

AZURE FRONTIER OFFER

Accelerate your data and AI platform on Azure.

A Microsoft-funded, post-sales offer that helps you modernise your databases and analytics and adopt AI on Azure, anchoring your data and AI platform on Microsoft's cloud.

AZURE FRONTIER OFFER • IN PARTNERSHIP WITH MICROSOFT

THE OPPORTUNITY

Modernise your data estate, funded to move faster

For organisations ready to modernise data and build a production foundation for AI, backed by Microsoft co-investment so you can act sooner, not later.

1**Win the database platform play**

Modernise and consolidate your databases on Azure, from SQL and PostgreSQL to Cosmos DB and Oracle migrations.

2**A strong foundation for AI**

Bring analytics into Microsoft Fabric and stand up Azure AI Foundry, ready for models and agents.

3**Funded to accelerate**

Microsoft co-invests post-sales, so the move to a modern data and AI platform is de-risked and faster.

WHAT THE OFFER ACCELERATES

From data modernisation to production AI

1**Modernise your databases**

Migrate and modernise SQL, PostgreSQL, MySQL, Cosmos DB and Oracle workloads onto Azure's managed, scalable data platform.

2**Modernise analytics with Microsoft Fabric**

Bring analytics, Power BI and real-time intelligence together in Microsoft Fabric, on one governed platform.

3**Adopt Azure AI Foundry**

Stand up Azure AI Foundry with leading models, AI Search, and vision and speech services, ready for production AI and agents.

4**Funded, expert delivery**

BUI delivers the implementation, nominated with your Microsoft account team and backed by Microsoft funding.

WHAT YOU GAIN

A modern, AI-ready data platform on Azure

1

A modern data estate

Databases and analytics consolidated on Azure's managed, scalable platform.

2

An AI-ready foundation

Azure AI Foundry in place, ready for models, search and agents.

3

A funded migration

Microsoft co-investment offsets the cost and de-risks the move.

4

Faster time to value

A post-sales offer built to accelerate adoption, not just plan it.

ELIGIBLE WORKLOADS

The Data & AI platform this offer covers

DATABASES

Azure databases

Azure SQL, PostgreSQL, MySQL, Cosmos DB and Oracle migrations.

ANALYTICS

Microsoft Fabric

Analytics, Power BI and real-time intelligence, unified.

AI

Azure AI Foundry

Leading models, AI Search, vision and speech services.

ELIGIBILITY

Data & AI led

Over half of incremental first-year Azure consumption from these workloads.



MICROSOFT FUNDING • ECIF

The Azure Frontier Offer is a **post-sales** offer funded through Microsoft **End Customer Investment Funds (ECIF)**, with the option of the **Azure Credit Offer (ACO)** to offset migration dual-run. Funding is subject to a 2:1 return and is nominated through your Microsoft account team. This is a distinct offer, **separate from Azure Frontier Accelerate** (the FY27 Frontier Accelerate for Azure engagements), which uses a different Microsoft funding mechanism.

Ready to modernise on Azure?

Identify the opportunity with your BUI and Microsoft account teams, and put Microsoft's funding to work on your data and AI platform.

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