TetonCloud | Microsoft

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Azure SQL Modernization Accelerator

A bounded, fixed-price migration factory that moves a defined list of SQL Server instances onto Azure SQL – quotable in one motion, no open-ended SOW.

~100%
SQL Server compatibility preserved – Agent jobs, linked servers, and CLR carry over intact.

30-40%
Typical 3-year TCO reduction vs. SQL Server on VMs, with Azure Hybrid Benefit applied.

1x
Single landing zone that's already staged for Fabric and AI workloads.

$30k
Fixed price, fixed scope, inside the tier gates – no change-order surprises

Purpose of this Offer:

- **A Clear, Fixed-Scope Way to Jump Start Your Journey:** Provides a defined investment, predictable outcomes, and a faster path to value without the complexity of a custom engagement
- **Get Ahead of Forced Migrations:** Retires SQL Server on aging hardware or VMs before support and refresh cycles make the decision.
- **Turn Existing Licensing Investments Into Cloud Value:** Help lower infrastructure costs, simplify operations, and free budget for innovation and AI initiatives.
- **One Landing, Not Two:** Builds the data estate on a platform that's already Fabric- and AI-ready, avoiding a second re-platforming later.

What's Included:

- **Compatibility & Sizing Assessment** (Azure Migrate, SQL Server enabled by Azure Arc, MI migration tools, custom scripts).
- **Migration Wave Plan** across the bounded instance list.
- **Schema & Data Migration** via Azure Database Migration Service (DMS).
- **HA/DR Reconfiguration** on target, where in scope - up to 2 instances.
- **Cutover Execution & Application Validation** One-week hypercare with a named migration lead.

Who We Help:

- Enterprises with existing SQL Server workloads
- Organizations seeking reduced TCO vs. SQL Server on VMs
- Businesses needing high availability and disaster recovery
- Clients in regulated industries

Our Approach:

1 DISCOVER
Inventory instances, databases, and feature usage against the SKU's tier gates.

2 ASSESS & PLAN
Score compatibility, assign tiers, sequence migration waves.

3 MIGRATE & CUTOVER
DMS-driven migration with validation and cutover per wave.

4 STABILIZE
Performance baseline comparison, hypercare, formal sign-off.

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01 Our Standard Timeline

TOTAL: ~7 WEEKS FOR A FULL 6-INSTANCE BOUNDED LIST · SCALES DOWN WITH FEWER INSTANCES

MAP
Discover & Assess

Inventory, compatibility scoring, tiering, and wave sequencing across the full instance list.

WEEKS 1-2

CLIMB
Migrate & Cutover

Three migration waves, sequenced simple to complex, each with DMS migration and cutover validation.

WEEKS 3-6

SUMMIT
Validate & Hypercare

Performance baseline comparison, one-week hypercare window, formal client sign-off.

WEEK 7

02 Scope Boundaries

IN SCOPE

- Up to 6 SQL Server instances, 2016 or later
- Assessment, migration, cutover, and hypercare per the approach above
- Standard offline cutover per wave
- Azure DMS setup and execution
- Azure Hybrid Benefit attestation support
- Managed Instance sizing recommendation

CHANGE ORDER REQUIRED

- SQL Server versions older than 2016
- Instances exceeding any tier or aggregate gate
- Application code changes beyond connection strings
- Near-zero-downtime (online) cutover
- HA/DR beyond the two included AG reconfigs
- Managed services or DBA support after hypercare
- Features that are not compatible with SQL MI will require manual processes to migrate

03 Client Requirements

- ☑ Named technical contact with sysadmin access to all source instances for the engagement duration
- ☑ Target Azure subscription with a VNet/subnet reachable from the source environment
- ☑ Software Assurance confirmation to attest Azure Hybrid Benefit eligibility
- ☑ Approved cutover windows for each of the three migration waves
- ☑ Application owner availability for post-cutover connection-string updates and smoke tests
- ☑ Finalized instance list confirmed against tier gates before contracting

04 SKU & Pricing

FIXED PRICE

$30,000

Blended flat rate for a bounded list of up to 6 SQL Server instances, represented across the three tiers at right.

TIER	GATES	INCLUDED
01 **Simple**	≤2 databases · <250GB combined · no linked servers, CLR, or Service Broker	x 3
02 **Standard**	3–5 databases · 250GB–1TB · SQL Agent jobs or moderate cross-DB dependencies	x 2
03 **Complex**	6-10 databases or >1TB · linked servers, CLR, Service Broker, or Always On requirement	x 1

AGGREGATE GATES — ANY BREACH TRIGGERS A SCOPED CHANGE ORDER

≤40 databases total across all instances · ≤5TB aggregate data volume · More than 2 instances requiring Business Critical/failover group configuration · ≤3 instances with linked server, CLR, or Service Broker dependencies

05 Working Alongside Microsoft Cloud Accelerate Factory

This Accelerator is delivered as a joint engagement with Microsoft's **Cloud Accelerate Factory** ("Factory") – Microsoft's zero-cost, hands-on-keyboard delivery benefit for Azure SQL migrations. Factory executes the automated, tool-based portion of the migration directly for the customer at no incremental cost. Teton Cloud owns the fixed-price SOW end to end – program governance, HA/DR, application validation, and client sign-off – so the customer keeps a single point of accountability for the full $30K, seven-week engagement.

TETON CLOUD DELIVERS · FIXED $30K

- **Program ownership & governance** – single point of accountability, wave sequencing, and change-order control
- **Solution design, removing implementation barriers**, and accelerating customers from planning to production
- **HA/DR reconfiguration & AG testing** on target – outside Factory's delivery, handled by Teton
- **Application dependency testing**, connection-string remediation, and postcutover smoke tests
- **Azure Hybrid Benefit attestation support** and Software Assurance licensing guidance
- **Cutover governance & one-week hypercare** with a named migration lead, plus formal performance baseline sign-off

FACTORY DELIVERS · NO COST

- **Foundational sizing** to determine migration path
- **Schema & data migration execution** using Azure Database Migration Service (DMS), near-zero code change
- **Basic post-migration validation** confirming servers, instances, and databases are online

WHY IT MATTERS

Factory's zero-cost migration engine handles the repeatable, tool-driven heavy lifting, while Teton's fixed price covers everything Factory does not – HA/DR, testing, hypercare, and governance. The client gets Microsoft engineering assistance without losing a single point of contact: Teton remains accountable for scope, schedule, and outcomes from kickoff to sign-off.

06 Contracting & Eligibility Notes

- ☑ Factory is contracted and delivered directly to the customer by Microsoft, typically under the customer's Unified Agreement or the 2-page Cloud Accelerate Factory Agreement
- ☑ Customer consent is required before Teton engages Factory on their behalf
- ☑ Teton's SOW and this fixed price cover the fixed scope listed in Section 5; there is no cost pass-through for Factory's outlined scope in Section 5
- ☑ Nomination requires an active Azure Specialization and Factory activation (field-nominated) or submission via Partner Center MCI (partner-nominated)

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07 Industry Use Cases

The Same Bounded, Fixed-Price Migration – Applied Across Industries, by Vertical

Banking

Migrate loan servicing and core banking SQL Server databases to Azure SQL MI, cutting TCO ahead of AI rollout.

Capital Markets

Migrate trade booking, reference data, and reconciliation databases to Azure SQL MI for stronger HA/DR and faster analytics access.

Insurance

Migrate policy, billing, and claims SQL Server databases to Managed Instance while preserving Agent jobs used by legacy underwriting tools.

Manufacturing

Migrate production scheduling and inventory SQL Server workloads to Azure SQL MI, reducing licensing costs and supporting plant modernization.

Mobility

Migrate fleet management and dispatch SQL Server databases to Azure SQL MI ahead of scaling real-time tracking workloads.

Telco

Migrate OSS/BSS and subscriber billing SQL Server databases to Azure SQL MI, cutting license costs ahead of network AI initiatives.

Casino & Gaming

Migrate casino player-tracking & compliance SQL Server databases to Azure SQL MI for audit-ready HA reporting — game-studio databases fit the same pattern.

Healthcare

Migrate EHR and lab-results SQL Server databases to Azure SQL MI, preserving compliance while cutting infrastructure costs.

Retail

Migrate merchandising and POS SQL Server databases to Azure SQL MI, cutting license costs ahead of demand-forecasting AI initiatives.

WHY IT MATTERS

In every vertical, the SQL Server footprint is the same blocker — aging infrastructure, rising licensing costs, and no path to Fabric or AI. SQL Modernization retires it on a fixed scope, fixed price, and fixed timeline, wave by wave.