

# Migrate and modernize your estate on Azure

## Course Overview

Duration - 4.5 Hours | Level - Beginner

This deal-ready course equips partner presales professionals to guide customers in migrating and modernizing their workloads on Azure with an AI-ready strategy. Learn how to position Azure's security, flexibility, and performance benefits, and explore tools, offers, and reference architectures for app modernization. Through customer stories, partner accelerators, and a practical case study, participants will develop the skills to confidently lead cloud transformation conversations.

## Course Modules

### Day 1

#### Module 1 – Migrate to innovate and be AI ready

Azure for every workload  
Be AI-ready with Azure  
Azure Security and Threat Protection  
Performance and ROI for your workloads on Azure  
Migration on your terms - Flexible migration approach  
Migration Guidance, tools and offers  
Customer Stories  
Resources and Next Steps  
Continue your skilling Journey

### Day 2

#### Module 2 – Migrate and modernize apps on Azure

Modernize your app and data estate for AI  
Microsoft Developer tools, application services and data platform  
App migration planning and tooling  
Application aware migration with Azure Migrate  
App modernization customer use cases  
Modernizing .Net and Java apps

Enabling a secure application platform

Cost optimization and Governance

Sample reference architectures for common use cases

Deal Ready Demo Accelerator for Partners

Getting Started

## **Day 3**

### **Customer Case Study**

Business Background

Technology landscape

Customer Requirements

Objections

### **Build your response**

Team Activity

### **Pitch Perfect**

Present a 4-5 mins pitch

Handle Objections