Cisco Cloud Architecture
for the Microsoft Cloud Platform

Deliver New Hybrid Cloud Solutions with Cisco and Microsoft Innovation

Cloud providers face a new set of challenges in today's market. Shifting customer expectations have increased the need for new services that are flexible and secure. Cloud providers also need to adhere to compliance regulations and the data sovereignty requirements of their customers.
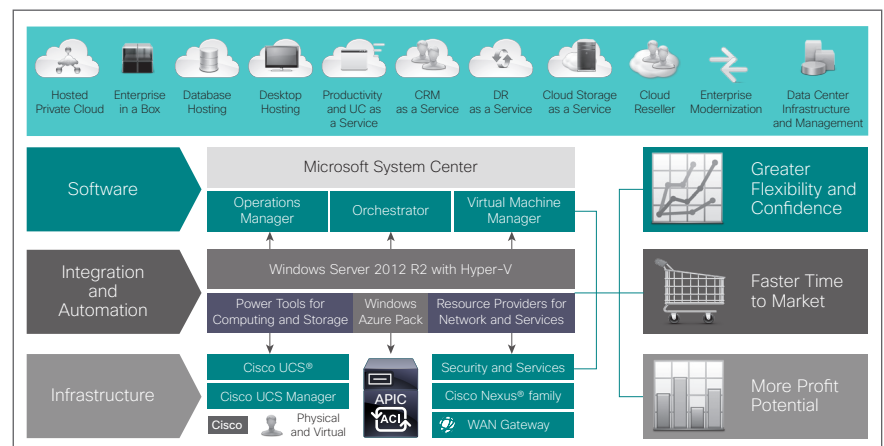
Together, Cisco and Microsoft allow cloud providers to rapidly and confidently deliver cloud services while maximizing profitability with Cisco Cloud Architecture for the Microsoft Cloud Platform, a flexible cloud solution. This jointly engineered solution lets cloud providers deliver complete cloud services with confidence. Cisco® Cloud Architecture for the Microsoft Cloud Platform is a preintegrated, tested, and validated solution that combines Windows Azure Pack and Cisco Application Centric Infrastructure (Cisco ACI™; see Figure 1). With this solution, you can rapidly deliver hybrid cloud services while dramatically simplifying your operations and cutting costs.

Designed for scale-up enterprise workloads and applications, this new architecture helps cloud providers offer IaaS, PaaS, SaaS, and more from a single platform. It can help lower the cost of delivering the traditional applications and services that make up the majority of your cloud business, while giving you the opportunity to invest in cloud native capability for future services, new customers, and more revenue.

Figure 1. Cisco and Microsoft are Making It Easier for Cloud Providers to Offer New, Differentiated Services for Their Customers

Benefits

- Deliver complete cloud services with confidence:
  - Offer best-in-class hybrid, IaaS, PaaS, and SaaS services enabled by product-level engineering and integration from Cisco and Microsoft.
  - Lower deployment risk with a jointly developed, tested, and validated solution from Cisco and Microsoft.
  - Help ensure solution performance with lifecycle management from Cisco and Microsoft.
- Release and sell new services faster:
  - Accelerate your time to market with prebuilt, pretested service templates and protocols built into the solution.
  - Provision new services in minutes through deep integration of Cisco® Application Centric Infrastructure (Cisco ACI™) and Windows Azure Pack (WAP).
  - Deliver new cloud services rapidly using Microsoft Azure and Cisco Intercloud Fabric™.

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- Increase profitability from your investment
  - Reduce TCO and improve margins with operational simplicity and control.
  - Close more deals with joint go-to-market sales and presales resources and support.
  - Develop and deploy new and differentiated services on Cisco's and Microsoft's open architecture.

"This is just the beginning. We are going to be evolving with Cisco and Microsoft. Both companies are extremely innovative and help us look ahead to discover how our services will change. This is the next step in our journey together."

Julija Noskova
Director Cloud Marketing,
TELUS Business Solutions

"Cisco Cloud Architecture for the Microsoft Cloud platform was instrumental in helping us be first to market with a hybrid cloud that features seamless integration between our virtual private cloud and Microsoft Azure. Cisco's rock solid infrastructure enables us to effectively offer customers near real-time redundancy, a wide array of compliance and superior performance."

Greg Pierce
Vice President,
Concerto Cloud Services

Deep Integration Between Cisco and Microsoft Is the Key to Success

The key to the Cisco Cloud Architecture for the Microsoft Cloud Platform solution is the integration of Cisco ACI and Microsoft WAP. The Cisco Application Policy Infrastructure Controller (APIC) is the unified point of automation and centralized management for the Cisco ACI fabric, policy programming, and health monitoring. By integrating it into Windows Azure Pack, we are creating a structural linkage between Cisco infrastructure and the Microsoft cloud platform. This capability is unique to our offering.

The key pillars of this integrated offering include:

- Cisco's industry-leading Intercloud-ready server platform: the Cisco Unified Computing System™ (Cisco UCS®). Cisco UCS is tightly integrated with Microsoft System Center 2012 RS unified management platform to deliver a validated and backed cloud solution, enable faster time to market and increase profit potential. There is no need for third-party orchestration and management tools, and the cloud provider has visibility into the WAN via a single pane of glass.
- Integration of the Cisco APIC into Microsoft Azure Pack lets you offer packaged enterprise services with a lifecycle approach to policy management. This tight integration gives you on-demand and efficient consumption of your infrastructure resources and a simplified operational model

By becoming part of the Cisco Powered™ Program, the Microsoft Azure Certified for Hybrid Cloud program, and the Cisco Intercloud™ ecosystem, cloud providers can offer new services and attain global reach and almost infinite scale.

As a Cisco Powered partner, you benefit through partner training, sales enablement, awareness, and demand generation. Microsoft Azure Certified for Hybrid Cloud program offers cloud providers a complimentary set of partner training, sales-enablement, awareness, and demand-generation benefits, as well as the ability to offer hybrid cloud and Azure-enabled solutions.

Next Steps

Visit www.cisco.com/go/ccamcp or http://azure.microsoft.com/en-us/marketplace/partner-program/ to learn more.