

Solution and Services Assessments With Dr Migrate

Accelerating cloud migration and modernization proposals

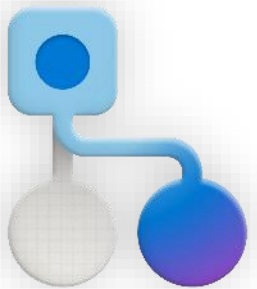


Already know what
you're looking for?

Agenda

- ➔ [Azure Accelerate overview](#)
- ➔ [What's new in FY26](#)
- ➔ [Offer details](#)
- ➔ [Dr Migrate](#)
- ➔ [Get Trained](#)
- ➔ [Run a Dr Migrate assessment & PoV](#)

Differentiated AI solutions



Copilot Studio



GitHub



Visual Studio



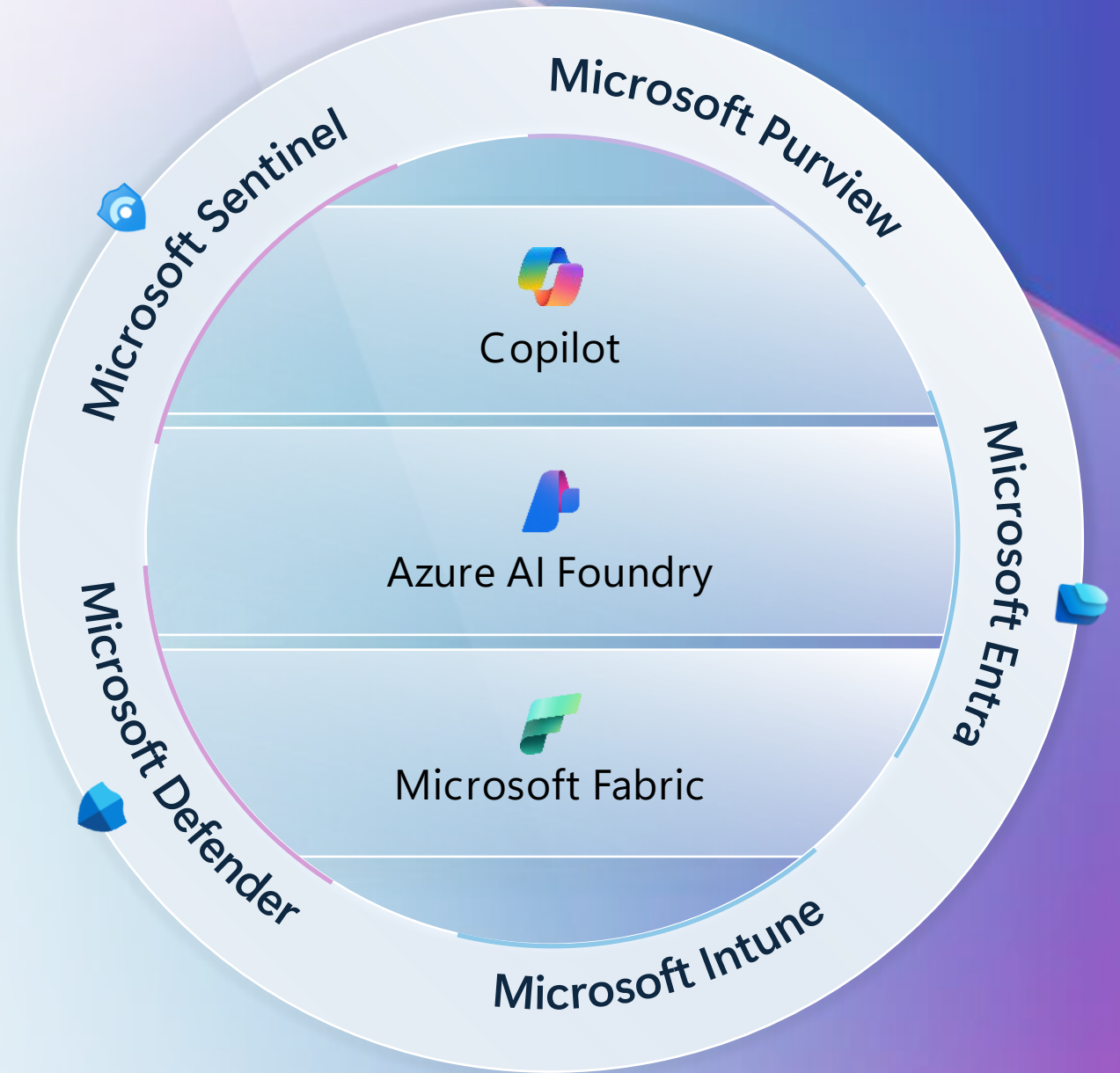
Azure AI Foundry

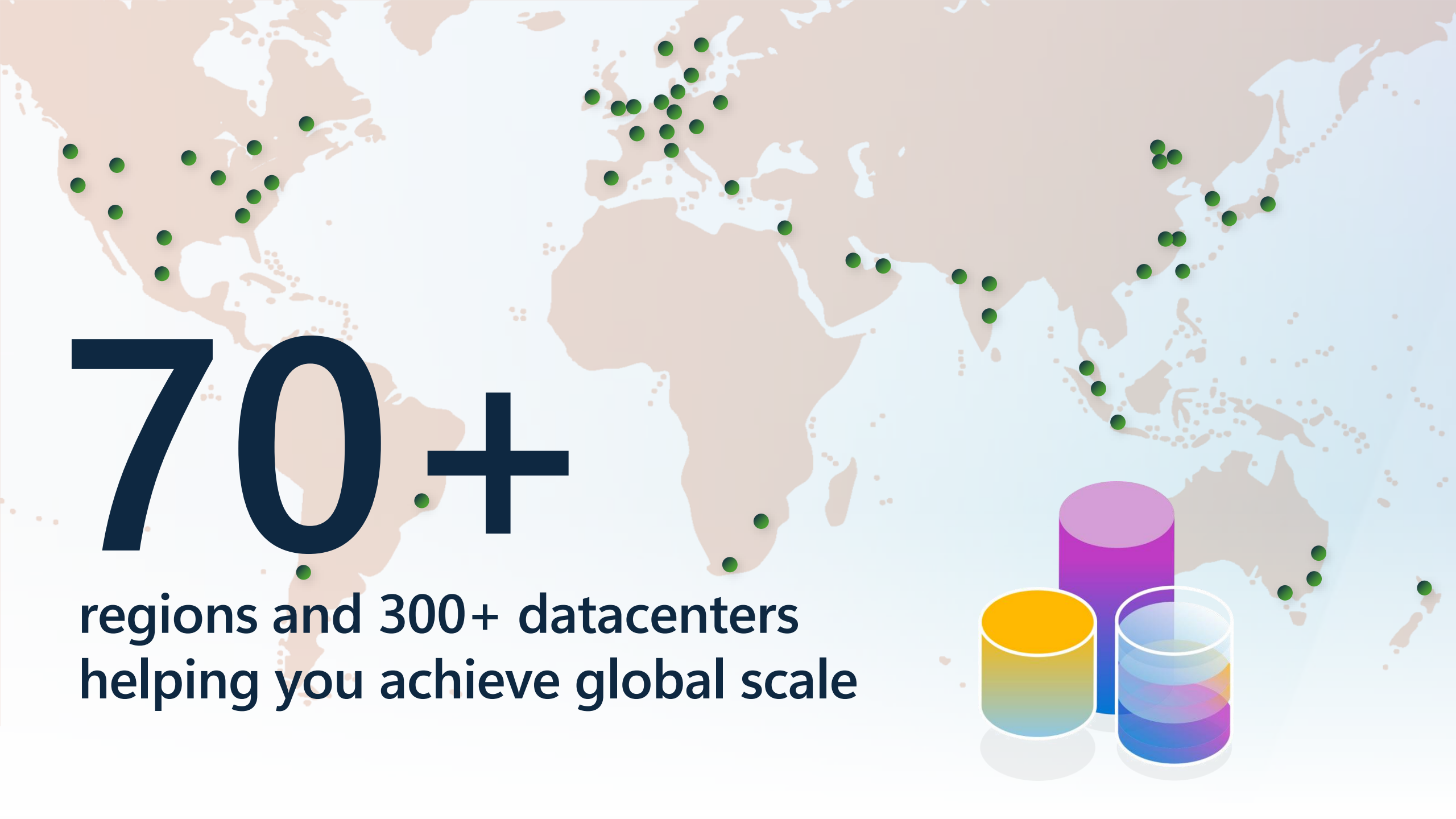


Microsoft Fabric

Security & Governance

End-to-end security for your AI transformation



A stylized world map with a light beige landmass and light blue oceans. Numerous green dots are scattered across the map, representing datacenter locations. There is a high concentration of dots in North America, Europe, and East Asia, with more sparse distributions in South America, Africa, and Australia.

70+

regions and 300+ datacenters
helping you achieve global scale



Fueling cloud transformation

One unified offering bringing together....

Azure Innovate

Infuse AI into solutions and advance analytics capabilities

Azure Migrate and Modernize

Securely and efficiently move existing workloads to Azure

Announcing

Azure Accelerate

Backed by foundational resources and best practices...

Azure Essentials

Elevate reliability, security, and ongoing performance of cloud and AI investments with extensive guidance, resources, and tooling

Azure Accelerate

Fueling transformation with experts and investments across the cloud and AI journey

Access trusted experts

- Tap into the expertise of Azure's specialized partner ecosystem
- Engage with Microsoft's Cloud Accelerate Factory for zero-cost deployment assistance
- Available across all industries, customers, and project sizes.

Unlock Microsoft investments

- Access funding for all project types and phases to deliver faster business outcomes.
- Lower initial costs with Azure credits while advancing cloud adoption.
- Skill up internal teams with free, on-demand content or customized training.

Succeed with comprehensive resources

- Utilize assessments and AI enhanced tools to simplify your move to the cloud.
- Get coverage for all project stages—POCs, pilots, and full deployments.
- Support for all scenarios across migrations, databases, analytics, apps, and AI.

Backed by the proven methodologies and tools in Azure Essentials

Supporting Discovery and Assessment of your IT Estate



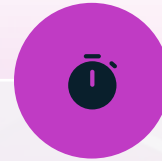
Visibility of IT Inventory

Comprehensive inventory of your current IT estate



Detailed workload insights

Functionality, usability, security, data classification, performance, interdependency



Effort estimation

Understand complexity levels and cloud readiness for workloads



TCO and ROI insights

Establish clear cost baseline for migration and modernization efforts

Discover

Assess

Migrate

Portfolio assessment



Azure Migrate



Azure Migrate
Application Awareness



Dr Migrate



Azure Migrate*

* For certain workloads

Azure Accelerate

[Offer details](#)



Azure Accelerate | Assessments with Dr Migrate

Accelerate cloud migrations with lightweight discovery and AI-driven planning

NEW

Dr Migrate license available to eligible Microsoft Partners for assessment and POV execution.

Have access to brand new Dr Migrate Collector (DMC)!
DMC and Dr Migrate provide an end-to-end experience — from secure discovery to executive-ready migration roadmaps — all without requiring intrusive agents or compromising customer data security.

HOW

Get your teams trained and certified before requesting Dr Migrate’s license [here](#).

WHO

Azure Expert MSP, Infrastructure & Database, Kubernetes, Migrate to Enterprise Applications, SAP, Analytics, DW Migration, Build AI Apps, Accelerate Developer Productivity, and AI Platform specialized partners can request Dr Migrate license [here](#).

Offer Details

Offers Project size	Engagement activities	Partner funding	Azure credits	Engagement assistance
Assessment + proof of value, Standard Partner-nominated \$15K–\$250K/year ACR	- Assessment utilizing Azure Migrate or Dr. Migrate. - SAP assessment supported with partner choice of tooling - Proof of value	Up to \$15K (fixed payout amount)	Up to \$5K Azure Access sandbox ² (suitable for non-production)	Partner-delivered
Assessment + proof of value, Large Partner-nominated \$250K–\$500K/year ACR	- Assessment utilizing Azure Migrate or Dr. Migrate. - SAP assessment supported with partner choice of tooling - Proof of value	Up to \$25K (fixed payout amount)		Partner-delivered
Assessment + other planning activities (as needed) Microsoft field-nominated \$500K–\$2.5M/year ACR	- Assessment utilizing new benchmark TCO approach with Dr. Migrate [Optional]—Other planning activities, including proof of value or hackathon [Optional]—Available assessment tool license funding for capabilities required beyond the scope of the Solution Assessment Desk	Assessment delivered at zero cost to customer — Up to \$50K for other add-on planning activities (e.g., proof of value and others)		- Solution Assessment Desk delivered - Partner may participate to prepare for implementation planning

1. Licenses available on August 1st 2025. For eligible partners in the Assessment plus POV offer (via Partner-nominated). One license of Dr Migrate per customer (TPID) in FY26.

2. Requires Microsoft field nomination

Art of the possible

Dr Migrate



Dr Migrate

Introduction

Cloud Migration Pain Points



Traditional Challenges

Setup Complexity

Tooling is difficult to deploy, connect, and get customer sign-off.

Disengaged Customer

Migration planning feels slow - customers lose interest and momentum stalls.

Manual Intensive

Too many spreadsheets and bespoke solutions, creates errors and erodes customer confidence

Vast Amounts of Data

Noise outweighs actionable insights.

No Unified View

siload infra, apps, and cost data block clear planning and coordination.

App Dependencies

Unclear dependency maps and lack of app-to-server mappings impact planning

Introducing Dr Migrate

Dr Migrate is an AI-powered migration planning platform geared to accelerate your customer engagements.

Metric Collection

Migration Planning

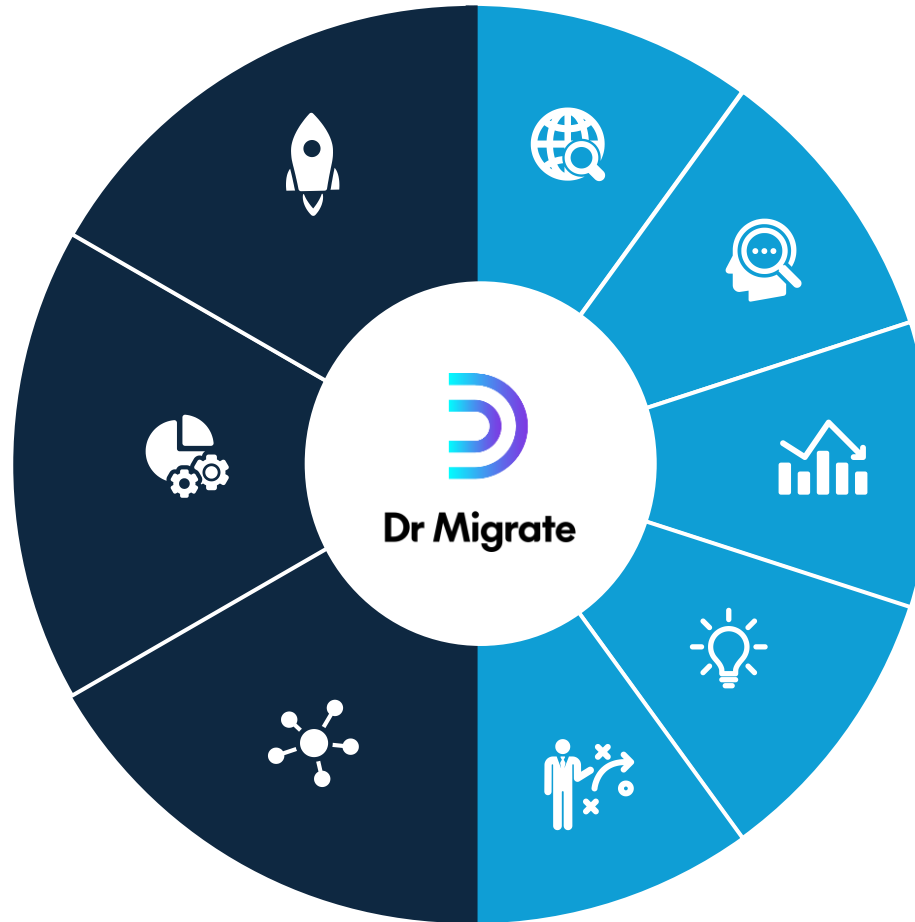
DM 

Light Weight Collection

No infrastructure or agents required.
One-time run from Jumpbox.
In memory credentials only.

Server Discovery

All Windows and Linux VMs.
OS, software & network dependencies.



Interactive Dashboards

Dynamic insights and visualizations

AI Assisted

Simplifies complex planning decisions.

Total Cost of Ownership

Compare current vs cloud cost.

Application Analysis

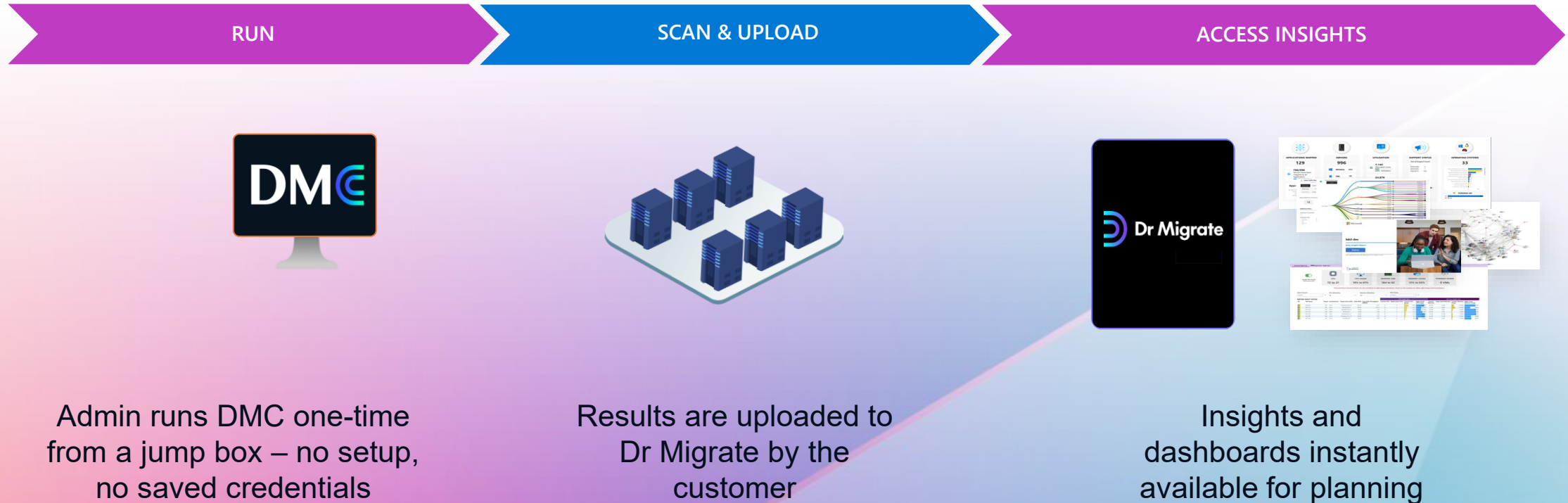
Deep dive your application estate

Wave Planning

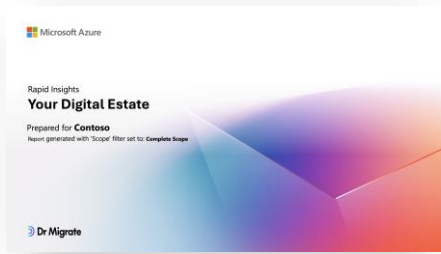
Automated, risk-based migration grouping.

How it works

- Runs from a jump box
- No network changes or persistent credentials
- Simple tools with richer VM and vCenter data

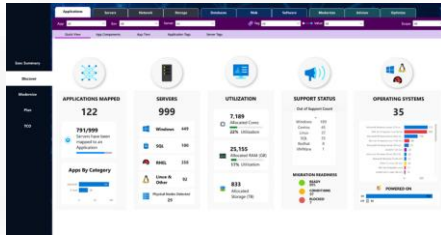


What you'll get from Dr Migrate



Executive Reports

Get concise reports with guidance on cost, risk, modernization, and migration timelines.



Insight-Driven Dashboards

Explore 100+ dashboards covering infrastructure, cost, sizing, and readiness — all built from your actual environment.

A screenshot of a table displaying application details. The table has five columns: "App Name", "App ID", "App Type", "App Status", and "App Details". The table lists various applications, including "App 1", "App 2", "App 3", "App 4", "App 5", "App 6", "App 7", "App 8", "App 9", "App 10", "App 11", "App 12", "App 13", "App 14", "App 15", "App 16", "App 17", "App 18", "App 19", "App 20", "App 21", "App 22", "App 23", "App 24", "App 25", "App 26", "App 27", "App 28", "App 29", "App 30", "App 31", "App 32", "App 33", "App 34", "App 35", "App 36", "App 37", "App 38", "App 39", "App 40", "App 41", "App 42", "App 43", "App 44", "App 45", "App 46", "App 47", "App 48", "App 49", "App 50", "App 51", "App 52", "App 53", "App 54", "App 55", "App 56", "App 57", "App 58", "App 59", "App 60", "App 61", "App 62", "App 63", "App 64", "App 65", "App 66", "App 67", "App 68", "App 69", "App 70", "App 71", "App 72", "App 73", "App 74", "App 75", "App 76", "App 77", "App 78", "App 79", "App 80", "App 81", "App 82", "App 83", "App 84", "App 85", "App 86", "App 87", "App 88", "App 89", "App 90", "App 91", "App 92", "App 93", "App 94", "App 95", "App 96", "App 97", "App 98", "App 99", "App 100".

AI-Assisted Planning

Leverage AI-powered tools that help map treatments, structure wave plans, and simplify strategy.

Dr Migrate Demo

Live Demonstration



Q1 Roadmap



MCP Integration

- Bring your own LLM or use Dr Migrate's native Open-AI integration. Query data, plan and assist your migration execution.



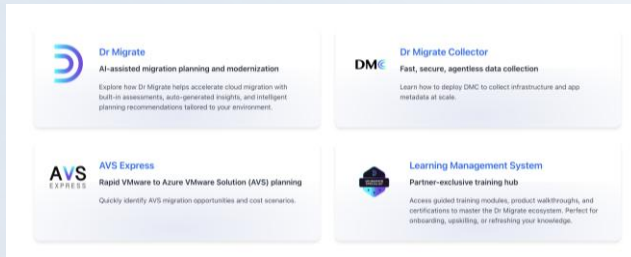
Additional DMC Scan Targets

- Support for scanning AWS and Physical Servers
- Native DMA integration
- Active Directory scans

Resources Available

Online Knowledge

Usage, How To, Architecture Guides



<https://learn.drmigrate.com>

LMS

3 x Essential Courses to Complete



<https://publicdrmmigrate-altra.talentlms.com/>

Tech Support

Raise Partner Support Tickets



<https://support.contact.altra.cloud/helpcenter/partnersupport/>



Requirement to request License

Next steps

1. Identify Customer Technical Contact

This contact ensures deployment requirements are met and issues temporary credentials

2. Schedule Assessment Planning Meeting

Align on scope and timing: agree best time to start assessment to maximize the Dr Migrate license

3. Partner-Nomination for Azure Accelerate

Enables partner funding when eligibility is met and customer confirms participation in Azure Accelerate engagement

4. Request Dr Migrate License

Customers must consent to activate their one-time Dr Migrate license

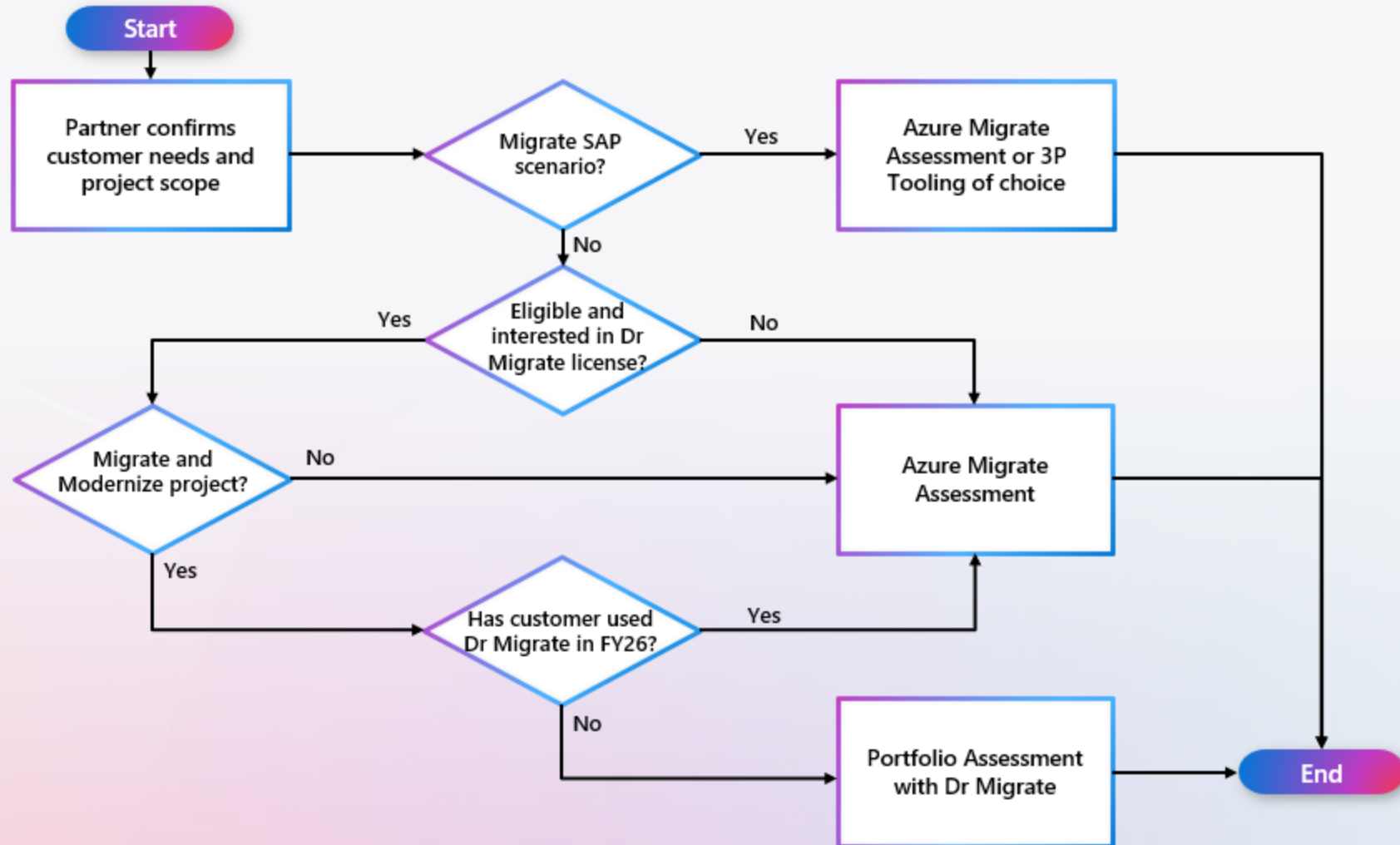
Questions about License Agreements? Learn more details here:

Dr Migrate Customer Hosted and Dr Migrate DMC (Data Migration Collector) - [Dr Migrate License Agreement](#)

Dr Migrate SaaS, and Dr Migrate DMC (Data Migration Collector) - [Dr Migrate SaaS License Agreement](#)

Azure Accelerate Partner-Nominated Scenario

Recommendations for Assessment Tooling selection



Call to action

Learn more and get started today



WHO

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Submit a nomination to aka.ms/AzureAcceleratePartners*

*Partners can submit Azure Accelerate nominations directly in Partner Center, or your Microsoft account team can nominate on your behalf for deals larger than \$5000 in Azure Consumed Revenue (ACR)† per year. [Learn how to nominate](#), [View the how-to video](#)

The background features a series of overlapping geometric shapes. A large blue shape occupies the top-left and top-right areas. A purple shape is positioned in the center-right. A pink shape is in the bottom-right. A light blue shape is in the bottom-left. These shapes are separated by thin white lines, creating a modern, abstract design.

Thank you