

# Azure Virtual Network Conversation Guide

## Conversation Starters

- How do remote employees connect to your internal and external resources and customers? What network technologies do they use?
- How are you currently managing security as employees connect to your company's resources in the cloud?
- Are your employees reporting any performance or connectivity issues, especially during times of peak usage?
- Do you need to support a surge of remote users beyond what you expected?
- Are you looking to connect multiple on-prem sites, ROBO locations, PoS sites, and cloud services?
- In what way do slow load times impact your business processes?
- Do you have any requirements to meet for data management—do you need to keep some information on premises?
- What concerns do you have around supporting future growth or business change?
- What cloud services are you using—and what is your cloud roadmap?

## Azure Virtual Network overview & benefits

Azure Networking services connects on-premises, Azure, and multi-cloud resources, allowing you to manage your entire network using centralized access and routing policies. Organizations can:



**Enable secure remote access** to on-premises and cloud resources from almost anywhere.



**Scale effortlessly for peak demand** by designing network topologies that optimize traffic flow.



**Build hybrid solutions** that run in the cloud and connect securely to your on-premises data sources.

## Objections and Responses

*"My existing network solution works great."*

If employees are working remotely, your customer is only as secure as those home networks. If they are using an on-premise VPN without Azure networking services they are most likely experiencing slow load times and difficulty collaborating on shared documents. Azure Virtual Network will scale during peak usage to ensure that all employees have secure, quick connections.

*"I am worried about security while moving to or connecting in the cloud."*

Distributed denial of service (DDoS) attacks are a huge concern while moving to the cloud. Azure DDoS IP Protection is an additional service that provides enterprise-grade DDoS protection at a price point that is designed to meet the needs of small- to medium-sized businesses like yours. Similarly, the new Azure Firewall Basic service is a great addition to Azure Virtual Network to help ensure your business stays protected.

*"I don't want to incur a heavy cost burden."*

Azure Networking will cost less than \$100 for most SMB customers (**See Solution-in-a-Box slide for more details**). Azure solutions are designed to be cost-effective and save you money by reducing IT overhead and management.

Cloud solutions are also designed to scale to your exact needs. Right now you are probably paying for excess capacity with your existing solutions. With Azure solutions you will only pay for what you use, and you can automatically scale resources up or down to meet fluctuating demand.

*"The technology/implementation is too challenging."*

Microsoft has designed custom sessions to get you started quickly with Azure Virtual Network. Register for our Azure Fundamentals Hands-on Enablement session at [aka.ms/AzureTechWorkshop](https://aka.ms/AzureTechWorkshop) for guided, step-by-step experience in Azure. By completing this 8-hour session you will have the experience and confidence you need to get started with Azure Virtual Network.

# Azure Virtual Network – Solution in a Box

Virtual Network

VPN Gateway

## Create a virtual private network in the cloud

Azure Virtual Network enables Azure resources to securely communicate with each other, the internet, and on-premises networks. You can:

- Build and control a hybrid infrastructure, including extending datacenters to the cloud.
- Enhance security and isolation for applications.
- Ensure that traffic stays on a secure global network.
- Augment cybersecurity with little to no IT help using new [Azure Firewall Basic](#) and [Azure Distributed Denial-of-Service \(DDoS\) Protection](#) services.

## Deliver great value

Significantly improve your customer experience for less than you might think.

1. See the table below for estimated costs.
2. Watch the Azure Pricing and Packaging Webinar for an in-depth discussion of Azure pricing principles
3. Test out your specific customer environment with the pricing calculator.\*

Pricing calculator

Azure Pricing and Packaging Webinar

## Pricing estimate for SMB customer infrastructure

Based on Azure pricing for Azure Virtual Network for small & medium-size business customers (100 GB data transfer).<sup>1</sup>

Service type	Region	Description	Estimated monthly cost	Estimated upfront cost
Virtual Network		100 GB data transfer	\$4.00	\$0.00
VPN Gateway	East US	VPN Gateways, Basic VPN tier, 730 gateway hours, 10 S2S tunnels, 128 P2S tunnels, 0 GB, Inter-VNET outbound VPN gateway type	\$26.28	\$0.00
Support		Free level	\$0.00	\$0.00
Azure Firewall	East US	Basic. 1 deployment. 730 hours. 100 GB of data processed.	\$294.85	\$0.00
Azure DDoS Protection for IP		IP Protection, 2 IP resources, 730 hours, support included	\$398.00	\$0.00
Estimated Total Monthly Cost			\$723.13	\$0.00

1. All costs are assumptions based on estimates from the Azure Pricing calculator and are not a guarantee of pricing for purchase. Prices may change based on region, working hours, and other variables. Because prices are subject to change, please use the Azure pricing calculator for your own estimate.