



TRUSTMARQUE APA FASTTRACK

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The Azure Pricing Arrangement (APA) is a new EA based licensing scheme that Microsoft have introduced exclusively for Public Sector organisations.

Trustmarque APA FastTrack is a proactive offering aligns a dedicated Trustmarque Cloud Solution Architect to each of our Azure customers. They will discuss and demonstrate new technologies and platforms, and perform regular reviews of your Azure environments. The Cloud Solution Architect can also be used to fine tune any new cloud initiatives and projects you may have.

Trustmarque APA FastTrack comes in three packages:

1. Core

The Trustmarque APA FastTrack aligns a dedicated Cloud Solution Architect to each customer who will show you new technologies within Azure platform. They will also carry out monthly reviews of your Azure environment to ensure you are getting the most from your investments.

To begin your APA FastTrack with Trustmarque, there will be an initial kick-off workshop with your Trustmarque Cloud Solution Architect which will involve one of the new technologies that Microsoft recommend as part of the APA programme:

- ✓ Azure Cognitive Services and AI
- ✓ Azure Analytics
- ✓ Azure Synapse
- ✓ Azure Arc
- ✓ Azure Hybrid Benefits
- ✓ Azure GitHub
- ✓ Power Platform

This is all included in the price of your Enterprise Agreement with no added or hidden costs.

2. Core Plus

All of the above and including a cloud cost optimisation tool called Cloudcheckr. We will help you to manage your Azure consumption with CloudCheckr. It is designed to give you greater visibility and control of your Azure environment. This optimisation service provides a transparent view of cloud costs, compliance and security, so you and your Cloud Solution Architect have the information to re-evaluate your usage, security position and policies on a continual basis.

This offering comes at a cost of 2% of consumption

3. Managed Service Offerings:

Fully managed service including proactive monitoring options, Cloud Teaming and application hosting.

Benefits of using APA FastTrack

Using Trustmarque APA FastTrack, you will:

- Have a dedicated Cloud Solution Architect as an extra resource for your upcoming projects and adoption of new technologies
- Keep abreast of new technologies and services and receive regular demos
- Have your Azure environment regularly reviewed for compliance, security, resilience and the application best practices
- Gain access to our exclusive knowledgebase (Cloudmarque) which is a repository of reference architectures, cloud design ideas and resources on key technologies. like Azure DevOps, PaaS, Containers and more.

Your dedicated Trustmarque Cloud Solution Architect will provide you with:

- Regular reviews of your cloud environment
- Regular discussions on rightsizing the optimising the environment
- Access to designs, reference architectures, JSON templates and PS scripts to help to build environments according to best practices.
- Make you aware of risks and vulnerabilities in their environment and how to rectify them, with a focus on hybrid and multi-cloud.
- Tips, tricks and shortcuts learned from experience of deploying multiple environments on a monthly basis will be made available to customers via resource library and engagements with CSA

We're in IT together.

A selection of our Microsoft partner competencies

**Microsoft
Partner**



Gold Cloud Platform
Gold Cloud Productivity
Gold Small and Midmarket Cloud Solutions
Gold Application Development
Gold Enterprise Resource Planning