

Case Study

Fast track to cloud

Lift-and-shift migration to Azure for a global ITES provider



Summary

Sonata Software partnered with a global ITES company to re-host its on-premises infrastructure to Microsoft Azure. Using a phased, low-disruption approach, Sonata built a secure Azure landing zone, migrated workloads with Azure-native services and implemented post-migration governance for cost, security and operations.

Client Overview

A global technology solutions provider offering a wide range of services, including digital transformation, IT services and consulting, to clients across various industries.

Headquarter Bengaluru	Destinations 7 Countries
Employees 12000+	

Pressure points

- **High operational costs**
 - Incredibly high annual datacenter spend
 - Hardware refresh cycle due in 12 months
- **Infrastructure complexity**
 - Mixed hypervisor environment
 - ~550 VMs with inconsistent configurations
- **Downtime sensitivity**
 - 99.95% SLA requirements
 - Critical workloads with zero tolerance for disruption
- **Security and compliance**
 - Manual patching and fragmented security controls
 - Compliance with ISO 27001, SOC 2 and GDPR

Solution highlights

We executed a phased migration using Azure Migrate, focusing on minimal disruption and rapid ROI:

- **Discovery and assessment**
 - Inventoried all workloads using Azure Migrate Appliance
 - Identified 40% over-provisioned VMs, enabling right-sizing
- **Planning and design**
 - Built a secure Azure landing zone with:
 - Hub-and-spoke network topology
 - Azure Firewall, NSGs and Private Endpoints
 - Log Analytics and Azure Monitor
- **Migration execution**
 - **VMware VMs:** Migrated using agentless replication
 - **Hyper-V VMs:** Migrated using agent-based replication
 - **SQL Server:** Remaining rehosted on SQL Server on Azure VMs
- **Post-migration optimization**
 - Enabled Azure Backup, Update Management and Azure Defender
 - Implemented cost management policies and auto-shutdown schedules

Results that speak volumes

Reduce costs by \$250K annually	Improve operational agility and security posture	Achieve faster provisioning and better compliance	Lay the foundation for future modernization (e.g., containerization, PaaS adoption)
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By leveraging Sonata’s expertise and Azure-native tools, we delivered a seamless migration with measurable business impact.