



STRATA

Accelerate Azure AD Consumption and App Modernization with Identity Orchestration

Your presenters today

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Topics we'll cover

Microsoft
partnership

01

Winning
together at
Kroger

02

Identity
Orchestration

03

Product
demo

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What to
look and
listen for

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Q&A

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STRATA



John Griffey

Strata Identity's role in the Microsoft Identity & Zero Trust Ecosystem



Winning together at Kroger



"Without Strata, Kroger could have been spending hundreds of thousands of hours redeveloping applications"

Rob Lenhof
Cloud Information Security Manager
Kroger

**5th Largest
Retailer In The
World**
FORTUNE 17

Stats

Industry:	Retail
Stores:	2,700+
Employees:	~450,000
2020 Revenue:	\$132 billion



Accelerated Azure deployment

- ✓ 3 months app migration now <1 hr
- ✓ Deployed Mavericks and migrated first apps in <30 days



Millions in reclaimed budget \$\$

- ✓ \$100,000 per app rewrite x 300 = \$30 million in custom code savings
- ✓ Even more savings from retiring EOL SiteMinder and legacy infrastructure



Enabled advanced Azure services

- ✓ Multi-cloud on-prem to Azure
- ✓ Apps now ready for additional identity services like MFA and identity proofing

Results:

+3,678%



12-month increase in Azure Utilization

What is Identity Orchestration?



Identity Orchestration is a distributed abstraction layer that makes it possible to consistently enforce identity and access across multiple clouds and apps.



Control access to on-prem apps and data

Orchestrate Secure Hybrid Access with Azure AD



Integrate with everything you run

Enable Zero Trust architecture and extend Azure investments



No-code integration means no rewriting apps

Modernize and transform any legacy application



Deploy in hours, not months

Automate app migrations to Azure AD from legacy IdPs

Shared deals in flight



21 registered customer opportunities

50+ Fortune 500 active pipeline accounts

\$200k-\$800k average ACV



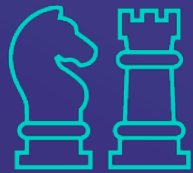
Product demo

Migrating apps from SiteMinder to Azure AD



Conversation clues

What to look and listen for



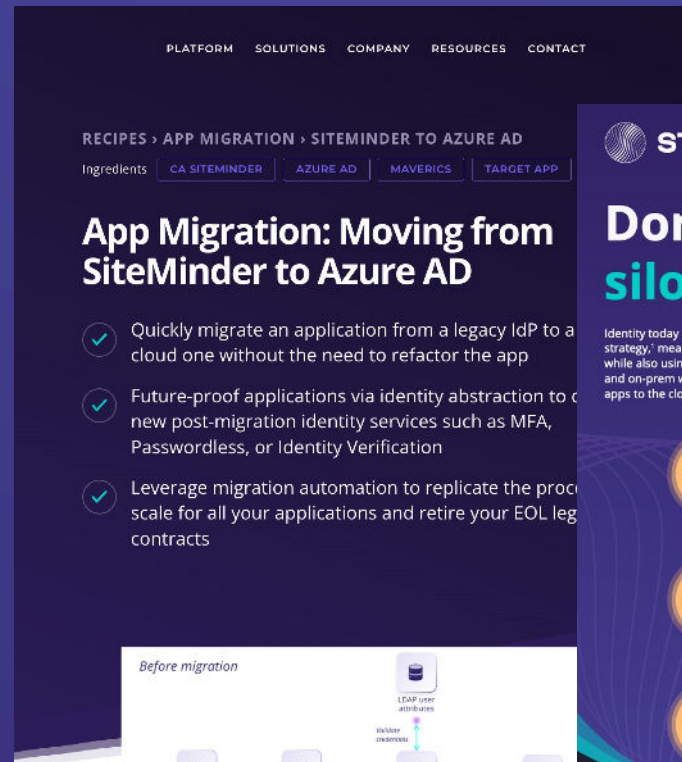
Now what?

Resources and next steps

Microsoft Seller resources

1. Contact: microsoft-partners@strata.io
2. Check out [SM to Azure AD Recipe](#)
3. Download Strata <> Microsoft [solution guide](#)

Migration Recipe



<https://bit.ly/3taKl07>

Solution Guide



<https://bit.ly/3qfYlrz>



Q&A