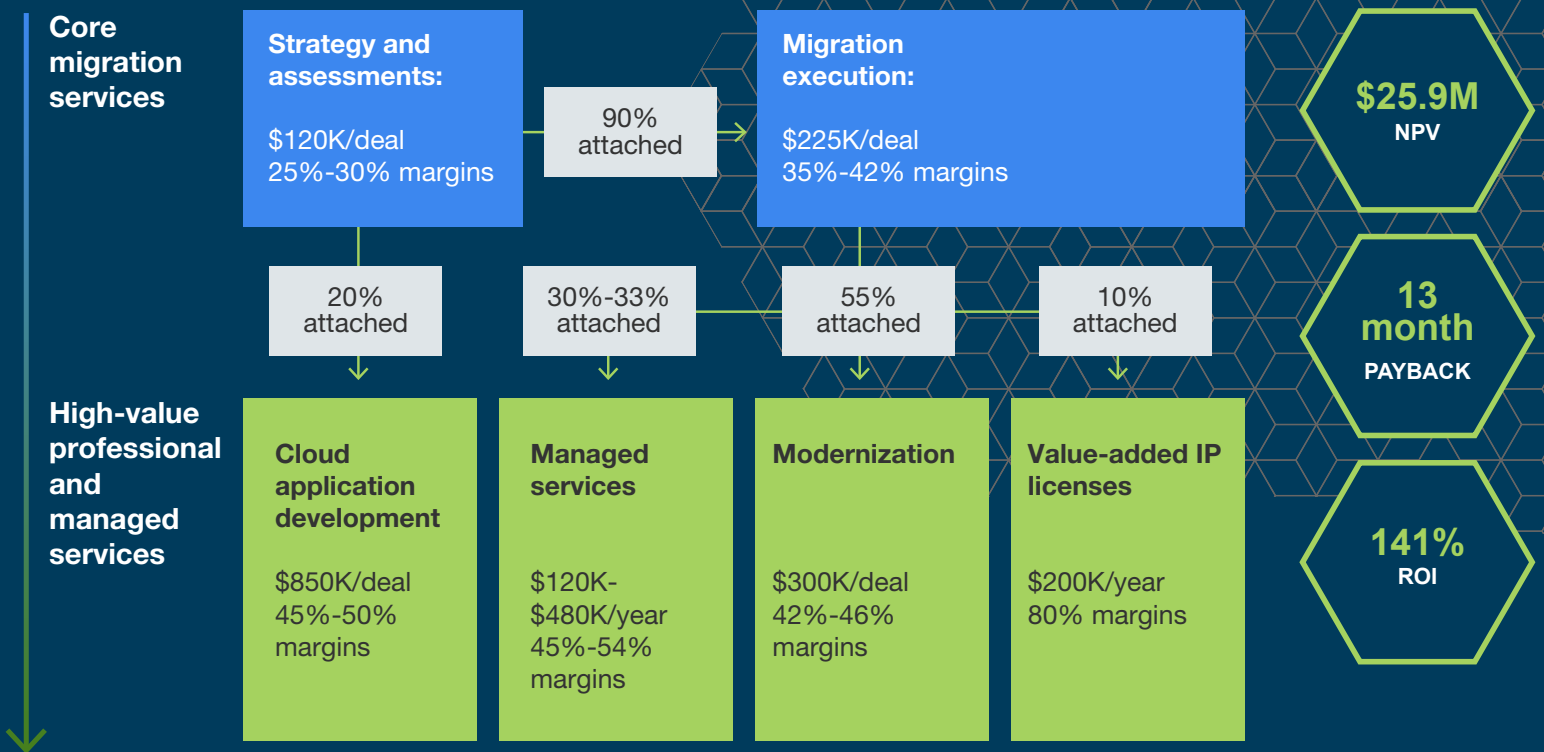


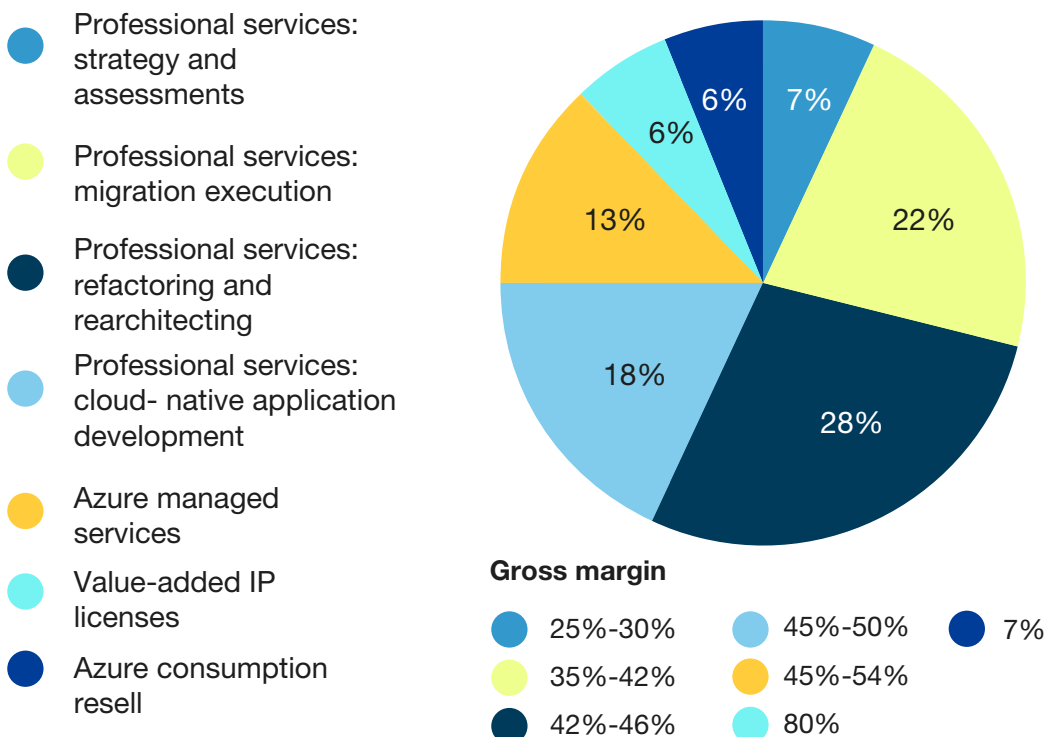
The Partner Opportunity Assessment For Azure Service Providers

Through 14 partner interviews with various Microsoft Azure partners, Forrester concluded that building and scaling a Microsoft Azure practice has the following three-year financial impact.

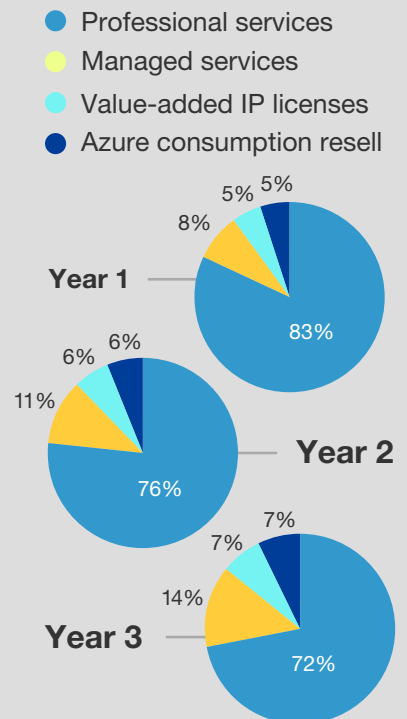
CORE AZURE MIGRATION SERVICES CONVERT INTO HIGHER-VALUE DOWNSTREAM REVENUE OPPORTUNITIES



AZURE PARTNER REVENUE MIX (PERCENTAGE OF TOTAL GROSS PROFIT)



HISTORICAL BUSINESS MIX



Read the full study

This document is an abridged version of a case study commissioned by Microsoft titled: The Partner Opportunity Assessment for Azure Service Providers, July 2019.