

Manage Multiple Cloud Environments at Scale

Enabling secure managed services for
customers and their service providers



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Agenda



How Managed Services Deliver Higher Value to Your Business?



Managing Customers' Hybrid IT Environments at Scale



Customers & Service Provider's Pain Points



How Azure Lighthouse Enhances the Customer Experience



Azure Lighthouse - How It's a Game-changer for MSPs



How Customer Onboarding is Streamlined Using Lighthouse



Veraqor MSP Offers

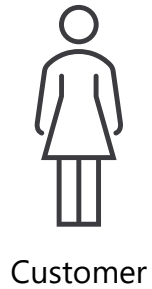
How Managed Services Deliver Higher Value to Customer's Business?









Customers & Service Provider's Pain Points & How Can We Overcome Them?

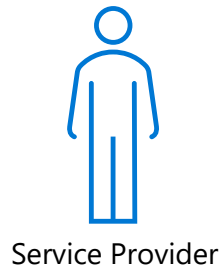
Customers & Manage Service Provider's Pain Points




Service providers want less complexity, more automation and comprehensive tooling to grow their business




Pains		
 <p>Lack of skilled IT resources</p>	 <p>Optimize costs with rapid migration to cloud</p>	 <p>Pace of change & increased complexity</p>

Motivators		
 <p>Meeting compliance requirements</p>	 <p>Reduced security exposure</p>	 <p>Control and transparency</p>

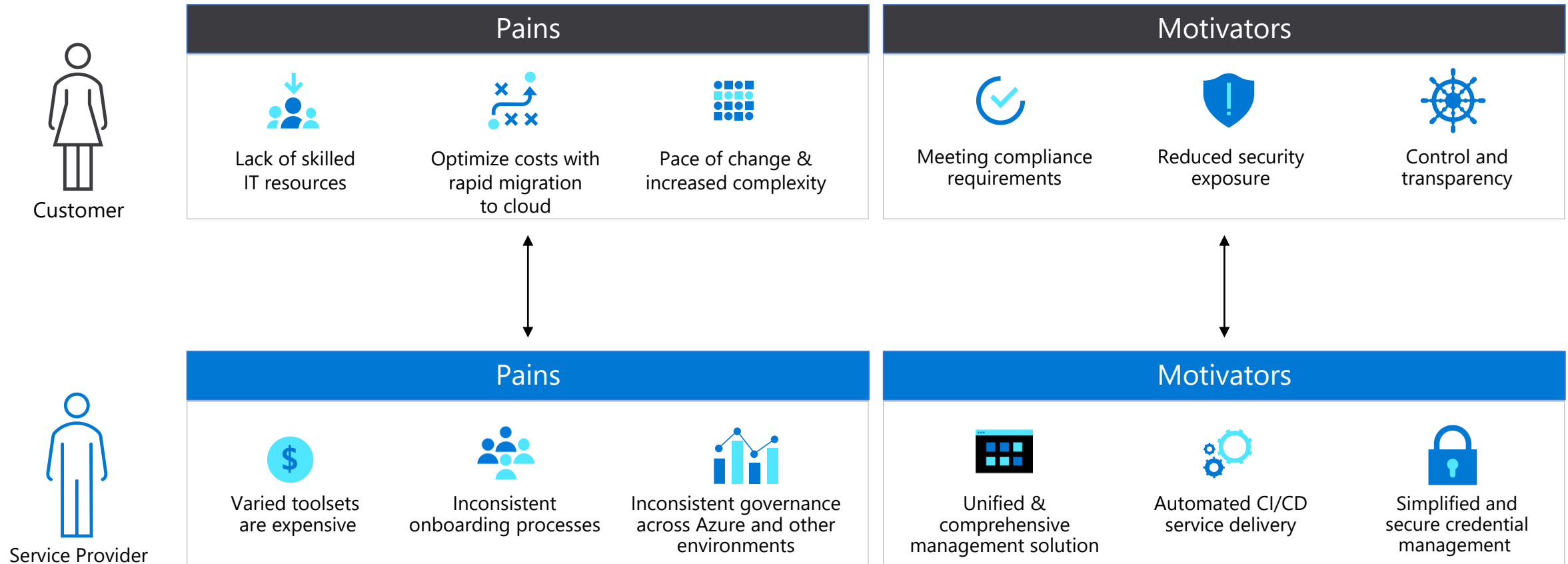


Pains		
 <p>Varied toolsets are expensive</p>	 <p>Inconsistent onboarding processes</p>	 <p>Inconsistent governance across Azure and other environments</p>

Motivators		
 <p>Unified & comprehensive management solution</p>	 <p>Automated CI/CD service delivery</p>	 <p>Simplified and secure credential management</p>

Managing Customers' Hybrid IT Environments at Scale is Complex

Service providers want less complexity, more automation and comprehensive tooling to grow their business



Azure Lighthouse - How It's a Game-changer for MSPs

Azure Lighthouse: Purpose-built for service providers

Deliver managed-services with greater automation, security, governance & management at-scale



Automate and scale
cloud management



Enable greater visibility,
security and governance



Build trust with just-enough
and just-in-time access

Azure Lighthouse + Azure AD PIM (Public Preview): Reduce Risk with Least Privileged Access

Secure & compliant by default with Azure Multi-factor-authentication (MFA) & Just-in-time access



Just-Enough access with Azure RBAC



Just-in-time access with Azure AD PIM



Azure MFA for users, groups



Auditability through audit & activity logs, accessible by both partners and customers



Azure AD license required only on service provider tenant



Customer approval only required at delegation



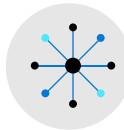
Visibility for customers that service provider using Azure AD PIM & Azure MFA



Reduce risk with streamlined MSP approval workflows

Azure Lighthouse + Azure Sentinel: Build a Scalable Managed Security Practice

Achieve greater visibility and respond faster with a cloud-native SIEM



Collect security data at cloud scale across your hybrid environment



Centrally monitor multiple workspaces across tenants



Leverage AI to detect threats and reduce alert fatigue



Optimize SOC deployments and automate configurations



Visualize and investigate the entire attack



Protect your IP & gain insights across tenants



Respond rapidly with built-in orchestration and automation

Managing Customers' Hybrid IT Environments at Scale

Azure Lighthouse + Azure Arc: Bring Azure Services and Management to Any Infrastructure

Azure Arc extends Azure management & enables Azure services to run across on-premises, multi-cloud, & edge



Grow revenue by expanding Servers & Kubernetes management in hybrid environments



Consolidate tool sets and governance for complex environments



Extend Azure Lighthouse security and visibility to hybrid and multi-cloud



Extend Azure management across environments



Adopt cloud practices on-premises



Run Azure data services anywhere

Azure Lighthouse Architecture: Bringing Greater Versatility and at-scale Management Capabilities into Several Scenarios



3 Use the client experience tool of your choice



Marketplace offers



ARM Template



APIs



PowerShell



Azure Portal



SDKs



CLIs

2 Cross-tenant experience integrated into Azure and third-party services

Azure Policy



Azure Monitor



Azure Sentinel



Azure Portal



Azure Kubernetes Service (AKS)

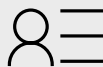


Azure Virtual Network



And more...

1 Security acts as foundational fabric



Azure Resource Manager with Azure Role-Based Access Control (RBAC)



Privileged Identity Management + Azure Multi-Factor Authentication

Head to Microsoft Docs for more details

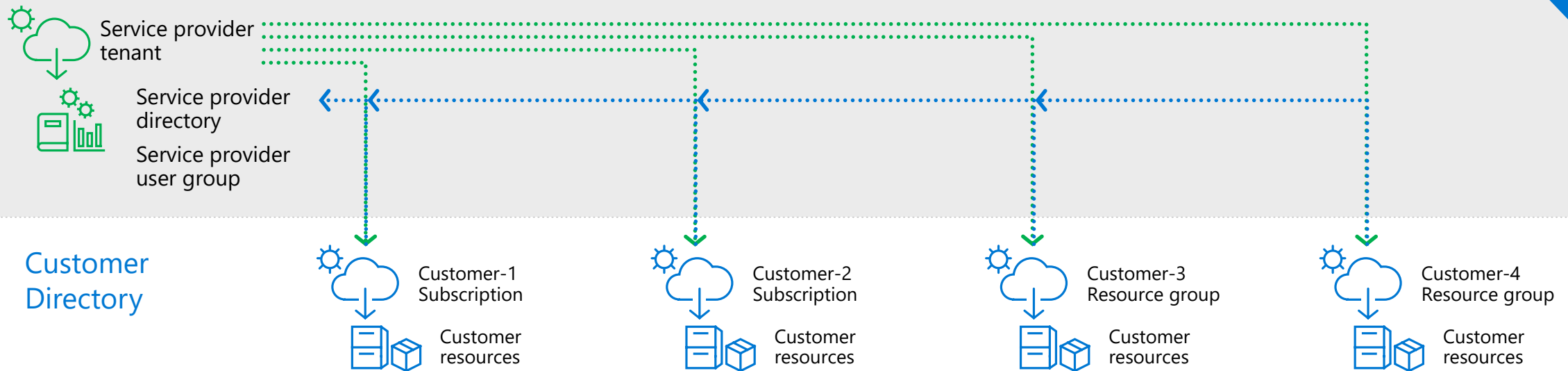
Azure Lighthouse Secret Sauce: Project Customer Resources into Partner Environments with Azure Delegated Resource Management

Customer resources, projected into service provider tenant to be managed by authorized service provider users

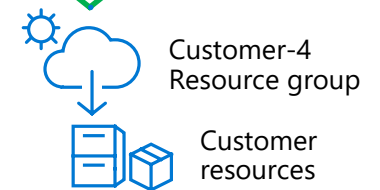
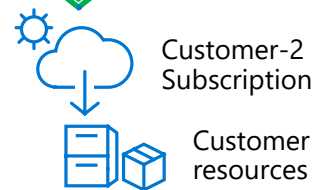
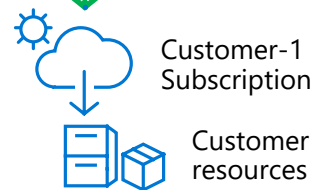
Service provider connects to each customer cloud individually, takes 4X the amount of time

Service provider can perform CRUD (Create, Read, Update, Delete) operations at scope; PIM license required only on service provider tenant

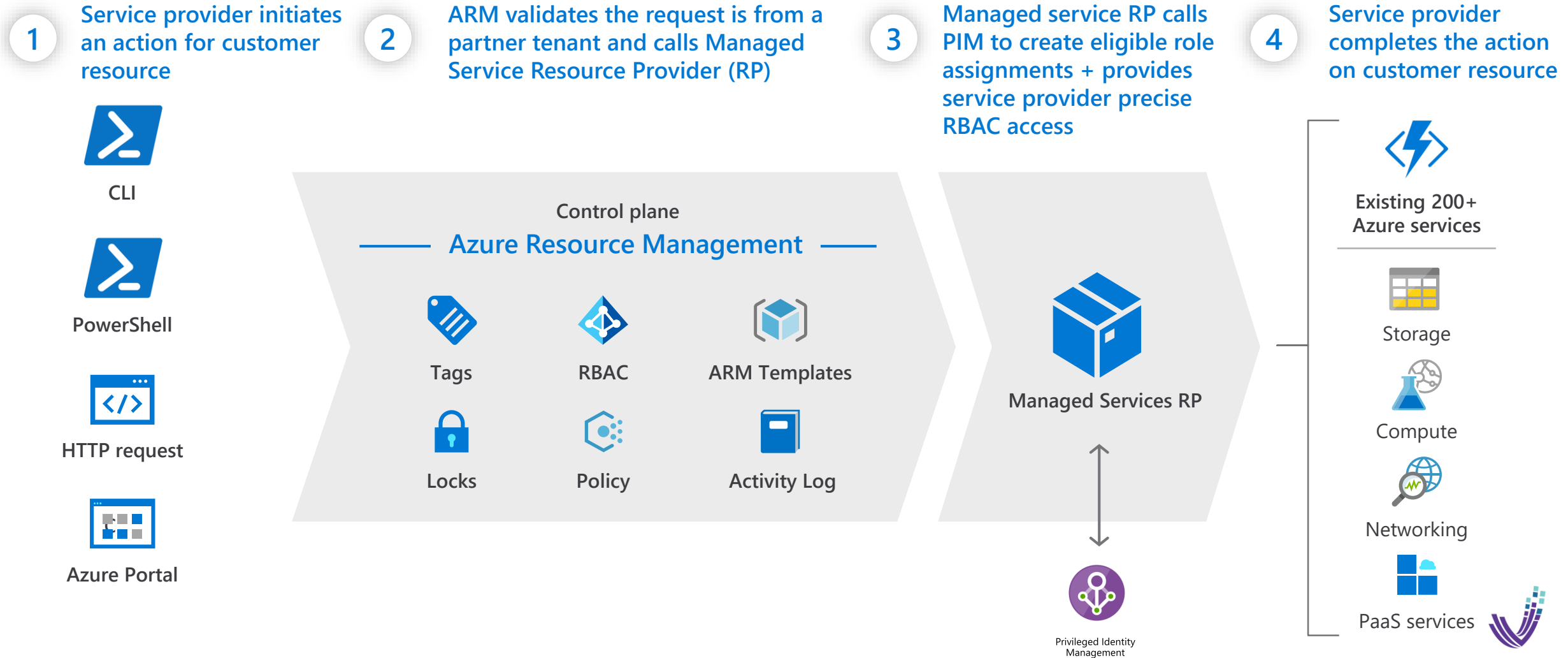
BEFORE



Customer Directory



Azure Delegated Resource Management: Creating Logical (Control Plane) Access to a Customer's Environment for the Service Provider





Automate and scale cloud management

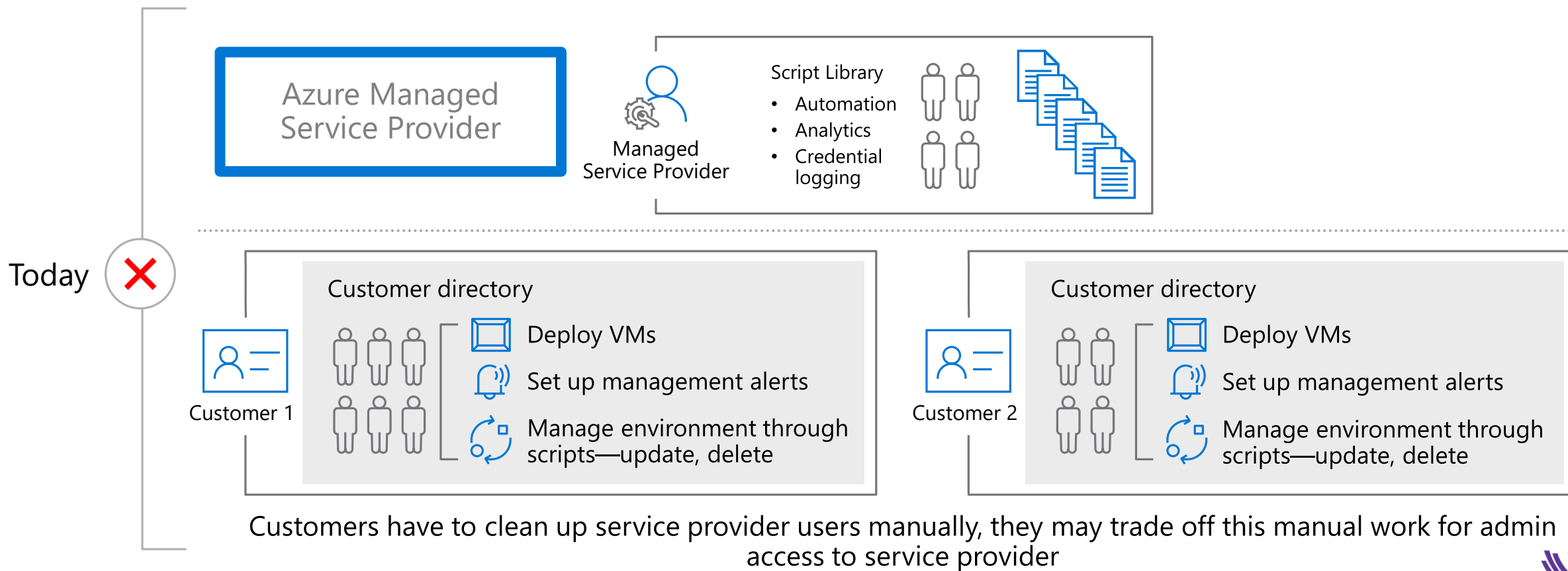


Enable greater visibility and governance



Grow your market in new ways

Complex scripting and credential management, creating customer and partner overhead





Automate and scale cloud management

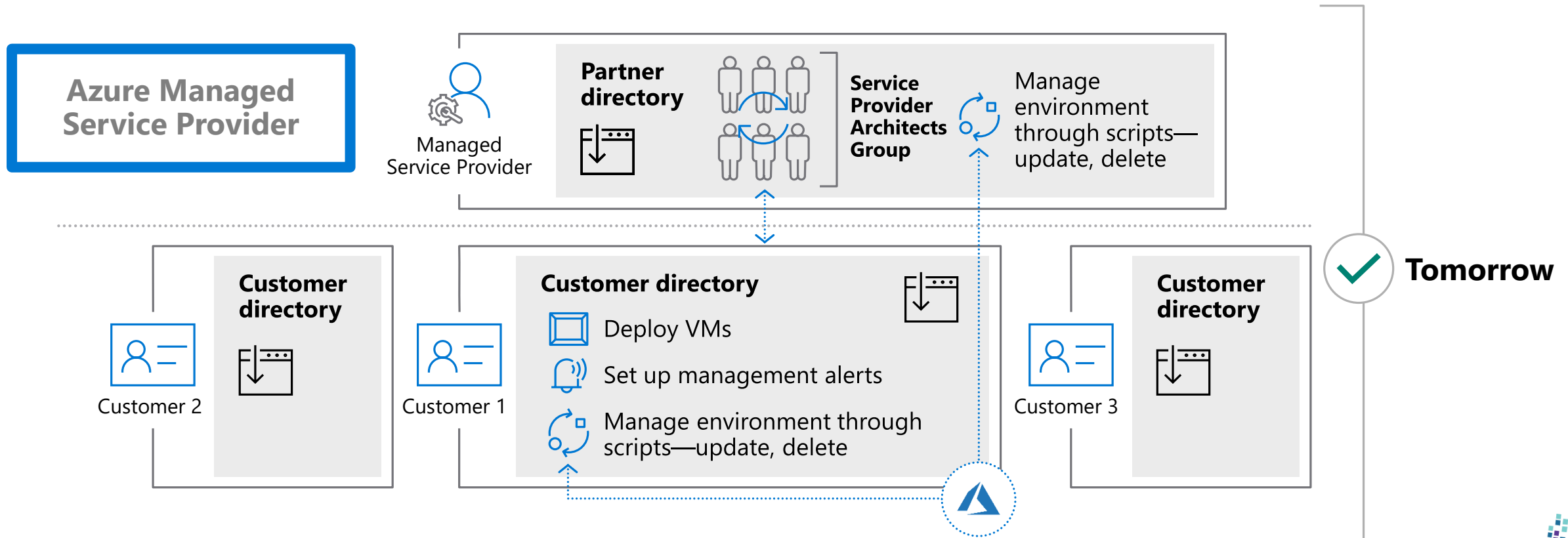


Enable greater visibility and governance



Grow your market in new ways

Automated customer onboarding | Cross-tenant management | Centralized governance



How Azure Lighthouse Enhances the Customer Experience

Azure Lighthouse: The Customer Story

Facilitating secure relationships between service providers and customers



Take Control

Add or remove the amount of environment (scope) managed by service provider(s) anytime and **add or remove** service providers from your environment at any time



Stay Secure

Provide access to service providers at specific subscription and Resource Group levels, and to specific user groups **for prolonged or just-in-time access**



Be informed

Ensure your **data is always secured** and doesn't leave your environment with visibility into actions and changes performed by your service providers

Managing Complex Vendor Access

- As a technology leader, you're faced with an **ever-growing list of service providers** to manage across your Azure estate.
- As business needs evolve, your vendor portfolio grows, **increasing potential security gaps and threats**.
- How do you **confidently manage ongoing and changing access requirements** across your service partners and all clouds?



Azure Lighthouse Puts You in Control

The first-in-class unique Azure service:

- **Facilitates a secure relationship** between you and your managed service providers
- Provides **on-demand transparency** into vendor access and actions
- Enables **granular access management** across your Azure estate



How Streamlined Customer's onboarding Using Lighthouse

Option 1: Code | ARM Templates, PowerShell, Terraform, etc.

The partner experience

- A user with **Owner role** for the subscription being onboarded (or which contains the resource groups being onboarded) must deploy resources
- With CSP subscriptions, any user with **Admin Agent role** can perform the deployment
- **How to:** [Onboard a customer to Azure Lighthouse](#)










Available SDKs:

- Azure PowerShell
- Azure CLI
- REST
- .NET
- Python
- Terraform
- Ansible

Option 1: Code | ARM Templates, PowerShell, Terraform, etc.

The customer experience

Easy-to-use deploy-to-Azure buttons are available for non-technical customers via the Azure Lighthouse samples [on GitHub](#)

Name	Description	Auto-deploy	Manual deploy
Azure Lighthouse - Subscription Deployment	onboard a <i>subscription</i>		templates
Azure Lighthouse - Resource Group Deployment	onboard a <i>resource group</i>		templates
Azure Lighthouse - Multiple Resource Group Deployment	onboard multiple <i>resource groups</i>		templates
Azure Lighthouse + Azure AD PIM - Subscription Deployment	onboard a <i>subscription</i> using Azure AD PIM (preview)		templates
Azure Lighthouse + Azure AD PIM - Resource Group Deployment	onboard a <i>resource group</i> using Azure AD PIM (preview)		templates
Azure Lighthouse + Azure AD PIM - Multiple Resource Group Deployment	onboard multiple <i>resource groups</i> using Azure AD PIM (preview)		templates
Azure Lighthouse + Azure AD PIM Managing Tenant Approvers - Subscription Deployment	onboard a <i>subscription</i> using Azure AD PIM with support for Managing tenant approvers (preview)		templates
Azure Lighthouse + Azure AD PIM Managing Tenant Approvers - Resource Group Deployment	onboard a <i>resource group</i> using Azure AD PIM with support for Managing tenant approvers (preview)		templates
Azure Lighthouse + Azure AD PIM Managing Tenant Approvers - Multiple Resource Group Deployment	onboard multiple <i>resource groups</i> using Azure AD PIM with support for Managing tenant approvers (preview)		templates

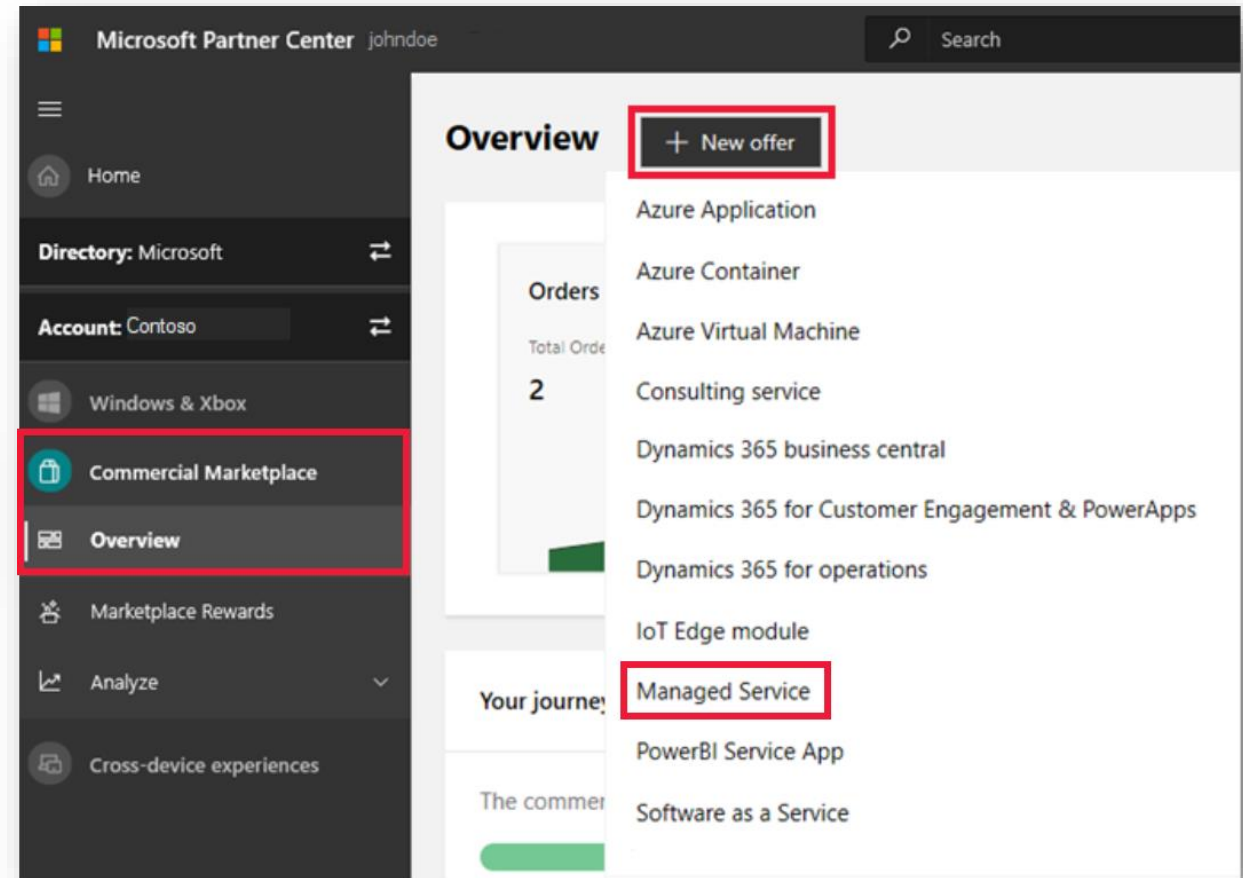
Option 2: Microsoft Commercial Marketplace

The partner experience

Partner requirements:

- Account in Partner Center
- Silver or Gold Cloud Platform competency level or Azure Expert MSP status

How to: [Create a Managed Service offer in Microsoft Commercial Marketplace](#)

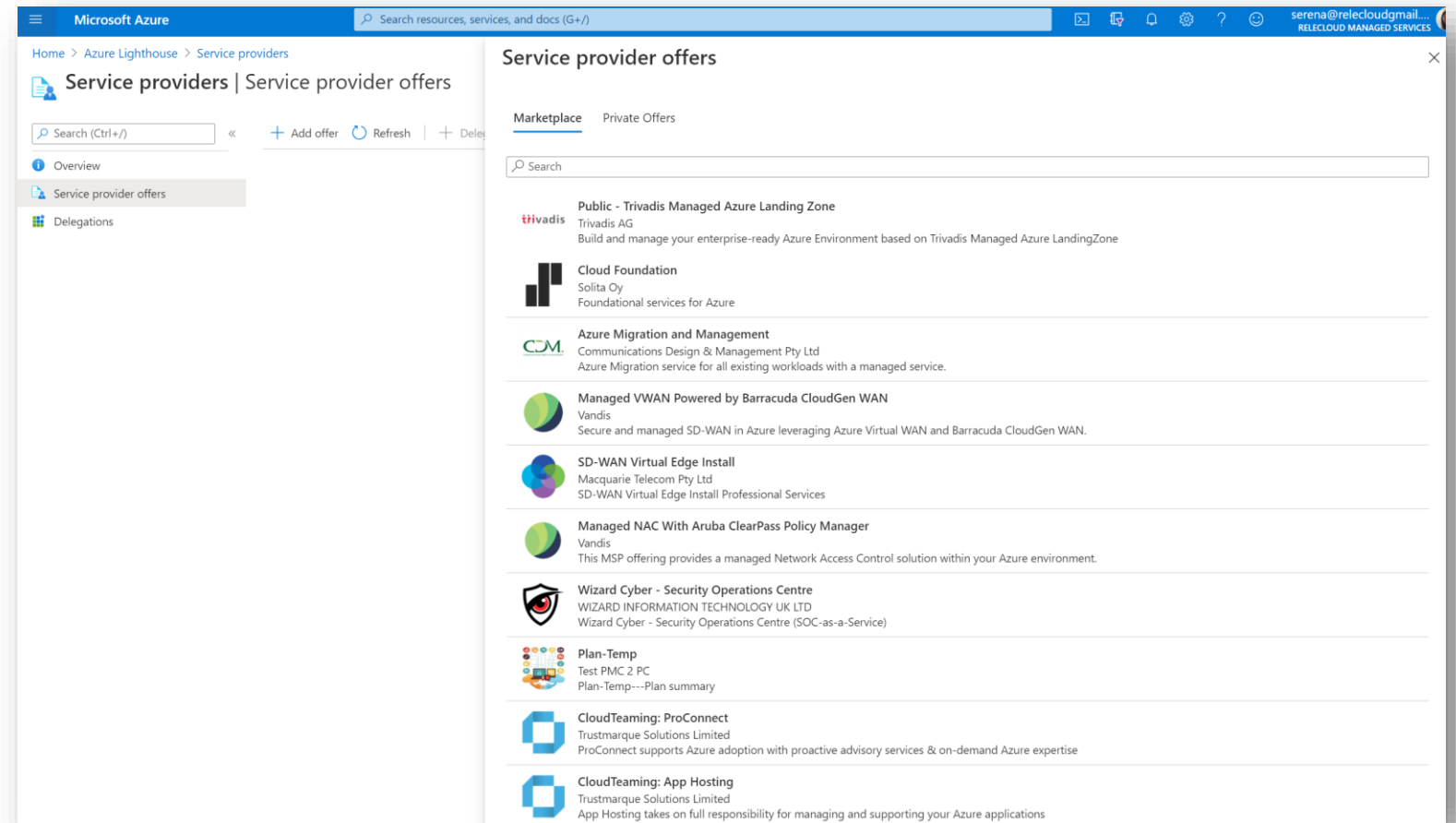


Option 2: Microsoft Commercial Marketplace

The customer experience

Customers select offers in Azure Portal Service offer blade

How to: [Create a Managed Service offer in Microsoft Commercial Marketplace](#)



Option 3: ARM Templates via Azure Portal

The partner experience

Quickly and easily author ARM template offers in the Azure Portal

Microsoft Azure Search resources, services and docs

Home > My Customers >

Create ARM template offer

Azure Lighthouse

Fill out this form to create an ARM template offer to download and pass on to your customer. [Learn more](#)

Offer details

Name *

Description

Authorizations*

These are Azure AD users or groups that will have access to the resources the customer has delegated. [Learn more](#)

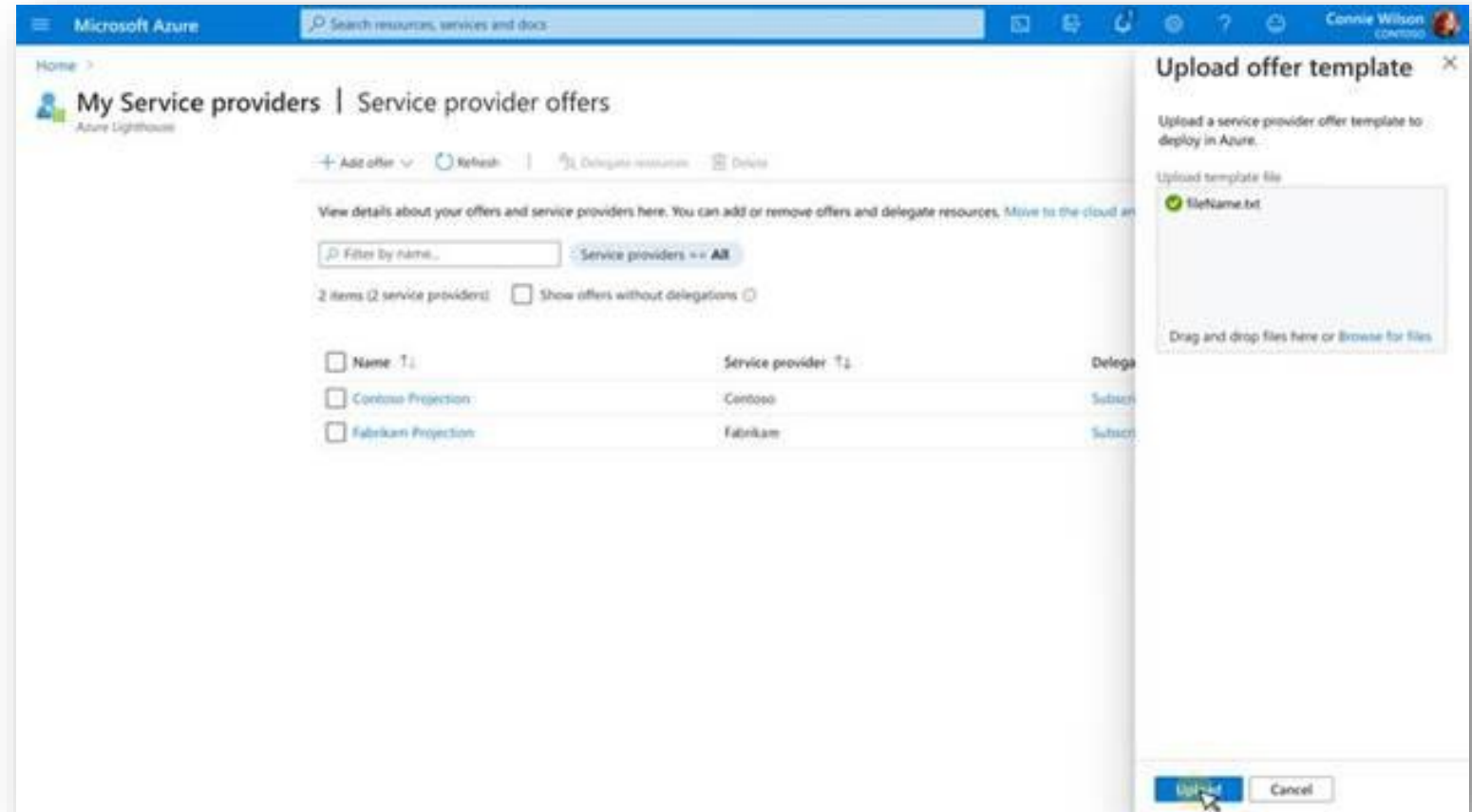
Name ↑↓	Type ↑↓	Role ↑↓	Display name ↑↓	Access Type ↑↓
DevOps Engineers	Group	Contributor	DevOps Engineers	Eligible
Service Principal Engineers	Group	User Access Administrator Can assign access to: Backup Reader Automation Runbook Opera...	Service Principle Engineers	Permanent
Service Principal Reader	Group	Reader	Service Principle Readers	Eligible
Tier 1 Support	Group	Reader	Tier 1 Support	Eligible

[Add authorizations](#)

Option 3: ARM Templates via Azure Portal

The customer experience

Quickly and easily deploy ARM templates via the My Service providers blade in the Azure Portal



Veraqor MSP Offerings

How Can Veraqor Help?



What Can We Do For You?

Business Outcome Strategy Workshop & Roadmap

Understanding the complexities and best practices to get you where you want to be. A complimentary 2-hour advisory session to assess your current state and provide the guidance you need.

Deeper Solution Session & Briefing

See what Veraqor can do for you! An hour-long envisioning workshop explores the impact of digital transformation and innovation to help customers with vision-setting, strategy, roadmaps, and organizational alignment.

Architectural Design Sessions

This custom 2-hour session focuses on your technical solution objectives and aligns them with specific components of solutions to help you not only meet your goals but also capitalize on them.

Industry Best Practices, Tools & Frameworks

This custom 1-hour session focuses on guidance of best practices working directly with our specialized architects on innovative new capabilities and well-architected framework.

Complimentary Offers for Customers

Thank you!

Please spare a moment to fill out the survey
after this webinar.

Need help? Please write to:

mtu@veraqr.io