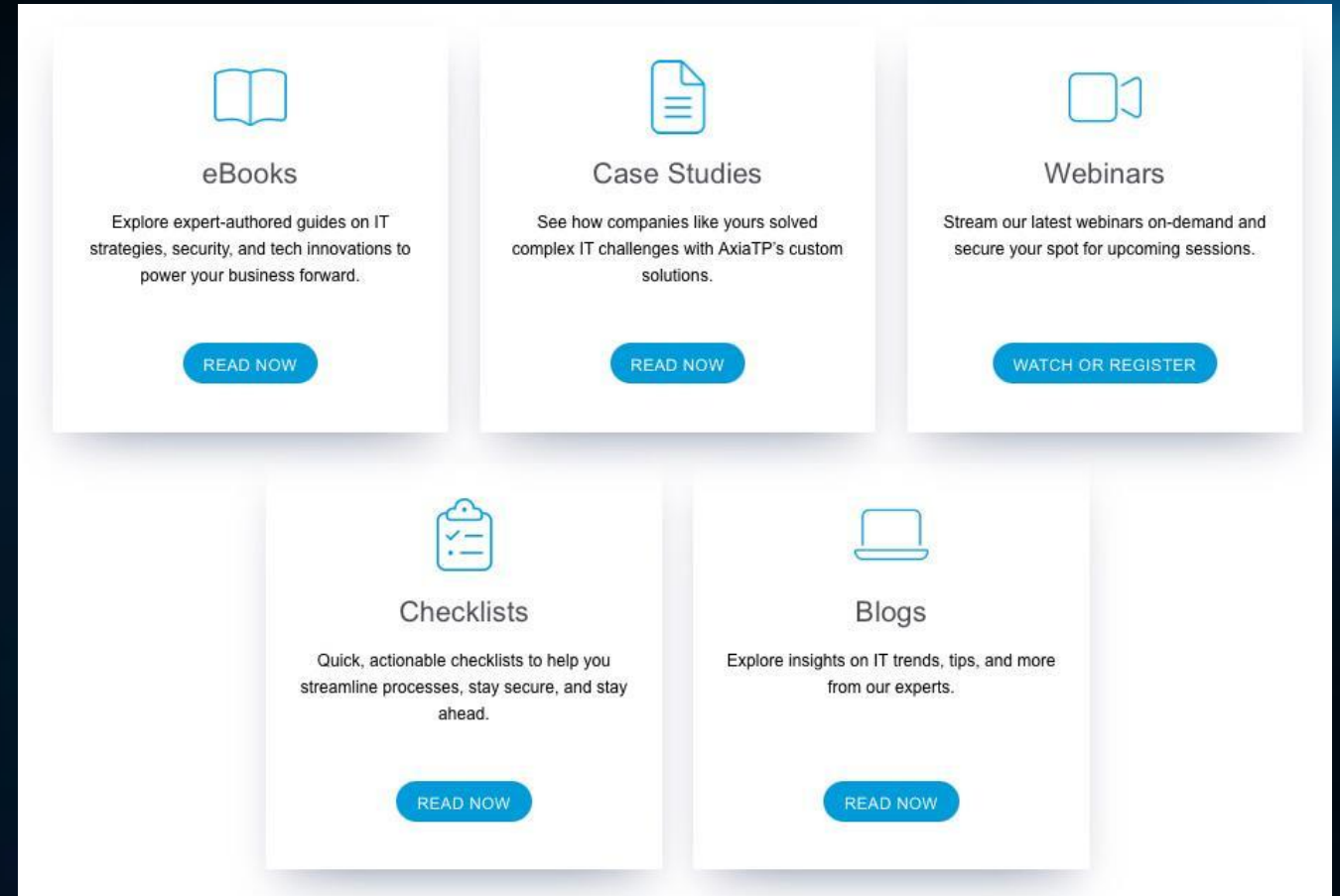
Why Work with a Microsoft Certified Partner



- **We stay current** on Microsoft's evolving tools and pricing models
- **We help you avoid** costly mistakes during cloud migrations or AI implementations
- **We provide** ongoing support to keep your systems secure, compliant, and efficient
- **And we do it with a direct line to Microsoft if issues arise**

Take Action!

- Download the checklist and eBook for a deeper dive.
- Check out our other resources at www.axiatp.com/resource-hub
- Contact AxiaTP for a free cloud and AI adoption readiness assessment and consultation.



Time for Questions!

THANK YOU

www.axiatp.com