



## Cloud Credential: Health Services Industry – Healthcare Group

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Project: SQL Migration  
and Modernisation



# CLIENT BACKGROUND

The client is amongst the UAE's leading healthcare service providers today and is a well-known brand with its team of over 350 physicians and 1,000 supporting professionals providing state-of-the-art medical care to the UAE's citizens and residents.



The client operates multiple service lines like hospitals, medical centres, pharmacies, among others. The client has a group IT department to deliver the services to its customers.





# BUSINESS CHALLENGE

The client is looking for cost-effective approaches for managing IT and to provide agility and more innovation.

The client had a large state of SQL servers supporting mission-critical applications. They engaged Microsoft to explore opportunities to optimise the infrastructure and database getting into the conclusion that migrating to Azure Cloud would be a good alternative to benefit of better licensing and cost-effectiveness when using SQL Azure or Azure SQL Managed Instances (PaaS).



## HOW ETISALAT HELPED

Etisalat was selected as the trusted advisor and partner to assist the customer in exploring the migration to SQL Azure Cloud based on:

- Analysis of 69 SQL databases and 2.5TB using DMA (Data Migration Assistant):
  - SQL feature gaps identification and recommendations
  - SQL compatibility gaps identification and recommendations
  - Assistance to the client for database remediation
- Analysis of alternatives, cost estimations and recommendations between different models: SQL Azure Managed Instance, Azure SQL and multiple billing models (DTU vs vCore)
- Assistance in the migration of production workloads, Go-live and cut-over





# OUTCOMES DELIVERED

The client was able to make an informed decision about the best solution for the database consolidation and modernisation, and get advice and recommendations based on Etisalat best practices and know-how:

- Selecting Azure SQL Managed Instances due to the scale and intensive IO
- Clear understanding of TCO optimisation and estimated costs
- Technical Trusted Advisor to objectively recommend the best approach
- Technical expertise and know-how to configure application and Azure
- Assistance in the production implementation and data migration to Azure