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AZURE ARC IN ACTION

See how Azure Arc delivers real results for hybrid IT customers – solving common challenges while unlocking new revenue opportunities for Partners.

SCENARIO ONE

Challenge:

A customer required a simple way to provide Extended Security Updates (ESUs) for their on-prem servers. They also wanted better visibility of their entire hybrid environment as they planned their cloud migration.

Solution:

With Azure Arc, our Partner offered ESUs on a flexible monthly basis – perfect for the client's medium-term migration timeline. Arc also brought those on-prem servers into the Azure control plane, giving them unified visibility across their hybrid estate.

Why it matters:

Arc's flexible ESU purchasing comes without long-term commitment, enabling customers to progress through their cloud journey at their own pace.

SCENARIO TWO

Challenge:

A customer was managing both on-prem servers and Azure workloads separately. They needed a more consistent approach to security management and policy enforcement across their entire environment.

Solution:

Azure Arc enabled our Partner's engineering team to work from a single management console, applying uniform security policies across both on-prem and Azure infrastructure.

Why it matters:

Arc comes with simplified management and cost-effective flexibility – only paying for Defender for Server when servers are active. The Defender portal now provides complete visibility across all servers, not just Azure-based ones.

GET STARTED WITH AZURE ARC

At Westcoast Cloud, our expert team is ready to help you get up to speed with the Azure Arc opportunity. To arrange a demo to explore an Arc test environment, please contact our team today.

BOOK A DEMO