A cozy scene featuring a glass of tea, a teapot, books, and a blanket. The background is a soft, out-of-focus white surface, possibly a bed or a large cushion. In the foreground, a glass of dark tea sits on a wooden coaster next to a dark teapot. A stack of books is visible, and a light-colored, textured blanket is draped over the right side of the scene.

# Discover How Comfortable It Is To Get Out Of Your Comfort Zone

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# Why?



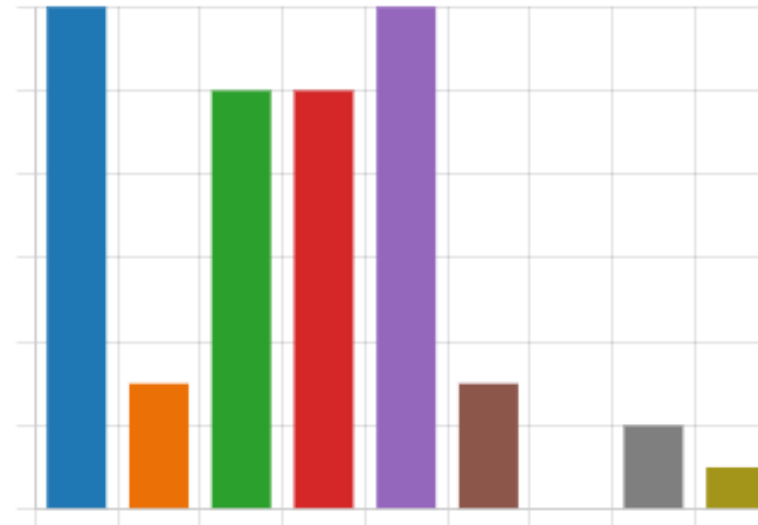
Why did ATU/GMIT take this journey?

# What about the other Education entities?

5. What are the main reasons for your institution to adopt cloud technologies?

[More Details](#)

- Security
- Cost savings
- Scalability / Elasticity
- Flexibility
- High availability
- Backup simplification
- Sustainability / environmental reasons
- Release time and effort from the IT team
- Other



# What?



What were your motivators?



What services were appropriate to move to the cloud?



What approach did you take for the Security Model?

# When?



When did you begin  
transitioning services?



When did you realise the  
benefits?

# Challenges



We don't have the skills



My applications aren't compatible



Cost management



Change management

# How?



How do you manage costs?



How do you avoid bill shock?



How did you manage the transition from CAPEX to OPEX model?



How do you explain to Executive decision makers that adopting services and solutions in the cloud is actually a less risky strategy and can enable organ

# How can Microsoft help?



Engagement with  
our Specialists

Training Sessions

Assessments \*

Funded PoC \* -  
developed by an  
approved partner

Fast track \*

Cloud Adoption  
Framework  
Workshops \*

Premier Support

Sandbox \*

\*Subject to approval





Who can help me?

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