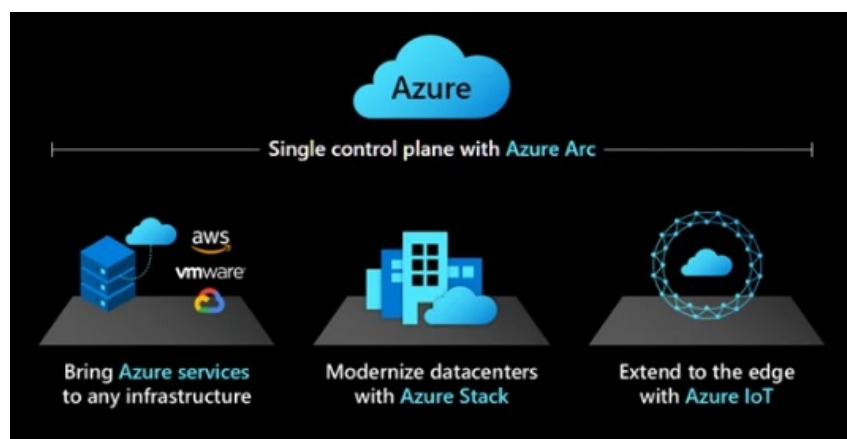


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 - [5.1 References](#)



Microsoft Azure Arc Innovate Across Hybrid And Multicloud



Specifications:

- Azure Arc-enabled infrastructure
- Connect and operate hybrid resources
- Deploy and run Azure services outside of Azure as native Azure resources
- Supports multi-cloud, datacenter, and edge environments

Product Usage Instructions

Benefits of Azure Arc:

- Unified Management: Manage resources across on-premises, multi-cloud, and edge environments.
- Flexibility and Scalability: Enables consistent operations and governance.
- Support Modern Applications: Run Azure services outside Azure while operating from Azure.
- Improved DevOps & Automation: Enhance operational efficiency through automation.
- Cost Efficiency: Utilize migration assessment and best-fit recommendations.
- Enhanced Security and Compliance: Secure resources with Extended Security Updates and auto-patching.

How to Get Started:

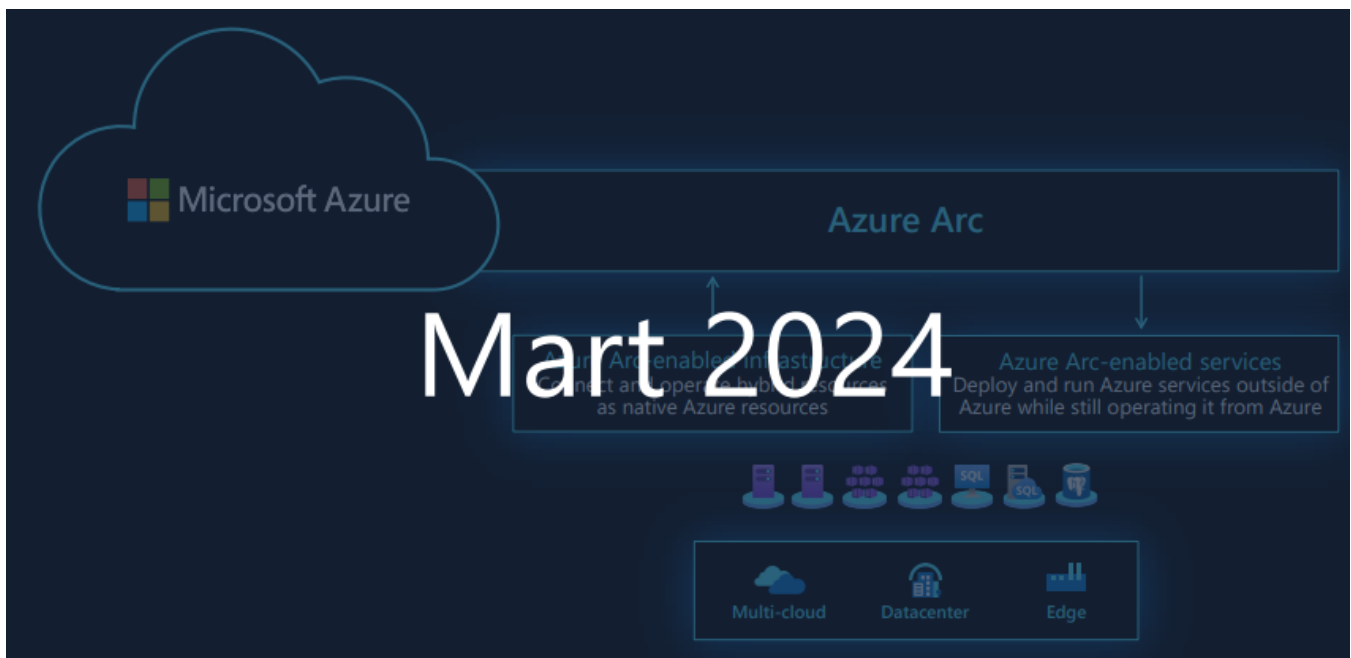
1. Create a customer Azure CSP Subscription.
2. Deploy the Arc-Agent / -Extensions and connect to the Azure Subscription.
3. Set the licensing to PAYG or PAID based on your requirements.
4. Stop previous licensing (e.g., SPLA) or continue with current licensing.
5. Start seeing new ACR in monthly reporting and earning incentives.

Azure Arc for SQL Server:

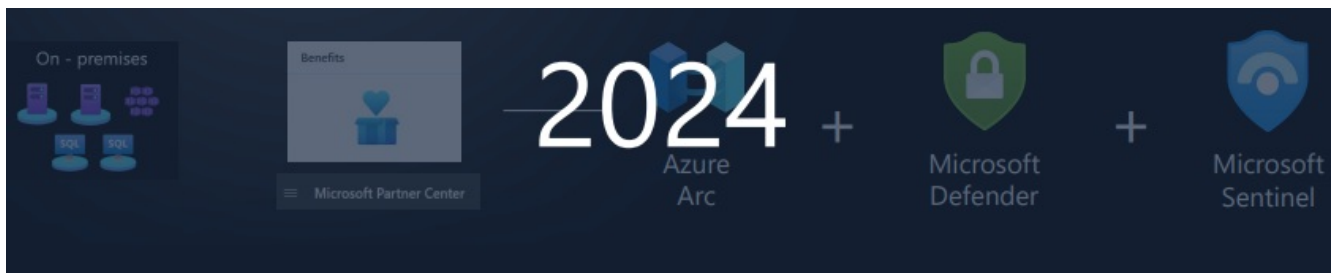
Azure Arc extends cloud manageability to SQL Server anywhere, providing a unified view of all SQL Servers deployed on-premises, in Azure, and other clouds. It offers automated monitoring, best practices assessment, migration assessment, and enhanced business continuity.

Additional Services for Arc-Enabled SQL Servers:

No additional cost to L+SA or PAYG customers. Includes services for Windows Server and SQL Server, with compute, log ingestion, and storage costs excluded.



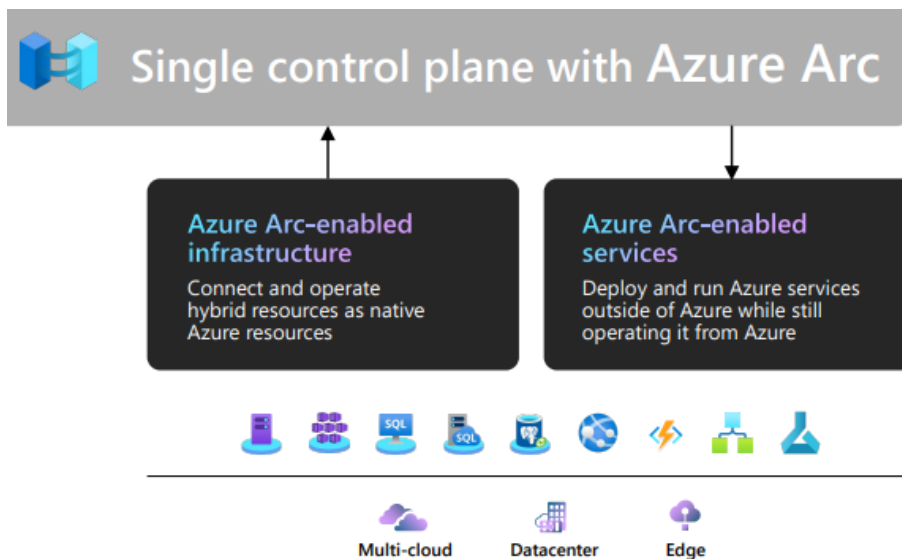
Speech Studio (microsoft.com)



Transforming Hybrid Cloud Strategies with Azure Arc and Arc-Enabled SQL Server

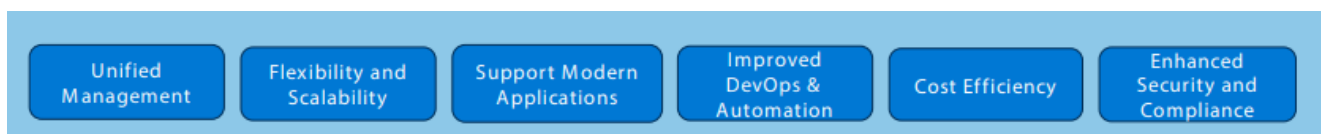
- 18 March
- Tatyana Tsvyatkov
- Partner Success Manager focused on Azure in the CEMA region

Single control plane with Azure Arc



Benefits of Arc

Azure Arc is a bridge that extends the Azure platform to manage and secure resources across on-premises, multi-cloud, and edge environments. It provides a unified management experience, enabling consistent operations and governance



Bring cloud manageability to SQL Server anywhere

Manage, govern, and protect your SQL Server from Azure

Manage all SQL estate with better observability

- Single view of all SQL Servers deployed on-premises, in Azure and other clouds
- Capture key performance metrics with out-of-box monitoring
- Gain proactive and actionable insights with automated best practices assessment
- Utilize migration assessment and best-fit recommendation on SQL IaaS/PaaS

Enhance business continuity

- Manage Availability Groups inventory and track real-time health status
- View Always-on Failover Cluster Instances and protect with Defender
- Enhance operational efficiency through configurable Automated backups
- Minimize downtime and operational disruption with Point-in-time restore

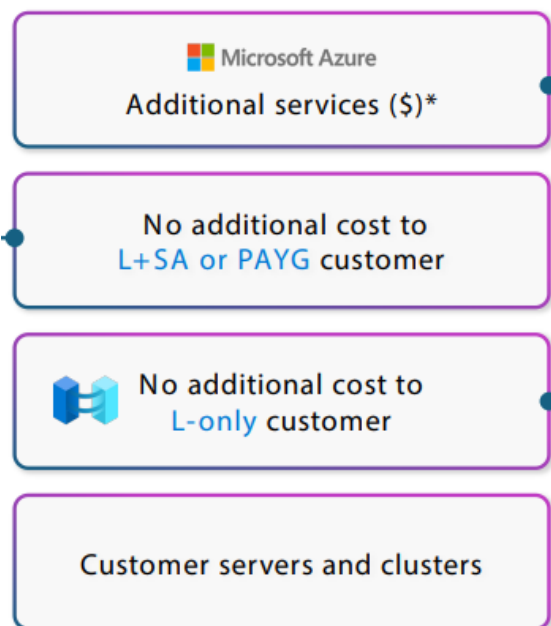
Govern and protect all SQL estate using Azure

- Protect your on-premises and multicloud data using Microsoft Defender for Cloud
- Enhance security using Extended Security Updates as a service and auto patching
- Central insights and governance across all SQL Servers with Microsoft Purview
- Unified sign-on experience with Microsoft Entra ID authentication

Azure Pay-As-You-Go enabled by Azure Arc for SQL Server anywhere, with simplified onboarding

Azure Services available for Arc enabled SQL Servers

- Detailed Inventory
- Best Practices Assessment
- Auto Patching & Auto Updates
- Database Observability



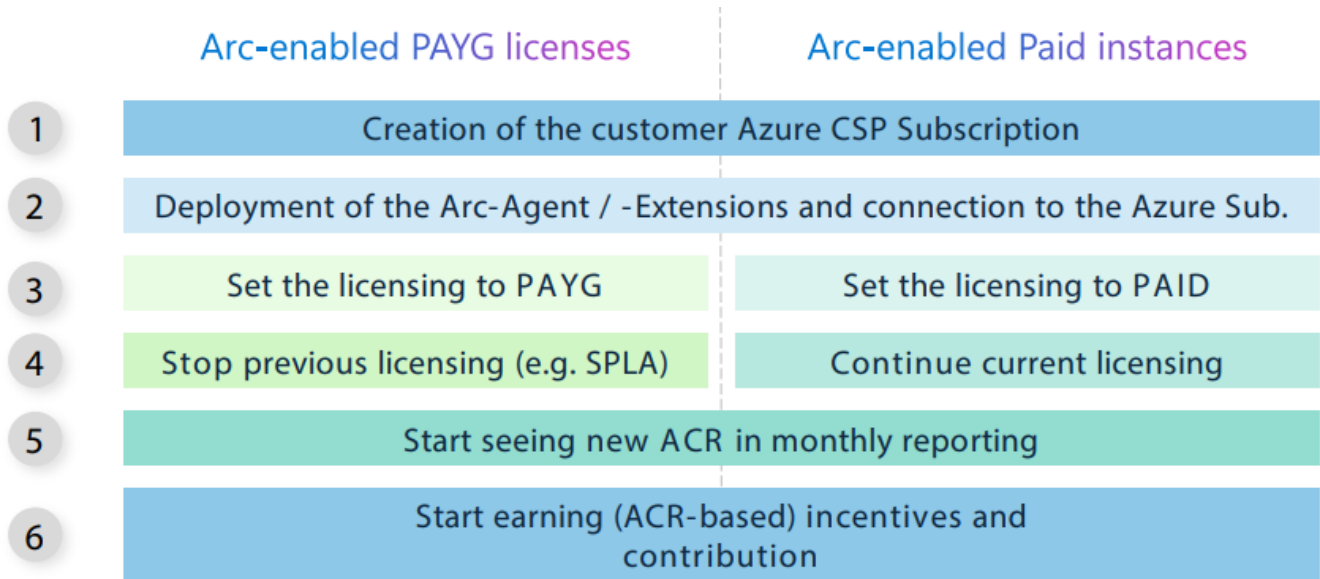
- Microsoft Defender for SQL Servers
- Microsoft Sentinel
- Azure Monitor
- Log Analytics
- Purview Integration
- Synapse Link

- Extended Security Updates for Windows Server and SQL Server

Tagging, management groups, activity logs, templates, Resource Graph, RBAC

- Manage license types
- Basic Inventory

How-to / Steps



+connect to Azure Lighthouse...

How-to / Steps – SQL Arc PayG vs Paid

Arc-enabled **PAYG** SQL licenses

Home > Azure Arc | SQL Servers > Add existing SQL Server instances

Connect Azure Arc-enabled SQL Server

Prerequisites Server details Tags Run script

Azure Arc-enabled SQL Server allows you to centrally apply policies and run assessments against existing SQL Server instances running on either connected machines or via indirect connections on-premises.

[Terms of use](#) | [Privacy policy](#)

Project details

Select the subscription to manage deployed resources and costs. Use resource groups like folders to organize and manage all your resources.

Subscription *

Resource group *

Server details

Designate an Azure region where machine metadata will be stored.

Region *

Operating system *

Proxy server

If your environment requires a proxy server to connect to the internet, please specify the proxy server information below.

Proxy server URL

SQL Server management details

Specify the SQL Server edition and license type you are using on this machine. [Learn more](#)

License type * ☒ **PAYG** - Standard or Enterprise edition with pay-as-you-go billing through Microsoft Azure

☐ **Paid** - Standard or Enterprise edition license with Software Assurance or SQL Subscription

☐ **LicenseOnly** - Developer, Evaluation, Express, Web, Standard or Enterprise edition license only without Software Assurance

By default, all SQL Server instances on the server will be registered. To exclude SQL Server instances from registration, enter the instance names separated by space.

Excluded SQL Server instance names

Arc-enabled Paid SQL instances

Home > Azure Arc | SQL Servers > Add existing SQL Server instances

Connect Azure Arc-enabled SQL Server

Prerequisites Server details Tags Run script

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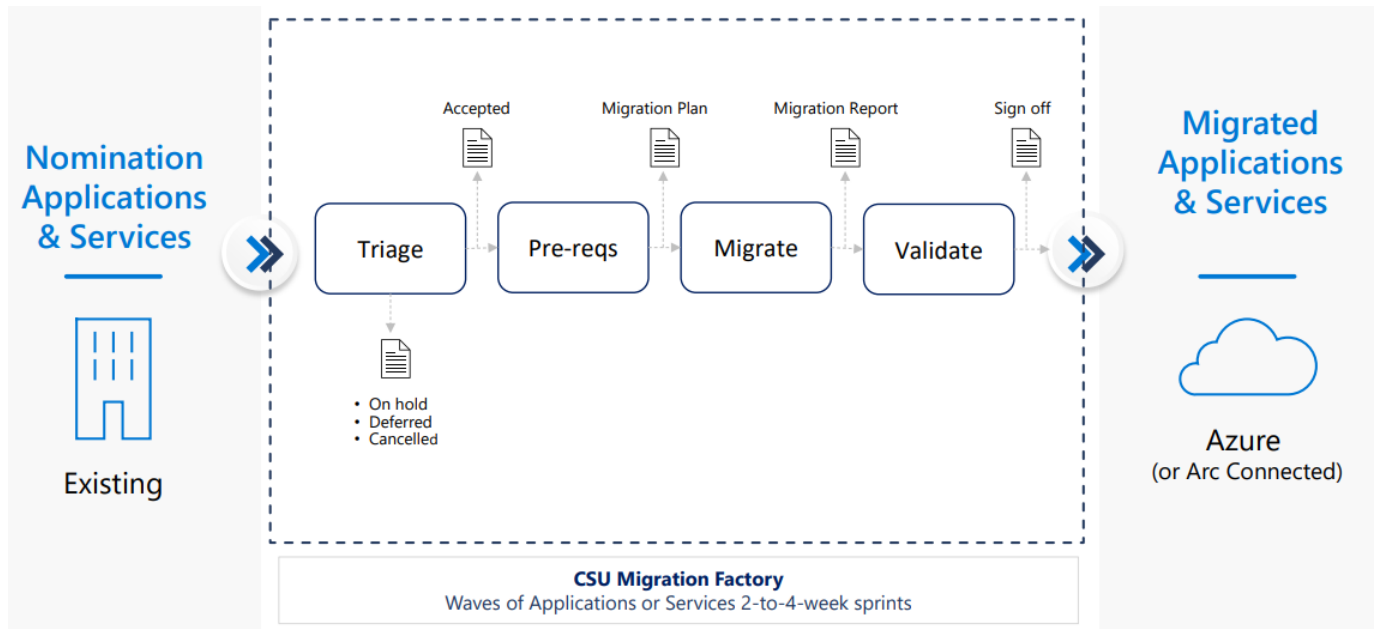
By default, all SQL Server instances on the server will be registered. To exclude SQL Server instances from registration, enter the instance names separated by space.

Excluded SQL Server instance names

Deployment options

CMF | High level execution flow

Jumpstart Azure journey for Microsoft Cloud Workloads through Microsoft delivery at no cost



CMF | Azure Arc for Windows & SQL Server scope

In Scope

- **Arc-enabled servers**

Customers can onboard their existing Windows Server 2012 and above (physical servers or virtual machines) as Azure Arc-enabled servers, from:

- On-premises (Hyper-V or VMware environments)
- Other cloud environments (AWS, GCP)
- Windows Server Management through Azure Arc

- **Arc-enabled SQL Servers (two-step process)**

- The first step will onboard the server where the SQL Server is installed
- The second step will onboard the installed SQL Server 2012 and above instances as Azure Arc-enabled SQL Servers
- Windows and Linux supported versions are in scope

- **Extended Security Updates (ESUs) through Azure Arc**

- Windows Server 2012/R2

- SQL Server 2012/2014
- A strong partnership is needed with the nominators to determine the optimum number of needed ESU licenses.

Note: Enrollment to ESUs can be done at any moment up to three years after the End of Support (EOS) dates. When enrolled, the servers will receive ESUs, and the customer will be billed a one-time upfront charge for the months they missed after the end of the support date.

- Windows Server 2012/R2 EOS: Oct 10, 2023.
- SQL Server 2012 EOS: July 12, 2022.
- SQL Server 2014 EOS: July 9, 2024.

Out of CMF Scope

- Enabling Azure services post onboarding (Azure Monitor, Azure Update Manager, etc.)
- Change request process, including internal communication
- Any changes in the source (any time) & target environments (after handover)
- Any Application/Services related configurations and testing (Pre and Post Migration)
- Configuring Backups, Monitoring & Alerts (Pre & Post Migration) etc.
- High availability setup, configuration
- Disaster Recovery setup, configuration
- Any other migration path not listed in the Scope

How-to / Steps

<https://aka.ms/cmf-partner>

Account Nomination: CSU Migration Factory (Partner)

- Join the new Microsoft CSU Migration Factory + Partner delivery model and work with us (hands on keyboard production migration support team) to deploy rapid, predictable implementation designed for Apps data. infra workloads.

- Answer the questions below and a member of our team will contact you. For more details on the CSU Migration Factory program, please refer to this SharePoint: <https://aka.ms/CSUmigratronfactory>.
- (only with Federated Access) nominations:
- Pre-Sales Alignment for RFP responses:
- Partners can use this option to validate the assumptions, scope and RACI when planning to use CMF as part of the delivery services for their project at no cost.
- Engagement Request for current project:
- The partner already has a project and is requesting an immediate opportunity for engagement.
- Repetition for Large Scale:
- Indirect or Direct Channel Partners with large-scale customer base on CSP that plans to offer a repetitive migration for the long tail,

ISVs:

- For specific ISV partners that are leveraging CMF for their partner channel for projects.
- For any additional questions, please send an email to MFPortnerDesk@microsoft.com
- Privacy: Response collected will be processed in accordance with Microsoft's privacy policy

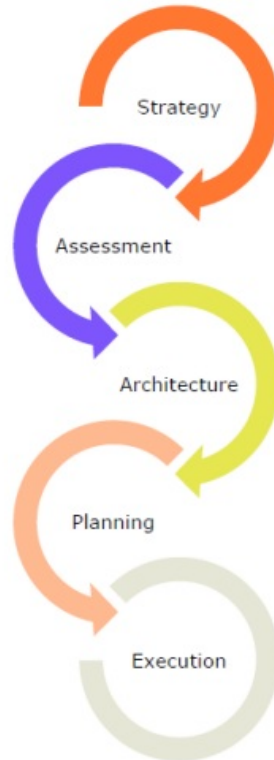
Required

1. Choose the primary reason for this nomination
 - I'm a Solution Partner working on a Proposal for my customer and want to work on an SOW with the CMF team
 - I'm a Solution Partner working on a migration, ready to begin using Partner + Factory model
 - I'm a Channel Partner working on an SMB opportunity
 - I'm an ISV Partner working with an ISV migration opportunity
2. Do you have an Indirect Provider (Distributor) for this project?
 - Yes
 - No

ALSO and AMM

ALSO Professional Services Migrate to Azure with confidence

ALSO PROFESSIONAL SERVICES



Align strategy:

- What will be migrated?
- How do we expect new customers, new services to be onboarded?

Assessment:

- Can we migrate everything we want to?

Develop architecture:

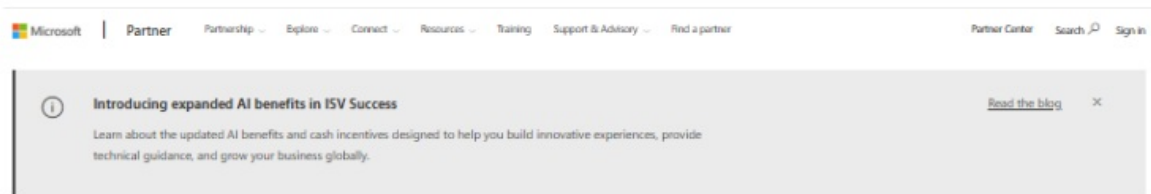
- How will customers connect?
- How will applications and services be interconnected?
- How will users authenticate?

Plan migration:

- Migration waves and windows
- Acceptance test planning
- Rollback planning

Execution:

- Destination preparation
- Migration execution
- Acceptance tes_ting



Azure Migrate and Modernize and Azure Innovate

Discover how you can deliver better customer experiences with comprehensive resources, extensive coverage across scenarios, and tailored incentives in one easy-to-navigate hub.

Nominate

Play video >



The value for Azure partners



Implement efficiently with comprehensive resources in one place

- **Leverage guidance** including tooling, documentation, and responsible AI design to help improve execution.
- **Engage with Microsoft experts** via Migration Factory to augment capacity and capabilities at no extra cost.
- **Empower tech and sales teams** with dedicated partner skilling to build confidence.



Increase agility with extensive coverage across scenarios and segments

- **Drive AI transformation** with offers for high-demand cloud, analytics, and AI scenarios.
- **Scale efficiently** with structured pathways for partners to deliver projects of all sizes.
- **Differentiate apps and services** backed by leading security on a trusted platform.



Innovate confidently with tailored incentives to maximize earning opportunities

- **Access funding** at each stage of the journey, from planning to deployment.
- **Improve sales velocity** with go-to-market support to enrich your pipeline and help win more deals.
- **Get faster time to value** with seamless and automated approvals in Partner Center.

Introducing...

- SMB paths for Solutions Partner designations
- Data & AI (Azure)
- Digital & App Innovation (Azure)
- Infrastructure (Azure)

Microsoft AI Cloud Partner Program

Solutions Partner for Azure solution areas

How to attain a Solutions Partner designation for solution areas

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success. Partners qualify either on an SMB path or an Enterprise path and must reach 70 points for the path they are on.

- A minimum of 70 points must be earned, with points in each subcategory.
- There are 100 points possible in total across categories.



Performance



Skilling



Customer success

Performance

This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments.

Requirements for Solutions Partner designations for Azure

- Three categories make up the scoring for Solutions Partner designations: performance, skilling, and customer success. Points are earned through net customer adds, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.
- Beginning later in 2024, partners will qualify either on the Enterprise or SMB path and will see in Partner Center only one score aligned to their path. For all three Azure designations, partners who are driving less than USD1,000,000 Azure consumed revenue (ACR) and have 80% or more of their customers in the SMB/SMC segment will qualify on the SMB path. Partners who are driving more than USD1,000,000 ACR, or driving less than USD1,000,000 ACR and have more than 20% of their customers in the enterprise segment will qualify on the Enterprise path.

Eligible attributions		Maximum contribution				Max points
		Enterprise paths		SMB paths		
		Infrastructure / Digital & App Innovation	Data & AI	Infrastructure / Digital & App Innovation	Data & AI	
Performance						30
Net Customer Adds	PAL, DPOR, CSP	3 net customer adds >\$1000 ACR per month	3 net customer adds >\$1000 ACR per month	3 customer adds >\$500 ACR per month	3 customer adds >\$500 ACR per month	30
Skilling						40
Intermediate Certifications	Certified professional associated to Partner Center account	5 unique individuals 2 prerequisite certifications*	10 unique individuals 2 prerequisite certifications*	4 unique individuals 1 prerequisite certifications**	8 unique individuals 2 prerequisite certifications**	20 (40 for Data & AI)
Advanced Certifications		5 unique individuals 2 prerequisite certifications*	NA	4 unique individuals 1 prerequisite certifications**	NA	20 (0 for Data & AI)
Customer Success						30
Usage Growth	PAL, DPOR, CSP	20% ACR growth YoY	20% ACR growth YoY	20% ACR growth YoY	20% ACR growth YoY	20
Deployments	PAL, DPOR, CSP	5 new deployments in TTM	5 new deployments in TTM	5 new deployments in TTM	5 new deployments in TTM	10
TOTAL						100
Minimum total points required for Solutions Partner designation						70

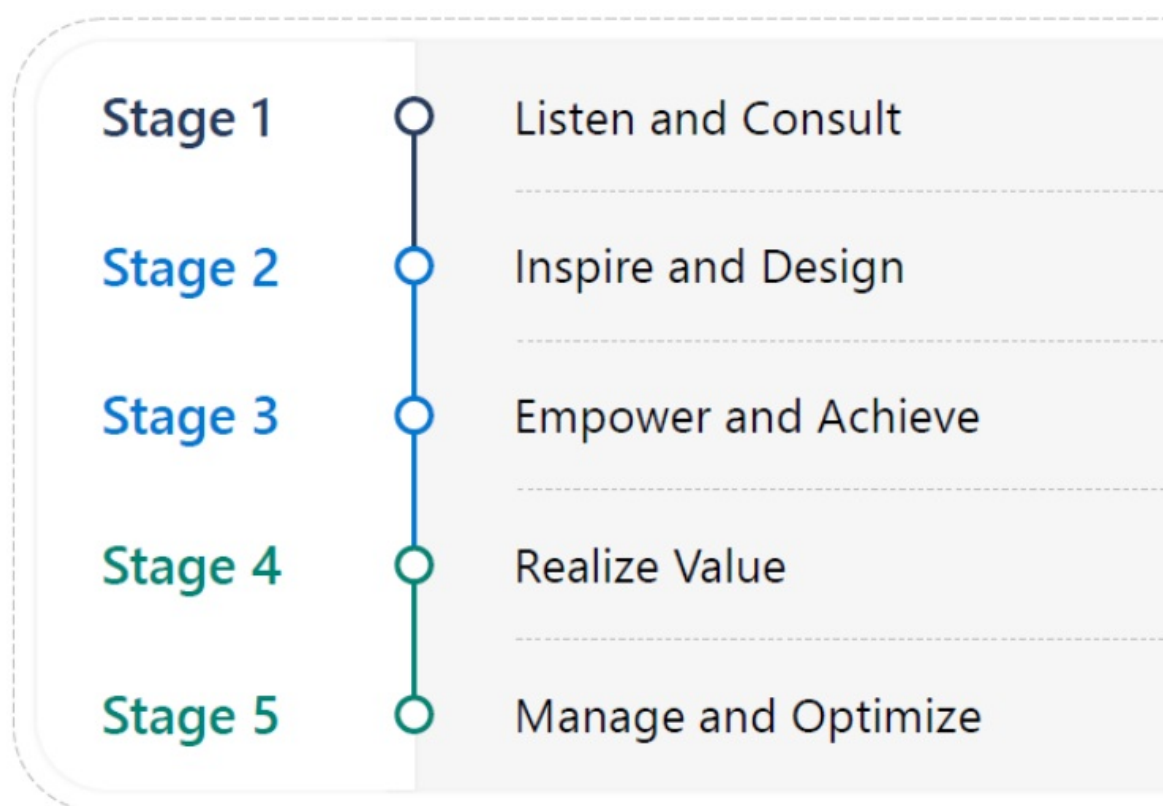
Benefits for Solutions Partner designations for Azure

Regardless of the path by which you qualify for a Solutions Partner designation, benefits are the same. Benefits include all common Solutions Partner benefits, like go-to-market services, TP&D advisory hours, technical support incidents, as well as unique product benefits designed specifically for each Azure specific Solutions Partner designation. Stack incremental benefits as you attain additional Solutions Partner designations.

Product Group		Digital & App Innovation	Data & AI	Infrastructure
Incremental	Azure Production Credits	\$6,000 per year (bulk)	\$6,000 per year (bulk)	\$6,000 per year (bulk)
	Azure Dev/Test Credits	<i>Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise</i>	<i>Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise</i>	<i>Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise</i>
	Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	25 Visual Studio Enterprise subscriptions	25 Visual Studio Enterprise subscriptions
Core among Solutions Partner for Infrastructure, Data & AI, and Digital & App Innovation	Dynamics 365 (D365)	D365 Operations Application Partner Sandbox, D365 Sales, Field Service and Customer Service Partner Sandbox		
	Power BI	100 Power BI Premium users		
	Microsoft 365 (M365)	100 M365 E3 users		
	Microsoft Project Online	20 users (Plan 5)		
	Visio Online	5 users (Plan 2)		
	Software Licenses	100 Windows Server Standard 2022, 32 Windows Server 2022 Data Center, 16 SQL Server, 100 System Center Standard, select CALs, and more.		

Microsoft incentives and investments

- Microsoft's mission is to empower every person and every organization on the planet to collaborate with our partner ecosystem to accelerate global digital transformation.
- Microsoft's partner incentives are designed to reward partners for participating in ow needs often extend beyond the transaction, so we offer partner incentives and invest



Azure Incentives

- Azure incentives include multiple ways for partners to earn incentives 011 customer

Azure consumption for the partner is associated with the customer's Azure environment and the channel the customer decides to transact through

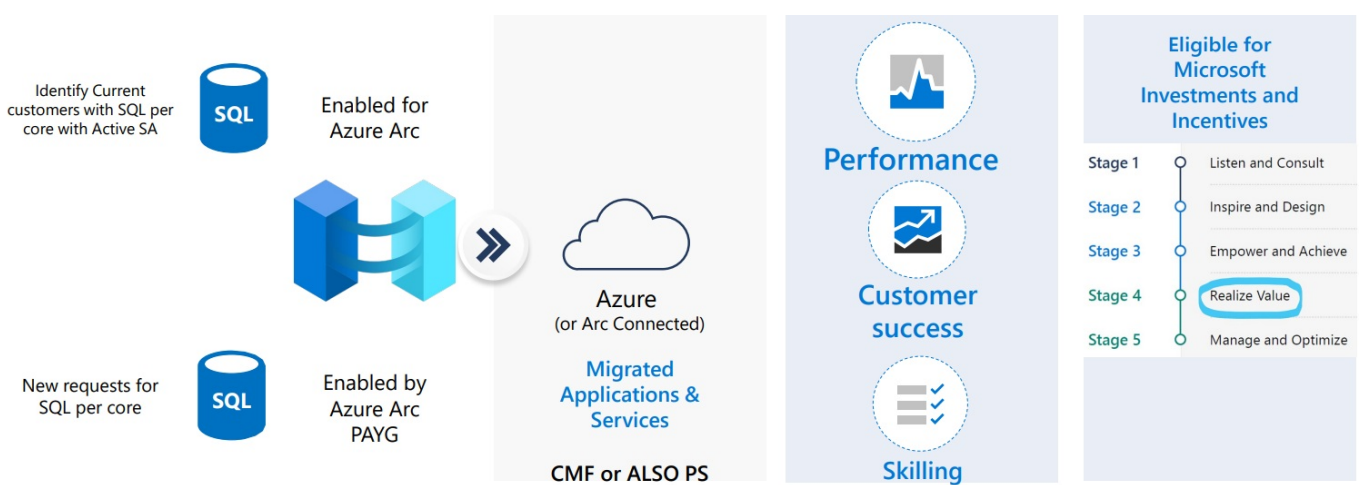
New Commerce CSP*					
Small corporate and SMB customers					
Engagements	Listen & Consult	Inspire & Design	Empower & Achieve	Realize Value	Manage & Optimize
Azure CSP motion incentive				•	
Hosting incentive			•		
AMM Partner-led: Solution Assessment for Rapid Migration		•			
AMM Partner-led: SAP Migration Assessment		•			
AMM Partner-led: SAP Migration Assessment L		•			
AMM Partner-led: Infrastructure and Database Migration				•	
AMM Partner-led: Infrastructure and Database Migration (SMB)				•	
AMM Partner-led: Infrastructure and Database Migration with Microsoft Defender for Cloud				•	
AMM Partner-led: Infrastructure and Database Migration with Microsoft Defender for Cloud (SMB)				•	
AMM Partner-led: Migrating to Azure VMware Solution				•	
AMM Partner-led: Virtual Desktop Infrastructure				•	
AMM Partner-led: SAP Migration				•	
AMM Partner-led: Migration to SAP RISE in Azure				•	
Azure Innovate Partner-led: Analytics Proof of Value			•		
Azure Innovate Partner-led: Analytics Deployment				•	
Azure Innovate Partner-led: Analytics Deployment (SMB)				•	
Azure Innovate Partner-led: Build & Modernize AI Apps Proof of Value			•		
Azure Innovate Partner-led: Build & Modernize AI Apps Deployment				•	
Azure Innovate Partner-led: Build & Modernize AI Apps Deployment (SMB)				•	
Azure Innovate Partner-led: Accelerate Developer Productivity Proof of Value			•		
Azure Innovate Partner-led: Accelerate Developer Productivity Deployment				•	
Azure Innovate Partner-led: Build & Modernize AI Apps Proof of Value with AI Enrichment Support for ISVs			•		
Azure Innovate Partner-led: Azure AI Platform Proof of Value			•		
Azure Innovate Partner-led: Azure AI Platform Deployment				•	
ISV Success Advanced: Customer Migration & Modernization				•	
ISV Success Advanced: Build & Modernize AI Apps Proof of Value			•	•	
ISV Success Advanced: Build & Modernize AI Apps Proof of Value L			•		
ISV Success Advanced: Build & Modernize AI Apps Proof of Value XL			•	•	
ISV Success Advanced: Build & Modernize AI Apps Publish				•	
ISV Success Advanced: Azure AI Platform Proof of Value			•		
ISV Success Advanced: Azure AI Platform Proof of Value L			•		
ISV Success Advanced: Azure AI Platform Proof of Value XL			•		
ISV Success Advanced: Azure AI Platform Model Publish				•	
ISV Success Advanced: Analytics Proof of Value			•	•	
ISV Success Advanced: Analytics Proof of Value L			•		
ISV Success Advanced: Analytics Proof of Value XL			•	•	
ISV Success Advanced: Analytics Publish				•	

Next steps

- Admins can sign in to Partner Center to see how their organization is progressing towards a Solutions Partner designation and see the associated benefits.
- Go to the Training Gallery & Microsoft docs to learn about the requirements needed to attain a Solutions Partner designation.
- For more information, visit the Microsoft partner website and Microsoft partner blog.



Where to start from?



FAQs

Q: What are the deployment options for Azure Arc?

A: You can deploy the Arc-Agent / -Extensions and connect to the Azure Subscription

based on your licensing preference (PAYG or PAID).


Q: How can I enhance security for my SQL estate using Azure Arc?

A: You can protect your on-premises and multicloud data using Microsoft Defender for Cloud, utilize Extended Security Updates, auto patching, and gain insights with Microsoft Purview.

Q: What are the benefits of using Azure Arc for SQL Server?

A: Azure Arc provides a unified management experience, proactive monitoring, best practices assessment, migration assessment, improved business continuity, and enhanced security for SQL Server deployments.

Documents / Resources

	Microsoft Azure Arc Innovate Across Hybrid And Multicloud [pdf] User Guide 2024, 2025, Azure Arc Innovate Across Hybrid And Multicloud, Innovate Across Hybrid And Multicloud, Across Hybrid And Multicloud, Hybrid And Multicloud
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References

- [User Manual](#)

Microsoft

2024, 2025, Across Hybrid And Multicloud, Azure Arc Innovate Across Hybrid And Multicloud, Hybrid And Multicloud, Innovate Across Hybrid And Multicloud, Microsoft

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